TEAM EJP PEPtalk

QUARTERLY NEWS FROM EVERETT J. PRESCOTT, INC. | Winter 2019 | Volume 53

WISHING YOU GREAT SUCCESS IN THE YEAR TO COME

The holiday season is upon us, and we find ourselves at Team EJP reflecting on the past year and those who have helped to shape our business. We've been so fortunate to make tremendous progress in specific areas such as Stormwater and GIS in our continuous effort to offer you only the best Water, Wastewater, and Stormwater products and services. 2019 was certainly a year to remember! We hope that it has been just as memorable for you, your colleagues, and your loved ones.

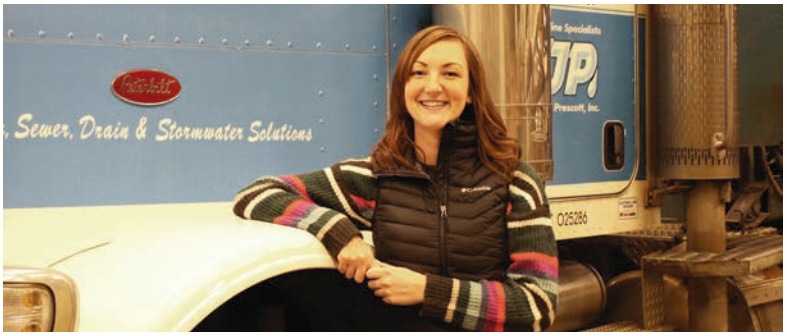
When we here at Team EJP think of all the benefits of being in our business, we quickly think of our relationships with great customers like you. It's been a true pleasure to do business with you! We would like to express our sincerest appreciation for the trust you have placed in us and send our best wishes for the holidays. All Team EJP locations will be closed December 24, December 25, and January 1. In the case of an emergency, please call 1-800-EJP-24HR.

Peter E. Prescott, CEO
60 Years
Team EJP

Steven E. Prescott, President
29 Years
Team EJP

Stanley G. McCurdy, COO
58 Years
Team EJP

THE EVOLUTION OF THE UNIVERSITY OF PRESCOTT PROGRAM



E.J. Prescott Training & Education Director, Liz Weiss

Since the University of Prescott Program's formation in 2006, there has been constant development within the program and the way it operates. For those of you who don't know, the University of Prescott is our two-year waterworks apprenticeship program, paying individuals to train with Team EJP for two years in sales, service work, estimating, and administration. Upon successful completion of the program, the apprentice is guaranteed a position in the company.

In May of 2019, the program introduced Liz Weiss, to take over Training and Education for the company. During the past 6 months, Liz has worked to promote the UP program and provide more structure and training opportunities for all new employees. To date, Liz has visited more than 30 classrooms and has attended career fairs from Maine to Indiana.

One of her most recent events was the New Hampshire Construction Career Day in New Boston, NH. There, she was accompanied by E.J. Prescott Safety Rep. Ray Morang and Shrewsbury Service Tech (former UP student), Spencer King. Spencer demonstrated HDPE pipe fusion for students, while Ray and Liz answered any questions the attendees had about the equipment and the apprenticeship program.

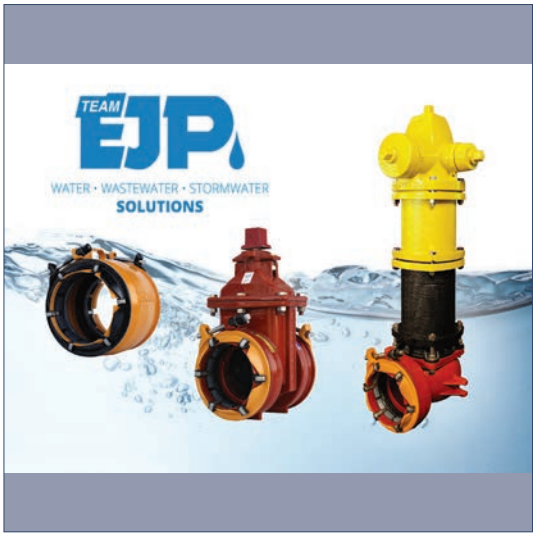
"There are numerous amazing and new opportunities out there for working individuals and students coming out of high school. They just don't always know where to look. It's always great to see student's and teacher's faces light up when they hear about our program." -Liz Weiss.

In the coming months, Liz will also be obtaining her OSHA Outreach Certification, in order to help certify new employees and our customers with their 10 or 30-hour OSHA cards. ■

BERKSHIRE COUNTY ADOPTS ALPHA TECHNOLOGY

For Berkshire County, located in Western Massachusetts, the popularity of American Alpha Valves, Waterous Alpha Hydrants, and Romac Alpha Couplings has exploded. Five cities and towns in the Berkshires now use these technologies to improve their systems.

Lanesborough, MA, Fire District has now spec'd the Waterous Classic Pacer with the Alpha Shoe as their hydrant of choice and so has the City of Pittsfield Water Department. They have been installing Alpha Hydrants to replace hundreds of old Mathews Hydrants that have recently been failing. They are choosing the new technologies because they love the easy installation and ease of maintenance. Mike Bailey, Water Foreman for Pittsfield Water, likes the Alpha Couplings as a true long-term fix because they are made of ductile iron and are epoxy coated. The town of Lenox and Lee Water Departments are using the Alpha Valve and Couplings, 4" through 12". Bob Horn from Lenox said, "it has cut down on the time to install a 12" valve with the two-bolt configuration." Adams Fire Department also loves the easy installation and time savings. ■



Alpha Coupling, Alpha Valve and Alpha Hydrant

STORMWATER: THE LAST FRONTIER IN THE BUSINESS OF WATER

- Pete Hanrahan, CPESC, Everett J. Prescott, Inc.

In 2016, Adam Lovell, Executive Director of Water Services of Australia, was quoted as saying, "We lead the world in [water resource management] except having stormwater properly incorporated into the urban water cycle."

Since then, stormwater has often been called the last frontier in water management. Access to clean drinking water has been critical to the survival of mankind throughout human history. Systems that assure access to clean water are very well established throughout the United States. Wastewater treatment systems are also very highly developed in this country, as raw sewage is immediately dangerous to both human health and our ecosystems.

Stormwater, on the other hand, has been treated as a disposable asset, and traditionally has been collected and directed away from developed areas as efficiently and rapidly as possible. Our developed areas have been essentially waterproofed. As urban growth increases, vegetated areas are replaced by impermeable surfaces, such as roofs, sidewalks, roadways, and parking lots. In these locations, runoff volume during and after storm events increases significantly. Our reaction has been to create infrastructure to handle these storm surges.

This infrastructure includes drainage swales along our roadways, and subsurface municipal drainage systems including manholes, curb inlets, frames and grates, and drain pipes. After collecting this water, it is disposed of in adjacent water ways, which include our streams, rivers, lakes, and oceans.

Only in recent years have the destructive results of these practices come to light. Here, in no special order, are some of those consequences.

1. Significant volume is added to our natural drainage systems. This can cause both erosion and flooding of downstream areas.
2. Unfiltered runoff often carries sediment and pollutants into our waterways.
3. Developed areas become drier and warmer. The removal of vegetation, along with the addition of non-permeable surfaces, gradually removes cooling water from the atmosphere and also from subsurface reserves. As our urban areas become more and more developed, they simpler get drier and warmer.
4. The additional volume in our rivers and other waterways, caused by stormwater disposal, contributes directly to sea level rise. Sea level rise is already a serious issue in our highly developed coastal regions, and added runoff simply contributes to this problem.

At the local level, changes are very real. In 1974 Bellevue, Washington established the first stormwater utility in the United States. Today, just 45 years later, there are nearly 2,000 stormwater utilities in our country, and that number will surely continue to rise at a rapid rate.

The American Society of Civil Engineers (ASCE) has likewise recognized the growing national emphasis on stormwater management. The association has been producing water infrastructure scorecards for years for the drinking water and wastewater industries. It has announced that a third category, stormwater management, will be added to its national report card for 2021.

It should be noted here that overall ASCE grades for America's water industry in recent decades have not been strong. As Everett J. Prescott, Inc. Chief Executive Officer

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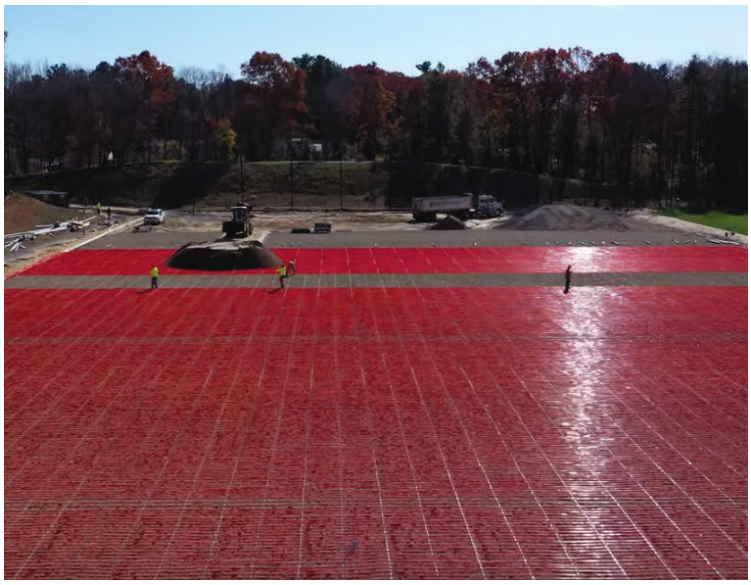
TEAM PPF FABRICATES THE TURF WARMING MANIFOLD SYSTEM FOR NEW ENGLAND REVOLUTION FIELD IN FOXBORO, MA

Team PPF (sister company of Team EJP) and Aquatechnik N.A. recently completed design, fabrication, and delivery of a new turf warming manifold system for the New England Revolution, owned by Robert Kraft.

Aquatechnik N.A. supplied the polypropylene heat fusion pipe and fittings for Team PPF to custom fabricate the feed and return manifolds. The field is broken down into 3 zones, each having 102 heating loops.

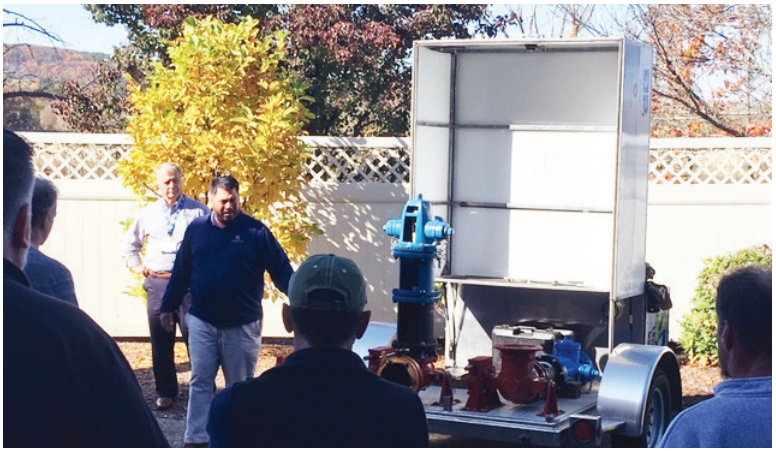
The manifolds are 4" at the boiler side and are reduced to, 3", 2-1/2", and finally 2", with ¾" FIP (female iron pipe) fittings every 16".

Team PPF would like to thank Aquatechnik N.A. for their innovative technology, professionalism, and for teaming up with Team PPF. ■



A drone captures an aerial view of the new field construction.

2019 NH DRINKING WATER EXPO & TRADE SHOW



AFC's Mike Ganem is seen giving a presentation on the Alpha Hydrant

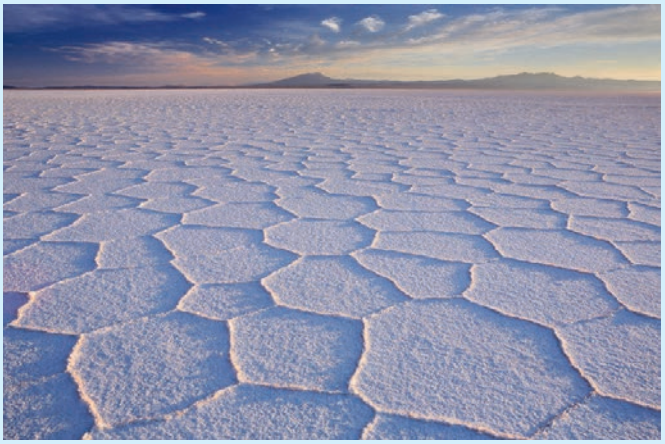
The 2019 New Hampshire Drinking Water Expo & Trade Show was held at the Grappone Conference Center located in Concord, New Hampshire. This annual event which takes place every fall is always well attended by engineering firms, manufacturers, and distribution companies. For water works professionals in attendance, there are classes that run simultaneously with the show so one could attend various classes throughout the day.

As a part of this educational offering, American Flow Control's (AFC) Mike Ganem and Team EJP's Dave Wheeler came together and presented a class on Waterous Hydrant operation and maintenance. Also included was a segment on the benefits of using Alpha Technologies. The class was attended by roughly 50 waterworks professionals from all parts of New England.

Team EJP member Jason Kelley commented, "The show was a great event. I believe we had approximately 50 people attending our outside class. Luckily the weather was pleasant, and it warmed up nicely by the time our class started. We had a great group of attendees that had great questions, comments, and interaction addressed to our presenters Mike Ganem (AFC) and Dave Wheeler (EJP). The overall event drew participants from all over New England. I cover northern NH and have many customers who came to this great event to stay up-to-date on ever-changing water works technology, support, and networking opportunities". ■

WATER CONSERVATION CORNER

MARS ONCE HAD SALT LAKES THAT ARE SIMILAR TO THOSE ON EARTH AND HAS GONE THROUGH WET AND DRY PERIODS, ACCORDING TO AN INTERNATIONAL TEAM OF SCIENTISTS THAT INCLUDES A TEXAS A&M UNIVERSITY COLLEGE OF GEOSCIENCES RESEARCHER.



Marion Nachon, a postdoctoral research associate in the Department of Geology and Geophysics at Texas A&M, and colleagues had their work published in the current issue of Nature Geoscience.

The team examined Mars's geological terrains from Gale Crater, an immense 95-mile-wide rocky basin that is being explored with the NASA Curiosity rover since 2012 as part of the MSL (Mars Science Laboratory) mission.

The results show that the lake that was present in Gale Crater over 3 billion years ago underwent a drying episode, potentially linked to the global drying of Mars.

Credit to: Texas A&M University. Originaly written by Keith Randall.

Gale Crater formed about 3.6 billion years ago when a meteor hit Mars and created its large impact crater.

So what happened to these salt lakes?

Nachon said that Mars probably became dryer over time, and the planet lost its planetary magnetic field, which left the atmosphere exposed to be stripped by solar wind and radiation over millions of years.

"With an atmosphere becoming thinner, the pressure at the surface became lesser, and the conditions for liquid water to be stable at the surface were not fulfilled anymore," Nachon said. "So liquid water became unsustainable and evaporated."

The salt ponds on Mars are believed to be similar to some found on Earth, especially those in a region called Altiplano, which is near the Bolivia-Peru border.

"It could indicate that Mars's climate 'dried out' over the long term, in a way that still allowed for the cyclical presence of a lake," Nachon said. "These results indicate a past Mars climate that fluctuated between wetter and drier periods. They also tell us about the types of chemical elements (in this case sulphur, a key ingredient for life) that were available in the liquid water present at the surface at the time, and about the type of environmental fluctuations Mars life would have had to cope with, if it ever existed." ■

STORMWATER: THE LAST FRONTIER IN BUSINESS - CONTINUED FROM PAGE 3

Peter E. Prescott states, "Our investment in the water infrastructure of this country has not kept pace with the demands of our present and future. And the longer we wait, the more serious this problem will become."

Today, Everett J. Prescott, Inc. offers a full line of products in the stormwater management category. Solutions for challenges such as stormwater storage, detention, filtration, separation, and biofiltration are all available. Also offered are products to assist with water infiltration, erosion and sediment control, ground stabilization, and drainage.

It is estimated that annual investment in stormwater infrastructure in the United States will reach $7.9 billion by the year 2023. The rules of engagement have permanently changed. ■

JOSH LARKIN SAVES A STRANGER FROM CHOKING BY PERFORMING THE HEIMLICH MANEUVER

On Monday September 30, 2019, Josh Larkin, President of Romac Industries and Todd Wilson, Vice President of Sales for Romac Industries, were having lunch with Peter Prescott at the Senator Inn located in Augusta, Maine.

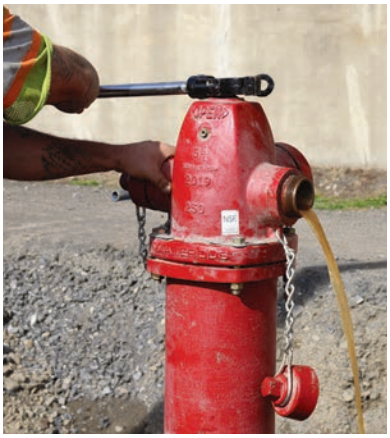
As soon as their lunch began, a woman suddenly started choking. The woman's daughter began to frantically ask if anyone could help, and without hesitation Josh performed the Heimlich Maneuver. Within seconds, he was able to dislodge the blockage and the woman was fine once again.

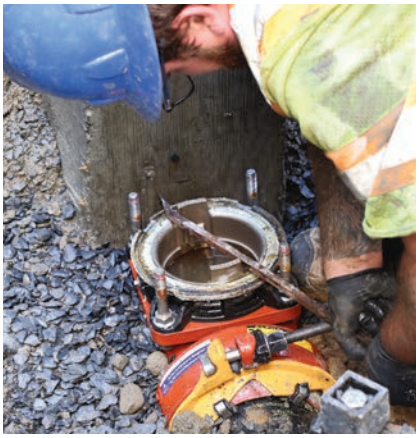
During the height of this occurrence, Peter Prescott had front row seats and saw what happened from start to finish.

"Josh got up from the table to go to the men's room, and when he was coming back, the woman was in the middle of the floor. She was choking and her daughter hollered, then he went over and performed the Heimlich Maneuver. As a thank you, she bought everyone lunch." ■

Josh Larkin, President of Romac Industries

AFC WATEROUS PACER HYDRANT BOTTOM EXTENSION IS THE SOLUTION FOR TWIN RIVERS PAPER MILL





In the far corner of northeastern United States, Team EJP was contacted to help Ed Pelletier & Sons Inc. with an inoperable hydrant at Twin Rivers Paper Mill located in Madawaska, ME.

The problem started with the initial replacement of the existing hydrant. The plans stated that the main was 8 feet deep, but it was eventually found to be 13 feet. Since the hole was now open, they decided to install the new Waterous Hydrant with Alpha connections so that it could at least be operable in case of emergency. They were then left to find a way to raise that fire hydrant to ground level and complete the job.

Team EJP suggested performing a bottom extension to cure the issue. This process consisted of removing the interior working parts of the Waterous Pacer Hydrant, then removing the lower standpipe and placing a non-draining seat into the existing hydrant shoe. After that, the standpipe extension and the bottom extension were both installed. Once installed, the service tech places the valve seat into the new bottom extension. Upon completion of these steps, the tech began to put the hydrant back together.

After adding the extension at Twin Rivers Paper Mill, the hydrant was then tested to ensure no leaks were present. The hydrant extension was the most practical and economical solution for the situation at hand.

With help from American Flow Control (AFC) and Team EJP, the new hydrant extension was added without any leaks or issues. Performing services that are uncommon can be very difficult, but with the expertise and knowledge of Team EJP and our vendors, we were up for the challenge. Twin Rivers Paper Mill was pleased with the communication between Ed Pelletier & Sons and Team EJP to get the job done. Their system is now at full operation.

"Performing a lower barrel hydrant extension isn't something you do everyday. With the right tool and product, we were able to complete the challenge at hand." ■

LOWVILLE, NEW YORK WATER SHORTAGES PART OF A MUCH LARGER PROBLEM

A front page article in the June 6, 2019 edition of The Wall Street Journal outlined serious water shortages, in Lowville, New York, seemingly the most unlikely of places. Lowville is located west of the Adirondacks in Upstate New York in a fertile area that gets plenty of precipitation, about 40 miles from Lake Ontario.

The article, authored by Scott Patterson, illustrates a much larger truth, that being a worldwide problem caused by ever increasing demand for water. As Patterson concisely states, "A potent mix of population growth, surging industrial demand, pollution, and climate change is putting relentless stress on water resources all over the world. It is also pitting companies, who are used to near-limitless water, against other businesses and nearby residents, who need more of it, too."

Kraft Foods owns a huge cheese making facility in Lowville and that facility expanded production dramatically in 2017, and many new jobs were created. Eventually that growth resulted in the operation consuming some 80% of the town's normal daily supply. Shortages and bans on car washing and lawn watering were a stunning development for a village of about 3,500 residents, in an area where water shortages are just hard to imagine.

Upon closer examination, this seemingly isolated problem is part of a much more disturbing trend. According to Patterson, water scientists have concluded that during the 20th century, just 14% of the world's population lived in areas with water scarcity. The fact is that this number has risen to 60% so far in this century, driven by population growth and insatiable demand.

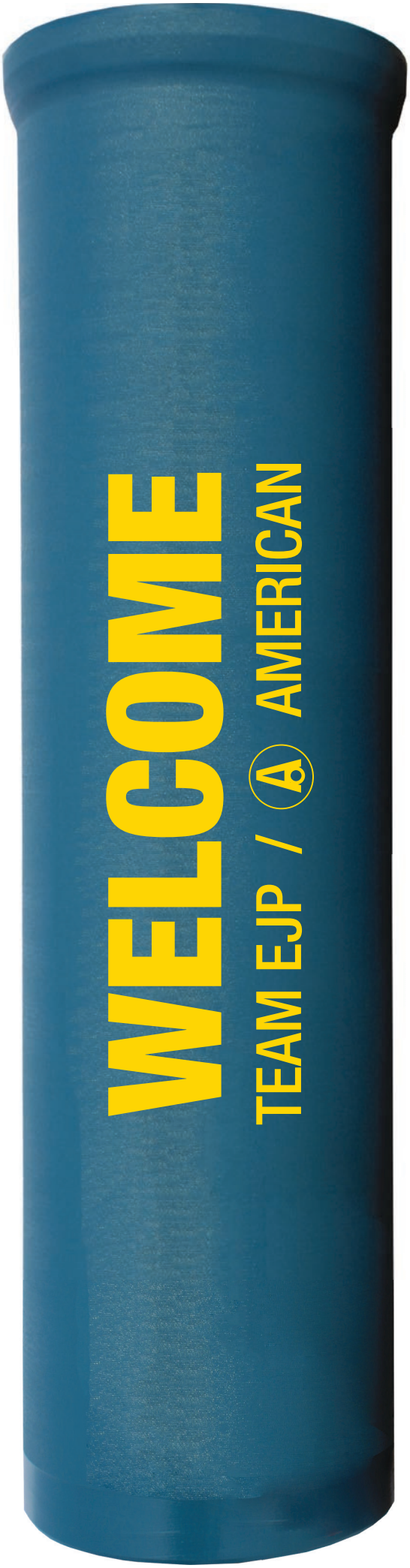
Everett J. Prescott, Inc. has been engaged in the business of water since its founding in 1955. The company now has locations in nine states. At the company's annual Manager's Meeting in March of 2007, Peter E. Prescott, the company's Chief Executive Officer, predicted that "water will be to the 21st century what oil was to the 20th century." Recent events, including the water crisis in Flint, Michigan continue to drive this point home.

It is not uncommon to think of water consumption in terms of day-to-day residential consumption. As world population continues to grow, every day use of course does increase. The problem becomes larger with the realization that higher populations demand more food, and food production consumes massive amounts of water. In the Wall Street Journal article, the author points out that it takes 668 total gallons of water to produce just one pound of cheese, and 30 gallons for a glass of wine.

Kraft Heinz Company and the Town of Lowville are working together to find a balance between rapidly increasing demand. Both the company and the town have allocated substantial financial resources to build more infrastructure, and at the same time, are cooperating on conservation and reuse programs.

Long in the business of water industry education, Everett J. Prescott, Inc. helped produce an erosion control field day training event in Lowville on October 5, 2017. The workshop was developed in cooperation with the New York State Department of Environmental Conservation and the Empire State Forest Products Association. The event took place at the New York Department of Environmental Conservation's Lowville office, and stormwater management and drainage were important topics of discussion. Everett J. Prescott, Inc. Western Erosion Control & Geoproduct Specialist Doug McCluskey worked with the two New York organizations to plan the event. "Lowville is just a beautiful place," Mr. McCluskey stated, "it is almost unthinkable that Lowville would have a problem with its water supply."

The volume of water available on our planet is the same as it has been for thousands of years. As Peter E. Prescott concludes, "the world water situation is a serious issue. We need to tackle the problem head on. As population grows, and the supply chain is strained, we are all going to have to work together to meet the demand for water." ■



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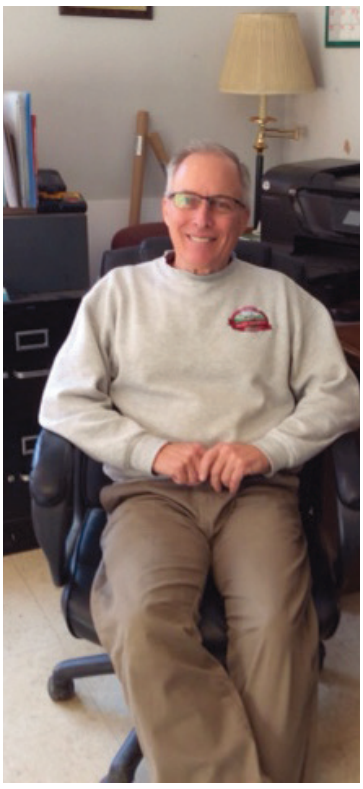
TEAM EJP

JIM RUSSELL OF DANVILLE WATER RETIRES AFTER 33 YEARS OF SERVICE



Jim began his career working for the Danville Water Department on June 10, 1977. It didn't take long for Jim to advance in his position and he was eventually promoted to Water Superintendent in 1980. Jim has been in charge ever since.

Over that period of time, Jim has been more than just a customer to Team EJP. Jim and Danville water have been a VAS Customer for more than 25 years and have always trusted in Team EJP. As an early pioneer in the industry, he and Danville Water made the decision to implement the first zinc coated ductile for the water mains in the State of Indiana.

During retirement, Jim plans to spend time with his wife, Lisa. Jim and Lisa have been happily married for 33 years. He also plans on doing plenty of hunting and fishing. Team EJP would like to thank Jim, for your many years of service and commitment. We wish you the best in retirement.