

PEPtalk

QUARTERLY NEWS FROM EVERETT J. PRESCOTT, INC. | Summer 2019 | Volume 51



SUMMER 2019



JASON NORMANDIN JR. (BIGFOOT)



It is with great sadness that Team EJP announces the passing of 2018 University of Prescott Graduate and Syracuse Service Technician, Jason Normandin, Jr.

Jason, affectionately known as Bigfoot, was an extremely hard working, polite, and joyous young man and his passing is being felt by all who had the pleasure of knowing him. In December of 2018, he was diagnosed with an extremely rare type of leukemia, known as NK Cell Leukemia. Jason's treatment required extensive chemotherapy and a bone marrow transplant. While in treatment, Bigfoot took part in several research studies for NK Cell Leukemia. One victory is that Bigfoot's cancer cells have been the first NK Cell Leukemia cells that have been able to be reproduced in a lab, allowing scientists to study this disease in hopes of furthering treatment and saving lives.

Finding a bone marrow donor is a race against time and under extremely sad and unfortunate circumstances, while we were able to find a match for Bigfoot, his progressing illness complicated the transplant process and he couldn't receive his donor's cells.

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WELCOME
TEAM EJP / **A** AMERICAN

Our team urges you to please consider registering to be a bone marrow donor today. Screening to become a donor is very easy: please visit join.bethematch.org/ForBigFoot to set up an account, or text CURE125 to 61474. The "Be The Match" site will provide answers to any questions you may have about the process. For many bone marrow transplant recipients, a transplant can be their best or only option. Your gift will give hope and potentially a second chance at life. Be the match and give the gift of life to someone in need. ■



EJP EMPLOYEE GIVES BACK THROUGH SMALL ACT OF KINDNESS.



On the cold morning of April 19 (Good Friday), EJP Marketing Representative Tadd Beattie was traveling to Tim Horton's for his usual morning cup of coffee and breakfast. As he approached the store, he passed a gentleman who appeared hungry standing by the road with a sign stating, "Will work for food."

When Tadd pulled up to the drive-through window, he ordered extra this time.

"I instantly wanted to help him by getting him some food and giving him a little cash. I got him a coffee, breakfast sandwich, and gave him five dollars. Reading the sign that he was holding, it essentially said he was willing to contribute something on his own in order to EARN the food, rather than just expect it to be given to him for free. That sparked my desire even more to help him. My parents have always taught me to give back to those who need it."

Tadd wasn't looking to be recognized when he performed this act of kindness. Unbeknownst to Tadd, a bystander took note of Tadd's actions and wanted to recognize his acts of kindness. The bystander happened to be a customer of EJP who shared the story with former Manager, Wally Martin from Gardiner, Maine.

When Division Manager, Robin Palmer, received the call from Wally, she felt particularly proud of Tadd's actions.

"Let me also mention Tadd went to get coffee for all of us" said Robin. "Something about a hot cup of Timmy's on a brutal cold and rainy Friday certainly makes everyone's day! We are all very proud of Tadd. Such a feel-good moment that he took very little credit for. To hear him tell the story made it even more rich!" In Tadd's words: "it was so cold and wet; I couldn't leave there without helping." ■



THE CITY OF PORTLAND, MAINE INSTALLS THEIR FIRST EAST JORDAN SELFLEVEL ASPHALT ACCESS ASSEMBLY

During the week of June 2, 2019, Team EJP supplied the City of Portland, Maine Department of Public Works with an innovative manhole replacement product: The EJ (East Jordan) SELFLEVEL Asphalt Access Assembly.

The SELFLEVEL Access Assembly's unique design allows for a range of movement that keeps the SELFLEVEL access assembly perfectly aligned with the finished road surface. Once installed, the unit will continue to move with the road surface. The road surface aids in absorption of traffic vibration and shock in order to protect infrastructure and critical underground structures.



LONG-TIME FRIEND AND PARTNER, JIM SHUGARTS RETIRES



Jim Shugarts receiving a signed bat by Hall of Famer Bill Mazeroski presented by Tim Harriger, VP of Sales, at NA Water during his retirement party on June 6th, 2019.

On June 30th, longtime friend and partner of EJP, Jim Shugarts retired from Sensus after 47 years with the company. Starting out as a General Laborer for then Rockwell International in 1972, he earned just \$5.37 an hour. Jim worked his way up in the company to Regional Sales Manager in 1991, which is now known as Regional Director of Sales – Northern Region. Friends, colleagues, and family got together on June 5th to celebrate with Jim at a Pittsburgh Pirates game in Pittsburgh, Pennsylvania.

EJP would like to thank Jim for his years of service to Sensus and EJP and wish him a happy retirement.

47 Years HOF Career

- 1972 hired as General Laborer for \$5.37 / hour
- 1973 Quality Inspector
- 1975 Quality Control Inspector
- 1977 Layout & Gage Inspector
- October 1977 – Associated Salesman, Rhode Island, Connecticut, Lower New York
- December 1979 – Salesman / Sales Rep. state of Virginia
- May 1983 – Sr. Sales Rep / Territory Manager
- September 1987 – National Products Manager
- 1989 added Manager Distributor
- March 1, 1991 – Regional Sales Manager, known as Director of Sales – Northern Region. ■



WATER CONSERVATION CORNER **WHY CONSERVE WATER?**



We use water daily to drink, cook, clean ourselves, wash clothes, provide power, control fire, and for many other things. If water is available and aplenty on earth, then why do we need to conserve water? The reason is that people on earth use fresh water faster than it can be naturally replenished. To provide drinkable water to people, it is cleaned at the water treatment plants and from there it is supplied to residential households for their daily needs. When we save water, we are also saving energy because the less water we use, the less energy will be used for pumping and treating water. Additionally, if you use less hot water, it will save you on water heating as well. ■



VERMONT AGENCIES PARTNER WITH TEAM EJP TO PRODUCE SUMMER EROSION CONTROL WORKSHOPS



Shane Murphy of BioClean discusses stormwater treatment



Jim Ryan of Vermont Department of Environmental Conservation addressing the group in Eden, VT regarding roadway construction and management.

Multiple Vermont and Federal Government agencies partnered with Team EJP to produce a pair of Summer Erosion Control Workshops on June 12 and 13, 2019. The workshops were held in Eden on June 12 and in Richmond on June 13. The workshops were produced as follow-up to a pair of similar events held in 2018 in Castleton and Newport, Vermont.

The Eden event was hosted by the Lamoille County National Resource Conservation District, while the Richmond workshop was hosted by the Winooski Natural Resources Conservation District. The events drew a total attendance of 90 industry professionals during the two days.

Welcoming and keynote remarks were provided in Eden by Peter Danforth of the Lamoille County Conservation District, and by Gianna Petito of the Winooski Natural Resources Conservation District in Richmond. Team EJP’s Pete Hanrahan also provided welcoming remarks. The morning classroom sessions featured presentations by Jim Ryan (Vermont Municipal Roads Program), Winn Wilson (Vermont General Permit) and Amy Picotte (Vermont Shorelands Program), all three of whom work for the Vermont Department of Environmental Conservation.

In the late morning, the focus shifted to small group sessions at seven rotating field stations.

Team EJP vendor partner Sandy House (Profile Products) discussed vegetation establishment. Vendor partner Shane Murphy (BioClean) provided information on stormwater treatment, while Shawn Lipscomb and Steve Williams of ABT, Inc. (drainage technology) also manned a field station. Nick Pantauro of Trowel Trades Supply of Colchester, Vermont presented porous concrete pavement technology, while Team EJP’s Mike Everhart discussed jobsite sediment control. Maddie Cotter of Intervale Nursery (Burlington, Vermont) provided a field station that focused on the importance of revegetating with native plants. Finally, Team EJP’s Craig Paquette and Chris Rogers demonstrated the proper specification and use of erosion control blankets and turf reinforcement mats.

Attendees included professional consultants and designers, contractors, municipal and state officials and many more. Plans are already under way for a third set of summer workshops to be held in 2020. ■

From May 21 - 23, Alex Holzinger, Clint Sutton, and Adam Austin, members of Team EJP's sister company, Team PPF, attended 3 days of training at Warren Environmental in Middleborough, Massachusetts. During this training, they refreshed their current knowledge and covered what's new in the epoxy industry.

Key topics included the following:

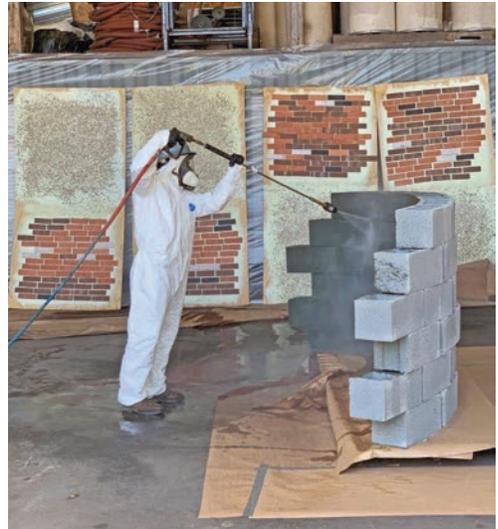
- The future of Warren, its products and potential uses; 3rd party testing; and how to prepare surfaces (brick, concrete, and metal)
- Injection grouting to help with Infiltration & Inflow (I&I) leak stopping
- Trailer start-up and recirculation of the materials
- Inspections and maintenance of the pumps, spray guns and mixing blocks
- Mixing, spraying and rolling of the epoxy
- Spark and adhesion testing as well as thickness testing
- Keyway cutting and recoating techniques

Warren Environmental specializes in 100% solids, zero VOC epoxies that are used to protect and rehabilitate deteriorating infrastructures. The wide variety of epoxies (30+) are approved in both potable and wastewater applications and can be applied to a variety of substrates including brick, concrete, and steel.

Team PPF would like to thank Warren Environmental for hosting the outstanding training event. Much was learned and will be utilized in the future to help customers with any of their epoxy needs. ■



Left to Right** PPF's Adam Austin, Warren Environmental Co-Founder, Danny Warren, PPF's Clint Sutton and PPF's Alex Holzinger.



LAKE MONROE SEWER PROJECT



Fourwinds Resort outside of Bloomington, Indiana required a solution to tie in a sewer force main from a newly acquired boat pump out station installed on their rental docks. Adam Short of Stone City Excavating was hired to install the mainline.

Adam looked to Team EJP for a permanent line to be laid roughly 600' from the bank to the dock on the bottom of the lake under 25' of water. Team EJP Representative, Scot Osborn, suggested they use 3" DR7 IPS polyethylene pipe to complete the job. Adam tapped the existing 8" clay tile gravity main and then laid approximately 300' of pipe underground to a check valve and two clean out assemblies on the shore. From there, the crew at Four Winds used their work barges to pull the line out to the dock area.



2019 NEWWA SPRING CONFERENCE



The annual New England Waterworks Association Spring Conference held in Worcester, Massachusetts was an experience to remember. The industry leading event drew in over 3,000 people and sold out the DCU Center exhibit hall.

As many predicted, Bristol County Water Authority of Bristol, Rhode Island, took home the crown for the third straight year. The second-place finishers, Connecticut Water Company also earned a spot to represent NEWWA and all of New England at AWWA ACE19 in Denver. ■

Included in this year's event were concurrent technical sessions offering TCH credit, a Young Professional/New Member Networking Event, The Famous Hydrant Hysteria and the second annual NEWWA Career Fair.

With the 2-time defending champion, Bristol County Water Authority, looking to secure a 3-peat at Hydrant Hysteria, the pressure has been building for another team to unseat them from their glory. Hydrant Hysteria is a competition where teams of two assemble a hydrant as quickly as possible. The winning team(s) travel to Denver, CO for the American Water Works Association's Annual Conference & Exposition (ACE19) where they will represent New England and NEWWA in the national competition.



LAKE MONROE SEWER PROJECT (CONTINUED FROM PAGE 5)

Fourwinds Resort hired a diver to mark all the dock cables with buoys so they could snake the force main through and then sink it to the bottom of the lake. The diver pulled the line under the docks and finally threaded it in at the middle of the dock near the pump. At the pump there will be an air release/vacuum break combo valve and stainless fittings.

Team EJP is proud to be a part of the solution for this unique project. We would like to thank everyone involved and especially Scot Osborn for his dedication to helping our customers. ■





WADE KINGSBURY - SHOES HARD TO FILL EMPLOYEE FROM 4/18/08 TO 5/17/19

Wade Kingsbury has, without a doubt, been a huge part of the family at Team EJP Concord. At 6:30 AM every morning he would show up to begin his day with a religious cup of "Black Magic" bold roast coffee. Anyone who knew Wade saw that he truly put in a day's worth of work - something that hasn't gone without being noticed. Everyone at EJP knew they could truly count on Wade and he quickly earned the respect of his peers.

Now Wade is in full retirement mode and is enjoying his time off. He is getting his house ready for his son to buy and will soon be renovating his camp in Northern New Hampshire in preparation for summers to come. He also bought a piece of property in South Carolina where he and his wife will spend their winters. Still, Wade stops in on occasion to "say hi" and to check in on EJP Concord and his good friend Craig Lavin, who worked side by side with Wade during his time with EJP.

Wade, on behalf of everyone here at Team EJP Concord, we thank you for all that you've done here. We thank you for the friendships that have grown over the years. You will truly be missed at Team EJP Concord. ■



SELFLEVEL ASPHALT ACCESS ASSEMBLY (CONTINUED FROM PAGE 2)



This was the perfect solution for the City of Portland since they were heading into the peak of tourist season. Because the City chose to install SELFLEVEL, they could complete the pavement in two phases to get through the heavy traffic of tourist season while maintaining flush manhole castings in the road. As soon as the season is over and the final phase of paving is finished, the height of the SELFLEVEL can be re-adjusted to once again fit flush with the roadway.

As an added benefit to the city, the SELFLEVEL also helps prevent pavement cracking around the casting and frost heave/uplift, both serious problems that many cities and towns who experience winter weather.



Team EJP is excited about adding EJ's SELFLEVEL product to our arsenal of innovative technologies in the waterworks industry. If you are looking for more information, contact your local EJP representative today! ■

THANK YOU. COME AGAIN

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



UNIVERSITY OF PRESCOTT – MARC CLOUTIER



Hello, my name is Marc Cloutier. On July 10, 2017, I started my exciting journey at the University of Prescott fresh out of high school after working in a pizza shop. I didn't know anything about the waterworks industry, but I knew EJP was a well-known company in the area and heard they were a great employer. That alone was enough for me to make the jump.

During my time in the program, I had the opportunity to learn about the company from top to bottom. Things like how to unload a truck with a forklift, how to perform a service tap in the field, and reading plans/creating bids on the computer. Throughout my travels in the program I've been able to meet so many amazing people who have not only been great resources in helping me advance through my career path, but have been great friends as well.

The University of Prescott was the perfect fit for me to learn a valuable trade when I wasn't entirely sure about what I wanted to do for a job. Now I have a career in an industry that's in high demand. Joining the University of Prescott was one of the best decisions I have ever made.

July 10, 2019 is the day that I graduate from the University of Prescott. To every person who has helped me develop into the person I am today, I can't thank you enough. ■

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