





HAPPY Holidays

Sign Up Now for the KNOW H₂OW® 8 Seminar Series

2015 series will include special workshops on Coastal Erosion Control

Registration is now under way for Team EJP's 2015 **KNOW H₂OW® 8** seminars, which will include five full-day workshops in January and April:

- **Three workshops with concurrent educational tracks on drinking water and stormwater management**, in Portland, CT, Batavia, NY, and Bethlehem, NH. The **KNOW H₂OW®** training events will again focus on new technology and best management practices for the drinking water, wastewater and stormwater industries. Presenters will include public officials, Team EJP members and selected vendor representatives.
- **Two Coastal Erosion Control Workshops**, in April in Portland, ME, and Edgartown, MA. Rising sea levels continue to threaten our heavily developed coastal communities, and property owners, design professionals and coastal communities are seeking solutions. Team EJP has been offering Coastal Erosion Control training events since 2008.

Attendees will have many opportunities to learn from the presenters and each other:

- **Programs**—Each seminar track is designed to bring participants up to date with the latest technology and current issues challenging the water, wastewater and stormwater industries.
- **Networking**—The seminars bring together a unique mix of consultants, technology suppliers, contractors and government officials. Participants have a unique opportunity to meet industry peers and discuss the issues that challenge us all.
- **Exhibits**—All participants have unlimited access to product and technology information in the exhibit area.

Over the years, Team EJP's **KNOW H₂OW®** seminars have consistently generated enthusiastic responses from participants. As an engineer from Massachusetts put it, "We engineer-types roam the earth in search of Professional Development Hours. At your seminar, you did a great job of being informative, but not overly intense; thorough, but not too long; product-oriented, but not pushy."

A landscape architect from New York said, "I hope to attend more EJP seminars. This one was very informative and worthwhile."

"My compliments to E. J. Prescott for the thoroughness (sending the receipt) and quality of the presentation material and workshop. I've paid more at some national conferences and gotten much less." —Landscape Architect (March, 2014 Coastal Erosion Control Workshop in New London, CT)

KNOW H₂OW® 8

To register online, visit ejprescott.com. But hurry: past Seminars have sold out, and the need for **KNOW H₂OW®** is greater than ever!



2015 Drinking Water, Wastewater & Stormwater Seminars

JANUARY
22

Saint Clements Castle
Portland, CT

JANUARY
27

The Clarion
Batavia, NY

APRIL
9

Maplewood Resort
Bethlehem, NH

2015 Coastal Erosion Control Workshops

APRIL
8

Holiday Inn By The Bay
Portland, ME

APRIL
16

Harbor View Hotel
Edgartown, MA

More than 125 participants attended a full-day Know H.OW® seminar in Lima, OH last January.



"Really nice workshop! I liked getting a demonstration and instruction from the vendors instead of just stuffing brochures and pamphlets into a bag that I probably wouldn't even have the time to review, despite good intentions."

—NH Land Development Consultant



Join EJP and Sensus at the Renaissance Orlando at SeaWorld®

Save the date for the 2015 Sensus Utility Conference: October 25th-28th in Orlando, FL

Pre-register at sensus.com/uconf15. Additional information will be sent to you as it becomes available, or contact your Team EJP representative for more information.



Team EJP Delivers Meters to Western New York State

This past summer, Team EJP closed on two large-scale meter jobs, one in Randolph, and the other in the Village and Town of Oakfield, NY.

In Randolph, Mike Pfister, Joe Zippi, Chad Lahr and Josh Ordway partnered with municipal officials and MDA Engineering to close on the following order: 875 iPerls & MXUs, 13 OMNI meters, a VGB drive-by unit and handheld reading equipment.

The Village of Oakfield has built a 200' tall, 500,000 gallon water tower utilizing \$1.65 million of a grant from Rural Water. Oakfield looked into using the remaining funds for meter reading upgrades. Team EJP met with Oakfield officials Dave Laney (Village) & Alan Dennis (Town), as well as Jeremy DeLyser, engineer representative of Clark Patterson Lee, to present the Sensus technology and capabilities. Oakfield approved the decision to purchase a FlexNet system and necessary equipment.

The initial Oakfield job for Water District #3 included 75+ iPerl meters, 800 M-Style radios, reading equipment and a Metro 50 2,500 hosted solution Flexnet system, for which the antenna will be placed atop the new water tower.

Oakfield will be putting in incremental Water Districts over the next few years, starting with Water District #4, calling for 100+ new services, iPerl and radios; and followed by a joint Townline Road project calling for 316 new services, iPerls and radios. In spring of 2015, when the Flexnet system is fully operational, the Village of Oakfield will be able to read M-Style MXUs from a 10+ mile radius.

In the neighboring Village of Elba, Joe Zippi and Peter DiBenedetto met with Mayor Scott Schuler, who approved the purchase of 300 iPerls and M-Style radios, a few OMNI meters, and handheld reading equipment. They hope to team up with Oakfield to read Elba's water meters.

We also have a verbal commitment from the Town of Batavia for an independent purchase of 1,000 iPerls (now upgraded to 1,000 M-Style MXUs).

The installation of the meters, MXUs and FlexNet antenna and cables in Oakfield has already begun. Andy Glick has offered support and training to work alongside the Village DPW to troubleshoot any issues that would arise with the handheld or billing software. They have efficiently installed the MXU's and iPerls with little or no problem, and we assisted where possible. Peter DiBenedetto had the opportunity to accompany Clark Boynton from Comcast to assist with the initial installation of FlexNet antenna equipment.



Since Peter DiBenedetto doesn't often have the chance to scale municipal water towers, he put on a harness, climbed to the top and helped out. With the wind howling and snow approaching, Peter noted, "I gained a new appreciation for Clark's job, and look forward to them returning in the spring to finish the job."



"Team EJP thanks all the Oakfield leaders and citizens for supporting our installation of the Sensus metering line."

"I also thank our inside sales team of Robin Palmer, Jon Summers and Todd Vanson, who diligently handled the logistics of these deals—especially Robin, who filled out the Sensus POs and job master paperwork. I'm proud to be a part of the EJP Network."

—Peter DiBenedetto, Blasdell Branch



Team EJP's Hanrahan returns to the DeMar Marathon...

Team EJP's Pete Hanrahan wears a familiar cap at his return to his native town of Keene, NH, for the 37th Annual Clarence DeMar Marathon—New England's second oldest, behind only the fabled Boston Marathon—on September 28th.



Hanrahan co-founded the race in 1978 and named it after Clarence DeMar, who won the Boston Marathon seven times, a feat that has never been equaled. DeMar lived in Keene and taught at Keene Normal School, now Keene State College.

Pete, who worked as race director until leaving the area in 1996, served as official starter in 2012 and as featured speaker at the pre-race dinner last year.

The race has grown significantly under the guidance of the Elm City Rotary Club, and this year attracted close to 2,000 participants in the marathon, a half-marathon, a special DeMar for Kids race, and an over-70 event.

...and is re-elected to Erosion Control Association Board

Pete Hanrahan, Erosion Control and Geoproducts Manager for Team EJP, has been re-elected to a three-year term as the Maine Representative to the Board of Directors of the Northeast Chapter of the International Erosion Control Association, which includes all six New England states and New York. Pete has been a member of the organization's Board since 2007.

The election results were announced at the organization's annual conference, which attracted more than 150 attendees and 20 vendors to the Lake Morey Inn in Fairlee, VT, November 5-7.

Also at the event, Chapter President Steve Trinkaus presented Hanrahan with the President's Award, in recognition of the leadership he provided the chapter during his four years as President (2009-2013). Pete also offered a seminar titled "The Basics of Streambank Stabilization."

The International Erosion Control Association is the industry's most prominent professional organization, with chapters throughout the world.



TEAM EJP Participates in Vermont Stormwater Expo



Bill Manner of the Ottauquechee Natural Resources Conservation District (ONRCD) demonstrated the devastating effects of high-flow events in rivers and streams with a flow simulator device, which graphically demonstrates the impact of fluctuating stream and river flows on the landscape—a sobering reminder of the power of water for Vermont residents who experienced the devastation caused by Hurricane Irene in August of 2011.

Team EJP worked closely with several non-profit agencies to sponsor a one-day stormwater management seminar and expo held in Springfield, VT, on Saturday, September 20th. The event was designed to connect homeowners, contractors and government officials with solutions to problems related to drainage, erosion control and ground stabilization.

Kelly Stettner of the Black River Action Team coordinated the workshop, which brought together a diverse group of presenters and attendees. Team EJP vendor-partner Jack Eaton of Certified Erosion Control Systems gave a presentation on jobsite sediment control technology, while Team EJP's Pete Hanrahan led a session discussing soil stabilization and porous pavement technology. Team EJP's Tim Clark and Jamie McAuliffe, who both work out of the company's Keene, NH location, also attended and assisted with refreshments.

Erosion Control Field Days Held in New Hampshire

For the fifth consecutive year, Team EJP helped plan and execute three erosion control field days. These were held in the summer of 2014 in Whitefield, Moultonborough and Hancock, NH. The Soil and Water Conservation Districts of New Hampshire were the principal organizers, with help from the Northeast Chapter of the International Erosion Control Association.

Field Day participants included contractors, regulators, civil engineers, town and city highway officials and many others. Total attendance at the three events topped 200.

Two Team EJP vendor-partners traveled a long way to participate:

- Tom Bowman of Bowman Supply of Denver, CO, demonstrated soil additives and nutrients at this field station.
- Cory Schneider of Presto Geosystems of Appleton, WI, discussed porous pavement and three-dimensional soil stabilization.

Other participating vendors included Jack Eaton of Certified Erosion Control Systems and Bill Maier of Tensar International Corporation.

Team EJP Presenters included Mike Everhart, Don LeBlanc and Pete Hanrahan.





Team EJP wishes Wally, Bryan & Rod a Happy Retirement! *80+ years of service to Team EJP and still counting!*

Over 120 Team EJP members attended the surprise party on November 22nd
celebrating the retirement of:

Wally Martin: 38 Years, 10 Months • Bryan Flag: 7 Years, 6 Months • Rod DuBois: 34 Years, 10 Months

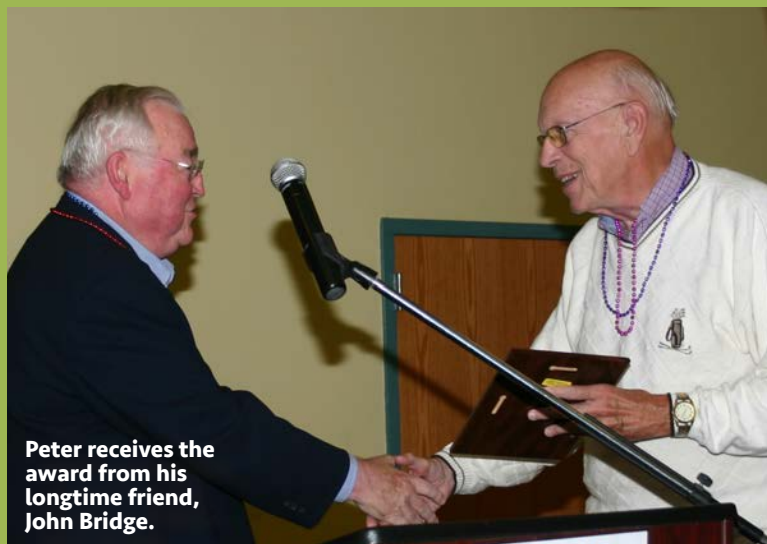
Team EJP is going to miss your dedication and hard work. Thanks for 80+ great years!

Peter Prescott Receives 6th Annual John Bridge Award from the Kennebec Valley YMCA in October

At the KV YMCA's Annual Autumn Auction on October 4, 2014, our Team EJP CEO received the prestigious John Bridge Award. Each year it recognizes an individual "of recognized leadership and the highest personal integrity, who greatly serves the youth and families of the Kennebec Valley Community."

The Award is named for John Bridge, former President of Bridgecorp Earthwork Construction, now part of Pike Industries. He has also served as Mayor of Augusta, President of the Kents Hill School Board, and a leader in construction associations.

Peter welcomed the opportunity to say a few words about the good work the Y continues to do as it celebrates its 100th year.



Peter receives the award from his longtime friend, John Bridge.



A SOLDIER'S CHRISTMAS



'Twas the night before Christmas, he lived all alone,
in a one bedroom house made of plaster and stone.

I had come down the chimney with presents to give,
and to see just who in this little house lived.

As I looked all about, a strange sight I did see,
No tinsel, no presents, not even a tree.

No stockings by mantle, just boots filled with sand,
On the wall hung pictures of far distant lands.

With medals and badges, awards of all kinds,
A sobering thought came through my mind.

For this house was different, it was dark and dreary,
The home of a soldier, I could now see clearly.

The soldier lay sleeping, silent, alone,
Curled up on the floor in this one bedroom home.

The face was so gentle, the room in such disorder,
Not how I picture a United States Soldier.

Was this the hero of whom I'd just read?
Curled up on a poncho, the floor for a bed?

I realized the families that I saw this night,
owed their lives to these soldiers who were willing to fight.

Soon 'round the world, the children would play,
and grown-ups would celebrate a bright Christmas day.

They all enjoyed freedom each month of the year,
because of the soldiers, like the one lying here.

I couldn't help wondering how many lay alone,
on a cold Christmas Eve in a land far from home.

The very thought brought a tear to my eye,
I dropped to one knee and started to cry.

The soldier awakened and I heard a rough voice,
"Santa don't cry, for this life is my choice.

I fight for freedom, I don't ask for more,
My life is my God, my country, my corps".

The soldier rolled over and drifted to sleep,
I couldn't control it, I continued to weep.

I kept watch for hours, so silent and still,
as we both shivered from the cold night's chill.

I didn't want to leave, on that cold, dark night,
this guardian of honor, so willing to fight.

Then the soldier rolled over, with a voice soft and pure,
whispered, "Carry on Santa. It's Christmas Day. All is secure."

One look at my watch, and I knew he was right,
Merry Christmas my friend...and to all a Good Night.

—Author Unknown

**This poem is dedicated with thanks to all of the men, women and veterans
of our country's armed forces, as well as their mothers, fathers, spouses,
children, and other family members who are all sacrificing for us.**