

PEPtalk

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AMERICAN Pipe Plant Tour



During the week of November 27, 2017, thirty Team EJP representatives flew south to tour the AMERICAN Ductile Iron pipe plant in Birmingham, Alabama. The group had a little fun before getting down to business.

The first stop was Autobahn International Speedway. EJP and AMERICAN representatives alike left it all on the race track in a bit of fun competition. In the end, EJP's own Devyn Hogan stood tallest on the podium, including the fastest time of 19.77 seconds. After conclusion of the races, the groups then advanced to the AMERICAN Ductile Iron Plant.

The plant consists of 80 acres of manufacturing under roof, set upon 2100 acres overall. The property also has 23 miles of rail tracks on it. During the tour, E.J. Prescott representatives witnessed the melting of scrap, watched the centrifugal casting of ductile iron pipe, observed zinc arc sprayed to the exterior

of the ductile iron pipe, then ended the tour seeing cement lining and exterior coating being applied.

The group also took part in a driving tour of the property where they learned about the history of AMERICAN Cast Iron Pipe Company and its founder, John Eagan. They viewed the pipe yards of both small and large diameter ductile iron pipe. The tour ended with a visit with AMERICAN's highly trained inside sales group.

The tour was coordinated by AMERICAN representatives Anooj Kothari and Dewayne Taylor. Mr. Taylor strongly believes that "providing product knowledge is a very powerful tool to take forth to your customer." Team E.J. Prescott would like to extend a huge thank you to Mr. Taylor and Mr. Kothari for their support through this tour.





Team EJP's Service Department Performs an Emergency 6" Romac QuikValve for the University Of New Hampshire

In January of 2018 at the University of New Hampshire, a leak was discovered under the foundation of one of its high-traffic buildings. Further inspection revealed that the leaking pipe was a 6" cast iron water main. The University quickly found it had no way to shut off the water underneath the building to repair the water main break.

After reaching out to Team EJP's Concord division for help, Service Technicians Tyler Wing and Kolby Peckham were dispatched to perform a 6" QuikValve insertion.

Some of the challenges included the water main being identified as slightly brittle, digging while being unaware of what else is in the ground, working underneath an overhang of the building, using the correct sleeve, and cold temperatures potentially freezing the QuikValve machine.



Team EJP Service Technicians Tyler Wing and Kolby Peckham were able to successfully shut down the leaking water main. This allowed UNH to then bypass the break and continue to provide drinking water to the facility.

They searched for a strong piece of pipe during excavation. Once found, they cleaned up the pipe, bolted the sleeve on and began the process of putting on the slide gate. After

performing two cuts, the pipe was reamed to clean out any burrs, sharp edges and tuberculation. The valve was then inserted to complete the 6" QuikValve installation.

QuikValve insertions are both effective and efficient. They are completed live without shutdown or interruption of service. All chips/shavings are flushed out to keep your water safe and prevent anything from going into the line. Team EJP stocks sleeves and valves from sizes 4-12". Team EJP is ready to help: "Whatever you need, whenever you need it, no matter what." If you experience a leak or break in your water system, call your nearest EJP location for emergency service.

Service Technician Tyler Wing stated, "The QuikValve is a superior product. You have a sturdier sleeve and you get a wedge valve sealing against a pipe wall that has been reamed to clear any tuberculation or burrs."

Michael Gorman's Induction into UCANE's Board of Directors

On January 24, 2018, Michael Gorman was inducted onto the Board of Directors for the Utility Contractors Association of New England (UCANE).



Following keynote speaker and State Auditor Suzanne Bump's statement to UCANE, Mr. Gorman was sworn in with the rest of the Board and Officers for 2018.

Mike has been involved with UCANE during his entire tenure at Team EJP, as well as being involved with their monthly industry newsletter, Construction Journal. This is the first time in the long membership with UCANE that Team EJP has held a seat on the board. Congratulations, Mike!

Service Training 2018

Team EJP Annual Service Training was held during the week of February 12, 2018. Those in attendance took part in hands-on exercises directly related to services they perform.

The first days included hands-on training for meter testing and service taps. Other training included OSHA, excavations, confined space, hydrants, pressure testing, chlorination, electrofusion and leak locating. Team EJP also had an outside representative training and discussing the hazards of tapping and repairing asbestos pipe.

To wrap up Service Training in 2018, Service Manager

Ray Morang and Safety Manager Derek Wing spoke about the new E-log system and its importance moving forward. Other topics included issues in the field and ways to improve service in the future. Team EJP would like to thank all who participated in this year's collaborative Service Training and look forward to another great event in 2019.





Team PPF Culvert Restoration Project Hurdles Obstacles

In November of 2017, PPF sales representative Reggie Cooley was contacted by Laura Wildman from Princeton Hydro Engineering in regards to a culvert restoration project under the Mordecai Lincoln Mill in Scituate, Massachusetts. Laura was referred to Team PPF by EJP sales representative David Hamilton. Mordecai Lincoln was the great-great-great grandfather of president Abraham Lincoln and he built the historic mill in 1691. The mill is listed on the Scituate Historical Society register. The culvert in question was an existing 81” steel culvert that ran directly under the road and old mill building, making the project sensitive, to say the least. Team PPF partnered with T. Ford Construction Company out of Georgetown, Massachusetts, to get the job done on time, safely and responsibly in regards to the building’s historical value. Communication between the environmental agencies, Historical Preservation Society, engineers, town personnel and T. Ford Company was of the utmost importance. The project had “in-water” specified work dates allowed as the Herring and Rainbow Smelt migration was occurring during the same timeframe as work to be done. Tides also controlled when work could be done as the Atlantic Ocean was only a stone’s throw away.

The 81” steel culvert that ran from an old mill pond under the historic building had completely corroded from years of scour and salt water damage. The damage to the existing pipe was causing a sinkhole in the road above as well as compromising the mill’s structural integrity. 72” DuroMaxx HDPE pipe made by Contech was supplied by Team PPF to be used as the liner pipe. Team PPF project Manager Alex Holzinger and lead man Isreal Colpitt worked with T. Ford to take the correct measurements to ensure the new liner pipe would fit. Skid rails were put in place to facilitate the sliding process as well as preventing the liner pipe from getting



The Mordecai Lincoln Mill and Homestead built in 1691–1692 by Mordecai Lincoln, great-great-great Grandfather of Abraham Lincoln.

damaged during the installation process. Once the preparation work was complete T. Ford used their heavy equipment to swing the new liner pipe in place and through the existing culvert. Concrete bulkheads with 2” PVC vents and tremie tubes were constructed by Team PPF on the inlet and outlet ends of the pipe. Bulkheads were constructed and 20 cubic yards of cellular grout was pumped. The cellular grout encased the liner pipe in concrete and backfilled any unknown voids in and around the existing steel culvert.

The slip-lining rehabilitation process was the perfect solution for the Town of Scituate, considering the historical and environmental sensitivity surrounding this project. After many site visits and walkthroughs with the town, engineers, Historical Society and contractors, the slip-line phase was completed in four days with no disturbances to the Historical Mill Building or the precious surrounding environment. Thank you to everyone that worked hard on this project and made it a success.

Palmer, MA Finds Permanent Patch for Pesky Pothole Problem

Potholes are a common nuisance for Department of Public Works crews and drivers alike. The cumulative effect of repeatedly driving over potholes can take a toll on a car’s suspension, alignment, and, of course, tires. The immediate effect could even be an accident. DPW crews need effective solutions to this never-ending battle. When hot asphalt is not available, a permanent asphalt repair material has been hard to find.

In late January, Joe Sawicki of the Palmer, MA, Highway Department needed a pothole solution and needed it fast. Joe contacted Team EJP Outside Marketing Representative Rocco Micelotta to find a long-lasting repair material. Rocco suggested using Aquaphalt. Aquaphalt is a permanent, environmentally friendly asphalt patch that works in wet and cold conditions. It’s laid directly from its

container and the eco-friendly binder reacts and hardens with water. This pre-mixed and permanent solution is guaranteed to minimize roadway disruptions and needs no special installation equipment.

Knowing that time was of the essence, Rocco quickly reached out to Annie Kelley of Aquaphalt to set up a product demo for Joe. The three met on two separate sites where Joe and his crew helped apply the material to the troublesome potholes. Joe’s crew was amazed to see that within minutes the product began to harden. Typically, they have refilled the same holes with cold patch weekly. Often the cold patch had not set even after several days of being in place. Palmer DPW was also excited to see that Aquaphalt can be applied in any weather condition, since winters in Massachusetts can be long and harsh.



Now, several months later, the holes are still patched despite being exposed to regular traffic, freeze/thaw, salt and plowing. Needless to say, Aquaphalt was the perfect solution to the pothole problem in Palmer.

For more information on this revolutionary asphalt repair product, call your local Team EJP sales representative today!



TEAM EJP Managers Meeting - Giving Back to the Employees

Team EJP held their Managers Meeting March 1–3, 2018. During the first day of the meeting, updates were given from all departments with the company as well as industry updates discussing what is new and happening. On the second day of the meeting, vendors were invited to talk about what is going on within their companies. Included were Mike Ganem and Eric Rohrbaugh with American Flow Control (AFC), Bharat Agarwal and Mark Troyanowski with SIP Industries, Annie Kelley with Aquaphalt, as well as Tom Stanojevic, Dwayne Taylor and Anooj Kothari with AMERICAN Ductile Iron Pipe.

During the evening of Friday, March 2, all gathered at the Senator Inn in Augusta, ME, to present annual awards and to announce that Team EJP is sharing the benefits of the recently revamped federal tax structure with its employees. All location managers were presented with a bundle of envelopes. Each employee



EJP Middleton Division Manager, Steve Zanni, is presented with the Outstanding Sales Achievement Award by Mike Ganem (far left) and Eric Rohrbaugh (far right) from American Flow Control.

EJP President Steven Prescott presents Jeffersonville Division Manager, Frank Jaehnig, with the 2017 Blue Award for Most Improved Division.

at their respective locations with at least one year of seniority received \$1,000. Employees with less than one year of service and seasonal employees received \$250.

To conclude the meeting on the morning of Saturday, March 3, Team EJP Managers held a discussion centered around “how can we continue to improve?” Innovation and improvements in the waterworks industry remain a top priority for the company moving forward. Team EJP sister companies RED HED, PPF, PEP and QWP were also given the spotlight to recap their efforts in the past year and discuss their plans in the future.

PEP and QWP were also given the spotlight to recap their efforts in the past year and discuss their plans in the future.

These managers returned to their respective locations on Monday, March 5 to present their employees with the envelopes, along with many thanks and handshakes for the dedication and hard work of Team EJP’s members. We look forward to what the next great Managers Meeting has in store!



EJP employees gather during the EJP awards ceremony held at the Senator Inn in Augusta, ME.

The Great Race Expected to Draw Thousands to Maine Communities



Ever since 2014 when The Great Race cruised through Ogunquit, Peter Prescott has been working on bringing the event to central Maine and this year those efforts paid off. In the last week of June, Gardiner, Maine (where Team EJP headquarters resides) will host a stop on the 2018 Hemmings Motor News Great Race presented by Hagerty. The Great Race, the world's premiere classic car rally, will bring more than 100 antique automobiles to Historic Downtown Gardiner and the

Waterfront Park. The race annually draws around 500 participants who make up the 120 teams competing in the rally. The locations where the racers stop for the day/night can expect to draw thousands of spectators to the community.

The Great Race is a grand event that turns average car guys into local celebrities, as these classic cars make their way through small towns on their journey across the country.



The rally team Maine Boyz made up of Peter Prescott, Ed Chapman, Frank Crooker, Guy McDorr, John Myrick, and Frank Landry will drive a 1948 deep green Ford sedan emblazoned with lobster claws.

Team EJP's Doug McCluskey Receives Nomination for Project of the Year

The 2018 International Erosion Control Association (IECA) held their Annual Conference and Expo at Long Beach, CA, February 11 - 14, 2018. The IECA Annual Conference and Expo brings together the industry's most innovative minds in the erosion, sediment control and storm water industry.

In attendance at the event and representing Team EJP were Pete Hanrahan, Doug McCluskey and Mike Everhart. Every year during the Annual Conference, Profile Products LLC recognizes its top performers worldwide. This year, Doug McCluskey's Montreign Casino Project was nominated for 2017 world-wide Project of the Year recognition.

The job, which was later renamed "Resort World Catskills" has so far required 2,150 bails of Flexterra, 250 bails of Proganics, and 160 bails of Terra Wood with Tack. McCarey Landscaping is performing all site seeding and stabilization, while Argenio Brothers is building roads and seeding stabilization as they go. The project is currently running smoothly due to the combined efforts of EJP Round Lake Management and sales staff.

Although the project didn't win, it is a great honor for Team EJP to be nominated. We at Team EJP would like to thank Doug McCluskey and the staff at Round Lake for all their effort and teamwork.





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30th Annual Northeast Motorsports Expo



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The 30th Annual Northeast Motorsports Expo and Tradeshow was held in Augusta, ME, between Jan 12–14, 2018. Team EJP has been a supporter of all 30 events and was well represented this year by both PEP Classic Car Company and Team EJP Racing, including Team EJP Racing sponsored motocross racers Patrick Prescott (#199) and Andy Mathieu (#53) and stock car racer Reid Lanpher (#59).

“The Prescott family has for many years been a major supporter of Motorsports at all levels. They were very instrumental in the development of some series in the Northeast and played a role in the driving careers of local racing legends Andy Santerre, Ricky Craven and Austin Theriault. From Short Tracks to Motocross Tracks throughout New England as well as the big stages like NHMS and Daytona, the TEAM EJP name has supported many drivers and events.”