



QUARTERLY NEWS FROM EVERETT J. PRESCOTT, INC. | Fall 2016 | Volume 40

First Zinc-Coated Pipe Installation in Indiana



With longevity in mind, the town of Danville, Indiana, became the first in the state to use zinc-coated pipe for a replacement project. Water Superintendent Jim Russell worked with Kent Elliot of Banning Engineering to specify the pipe to gain an improved lifecycle cost as well as ease of maintenance over the long term—all benefits important to the town. Contractor CSU of Plainfield was brought in to lay the 1500 LF of 6" half open-cut, half directional bore pipe from AMERICAN. Team EJP Service Technician Bill Kershaw was called upon to do two 12"x6" taps on the newly installed length. Team EJP representative Lou Townsend and AMERICAN representative Phil Marin were also vital members of the process for this first-of-its-kind project in Indiana. Congratulations to the town of Danville for its investment in a product proven to be a long-term winner with AMERICAN Ductile Iron Zinc-Coated Pipe.

Town of Bremen

Bremen, Indiana's Water District found itself in a difficult situation in 2012 when its 2 MGD plant hit maximum capacity due to increased customer demand. The team at Bremen Water set out to build a new plant to increase capacity by 1.4 MGD, nearly doubling that of its current system. The project, which qualified for Green Energy Project status, was completed this spring. An open house was held for the public to see the newly completed plant. Team EJP was asked to participate in the open house, helping provide education to the public about different aspects of the water distribution system. With this project completed, residents saw a nominal monthly increase, going from \$9.60 a month to \$12.60 per month based on household usage of 3000 gallons. Congratulations to Bremen Water and its 1800 customers who now have a plant and distribution system that can meet their needs and will provide quality water for years to come.



University of Prescott Student Profile



My name is Ashley Weeks. I graduated from Gardiner Area High School in Maine in 2015. I have been a member of the University of Prescott since August 31 of 2015. I learned about the opportunity through a program offered at Maine schools called Jobs for Maine Graduates.

In learning about the University of Prescott, I was excited to have a real job with a future right out of high school. I'm based out of the Gardiner division but have spent many weeks traveling to other branches and learning the differences in the business and customers by location. I really enjoy working with my other University of Prescott students, and my mentors Bob Moody and John Flagg, who have both been very supportive. I'm happy I've had them to learn from and work with.

To anyone considering this program, I would say you have to recognize that, although it is a learning environment, you are dealing with real customers, real co-workers in a real work place and that has a learning curve of its own. So far, my favorite part of the program has been the diverse personalities I have been able to work with. I look forward to all the program aspects I have yet to learn, and upon my completion of the program in August of 2017, I look forward to the opportunities that will be available to me.

Julia Clukey's Camp for Girls

This summer Team EJP sponsored 16 girls to participate in Julia Clukey's Camp for Girls. Julia Clukey is an Olympic luger from Central Maine whose successes include participating in the 2010 Winter Olympics in Vancouver, Canada. The camp, now in its fourth year at Camp KV in Readfield, focuses on developing self-confidence and living a healthy lifestyle. Team EJP is proud to help provide opportunities for youth to participate in programs such as this that promote the well-being and healthy development of our young people.



Check It Out

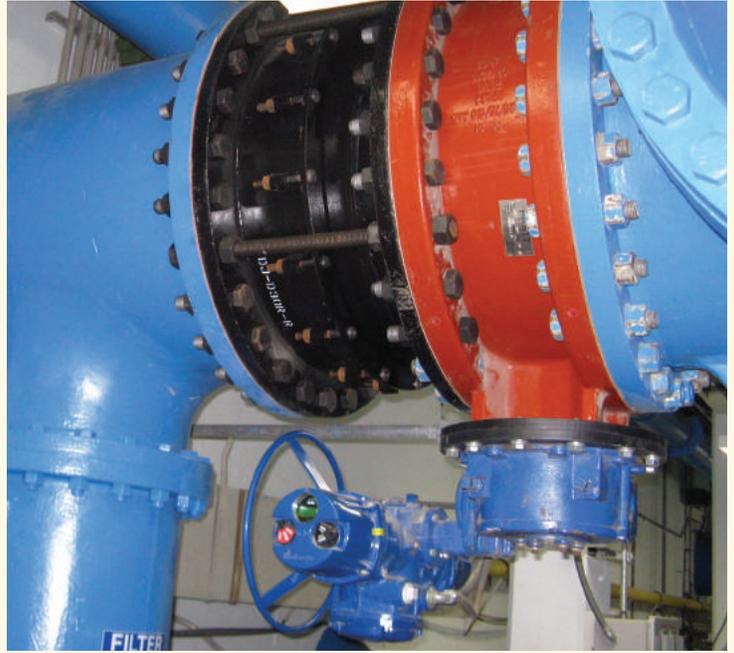
Sister company, Plastic Pipe Fabrication, has just gotten a new grout pumping machine. This machine increases PPF's current capabilities and will keep its crew pumping until the winter weather arrives. The new Putzmeister TK40 will pump up to 40 yards per hour along with pressure adjustments for grouting. If you have some final projects that you are looking to complete before old man winter arrives, contact the team at PPF. They have the quality products to get the job done.



Customer Service at its Best

Ohio's Ottawa Water Treatment Plant, in the city of Dayton, Ohio, services 800 miles of pipe for the city and the surrounding communities. It sends out 40-60 million gallons of water daily. When a break occurred in their pipe gallery, which consists of 36" and 30" overhead pipe underneath the primary filter beds, it was all hands on deck to get the problem fixed quickly, and get back online.

Dennis Hartman contacted Steve Griffith from Team EJP West Carrollton, Ohio, and with the help of Brian Ast of Ford Meter Box, they were able to come up with an extended range dismantling joint that was necessary to complete the repairs on an aged 36" cast iron line. Since time was of the essence, Ford Meter Box pushed the dismantling joint to the head of production, allowing it to get on the road right away. With the competence of the treatment plant's 10 maintenance personnel and the longest dismantling joint Ford Meter Box had produced to date, the line was repaired and back into service the following week. With the ability to make extended ranges on the dismantling joints, the workers decided to revisit their valve replacement program materials, and utilized these dismantling joints for the remainder of their 30" valves in the gallery.



Whatever You Need, Whenever You Need It, No Matter What!



On September 13th, Team EJP Outside Sales Representative William Terry was with Shaw Brothers Construction when he overheard a call about a water leak at Fairchild Semiconductor on its fire protection line. The records were showing the pipe was an old 10" cast iron pipe and Fairchild Semiconductor needed the line fixed that night with minimal down time. William quickly confirmed what he had in stock for 10" ductile iron pipe, couplings and repair clamps at the Portland and Gardiner divisions. William headed to the break site to assist Shaw Brothers' crew and drop off OD tapes. Once on site, it was clear the break was not going to be fixed easily and, to compound the problem, the pump was not keeping pace with the flow. Adding to the complexity of the job for Shaw Brothers was a 5" liquid nitrogen line running directly above the break. If this line went down it would be catastrophic. Once the nitrogen line and numerous electrical lines were identified, it was determined the leak would have to be hand dug. William again stepped up and recommended a call to our Value-Added Service (VAS) customer Ted Berry Co. to assist with the excavation by using their vacuum truck to minimize the risk to the nitrogen and electrical lines. It took a number of hours to complete the excavation, exposing the pipe and allowing for the water to be shut down. Once the accurate OD was confirmed William went to the Portland store close to midnight to pick and then deliver the order. Upon delivering the order it became apparent that the team would need more materials to complete the repair so William reviewed the available inventory and went to the closest location to pick it up, which was another VAS customer—Crooker Construction's yard in Topsham. With the second delivery in tow William arrived at the site as Shaw Brothers was removing the old pipe in sections to avoid risk to the nitrogen line. In all William was with the job until 5:45 the next morning assisting with the installation and making sure that the Shaw Brothers team had all the information they needed to complete the job quickly and safely. William made sure this client was ready to serve their customer every step of the way. When the line was filled, flushed, pressure tested and being back filled William set out to visit his customers for his regular Wednesday. Team EJP is proud of the time William committed to this project and is thankful for the support of VAS customers Crooker Construction and Ted Berry Co.

Team EJP Service Above and Beyond

Our home office recently received a letter of recognition from the Town of North Haven, ME at the request of Rex Crockett, who has worked for the town since the 1960's. That letter was in appreciation of the job that Dave Robinson did with Mr. Crockett in June. Mr. Crockett was quoted as saying, "Dave is one of the nicest guys I've ever worked with, and he is very knowledgeable and skilled." Team EJP is always happy to receive feedback from our customers regardless of the content. However it is always great to hear that our team is well received by our customers. Contact your local EJP division today and set your service work to be done with team members who are just like Dave.



Winter is Coming

Winter can be a hectic time when work is almost always emergency-driven. Taking a little time before the snow flies to make sure you and your team are prepared could help save time and money. The listed items below give some suggested maintenance and inventory practices to put your team in the best position to be successful this coming winter.

Pipe Repair

- Do you know what you have in the ground now?
Is there a reference list for your on-call staff to save calling around when minutes count?
- Do you have standard couplings and clamps in stock?
- Of your in-stock items, are the gaskets in good condition or do they need to be replaced?
- Do you have service saddles on hand?
- Of your identified piping, do you have various sizes on hand and ready for repairs?

Equipment

- Service your generator, air compressors as well as lighting to make sure it is all in good working order with no replacements needed.
- Turn on your thawing devices and make sure they operate properly, chances are you haven't used these since last season.
- Is your leak detection equipment ready to go? Check batteries and have a refresher training for staff on proper use and functionality.

Staff

- Review your on-call staff and your emergency number listing to confirm you have the right numbers for everyone and that it is distributed to the correct people on staff.
- Replace worn and stained safety vests.
- Check employee cold weather gear, boots, gloves, jackets and anything else that is department issued. Did you bring on new staff who needs to be fully outfitted?

Let'em Know You Are There

Planning to do work on your infrastructure in the near future? Worried about funding support from your municipal board and potential public outcry from a rate increase? If you know you have pending work, a great way to help move your project ahead when the time comes is public outreach in advance. In general, customers assume clean water will always be delivered to their homes or businesses at very little cost. Consider that in the US the average price in July 2016 for a gallon of unleaded gas was \$2.25, a gallon of milk was \$3.06, a gallon of water was \$.0015. Focusing on the actual cost of water in contrast to how important it is to daily life is important to impress upon customers. They can live without gas and milk, but have they even

tried living without water? When discussing the value of water, it is important to not only outline the quality for drinking but also the safety and sanitation aspects. Water for fighting a house fire, for example, will come from the same plant that is pumping it into their homes to do laundry or give children a bath. Having these conversations and engaging the public early and often can help when projects do need to be planned and funds need to be allocated. Good ideas for outreach are through your local schools and local events such as community festivals or fairs. Plan and invite customers to events at your utility so they can see how the water they enjoy every day is sourced, treated and pumped for their use.

Map It Out

In July, a small team of University of Prescott students, as well as Robbi Lockhart and Dave Robinson, all went to a private community in Glastonbury, CT. The community had the responsibility of maintaining its own water service, which had not previously been mapped. Nick Bates, Justin Keyser and Dave Robinson did not have prior experience with the Trimble's R2 GIS tool, but after the first day were working on their own to map out the hydrants, water lines and more. The team used a combination of Trimble R2, Trimble handhelds, ipads, and Android tablets. The flexibility of Trimble's products to work with so many Wi-Fi capable devices was helpful in completing the project quickly. With accuracy of three centimeters, both horizontally and vertically, the team was able to provide an extremely accurate map of a previously unmapped area for the customer, who now can easily service the community's water distribution system.



Shooting for Perfection



Team EJP Fort Wayne hosted its 3rd Annual shooting event on July 9th. Sales representative Joe Dock was gracious enough to host again this year and made a new trap range for the event. It was a great day, although the wind was up, causing the clay range to be more challenging than usual, mustering many laughs. The other events included trap, rifle and pistol. Twenty-six shooters were in attendance with a good spirit of competition to carry the day. Food, drinks, shells and shooting glasses were sponsored by participating vendors AMERICAN Ductile Iron Pipe, AMERICAN Flow Control, Ford Meter Box, M.E. Simpson Company and Sensus. Team EJP Fort Wayne looks forward to this event next year and thanks all its customers and vendors for another successful event in 2016.

MWUA Annual Clambake

Team EJP was fortunate this summer to again participate in the Maine Water Utilities Association's Clambake at Thomas Point Beach. We are always happy to spend this time with the hard-working men and women of our industry. The festivities were celebrated in hot but beautiful weather and, as always, were a great success. Congratulations to Lincoln Water District as this year's Bocce Ball Tournament winners. We look forward to seeing everyone at next year's event.





32 Prescott Street
 Libby Hill Business Park
 P.O. Box 600
 Gardiner, Maine 04345

Phone: (207) 582-1851
 Fax: (207) 582-5637
 Email: ejp@ejprescott.com
 Website: www.ejprescott.com

PRSRT STD
 U.S. POSTAGE
 PAID
 Portland, ME
 Permit No. 380



Team Members in the Community

Team EJP’s Middleton Division is happy to congratulate its Administrator, Gail Sabino, for being awarded the Town of Middleton’s Heroic Action Award. Gail was out running errands when she noticed a little boy with his grandmother and he was choking on a lollipop. Gail sprung into action and saved the young boy from choking. “I like to say that it was two grandmothers working together,” jokes Gail in explaining the incident. The Middleton Police Department awarded Gail for her actions in saving the boy. “Seeing that boy breathing again was all the reward I needed,” said Gail when they presented her with the award. Team EJP is proud of Gail and her actions to help a fellow citizen in need. Thank you, Gail, from all of us at Team EJP.



Inside This Edition of PEPTalk

- First Zinc-Coated Pipe Installation in Indiana..... 1
- Town of Bremen 1
- University of Prescott Student Profile2
- Julia Clukey’s Camp for Girls2
- Check It Out2
- Whatever You Need, Whenever You Need It, No Matter What!3
- Customer Service at its Best.....3
- Team EJP Service Above and Beyond4
- Winter is Coming4
- Let’em Know You Are There.....4
- Shooting for Perfection.....5
- MWUA Annual Clambake.....5
- Map It Out5
- Team Members in the Community6