

# PEPtalk



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## EJP Clients Save Big Bucks – in Excavation Costs and Man Hours – using the “No Dig” PipePatch Repair System

New piping materials, coatings and technologies have transformed our industry, helping utilities, contractors and municipalities save money and time. One such invention is the new Fernco PipePatch System now available through EJP.

The latest development in high-performance “no dig” pipe repair solutions, the PipePatch offers a fast and easy method for permanently repairing sewer pipes, eliminating the need for costly, disruptive and time-consuming excavation work. How much time and money can it save?



and proper approvals secured, a safe work zone must be established. This could be right in the middle of the street, requiring traffic to be rerouted and heavy equipment brought in.

Once the damaged pipe is exposed, it is then repaired or replaced. The hole must be filled and compacted. The next day, pavers arrive to lay the base coat of asphalt. On day three, the top coat is finished. The total price tag? On average, \$12,000 to \$15,000.

Enter the PipePatch System. Each PipePatch Kit contains

Consider this. Sanitary sewer pipes, for example, are typically 10 or 20 feet underground and are especially hazardous to reach. Moreover, once the buried lines and underground hazards are identified



everything needed to easily repair one pipe in three easy steps. One: The leak is located via sewer camera. Two: The resin is prepared, and the patch is

wrapped around the Flow Thru Packer and secured. Three: The packer is pushed into the sewer line to the area to be repaired. When the resin – which is odorless and exceptionally durable – has set, the repair is complete.

As Chad Miller, Fernco’s Eastern Regional Underground and PipePatch Coordinator notes, “The traditional repair method is time consuming, costly and sometimes requires dangerous excavation. The PipePatch System requires minimal setup – typically about an hour. And depending upon the number of patches and the outdoor temperature, you can accomplish the same task that could take days using conventional methods in as little as two hours. In the first job alone, the PipePatch can pay for itself!”



*“The Town of Tonawanda recently bought the Fernco PipePatch System from EJ Prescott. This system saved our town money, not only in man hours, but in restoration costs as well. The pipe we patched was 8 inches and buried 9 feet deep. If we’d gone the traditional route, we would have had to tear out a fence, adding even more costs to the job. And the entire project took just three hours, compared to a conventional repair, which would have taken several days.”*



**Jim Coho**  
Town of Tonawanda, NY

*“The Town of Grand Island repaired an 8-inch pipe buried 13 feet deep. The line was only 6 feet from the edge of East River Road and about 25 feet from the river, under an 8-inch cast iron water main, about 4 feet underground. If the town had gone with a conventional repair, instead of the PipePatch, we estimated that it would have cost taxpayers over \$10,000, including the cost of driving sheet piling to protect the road from collapse while we made the repair and replacing the resident’s driveway. In that one repair, we saved enough to pay for the system. And I still have three patch kits available for future use. Plus the entire process – from start to finish – took just four hours.”*



**John Whitney, P.E.**  
Town Engineer, Grand Island, NY

## Village of Horseheads Deploys Sensus FlexNet System

The ability to issue monthly billing, conserve water and conduct office-based final meter reads are the key reasons that water officials from Horseheads, New York chose to deploy the Sensus FlexNet System as its new meter reading solution. Today, with more than 3,400 FlexNet endpoints installed, this tiny three-square-mile village has completed its total migration from the Sensus TouchRead system to FlexNet. Moreover, because Horseheads had already been using the TouchRead system, the deployment to FlexNet followed a simple migration path, saving the municipality time and money.

So, just what is FlexNet and how does it work?

FlexNet is an Advanced Metering Infrastructure (AMI) solution that operates by using FCC-licensed dedicated frequency owned by Sensus Metering Systems. This primary-use license provides crystal-clear transmissions in an uninterrupted path with up to double the power of competing systems.

The move yielded immediate benefits. First, the utility was able to replace its quarterly billing cycle with monthly billing, improving cash flow. In addition, FlexNet's advanced leak detection system allowed for faster repairs, thereby helping conserve water. And finally, the utility's staff no longer needs to brave the elements during the region's harsh winters; they simply read meters right from their offices. "This new system takes weather concerns and dangerous weather conditions out of the equation," notes Chris Lawrick, Horsehead's Director of Public Works. "We were also able to optimize our manpower resources by having our own personnel handle the installation. And FlexNet's single-tiered architecture, primary use license system and two watts of power is allowing for greater transmitter range with a minimal investment in infrastructure, which is lowering our operating costs."



The FlexNet's advanced metering system does not require a separate tower structure; a FlexNet antenna can be placed on top of any building that is at least 37 feet tall. Shown here is the Tower Gateway Base Station antenna installed on top of the police station in Horseheads, NY. A special thank you for their role in installing the system goes to the principal players, Chris Lawrick and Sharron Cunningham, and Fred Kelley, Dick Kaulfuss and Josh Ordway from the "good guys" side.



Many EJP employees are devoted to their communities, and Gene Morrissey is no exception. Gene is not just our Round Lake Service Technician, but he is also a fire fighter. This past winter, Gene responded to a large apartment house fire in the Village of Waterford, which took assistance from several other local fire departments to get under control. Gene also went to Baltimore, Maryland, where he received Ice Rescue Training and Certification (shown here). No doubt Gene's new skills will be in great demand when Old Man Winter descends upon New York State once again!

## Thank You, Kingsbury Construction, for your Wonderful Note of Gratitude!

There is nothing more gratifying than to receive a letter of thanks from a customer. But we are especially proud when it involves our having helped make a customer event a great success. So a big thank you goes to TJ Kingbury, at Kingsbury Construction, for these kind words:

*"I am writing in sincere gratitude for your support at our annual Kingsbury Construction Safety Day 2008. Your generosity and presence made our meeting all the more productive and fun. My team here at Kingsbury absolutely loves the shirts, and they are all thankful for the meal and presentation you provided! We would also like to extend our regards to Mike Metcalf and his outstanding barbequing abilities! I feel strongly that your presence was extremely beneficial to my company and am in high hopes that your team feels the same."*

Rest assured, TJ, the feelings are mutual! Thank you for your ongoing patronage and of course, for your kind words. It is a pleasure working with your team!



Brad K. Guillerm of American Flow Control conducted hydrant training in the town of Tonawanda, New York. While there, he also had the opportunity to introduce the Captivator Hydrant Lock, which prevents unauthorized hydrant use, eliminates water theft and waste, reduces hydrant vandalism, and lowers operational costs.





## Team EJP Sponsors Sediment and Erosion Control Field Day to Promote Soil and Water Protection

Protection of our precious soil and water resources is a vital part of Team EJP's mission. So we take advantage of every opportunity we can to educate the public. That's why we were thrilled to participate in the 6th Annual Southwest Ohio Sediment and Erosion Control Field Day as a gold-level sponsor.

This day-long event, which was held this past June 3 at the Warren County Career Center in Lebonon, Ohio, was packed with live product demonstrations, including our own demonstration on how to install North American Green erosion control blankets and turf reinforcement mats. In addition, there were numerous classroom training sessions focused on the importance of using proper technology and practices to protect our resources.

As an exhibitor, Team EJP also had the opportunity to showcase our full line of site drainage, ground stabilization and erosion and sediment control products. Thanks to North American Green Regional Sales Manager Bob Gerding, along with Team EJP's Steve Griffith and Pete Hanrahan for staffing the booth. We greatly appreciated the sharing of erosion control expertise with participants.

## Round Lake, NY Open House: A Perfect Day for Learning and Fun!

It was a beautiful spring day, with crystal blue skies – perfect weather for the Round Lake, NY Open House, held this past May 13. A special thanks goes to Bob Moody and Lance Swartout from Capitol Safety. Bob and Lance provided safety training, which included demonstrations of fall protection and personal safety equipment. Adam Frenzel from Empire State Association showed how the PipePatch repair system can reduce costs and save time. And Chad Lahr from Sensus demo'd the OMNI meter. Of course, a big round of applause goes to Don Sherwood, from Uncle Don's Hog Wild BBQ, who grilled up his famous ribs for lunch. And congrats to J.P. Morgan from Charlton, Tom Carlo from Schaghticoke and Leroy Bear from Greenville, our lucky door prize winners. Thank you to all who joined us for this very special day. We had a nice turn-out, wonderful weather, interesting demonstrations and delicious food. Who could ask for more!

## Meet FX Lyons, Inc., Our Newest V.A.S. Customer

Fran Lyons has a long history of being *on the water*. He is a former Merchant Marine who has spent many years traveling – by boat, of course – to many different and interesting places. When he decided to “settle down,” water remained in his blood. So it's not surprising that he decided to work *in the water* – water systems, that is! He and his wife, Marilyn, started FX Lyons. They install and maintain a wide variety of pipe and pump systems, and operate approximately 56 small water systems.

Inventory management has become an increasingly important area of focus for the firm. That's why Fran jumped on V.A.S., our “value-added services” inventory management system,

as the perfect answer to support his ever-growing inventory maintenance needs. Being tied into our main system gives FX Lyons the opportunity to have greater control over their inventory. Says Fran: “All of us at FX Lyons are really excited about V.A.S., which we believe will not only enable us to get the products and services we need in a timely fashion, and at a competitive price. But it will also allow us to minimize our investment in inventory, saving us significant dollars.”

Welcome aboard, FX Lyons – our newest V.A.S. customer! *Shown here (left to right) are Dave McKinnon, Gary Schofield, Tom Caughey, Fran Lyons, Mimi Trenkova, Marilyn Lyons and Linda Kearney.*



*Team EJP wishes you  
a Great Vacation season.*



*We thank our Loyal and  
"New" Customers.*

Thanks to our dedicated employees, Team EJP in **Maine**, **Vermont**, **Massachusetts** and two of our sister companies, **PEP Transportation** and **Quality Water Products** achieved record sales in June. Thank you for your commitment to our customers and to our continued success.

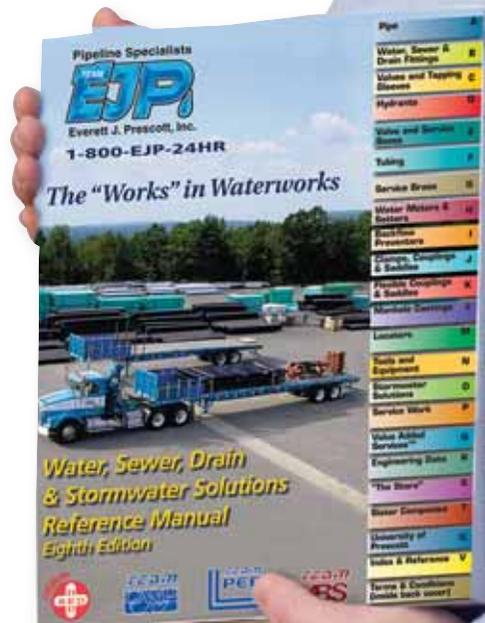
When economic times put a strain on your finances, **TEAM EJP** puts its **Know H<sub>2</sub>ow** to work through:

- **Seminars** – **Know H<sub>2</sub>ow II Seminars**; Brown Bag @ your location and on your subject.
- **Education** – University of Prescott; vendor participation demos with hands on training; site visits; OSHA 10 hour safety classes; forklift, crane, plant tours, rules, regulations & specs; classroom training; quality, conservation, revenue.
- **Water Runs** – Call today. Delivered to your job site the same or next day.
- **Crane Trucks** – Stringing and unloading pipe along the jobsite.
- **Service** – Invested in the newest and best equipment in the industry and the **Know H<sub>2</sub>ow** to use it. Trained technicians available 24/7/365.
- **Reference Manual** – 14,000 items, engineering, installation and specifications.
- **Skills Inventory Guide** – Quick answers from over 300 resources and 1700 years experience.
- Ask your local rep about our new services and our new lines.

# The only Must-Read book for the industry is now available!

Team EJP has your copy of the 8th Edition EJP Reference Manual.

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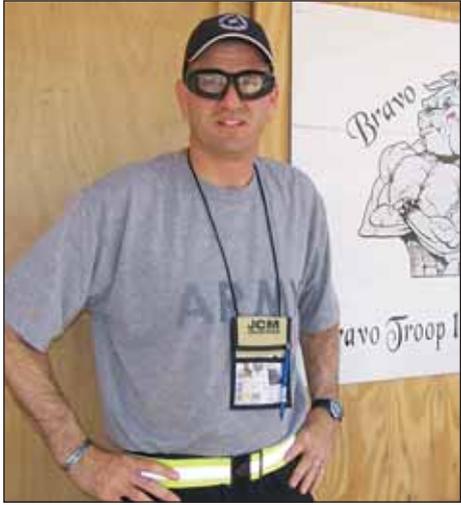
**INSIDE EJP**



This past May, Team EJP was honored to have received North American Green's President's Award for 2007. This award is particularly coveted because North American Green, the recognized worldwide leader in the erosion control industry, gives it to just one distributor each year from

its worldwide distribution network. Team EJP, which has been involved in the promotion and distribution of North American Green products for more than a decade, was singled out for our commitment to the erosion control products industry and for our creation of marketing and training materials to promote our efforts. From left to right are Pete Hanrahan, EJP Erosion Control & Geoproducts Manager; Tim Lancaster, North American Green President; Steve Prescott, EJP President; Peter Prescott, EJP's Chief Executive Officer; Stan McCurdy, EJP Chief Operating Officer.

Also present for the ceremony were Joe Koziell, North American Green's Northeast Regional Sales Manager and Chuck Schwartz, President of Tensar, North American Green's parent company.



One of Team EJP's customers – General Manager Scott Ham of Silver Creek Water – took a little bit of EJP with him to Iraq! Look closely, and you'll see an EJP pen hanging from Scott's neck. Scott is currently serving in Iraq as First Sergeant of B Troop of the 1-152 Cavalry Unit from Indiana. Best of luck, Scott. We're thinking of you and thank you for your service. And we are especially honored when great customers like you take a remembrance of EJP wherever they go!