

PEPtalk

SPRING 2008
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Introducing the New EJP Fort Wayne Superstore!

We're open for business in Fort Wayne! Team EJP recently opened our first Superstore for the sale and distribution of water, sewer, drain, and stormwater products in Northern Indiana. This store pulls together our extensive resources and enables EJP to provide the highest level of customer service and support to thirty counties in northern Indiana.

The combination of our Mishawaka and Wabash distribution centers into the new Fort Wayne Superstore will bring our assets and experience together at one location that will help EJP respond quickly and efficiently in all aspects of our business, including emergency service, quotations, technical assistance, or deliveries. The store offers a huge inventory and broad selection of water works and municipal products including:

- Sensus Metering Systems
- American ductile iron pipe
- Waterous / American Darling fire hydrants and valves
- ADS / Hancor drainage pipe and storm water systems
- Ford Meter Box service brass, clamps, and saddles
- Mechanical joint fittings & restraints
- PVC pressure / gravity sewer pipe and fittings
- HDPE water main piping
- Tapping sleeves and repair couplings
- Fernco Pipe Patch systems
- Complete selection of accessories, tools, and equipment
- Erosion control products
- Silt fence and installation equipment

Brian Reed is the Fort Wayne Superstore manager, and he's eager to put his 25 years of water works experience to task. Brian joined Team EJP in 2006, bringing a wealth of knowledge and experience that will help him successfully lead our new Superstore operation. In addition, Dave Emerick and Chris Gaby have joined our Northern Indiana outside sales staff with Brent Olsen, Tim Brown and Dave Appleton. The inside marketing reps include Stan Hudson and Brian Neer, with Sue Frazier and Sandy Gray working the counter and office. Add our service technician Jerry Singleton, and our drivers who get product there when you need it, Randy Hendrickson and Rick Witzgreuter, and round it off with Lennie Worrel, the guy that keeps the warehouse and yard stocked and ready for business. You can't buy that kind of experience, and at Team EJP, it's standard. We look forward to serving you from our new location and we're confident that you'll enjoy working with our Fort Wayne staff. We'll bring you updates and news from our Superstore as the 2008 construction season approaches.

Congratulations to the Fort Wayne folks who worked so hard to create a great new resource for Northern Indiana! You've done us proud.



EJP Fort Wayne Superstore At a Glance

4620 Hillegas Road, Fort Wayne, IN 46818 www.ejprescott.com

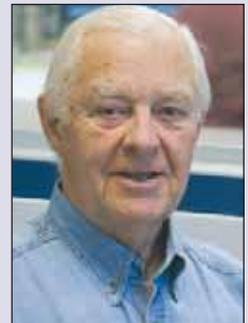
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- Huge inventory
- Over 60 years combined experience
- Convenient location
- 24-hour emergency service
- New modern facility
- Expanded delivery fleet
- One stop shop
- Quick response throughout Northern Indiana
- EJP Water Run

Best wishes to Dave Gardner!

In late December, Dave Gardner, Team EJP Senior Vice President, decided it was time to retire. We'll miss him terribly, but we're very excited for him as well. Since 1984, Dave had handled many of the company's legal, public relations, and branch operations issues with the kind of can-do attitude that gained the respect and admiration of all who worked with him. We'll fondly remember Dave's experience and professionalism as he graced the floors of TEAM EJP for the last 23 years. It is with the utmost joy that we wish Dave a happy retirement as he spends more time on the boat, with his grandkids and lovely wife, Nancy.

From your friends here at TEAM EJP: all the best to you, Dave, and also to your family.



Team EJP Dives into a Fish “Corral” Project

Here’s an interesting, different type of project that Team EJP was recently involved with.

“What do you mean...corral a fish?!?!?” That’s usually the first response the folks at the University of New Hampshire (UNH) marine study group hear when they say what they’re looking for...and it was the same response they got from us!

After the initial shock, the UNH folks went on to explain that as part of their studies, they build several large fish “cages”, and sink them into the ocean to catch and maintain certain species that they’d like to study. This is not the first time they’ve built these fish “cages,” and they know pretty much what they want, and how to build it.

To build these cages, they used HDPE Pipe, special fittings and large fishing nets. They were all fused together using a unique fusion pattern. Team EJP was asked to supply the pipe and do the fusion work. We gladly accepted the challenge, and the results were amazing as you can see from the photos.

At right is the layout of the base frame for the FISH CAGE. The layout has to be accurate, and the welding MUST be per dimension as indicated by the “plan” details.



Team EJP-NH teaches OSHA Safety and Preparedness Course

This February, Team EJP invited customers from varied disciplines including municipalities, contractors, and engineers, to a 10-hour course taught in the Concord, NH warehouse by Team EJP in-house OSHA trainer, Bob Moody. The two-morning course included representatives from:

- Pembroke Water Department
- Stantech Engineering
- Concord Water Works
- Hooksett Village Water
- Rollinsford Water
- Pembroke Sewer Department
- Barron Brothers
- Concord Public Works
- Seabrook Water
- Peterborough Water

Waterous Hydrant Demo Refreshes West Indy

On March 13th Team EJP, in conjunction with Jim Daily from American Flow Control, hosted a refresher course on the Waterous fire hydrant and how the new Captivater Fire Hydrant Lock operates. In attendance at the Town of Fortville’s garage were three different utility and street departments including the towns of Fortville, Ingalls and Pendleton. It wasn’t all “education” as a great cookout was appreciated by all.

15-City EJP Know H₂O/W Seminars Open the "Pipeline" to New Friendships

An impressive total of 1,125 professional designers, government officials, sewer and water professionals, and contractors attended Team EJP's Know H₂O/W events.

Two concurrent sessions were offered at each of 15 locations, with participants choosing between *The Problem Solving Pipeline*



and *Ground Level Solutions*. The Problem Solving Pipeline track focused on water works, with presentations featuring hydrants and meters. Ground Level Solutions covered erosion and sediment control and site drainage issues.

Fantastic Turnouts and Comments

Ohio attracted the highest total weekly attendance at 285 participants. Sidney, OH boasted the highest daily total at 120, with Fort Wayne, IN following closely with 116. Each seminar also featured a joint trade show, including a number of inventors.

- Michael Kent, Earth Support Systems in Columbus, IN, is the inventor of the sediment control industry's first three-dimensional inlet filter, designed to protect storm water inlets during construction. He said, "The workshops were fantastic. I have already provided specifications to dozens of engineers and have had just an unbelievable amount of interest in our products."
- Two other product inventors were also part of the workshop program: Gary Roach of Triangular Silt Dike (Midwest City, OK), and Aaron Burchland of Burchland Manufacturing of Gilman, IA.

A Hearty Thank You to Our Clients, Customers and Vendors

We thank our clients and customers who enthusiastically supported these events. The response was so positive that we've begun planning our 2009 seminar series. Please stay tuned for details in the fall of 2008! EJP thanks the many vendor representatives who participated with us in presenting a professional program on techniques and products that impact the water, sewer, and storm water industry. These companies include:

- ADS/Hancor
- American Cast Iron Pipe Co.
- American Flow Control
- Burchland
- Clow Valve
- Earth Support Systems
- Fernco Pipe Patch
- Griffin Pipe
- Maccaferri, Inc.
- Mirafi Geotextile Products
- North American Green
- Quality Water Products Co.
- Sensus Metering Systems
- Triangular Silt Dike Co.

Outstanding! Kudos to everyone involved in making this important series such a huge success. We will be following up on all requests for special applications.

Team EJP Honors Alfred Daigle



With great respect, we acknowledge the passing of Al Daigle, a long time friend and associate. Al worked with Team EJP since 1992, most recently as an Inside Marketing Representative in our Portland location. His knowledge, dedication and customer following were assets in the continual growth of our company. He will be missed by all who knew him. We send our deepest sympathy to his wife of 40 years, Catherine, and his family.

Meetings at the Home Office

In February, the outside sales associates, followed four weeks later by the inside sales associates and service technicians, attended the Gardiner, Maine programs featuring learning stations and hands on workshops. The main theme behind both meetings was, *How can we help each other, our customers and our vendors and make 2008 extraordinary for all the people in this great industry?*



Besides meeting the owners and staff of the home office, learning stations were set up for VAS, the new reference manual, the updated web site, and various products. Also, there were opportunities for hands on knowledge for wet taps, fusion, Inserta valves, line and leak locating, and Sensus Omni meters.

It wasn't all serious, with one evening devoted to team building by introducing the teams to a uniquely Maine activity—smelting—on the Kennebec River at Jim Worthing's Smelt Camps.

In March, at the manager's meeting, several awards were given out for 2007 accomplishments and successes: *Jim Doherty Award*, Dennis Regan; *Division of the Year*, Holly Dunson - Lima OH; *Blue Award*, Mike Gorman - Brockton MA; *Safety Award (two winners)*, Jack Blade - Lincoln RI; and Mike Gorman - Brockton MA.

Congratulations to Ed Pelletier and Sons!

For fifty years, Ed Pelletier and Sons has been building highways and roads from their base office in Madawaska, Maine. Team EJP applauds the Pelletier Family and all their dedicated employees on their Fifty Golden Years in business.

Mixing Fire and Water in Team EJP CT Training Session

It's always beneficial to the community when municipalities strive to improve their efficiency, and Team EJP is proud to assist in any way possible. Recently, members of several fire and water departments from Berlin, Kensington, and Worthington, Connecticut converged upon the Berlin, Connecticut Fire Station for an educational valve and hydrant demonstration. This program, spearheaded by Tony Letizio of Team EJP and Mike Ganem of American Flow Control, highlighted the steps needed to operate a hydrant effectively during a fire emergency, and presented information about the low maintenance features of the B-62-B hydrant.

Many thanks to Tony Letizio, Mike Ganem, and the fire and water personnel for their commitment to learning about the most efficient methods for doing their jobs. If your fire or water department is interested in a similar demonstration, please contact your Team EJP representative.

Holly Dunson Joins OCA Executive Board

Holly Dunson, Division Manager of TEAM EJP in Lima, Ohio, has been asked to serve on the Lima Chapter of the Ohio Contractors Association (OCA) Executive Board. EJP has been a proud supporter of the OCA since 2000. Holly has volunteered on several projects with OCA, including the High School Constructor for a Day, which gives high school students an opportunity to visit a construction site for a "day in the life" experience.



Well done, Holly! Congratulations on this achievement and for representing Team EJP in this important role.

Protecting Our Environment

R. J. Grondin Wetland Mitigation Project

We all know that Team EJP knows water. What some people may not know is that when it comes to moving that water through sensitive areas, EJP is on the



35-acre Cabela's site in Scarborough, ME.

cutting edge of erosion and sediment control. Companies such as R.J. Grondin & Sons, Construction worked with EJP on their major Cabela's Wetland Mitigation Project in Scarborough, Maine. For their part, EJP supplied 4,000 feet of water and 2,700 feet of sewer line, along with 8,000 feet of drainage with 60 drain and sewer structures. The project itself, projected to open in May, is located on a 35-acre site to house national retailer Cabela's.

Soil Erosion Control Seminars

Team EJP brought together teams of experts in soil erosion control seminars. A consistent problem facing the Cape Cod area in Massachusetts is the threat of shoreline loss through tidal erosion. This March, a panel discussion on protecting Cape Cod Shorelines was held in Hyannis, MA, bringing together various experts for both panel discussions and case studies. Included as experts were manufacturers (Excel High), contractors (Cape Organics, Safe Harbor), engineers (Woods Hole Group, Coastal Engineering, The Bioengineering Group), vendors (North American Green, Earth Saver, D2 Land and Water), environmental consultants (New England Environmental) and government officials (Town of Chatham, Cape Cod Cooperative Extension).

Mt. Washington, MA Culverts through Wetlands

Another environmentally oriented project involved running two 30' box culverts at Camp Hi-Rock in Mt. Washington, MA through existing wetlands. Joe Wilkinson Excavating of Sheffield, MA was the contractor using culverts manufactured by Contech of Palmer, MA and supplied by Team EJP of Springfield, MA. Together we got the project up and "running".



Installing the 30' box culverts.



Finished site at Camp Hi-Rock in Mt. Washington, MA.

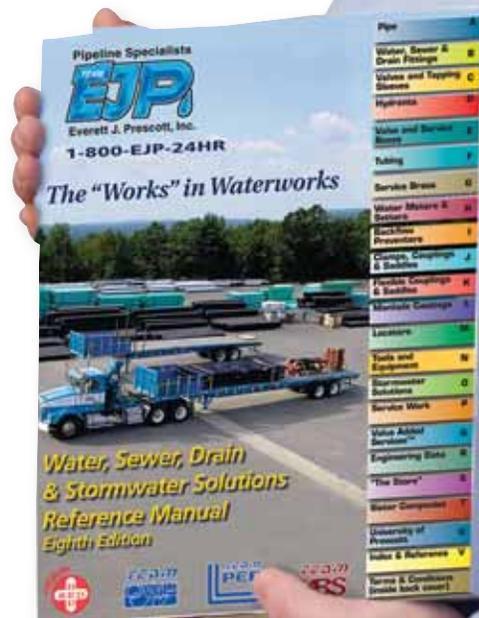
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INSIDE EJP



Mid-West Firsts for the University of Prescott

Chas Jones, from Salvisa, Kentucky, is our first Midwest U of Prescott graduate. His last six months working in sales and estimating has paid off, as he is now an outside salesman in our Jeffersonville, Indiana location. Congratulations, Chas! We know you will be a success with this great opportunity!

Molly Gibler, our newest U of Prescott student, is also our first female in the program. Originally from Frontier, Michigan, she moved to Fort Wayne, Indiana three years ago. Molly received



her first two months of training in New England, attending her first two Know H₂O seminars in Hartford and Pittsfield. By the Thursday session in Warwick, RI, she actually participated in the Fernco Pipe Patch demonstrations. Welcome, Molly; we're thrilled to have you.

If you'd like to submit an application for this career-boosting program for someone, please contact your local EJP representative.



Left to right: Manager Mark Huelson, Beau Bietry, Tim Landis, Dennis Wilhelm, Audi Findley and Chas Jones

Retirement Send-Off

Team EJP congratulates Tom Spay of Tipton Utilities for his many years of service (1963 to 2008). Here, Jamie Dumas, West Indy, presents Tom with a retirement lamp from Team EJP.

Thank you, Tom. We wish you many happy years in retirement and are honored to have worked with you. We hope this lamp will remind you of your Team EJP friends.

