

# PEPtalk

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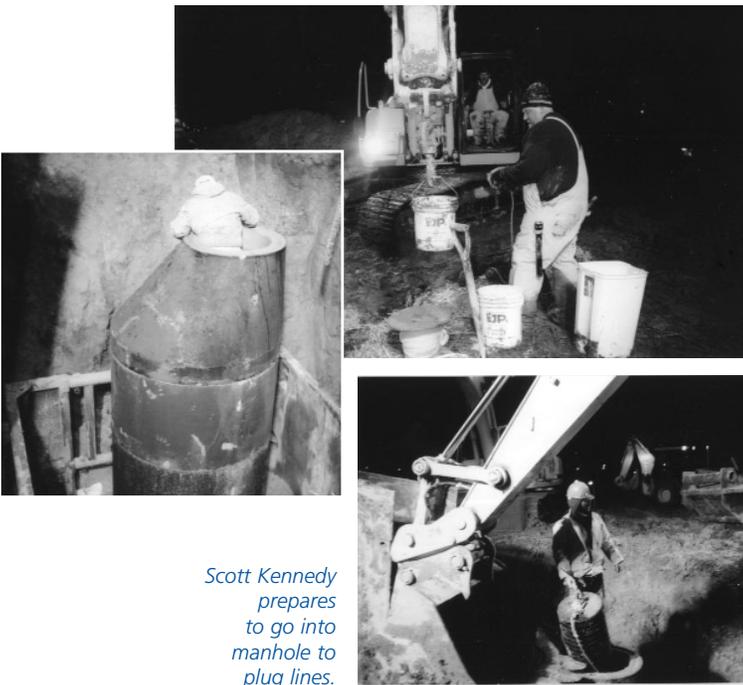
## WISHING EVERYONE A SUCCESSFUL 2003!

### Indianapolis Burns the Midnight Oil with Filson Earthworks

While the rest of us were sleeping the night of November 21st, Scott Kennedy of the West Indy Service Division and Filson Earthworks installed a brand new 15' manhole. This aggressive job for Star Baptist Church began at midnight when the live sewer main was plugged, and finished at 6:30am when the manhole was vacuum tested and approved by the town inspector. Thanks to fast and efficient work, the goal of no interruption of service to local residents was achieved.

Now that's what we call excellence under pressure.

*Aaron Hughes of Filson Earthworks mixing Prescott Plug to patch the manhole as it's being set.*



*Scott Kennedy prepares to go into manhole to plug lines.*

### Team EJP Looks to the Future

To all our customers, vendors and friends – a warm ‘thank-you’ for your business and for helping make 2002 such a successful year for Team EJP. A new year also represents new opportunities to improve overall customer satisfaction and we are incredibly committed to capitalizing on these opportunities in 2003. Our first step in this process took place January 6, 2003, when CEO Peter Prescott announced several key administrative and management promotions. See *inside for more details.*

*Mike Madden, Andy Gidney, Wally Martin, Rod Dubois, Jason Chadwick and Bob Moody*



*Steve Prescott, President*

*Stan McCurdy, COO*

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## Looking to the Future *(continued)*

Please join us in congratulating the following members of Team EJP in their new positions:

### Stanley G. McCurdy – Chief Operating Officer

Stan has held every conceivable position at EJP since he joined us in 1961. Now our second most tenured employee (who used to drive a long haul tractor trailer in the early days of EJP) is in charge of all operating systems within the company. Stan was instrumental in opening the Montpelier, VT Division in 1976. He served there as manager until 1993 when he assumed responsibility for company wide purchasing and inventory control. Stan's role will have a continuing emphasis on major equipment purchases and fleet maintenance in addition to inventory oversight.

### Steven E. Prescott – President

Steve has literally grown up in the business and after serving the last 5 years as Director of Sales and Marketing, he is well qualified to handle the day-to-day operations for all Prescott companies. He understands that loyal customers are the backbone of our business and believes in giving people the tools to do their jobs, and then letting them perform. Steve has developed numerous strategies for promoting our products and services, which is just the kind of vision and leadership we need for future success.

### Rodney Dubois – Division Liaison

Rod joined EJP in 1980 and has spent the last 19 years as Manager for our largest division in Gardiner, Maine. Under Rod's leadership, the Gardiner Division developed 15 Value Added Services accounts (VAS), which is a company milestone. In his new position, Rod will travel extensively throughout the Prescott system to provide guidance, advice and encouragement to all Division Managers.

### Walter Martin – Manager, Maine Operations

Another employee who has 'done it all,' Wally has been an essential member of Team EJP since 1976. Over the past 15 years, he has learned all aspects of Division operations by opening new locations and serving as the initial onsite manager until a permanent replacement was hired. Wally will now apply his extensive experience to overseeing the activities of our Gardiner, Bangor and Portland Divisions.

### Jason Chadwick – Assistant Manager, Maine Operations

Hired in May 2000, Jason is the first candidate to come from the company's Management Training Program. He has held Manager training positions in Middleton, Avon, Warwick, Round Lake and Pembroke where he served 4 months in the initial start-up phase of that location. Jason's progress through the Management Training Program has been

noteworthy and working under Wally's leadership, he is well positioned to continue his growth within the company.

### Michael G. Madden – Vendor Relations

Mike spent the first part of his 32-year EJP career in outside sales where he held the title of Sales Manager from 1978 – 1984. He was then promoted to Director of Purchasing, a position that he has performed very well the past 18 years. As Director of Vendor Relations, Mike will visit vendors to keep them apprised of our company's position in the marketplace and negotiate the most favorable terms for on-going business.

### Andy Gidney – Purchasing Manager

Since 1988, Andy has followed a path of increased responsibility leading to his latest promotion. From the Warehouse to Inside Sales, Andy has spent the last 8 years in charge of all purchasing for the Gardiner, Maine Division, including the daily handling of our largest customer. His exceptional attention to detail will serve him well in his new role.

### Robert Moody – Safety and Training Coordinator

This is Bob's second promotion since joining EJP in March 2000, having moved to Safety Coordinator in October 2000. In his new position, Bob will lead our renewed emphasis on the Reference Manual Training portion of our in-house programs. His specific duties will include establishing monthly training schedules and coordinating subject matter to meet the needs of all employees.



**Big Impression!** Richard Ross (EJP), Phil Costello (Roads Corporation), and David Burke (Western & Sampson) are dwarfed by the 54" ductile pipe, 160 feet of which was installed on Merrimac Street in Downtown Boston.

## Inside Folks Get 'Outside' Training Session

We understand that when you call EJP, you want intelligent answers to your unique questions from knowledgeable people who truly care. Our already strong Inside Sales Team in Concord, NH recently received two days of extensive field training giving them an even greater understanding of our products and their applications.

Formal classroom training was complimented by hands-on work shop sessions where our sales people were required to tear down and rebuild a hydrant; install a saddle, corporation and curb stop (with copper tubing); do a live-tap (with water under pressure!); install an MJ fitting onto a piece of pipe; conduct pipe location and perform butt fusion of HDPE pipe.



Our thanks to Regional Sales Manager, Robbie Chadwick for organizing these two incredibly productive sessions. We know you'll see the benefits the next time you pick up the phone and give us a call.

## Helping Myrtle Beach out of a Tight Spot

The Myrtle Beach, South Carolina water treatment plant had a problem. How do you install a 20" x 16" pipe in an exceptionally small space? Our Red Hed Supply had the answer for Pipeline Supply in Columbia, SC – the space saver flange. Tommy Weatherly of Pipeline said this was his only alternative. Shipped on December 11th, this sale proved that good things truly do come in small packages.

## We've Got Ft. Devens Covered



Team EJP and partner Maxymillian Technologies of Pittsfield, MA, installed approximately 46,000 square yards (9.2 acres) of North American Green S75 erosion blankets on the Ft. Devens Landfill Closure in Ayer, MA. Project Manager Glenn Houle headed up the project, which also included various sizes of PVC pipe and fittings.

## Out with the Old - in with the BLUE

When the crew in Warwick, RI decided that their beige and orange building needed a new paint job – they saw a unique opportunity to put their EJP Pride on display. The once drab building is now electric blue and truly a sight to behold. Way to go, Warwick!



## Top Scholar

EJP CEO Peter Prescott recently recognized Kim Doherty as a Top Scholar and the first recipient of the Jim Doherty Scholarship Program. This \$1,000 scholarship was recently renamed in honor of Kim's father Jim, the talented and much missed Assistant Manager of Team EJP's Maine Division.



Kim graduated with high honors from the University of Maine, Orono where she earned a BS degree in Child Development and Family Relations. Her hard work and dedication resulted in a senior year GPA of 3.89 (11 A's, 1 B) and recognition on the Dean's List.

Well done, Kim. Your Dad would be proud.

## Maine Adds Two New Meter Customers!

Moscow Water District and Farmington Falls Standard Water District have selected Team EJP and MBS to install Invensys "Touchread" Water Meters. These two utilities had never been metered previously. The projects are being engineered by Larry Morin of Dirigo Engineering. Welcome to the Invensys Meter family.

INSIDE EJP



## Excellent to the 'Core' – Lima Lands First Horizontal Drilling Operation

Congratulations to Lima Division Sales Representative, Larry Core for closing the sale of 416 feet of 8" Snap-Lok restrained joint pipe to the Lucas County Water Authority in Toledo, Ohio. What made this sale unique is that the use of plastic pipe was prohibited and a 25 foot creek was not to be disturbed. Even under such demanding conditions, Todd Schlechter, Owner and Operator of S&S Directional Drilling was extremely pleased with Snap-Lok's ease of installation. Steve Hoambrecher, Project Engineer for Griffin Pipe, assisted Larry in keeping the pipe within its allotted deflection. Great job, everyone.



(left to right) Larry Core, Todd Schlechter and Steve Hoambrecher

## Safety Training Pays Off

Vernon's Outside Marketing Representative, David Hirsch stopped by to pick up some information from a client and ended up saving a life. After witnessing a Stafford Springs, CT town employee collapse on the front steps, Dave administered basic first aid and CPR until the fire department arrived. The employee went on to make a full recovery, illustrating the importance of safety training that is available to every member of Team EJP at every location. More than 50 EJP employees volunteered for this training last year, and while we hope they never have to use it, it's nice to know that other EJP team members have the ability to help save a life when needed. Great job, Dave!

## Five join Team EJP

Five people joined three divisions over the last three months. *A warm welcome to:*

**Ethan C. Clapp**, MBS, NH, Meter Shop  
**Sean R. Cogli**, South Barre, MA, Machine Shop  
**Joan V. Lowell**, MBS, NH, Administration  
**Matthew Peters**, South Barre, MA, Machine Shop  
**Deborah A. Porter**, Home Office, ME, Accounting

## 'On the Road Again' with NPDES Seminars

EJP just wrapped up the first leg of a very productive seminar tour where we teamed up with Quality Water Products, Stormtech and North American Green. This seminar covers the far-reaching, federally mandated legislation known as the National Pollutant Discharge Elimination System (NPDE) and was held in Gorham and Littleton, NH as well as Burlington and Barre, VT. Team EJP presented new products to help customers comply with these new rules and regulations. Our sincere thanks to the more than 150 engineers, contractors and government agency representatives who attended.

Look for future NPDES seminars in Connecticut, Rhode Island, Massachusetts, and New York during February and March.