

PEPtalk

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Team EJP Receives Coveted Newcomen Award

Named after Thomas Newcomen, the inventor of the first successful atmospheric steam engine in 1912, The Newcomen Society is a national organization committed to "the study and recognition of achievement in American Business." In its seventy-two year history, the Newcomen Society has honored 1,600 privately held American businesses. At a formal luncheon at the Augusta Civic Center on Friday, September 23, 2005 Team EJP became the latest company to receive this prestigious award.

During their speeches to the more than two hundred people in attendance, COO Stan McCurdy, CEO Peter Prescott and President Steven Prescott were united in their gratitude to the Newcomen Society as well as the customers, vendors and employees who made the honor possible. "A lot of our employees have been with us for 15, 20 and even 30 years. I honestly believe we have the most dedicated employees in existence," Peter Prescott said during his remarks. President Steven Prescott echoed his father's words: "You'll see a lot of posters around our home office about teamwork and how 'TEAM' stands for 'Together Everyone Achieves More.' That's something everyone in our company takes to heart and it's worked well for us."

The afternoon was filled with a number of humorous stories and interesting anecdotes about both the good and the bad times that the company has encountered in its 50-year history. In the end, the key to Team EJP's success was clear to everyone in attendance – when you make the needs of your customers the driving force of your organization; hard work, innovation and ultimately success are sure to follow.

Congratulations to all the members of Team EJP. No matter what your job is or where you do it, the fact that you do it so well, day in and day out, makes this YOUR award.



Right to Left:
President and CEO of
the Newcomen Society,
Leighton Wildrick,
presents Team EJP CEO
Peter Prescott,
COO Stan McCurdy
and President
Steven Prescott with
the prestigious
Newcomen Award.



Welcome to the neighborhood!

Team EJP Warwick, R.I. turns a new neighbor into a new customer



Team EJP Warwick didn't have to travel far to find their newest customer. This new housing development is right down the road from their office.

One day on his way to work, Team EJP Warwick Sales Rep John Mapel noticed a new residential subdivision being built about a mile from his office. John decided to pay the crew a visit and after meeting with Eric Costantino and Brent Narkawicz from AMC Construction, he not only had the business for the 7 home Warwick development, but a second 10 house development project in Pawtucket, Rhode Island as well! Both projects include water and sewer supplies as well as service tapping, pressure testing and chlorination. Eric and Brent are both happy with the level of service they are receiving from EJP Warwick and both projects are going smoothly. Congratulations to John and the entire Warwick crew for showing us all how it pays to be a good neighbor.



Team EJP Round Lake Gets Certified for Success

On August 16th, Division Manager John Miller and Estimator Steve Moore both successfully passed the North American Green certification course and are now “certified



erosion control specialists.” Team EJP is the exclusive distributor of North American Green’s products in the North East and we are proud that John and Steve are now certified to design and estimate erosion control

systems for their customers. This news comes as Team EJP Round Lake nears completion on the construction of a new Pole Barn that will store North American Green’s products. The Round Lake crew would also like to thank Division Liaison Rod DuBois for all his help in training their new Division Manager, John Miller and providing the entire division with a great deal of helpful advice. *We look forward to more good news from Round Lake in the future!*



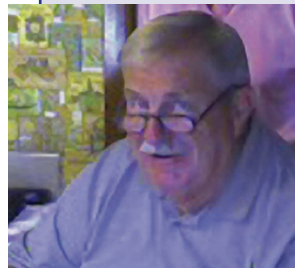
Team EJP Round Lake also held a successful Open House on August 31st where seventy-five customers were treated to a “confined space safety” training course by Bob Moody, a manhole castings demonstration by Andy Buchan of St. Gobain and a barbecue lunch by Don Sherwood.



The folks in the billing department of the Town of Monticello, Indiana Wastewater Department couldn’t be happier with their new Sensus meter reading system: Joe Mowrer, Brenda Elizalde, Rod Pool, and Jill Barnes

Team EJP Indy Honors Customers in Every Way

At E.J. Prescott, our definition of customer service is very broad. It means not only taking care of the things our customers need us to do, but also honoring them in ways they might never expect. Team EJP Indy shared a number of stories that illustrate how much their customers mean to them. In addition to the inspiring story (*see next page*) of Silver Creek, IN Water Corporation Manager Scott Ham, Team EJP Indy handled an altogether different type of customer request. Contractor and Team EJP Indy customer Sam Dotlich was in the process of building a wheelchair accessible addition to the home of Jordan McNicholl who was paralyzed after a diving accident in July 2004. Sam needed to connect the new addition to the city’s sewer and water lines and Sam called on Team EJP Indy for assistance. Just as Sam had donated all of his time to the project, Chris Boyd and the Indy guys came through with all the necessary materials to complete the job. Helping out a neighbor in need while assisting a customer is a win/win situation we can all appreciate.



In Memory of Ed Zook

Unfortunately, the news from Team EJP Indy was not all good. We are sorry to report the passing of long-time good friend and customer Ed Zook. In 2000, Ed retired after serving 25 years as the Public Works Manager for Cambridge City. During that time, the folks at Team EJP Indy developed an outstanding relationship with Ed and we extend our deepest sympathies to Sandra, his wife of 48 years, and their children William, Dean and Jacqueline.

Two Sensus Installs Keep Team EJP Lafayette rolling

Congratulations to Team EJP Lafayette on two recent meter upgrade projects this past summer. Thanks to a creative financing plan orchestrated by Marketing Representative Charlie Barker, the City of Monticello, IN will make five annual payments that will be split by the city’s Water and Sewer Departments. The second project fulfills the long-time desire of Hillsboro, IN Utility Superintendent Tom Fishero whose water, sewer, street and park management duties created a tremendous need for increased efficiency. We hope that the new Sensus meter reading system and new hydrants and valves that were installed in August make Tom’s busy job a little easier. *Well done, Lafayette!*



A Hero Comes Home

When you work in the unpredictable water, sewer and drain business, getting called into action at a moment's notice comes with the territory. Silver Creek, IN Water Corporation Manager Scott Ham recently returned home from the ultimate service call – a 16-month combat mission to Afghanistan with the Army National Guard. In addition to providing security to the Afghan people and military training to the Afghan National Army, Sergeant 1st Class Ham and his company delivered a considerable amount of humanitarian aid. Scott's water utility experience was utilized on several well installation projects as well as pipeline repairs at schools and hospitals. Our sincere gratitude and respect go to Scott, his wife Heidi and their son Hickory and daughter Harvest Whisper Earl for the sacrifices they all made for the benefit of others. Please join us in welcoming home Sergeant 1st Class Scott Ham who has some words of gratitude of his own:

Thank you so much for EJP's support for me and our troops and the people of Afghanistan!!! The guys in Indy sent plenty of the "world famous, water blue EJP pens." They know these are my favorite pens. Now they are in the hands of Afghan kids who had nothing to write with in school. I have one that has been used in many places such as USA, Germany, Uzbekistan, Kuwait, Turkey, Kyrgyzstan, Ireland and all over Afghanistan. Someone commented about always seeing them in the front of my body armor. Also, thanks to all the wonderful people in the water and wastewater industry who have been so inspiring and supportive during this deployment! Your prayers, thoughts, care packages and emails have truly made a difference and kept us pepped up!

Much love, Ham, out



Scenes of Silver Creek Water Corporation Manager Scott Ham's 16 month deployment to Iraq.

Déjà vu all over again for Team EJP Portland

What were you doing on Memorial Day Weekend 1982? The crew at Team EJP Portland spent it repairing a water main leak at the S.D. Warren paper mill in Westbrook. The successful job became the subject of an EJP Home Office advertisement (see photos) that one of the S.D. Warren engineers tucked away in her files where it remained for the next 23 years even after the company was bought out by Sappi. On August 16th, 2005, another valve failed and when Robbie Wilson of R.J. Grondin Construction informed the people at Sappi that Team EJP was supplying the new valve, the engineer remembered the advertisement and agreed completely. The repair required a 2" tap, as well as a 12" x 16" tap utilizing a valve exercisor. This latest repair was completed with an SS Tapping Sleeve Flange Pipe from QWP and Grip Ring™ from Romac. The same quality work that was performed 23 years ago was provided once again, illustrating the long-term quality of our products and our customer relationships.



**WE DID IT UNDER PRESSURE
in Lewiston, Maine**

When fire broke out at the W. B. Libbey Co. Mill in Lewiston, Maine, the city had a crew from the E.J.P. Portland Inc. - water department of Greater, Maine installing a 24-inch tapping sleeve, under pressure 500 psi from the mill's old 24-inch cast iron water main. The main provided the sole source of water for the mill. Eight hundred feet beyond the mill on an old 18-inch cast iron water line, EJP had another crew installing a 16-inch tapping sleeve under pressure. When the fire chief of the Lewiston Fire Department arrived at the fire, he ordered all auxiliary hoses down to the water main to be put on line. Pressure in excess of 500 psi developed and water started to flow into the mill. If the city had installed these valves in the conventional manner, the water main would have been cut off. This would have resulted in a totally inadequate volume of water during a critical need.

**AND
WE DID IT AGAIN AT
S.D. Warren Co. in Westbrook, ME**

REMEMBER!
EJP does it under pressure!
We did it before
We did it again
AND
will continue to
do it Again, Again and Again.

Don't Forget!
Service for our customers.
We offer 24 Hour Emergency
the pressure on, to keep your pressure
ON!



Then and Now – Scenes from the Sappi repair job from August 2005 (above) and the EJP brochure from 1982 (left).

INSIDE EJP



Dealing with Hurricane Katrina — Team EJP Hits Back

Like the rest of the country, all of us at Team EJP were deeply saddened by the devastation wrought by Hurricane Katrina. While our hearts went out to all those affected, we also put our heads together on what we could do to help. On September 6th, we sent out a letter to all of our employees asking them to make a cash donation and forward it along to the Home Office. On September 29th, all donations from all our offices were tallied up and a check for \$7,164 has been sent directly to the Red Cross for Katrina victims.

While the brunt of Katrina's damage was in the southeast, the effects have been felt throughout the country in the form of higher gas prices. This situation poses a significant challenge in controlling delivery costs and Team EJP has restructured a number of delivery schedules to take advantage of full loads rather than partial loads whenever possible. It's going to take a lot of patience, compassion and hard work to get life in the southeast and the rest of the country back to normal. At Team EJP, we're committed to doing our part.

Many thanks to the following company employees who supported our Katrina efforts with a cash donation:

Al Daigle	Craig Ludwig	Fred Kelley	Ken Longfellow	Mike Madden	Stan McCurdy
Beth & Reggie Cooley	Dale Johnson	Gail Sabino	Kevin Marston	Pat Powell	Steve Creps
Bill Fetterman	Dan Willette	Holly Dunson	LaRoy Field	Paul Dolan	Steve Zanni
Bob Cianciosi	Dana Pelletier	Jason Chadwick	Larry Core	Peter Prescott	Steven Lender
Bob Dickinson	Dave Emerick	Jeff Bricker	Larry Meyer	Randy Lumpkins	Steven Prescott
Bob Moody	Dave Gardner	Jeff Kenworthy	Lennie Worrel	Rich Stone	Sue Dupont
Bob Wood	Dave Hall	Jerry Singleton	Lester Quinn	Rick Acheson	Sue Frazier
Bruce Graham	Dawn Haywood	Jim Marlow	Lewis White	Robbi Lockhart	Terry Laubisch
Bud Henke	Debbie Porter	Jim Ripley	Linda Thomas	Robert McClinton	Tim Brown
Calder MacDonald	Dennis Regan	Joe Palombo	Lionel Hartley	Roberta Couture	Tim DeRosa
Calvin Hummel	Dom Douin	John Flagg	Lori Edwards	Rod Dubois	Todd Arsenault
Carla Elkins	Earle Bonney	John Starr	Martin Zutter	Roger Pollack	Truman Ayers
Charlie Barker	Eben Bradstreet	Kathy Iron Necklace	Mike Arnold	Roland Boyer	Wally Martin
Chris Goodrich	Ed Boudreau	Keith Wilkinson	Mike Force	Shannon Tokar	