

PEPtalk

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Muncie, IN Workshop Focuses on Erosion Control

Team EJP held a private Site Drainage Workshop on April 24th for Mark Wiley & Son's Construction & Excavation Co., after Steve Wiley, President, mentioned to Dennis Cade, EJP Mid West Operations Manager, that they had been unable to attend recent EJP workshops. Members of Mark Wiley & Sons staff and the new local erosion control enforcement officer all attended.

EJP's Pete Hanrahan reviewed the history of the Clean Water Act and Phase II enforcement, and provided immediate solutions to jobsite erosion and sediment control problems. The discussion also addressed how local city and county governments are hiring enforcement teams funded thru local taxes to review erosion control plans, on-site inspections and follow-up after rain events. Excellent job, Team EJP, for bringing this valued customer new awareness and solutions to the challenges faced with Phase II enforcement through our knowledge, education and extensive product selection!

One-Stop Shopping for Geoproducts — Now at All EJP Locations

Clients and customers can now turn to all Team EJP locations for a complete package of geoproducts that support Federal jobsite compliance. Since Congress enacted the Clean Water Act in 1972, jobsite erosion and sediment control issues have taken on ever-increasing importance. More than 99% of all land disturbing construction activities are now impacted by this legislation, with very strong enforcement.

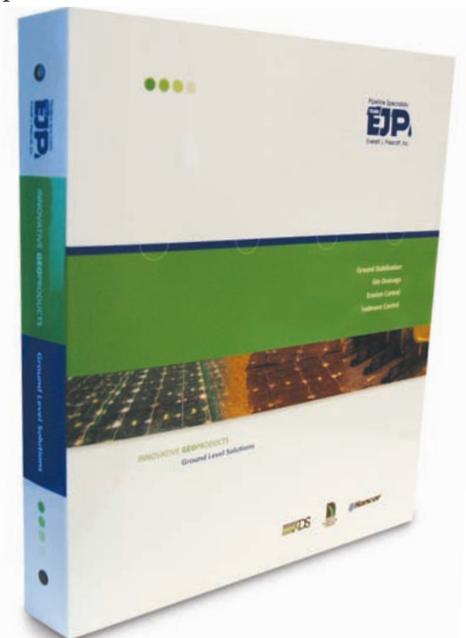
Team EJP is assisting project engineers, government regulators and contractors with jobsite compliance issues, and has assembled a very strong group of vendor partners to provide solutions to common erosion and sediment control problems. Our partners include:

- **North American Green:** erosion control blankets and turf reinforcement mats
- **SKAPS:** geotextiles
- **TC Mirafi:** geogrids, geotextiles and sediment control products
- **Maccaferri:** gabions and reno mattresses
- **Burchland:** silt fence installing machine
- **AutoBlanket:** erosion control blanket installer
- **Central Fiber:** hydromulch
- **Nilex GeoRidge, Volm Bag and Sediguard:** sediment control devices
- **Excelhigh:** coconut fiber products including biologs and coir fiber mats

The folks here at Team EJP are providing clients with innovative geoproducts and ground-level solutions. Can we help you with onsite compliance??

Order Your Free EJP Geoproducts Reference Guide

Team EJP has assembled a complete, easy-to-use geoproducts sales binder that helps contractors, designers and government officials select site drainage and erosion control products for their projects. To get your free copy of this reference guide, please call your Team EJP representative.



Team EJP Invests in Education

A Certified Good Time at Team EJP Wabash, IN Open House

A Continuing Education training seminar took center stage during the 5th annual Open House at Team EJP's Wabash facility. At the March 23 event, several Certified Operators received 4 hours each of Water and Wastewater education and CEU's. More than 250 customers stopped by to enjoy our appreciation luncheon that featured all-you-can-eat fish, chicken and tenderloin. Many thanks to all our customers who sacrificed a glorious weather day to join us! We look forward to seeing you all again next year.



Our Newest Midwest PVC Unloading Experts. Team EJP drivers and warehouse personnel in Indiana and Ohio learned the proper way to unload PVC pipe during a recent one-day day training session. The session, held at Team EJP's Indianapolis location, was presented by Lennie Worrell of Team EJP Wabash. *Kudos to Lennie for a great presentation, and thanks to all who participated in learning this vital skill!*

Kudos and Thanks to Team EJP and Our Customers!

Go Figure — Team EJP Concord, NH Donation Digs Up Gold

Jim Jankauskas, Team EJP Concord, went to manager Jim Ripley requesting a donated item for a silent auction that would benefit his daughter's class trip to Washington, D.C. They agreed that a long-handled round-point shovel and a pair of gloves (from Concord's storefront) would be perfect for the Spring auction. The auction went quite well, and much to everyone's surprise, the shovel and gloves ended up being one of the better money producers for the auction. In fact, it brought in bids well over the purchase price if these items were bought at the Concord store! But even more interesting is the fact that a \$50.00 gift card to a large (very famous) home-improvement store only sold for \$6.00. Go figure! *Wow — it's great to know that Team EJP has such recognized value out there. Nice going!*



Team EJP and Sensus Share a Laugh in Appreciation. Left to right: Steve Prescott, Andy Gidney, and Robbie Chadwick accept Colts Superbowl Championship shirts and hats from comedian Mike Armstrong, as event organizer Brad Smith joins in the fun. The hilarious hand-off was completed during the recent Team EJP/Sensus Annual AMR/AMI Customer Appreciation Dinner. *Sincere thanks to all our loyal Sensus account representatives who attended this event!*

A Hot Time at the Jeffersonville, IN Open House

May 10th was a beautiful day, delivering sunny, 85-degree weather for Team EJP Jeffersonville's Open House. Si's Catering's slow-roasted hog and all the prizes were a big hit. Brant Morris, Team EJP Jeffersonville manager, would like to thank the customers, vendors and EJP employees for making the event a great success.

Separately, we'd like to announce that Beau Bietry has transitioned to outside sales, covering Southwest Indiana. Mark Huelson now covers Southeast Indiana.

Calling All Turkeys at NY Rural Water Association Conference

Luckily, no real turkeys were in attendance at the NY Rural Water Association's annual technical conference held this May in Saratoga Springs. They couldn't have resisted the calls coming from a spirited group of contestants at the Team EJP Round Lake/Sensus Metering Turkey Call Contest. Before an energized crowd, sixteen avid sportsmen used mechanical calls, vocal skills, and good ol' turkey wits to create every imaginable wild turkey sound. Steve Freeman of the Municipal Commission of Boonville took First Prize: a Mossberg 835 Turkey Series Shotgun provided by Sensus and Team EJP. The judge was John Manager, who works at a local sporting goods store and is an avid turkey hunter. Don Sherwood of Team EJP Round Lake served as emcee and was assisted by Josh Ordway, Manager of Technical Sales for Sensus Metering Systems. *It's this kind of fun and support that make our partnerships so great! Thanks to a fine collaboration between Team EJP Round Lake and Sensus Metering for this memorable event.*

Our Latest Business Success Stories: New Customers, Clever Solutions

Elkhart, IN Selects Team EJP

Congratulations to Team EJP Mishawaka for being selected to furnish water and sewer materials to Elkhart, IN. Specific products include SDR35 fittings, valves, tapping sleeves, tapping valves, tapping saddles and brass materials. Team EJP is pleased to be working with Elkhart on this important utility program.

A "well done" to every one who helped make this happen.



Creative Engineering Pays Off for EJP Springfield, MA and Gagliarducci Construction

Here's to collective problem-solving! The call to install a 60" drainage system to the existing Big Y Store in Northhampton, MA, was no slam-dunk job. Due to the depth of the 60" diameter corrugated smooth wall N12 pipe manufactured by Advanced Drainage Systems of Ludlow, the normal 20' sections of pipe weren't going to work for this mission. After careful, clever planning, the team headed by Jay Gagliarducci and Steve Follet of Gagliarducci Construction determined that the pipe could be manufactured in 13' lengths to ease the installation. *We tip our hats to Gagliarducci Construction and Advanced Drainage Systems for a job well done.*



Wiscasset, ME Water Kicks Off 2007 with Sensus Metering Systems

Wiscasset Water started the New Year with a new method of meter-reading that will save time and money. Their purchase of a Sensus Vehicle Transceiver Unit now allows them to shift to 100% radio read with their water meters. This new unit reads meters in minutes instead of days by just driving through town. Before upgrading to Sensus, the Wiscasset Water staff had to walk routes throughout the town and touch every meter pad at every home. Their long-term goal is to bill monthly instead of quarterly to give a steadier revenue flow. *Here's to many happy years of efficient meter reading! Congratulations to Team EJP and Sensus folks involved in this purchase.*



Pictured above: Superintendent Chris Cossette, and board members Phil DiVece, John Merry, and Mark Johnson.

INSIDE EJP



Do You Know About These Services...?

The Red-Hed Job Shop: Yeah. We Can Make That.

Besides making high-quality waterworks brass valves you rely on, Red-Hed Manufacturing is also a “Job-Shop,” fabricating products for numerous outside firms in the construction industry. When you look in various catalogs and wonder if Red-Hed can make that for you, the answer is YES nearly all of the time. For example, we make specific flaring tools, custom-made bushings and adapters, unique brass step-down tees, hydrant plugs for both yard style and regular hydrants; lead-free brass, and specialty and thickness variable oval flanges.

One of our customers, Orion Retail Displays, is even known for their work at the Academy Awards this past March. Orion’s Alex Punchak, Jr., the son of a former Team EJP employee, asked us to develop display fittings for a show in Florida. We went from the concept in his head to finished, accurate goods. Karen Shugrue of Orion told Bruce Halliday that everything went very well and the fittings worked perfectly! *Great job, Red-Hed Job Shop! We’re delighted to know that you can do it all.*



West Indy Offers an Enhanced Shopping Experience
Have you ever seen a Team EJP customer showroom? If not, take a close look at this photo of the newly remodeled Team EJP West Indy showroom. It looks terrific and incorporates a broader display of products for our customers’ convenience. A Team EJP pat on the back goes to Chris Boyd (seated), who did a fantastic job on this effort!