



# TEAM EJP PEPtalk

QUARTERLY NEWS FROM EVERETT J. PRESCOTT, INC. | Spring 2021 | Volume 57



## TEAM EJP EMERGENCY SERVICES – FIRE HYDRANT SOLUTION

Late one Friday night, our customer Aceto & Sons Earthworks, LLC. (based out of Lewiston, Maine) called to notify us that a fire hydrant at a trailer park in Lisbon, Maine, had blown its steamer nozzle off. As if the existing trouble with the fire hydrant was not enough, the crews also found that the hydrant was located directly in front of a trailer's deck, and it was seized in the open position.

On Saturday morning, Aceto & Sons asked the trailer park's maintenance worker to shut the park down. Working quickly, they began moving the trailer's deck out of the way so they could safely dig and work. Aceto & Sons' Adam Labbe also placed a call to Team EJP's Tyler Wing with a list of items they would need in order to bring an operational fire hydrant back to the park.

When Tyler received the call, he jumped to get the 6" ductile, 6" gate valve, valve box, AFC B84B Fire Hydrant, and 6" pipe restraints ready. He loaded the one-ton truck and trailer up and delivered to the jobsite so the crew could continue working on exposing the hydrant. Once the crew got to digging, they discovered that a gate valve was located under the deck. They were able to shut the valve off and restore water flow to the park while the broken hydrant was replaced. To prevent any valve location issues in the future, the fire line was extended away from the trailer.



Thanks to Aceto & Sons Earthworks, LLC., and Team EJP's Tyler Wing, the valve and hydrant were replaced, backfill was complete, and the water supply was flowing again by 2:30 pm! ■





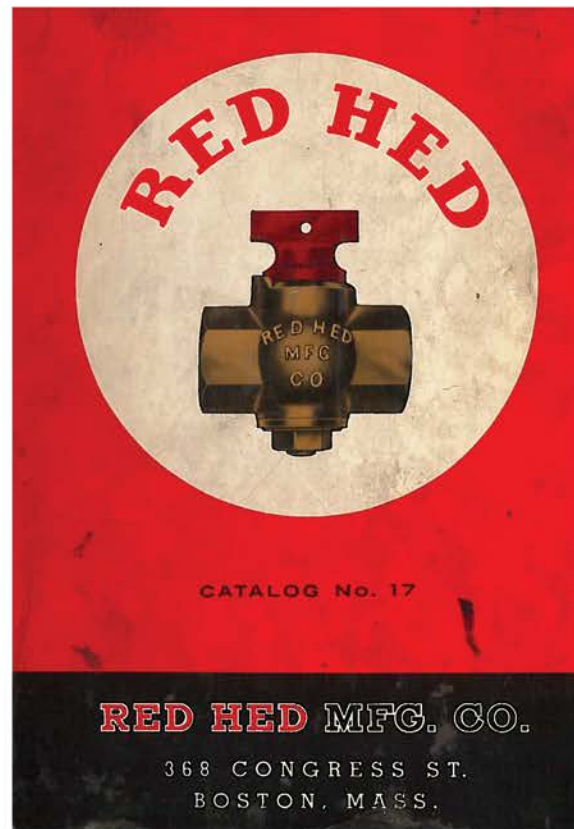


## RED HED MANUFACTURING CELEBRATES 100 YEARS

The history of Red Hed goes back to 1921 with its beginning in South Boston, Massachusetts. There have been many changes for Red Hed over the past 100 years, but one thing remains true – the outstanding quality is undeniable. From the manufacture of the very first valve through 1970, when the company was first sold, each valve was hand-wrapped in brown mill paper and boxed in wooden packages for shipment. Each handmade valve was assembled and tested before ever leaving the production floor. To blatantly distinguish themselves from their competitors, the head of each valve was painted red, thus the name Red Hed Manufacturing.

When Henry Lawton purchased Red Hed, he merged it with his company (Lawton Manufacturing) and moved the Boston-based business to its current location in Rhode Island. Although Henry moved the company, he continued to fabricate Red Hed brass waterworks valves in the same manner as his predecessors. Henry focused his efforts on the Red Hed product line, and over the next few decades the company became known for its innovative designs and quality craftsmanship. Having a reputation as a leader in adaptation, downsizing, and producing valves that just did not fail in the field, allowed Red Hed to grow and prosper. The invention and patenting of the Space Saver Flange opened new markets for Red Hed.

In October 2001, E.J. Prescott, Inc., based in Gardiner, Maine, purchased Red Hed Manufacturing and continues to operate from Lincoln, Rhode Island, selling Red Hed product lines throughout the United States and Canada. In 2006, Red Hed demonstrated that its creativity continues by introducing the first line of lead-free brass products. The small shop has grown and now enjoys its reputation for fast turn-around and the same great quality. Red Hed's reputation for the best brass valve in the industry remains intact. The spirit of past owners, engineers, and machinists who took great pride in their work, is proudly continued by our strong work ethic and integrity...



8	
July 28	July 1924 Gardiner Water Dist. Me.
B.	2% Discount deducted from Invoice July 12, 1924 - 27.45 .55.
B.	Profit & Loss, as above .55.
B.	Chandler & Farquhar Co. 1- Crystolon wheel 4 1/2 x 1/2 - 30R .68.
B.	Tools, as above .68.

Red Hed record of sale to the Gardiner, ME Water District in July of 1924.

**"It doesn't leave the plant until it is 100%."**

To this day, Red Hed continues with the tradition from 1921 of manufacturing the finest brass waterworks valves and components in the industry. Red Hed has adapted, evolved, and met the challenges of the various generations. We look forward to the next 100 years being just as challenging and rewarding as the first 100 years. ■





## SHORELINE ARMORING ALONG BASS RIVER

In the early months of 2021, Team EJP of Shrewsbury, MA, provided S.J. Turnblom Construction with materials needed for a shoreline armoring project. Approximately 1,000 linear feet of 20" diameter coir logs were provided to double stack on the shoreline of the Bass River in South Dennis, MA. Along with the coir logs and associated anchors, coir matting was installed on the banking to provide further protection.

Team EJP would like to thank Steve Turnblom of S.J. Turnblom Construction as well as Bill Yaffa of BMT Commodity for their continued partnership. ■



## AMERICAN AFC – TOPSFIELD WATER DEPARTMENT AFC SEMPER

For any water system, water hammer, also known as pressure transients, poses significant threats from leaky joints to pipes that burst. The damages resulting from these events can be costly to repair and leave customers without water. The Topsfield Water Department in Topsfield, Massachusetts, has found an answer for identifying water hammer and other system pressure issues before they became a problem. The solution is the AMERICAN Flow Control SEMPER™ Remote Pressure Monitor (RPM). Introduced in February 2020 in partnership with Trimble Water, the AFC SEMPER RPM provides utilities with the data needed to monitor water pressure throughout their systems and help identify leaks and reduce non-revenue water.

One recent example from Topsfield, Massachusetts, involved a transmission line carrying raw water into the utility's water treatment plant. "We saw a 60-pound total pressure surge on this transmission main," said Topsfield Water Department Superintendent Greg Krom. "Regular pressure is about 75 pounds (75 psi), but we were seeing a swing of 30 pounds (30 psi) in both directions. Once we identified the water hammer on that line, we determined it was caused by turning the source water on and off. We were able



*AFC SEMPER RPMs used to identify system pressure issues.*

to alternate the timing of the surge control valves to reduce the water hammer occurrence."

Krom said the AFC SEMPER RPM was attached to a tap on the transmission line for this particular use, showing its versatility to be used on system assets as well as hydrants. In colder climates, such as those in Topsfield, the ability to

move the AFC SEMPER RPM to interior assets is especially beneficial. E.J. Prescott Geographic Information System (GIS) Specialist Nick Bates said, "The AFC SEMPER RPM is a device that can be used year-round. In warmer months, it can be installed on fire hydrants, and in colder months, it can be attached to a tap or other asset inside any building, vault, or enclosure."

E.J. Prescott Territory Sales Manager Chris Granese said, "The numbers never lie. The information the AFC SEMPER RPM provides not only helps the people on the ground doing the field work, but it also shows management the problem so steps can be taken to fix it." ■





## RAY MORANG ELECTED AS CHAIR

Due to the difficulties associated with COVID-19, it was only this last month that the Maine Chamber Group Trust was able to convene the Executive Safety Committee to establish officers for their next term. EJP is proud to say that Mr. Raymond Morang was elected to chair the Executive Safety Committee for another term. Mr. Morang has been a dedicated employee at Everett J. Prescott for 20 years, having started his career at EJP as a Service Technician in 2000 in Gardiner, ME. Mr. Morang is a veteran, and plays an active role in the Central Maine community. Due to his passion for teaching, Mr. Morang sits on the Board of Education for Maine Water Utilities and teaches safety to municipalities throughout the country. ■



## GETTING THE JOB DONE



Team EJP and Dan Scott of SSXCavating Corporation have over 40 years of history together. Most recently, Team EJP Montpelier, VT, was able to supply Dan with Gabion Baskets and Mac Ties for a retaining wall project in Newport, VT. This particular retaining wall had concrete toe blocks that went more than six feet deep. Dan shared images of the project from start to finish, and what a sight they are! The pictures showcase not only how interesting the job was, but also the multiple levels of work that went into it.

While Dan credits Peter Prescott and Stan McCurdy with teaching him everything he knows, Team EJP recognizes that Dan's determination, willingness to learn, and work ethic all play key roles in his success. We look forward to continuing our relationship with you, Dan. Thank you for sharing! ■





Do you know someone who thrives with hands-on learning environments? Someone who wants to learn and earn money while doing it? Team EJP provides a paid, hands-on, two-year training program, also known as The University of Prescott, which provides on-the-job training in all facets of the company. Over the course of two years, UP apprentices travel to the different states where Team EJP is located, and learn everything from sales to service work, to management. Ben Wildman, who graduates from the program in July says, "The UP Program provides a unique opportunity to gain industry knowledge and experience. Working with the Service Techs gave me a better grasp on how our products truly work and how to help our customers solve their problems."

While enrollment has continued its upward trend, we do have the availability to accept new future Team EJP members to the program. Education and on-the-job training are powerful tools and fundamental keys to success, so we would like to extend our invitation to join the University of Prescott! If interested please visit <https://www.ejprescott.com/university-of-prescott/>. ■







## RECRUITING AND HIRING CHALLENGES DURING A PANDEMIC



The past year presented challenges the likes of which have not been seen since the 1918 Influenza Pandemic with strikingly similar statistics, biases, and impacts on commerce. The devastating pandemic required that we all give pause and consideration to those around us to ensure respectful and safe interpersonal interactions. Likewise, on the professional front, businesses have been forced to become nimble and flexible, and willing to pivot at a moment's notice to both ensure and insure sustainability; unfortunately, even some of those businesses who embraced the latter were not able to weather the storm and have had to close.

Immediately recognizing these challenges, Everett J. Prescott, Inc., adapted quickly to the ever-changing landscape of operational requirements to meet the needs of its customers in both merchandise and support personnel. Where other businesses – in any industry – were slow to react and plan, we stayed ahead of the curve and were able to meet virtually any request our customers may have had.

We at EJP feel we have succeeded at balancing the innate need for human interaction with the current COVID-19 protocols. Although we are eager to resume in-person communications, for now, we rely heavily on 21st-century technology and proper distancing guidelines.

These guidelines carry over into our hiring process. Now, after the preliminary phone screen, successful candidates are invited to a preliminary Zoom meeting, which might result in an offer or additional virtual meetings. When a candidate is offered a position and it is accepted, what then? We do as we have always done... welcome them with open arms - only now it is from a distance.

Stay nimble, be flexible, and remain open to new ideas—not just in the world of staffing and recruiting, but in all aspects of your operations. ■





## RINGING IN RETIREMENT

Ring in the new year is full of promise and often serves as a starting point for a new goal or adventure. This year, four incredibly important Team EJP members rang in the new year by welcoming retirement. While we are sad to see you go, we are excited to hear about the new memories you will make.

Donald Proulx, Concord, NH Outside Marketing Representative, thank you for over 24 years of service.

Richard Stone, Middleton, MA Outside Sales Representative, thank you for over 22 years of service.

Lawrence Greene, Lincoln, RI Driver, thank you for over 22 years of service.

Dennis Regan, Home Office Corporate Credit Manager, thank you for over 19 years of service.

Gentlemen, thank you for your spirit, encouragement, dedication, and for making an undeniable difference at EJP. Wishing you all the best, Don, Rich, Lawrence, and Dennis! ■



Donald Proulx



Richard Stone



Lawrence Greene



Dennis Regan



## WATER CONSERVATION CORNER

### 10 WATER CONSERVATION TIPS



Water is essential not only for our survival but also for the living beings around us. Without water, our recreational lifestyles, everyday activities, and even our wildlife would drastically dwindle. Thus, protecting it should be a priority. Luckily, there are steps we can take today to make a difference. Whether that is by recycling rainwater, installing systems that allow for stormwater to flow back into the ground, or following one of the 10 conservation tips listed below.

1. Repair leaky faucets, indoors and out.
2. Replace old equipment (toilets, dishwashers, laundry machines, etc.).
3. When cooking, peel and clean vegetables in a large bowl of water instead of under running water.
4. Fill your sink or basin when washing and rinsing dishes.

5. Only run the dishwasher when it is full.
6. When buying a dishwasher, opt for one with a "light-wash" option.
7. Only use the garbage disposal when necessary – composting is a great alternative.
8. Install faucet aerators.
9. Take short showers instead of baths.
10. Repair leaky toilets.

TIP: Add 12 drops of food coloring into the tank, and if color appears in the bowl one hour later, your toilet is leaking.

Source: "Water Conservation Tips for Residents"  
[https://www3.epa.gov/region1/eco/drinkwater/water\\_conservation\\_residents.html](https://www3.epa.gov/region1/eco/drinkwater/water_conservation_residents.html)



# WELCOME

## TEAM EJP / AMERICAN



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](mailto:ejp@ejprescott.com)  
Website: [www.ejprescott.com](http://www.ejprescott.com)

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### STEVE NIMS RETIRES AFTER 34 YEARS OF SERVICE



As the seasons change, a new adventure buds for Ashburnham, Massachusetts' Superintendent of Public Works, Steve Nims. After 34 years of service, Steve has announced that he will retire this April.

Steve's passion for public service has been evident throughout his entire career, especially to all who have been lucky enough to work with him. His career began on July 8, 1987, when Steve became a member of the Ashburnham Parks and Cemetery Department. By 1991, he was promoted to Superintendent of the Parks and Cemetery Department and picked up the additional role of Tree Warden. The advancements continued as Steve rose to the position of Highway

and Municipal Grounds Department Superintendent. In 2012, the town added the responsibility of overseeing the Water and Sewer Department. One year later, Steve partnered with EJP's Brian Greenborn to help Ashburnham become the first VAS customer in Massachusetts, a relationship that still thrives to this day.

On behalf of Team EJP, we thank you for your partnership throughout the years and wish you the very best in retirement! ■