

Customer Quotes:

"When I was looking for someone with the ability to turn chicken shit into chicken soup, Ted Berry Company was my first thought and boy did you guys deliver." Tom Holt.

As I walked in at 3 AM on that Saturday Morning and was greeted by Chief Bell of the Farmington Fire Department and Thomas Holt of the Farmington Water Department I had no idea what was about to take place and what I was about to see. Shortly after walking in, one of the Firemen said "Do you want to borrow my boots to take a look?" we then went into the basement and then the fun really began. I came up from the basement and with the help of the Thomas Holt and Chief Bell turning me on to names and numbers, we got busy. Within an hour of my arrival we had a plan and then it started to get busy. Phone calls were being made at 5 in the morning and the help was coming.

Over the next five days various Contractors, Vendors and JCI employees some of which I have been doing business for a while now and some I just met, performed better than I could of ever asked for. EVERYONE did such an amazing job and was so willing to help. I want for EVERYONE who played their part to know that I am extremely thankful. Without all of you working so hard and with the same goal in mind this could of taken weeks. As a TEAM, we were successful.

It was great to work with everyone and once again, Thanks for all the hard work.

Robert Bachand
Johnson Controls, Inc.
Facility Manager
Global Workplace Solutions
TD Enterprise Real Estate - US

Contact us at **207-897-3348**

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"Every job is a self portrait of the person who did it. Autograph your work with excellence."
Anonymous



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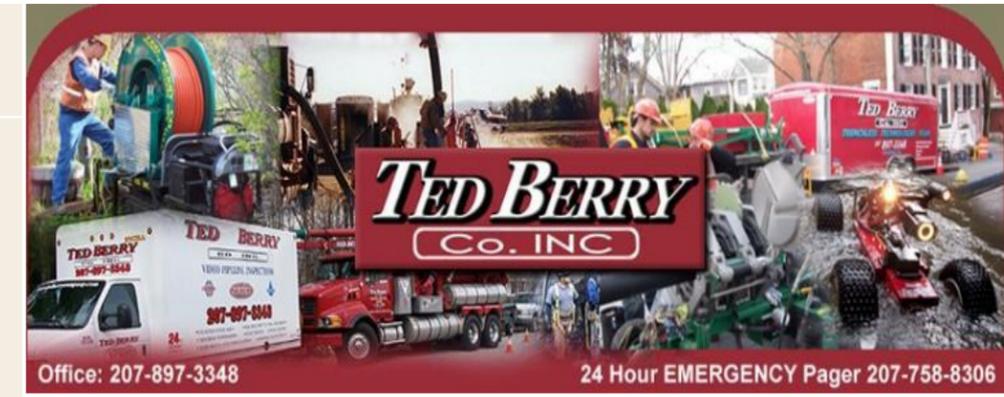
ISSUE 2
April 2012

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Meet the TBCI Team

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KEEPING OUR CUSTOMERS & EMPLOYEES IN THE PIPE LINE!

Did you Know...

CMOM - Capacity Management Operations and Maintenance

The U.S. EPA continues to develop proposed National Pollutant Discharge Elimination System (NPDES) permit requirements for capacity, management, operation and maintenance (CMOM) programs for municipal sanitary sewer collection systems.

Congratulations Mike Dunham

Congratulations to Mike Dunham on his recent promotion to Project Manager. Mike specializes in CCTV Inspection and Condition Assessment studies and has been a tremendous asset to the Ted Berry Company and its customers. Mikes get it done attitude coupled with his willingness to take on a challenge head on and hold his projects to high standards make him a perfect fit to this growing sector of our company. PACP, MACP, and LACP certifications through NASSCO make Mike well suited for maintaining and continually challenging the high standards set for our operators and end users. Mike is currently enrolled in the JETCC Management Candidate Training Program which is a yearlong program with a focus on management needs inside of the municipal water and wastewater industry. Great job Mike, we look forward to your continued success and appreciate your commitment to the company and its customers. Matt Timberlake



Ted Berry Company, Inc

Madeline's Headlines



Update on the Girl Scout Troup 268 Tulip Garden for their support of Breast Cancer Awareness.

In October as part of breast cancer awareness month, Girl Scout Troop 268 planted a pink tulip garden in the shape of the breast cancer ribbon in front of Ted Berry Co. on Berry Hill in Livermore, Maine. According to the American Cancer Society (ACS), an estimated 192,370 new cases of invasive breast cancer are expected to be diagnosed among women in the United States this year. <http://www.nbcam.org>.

Keep Up with Ted Berry Company!

Check out our new website at www.tedberrycompany.com

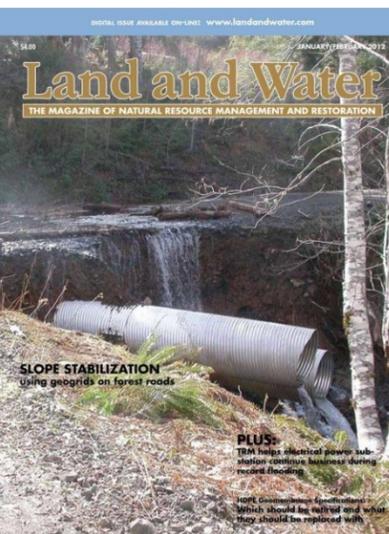
Like Us on Facebook & Follow us on twitter.



Check out our partner company "Clear Drains of Maine, LLC on WCSH6 and on You Tube.

http://www.youtube.com/watch?v=XsNY_BJLc0g





Storm Water Culvert Repair in Durham, NH is featured in the January/February Issue of Land and Water.

Meet the ladies of TBCI!

Charlotte Sinclair is our Administrative Assistant. You will hear Charlotte's pleasant voice and fun personality when you call. Charlotte also carries out essential daily functions of our business. Charlotte's is our unofficial healthy living coordinator and her goal is to get us to give up pepperoni pizza.

Debbie Joseph is our Financial Manager. She tirelessly heads the accounts payables accounts receivables. She also coordinates the HR practices here at TBCI.

Samantha Byam is our project administrator and safety Coordinator. She is also is a member of our Senior Management Team.



Pictured in photo (left to right) – Charlotte Sinclair, Debbie Joseph & Samantha Byam

Meet Andy Bryant...



Andy has started his career working for Ted and he has worked for Ted Berry Company since 1993. Andy is currently a Project Supervisor and has worked in all aspects of for the company.

Outside of work Andy enjoys his boys sports and other extra-curricular events, visiting the ocean and antique shops with his wife, hunting, snowmobiling & cutting wood.

"I enjoy the interaction with our customers as well as my coworkers. At TBCI I enjoy solving problems and offering options for the situations our customers face" states Andy.

Presently he looks forward to expanding on our Cured In Place Pipe service.

Andy is the Ted Berry Company is the 2010 recipient of the Ted Berry Memorial Award.

Meet Bryn Perry...



I started at Ted Berry Company Inc, in August of 2010. Before that I had worked in a hardwood sawmill and as an insurance agent.

I went to high school in Farmington and college in Fort Lauderdale FL where I studied Information Technology.

In my free time, weather permitting, I like riding my motorcycle, hiking and spending time at the coast or on a mountain top. During the winter months, I snowshoe or stay inside where it's warm.

As part of the CCTV crew with Ted Berry, I am a project supervisor and pipeline inspector. I am NASSCO certified in PACP, LACP, and MACP and have been inspecting pipes for about a year now and love what I do.

Recent Trainings!

19 People completed the OSHA 30 Class! Congratulations Team!

22 Men & Women are First Aid/Adult & Infant CPR Trained!



Webb River Bridge Project Project Profile: Matt Timberlake

The Town of Dixfield sewer system is pumped through a 10" force main to the nearby Rumford Mexico Sewerage Treatment Plant and crosses the MDOT Webb River Bridge.

In 2011 the DOT planned to rebuild the bridge which consisted of setting up a temporary bridge, removing the existing bridge, and building a new bridge back in its footprint. In order to accomplish this, the Town of Dixfield Sewer Department which is managed by the Ted Berry Company had to isolate, drain, construct, and maintain an above ground pipeline without disruption to local residents or bridge construction.



To make the project more challenging the pipe needed to be laid across a waterway and remain in place throughout the winter of 2011-2012. Through ME DEP approval the main was constructed and operated smoothly for nearly 7 months. Great job to the entire crew!



New Equipment

We recently purchased a new Industrial vacuum truck to add to our state of the art fleet which was put into service in March of 2012. Check out our 2011 Kenworth Guzzler Classic wet/dry vac.



Industrial Wastewater Treatment

Municipal and Industrial wastewater treatment facilities and processes are VERY different. Compared to municipal facilities industrial wastewater contains different pollutants and is much more variable, concentrated, and toxic. The nature of the design, construction, and operations are also different and require a higher level of experience and knowledge of the process which discharges into the treatment facility. The Ted Berry Company Industrial Services team has more than 40 years experience in industrial wastewater treatment facilities ranging in size from .5MGD to 60+MGD in chemical process plants, pulp and paper mills, tanneries, and other industrial manufacturing facilities. We are often called in to assist in planning and execution of critical path annual compliance inspections as well as emergency response to a system upset or process failure. With the ability to perform design build pump around and 24 hour staffing as well as system component cleaning, vacuuming, and hydroblasting our team has the experience you need to stay in operational and regulatory compliance.



Kids Korner...

B I D N O I T S E G I D
 S E W A G E L O H N A M
 R V E R O F S E L E U R
 V I F O H T F I F V O N
 P O D T N E U L F N I Q
 O G O B I O S O L I D S
 E S R A C I I N G U J D
 B G B E N A H T E M R R
 L O D L A R E T A L U C
 C N U U F S K I Z R E O
 Z V J L L Q E M T X E M
 T X I H S S M A H O L A

AERATION
 BIOSOLIDS
 DIGESTION
 GREASE
 INFLUENT
 LATERAL
 MANHOLE
 METHANE
 SEWAGE
 SLUDGE

NOT SO
 STINKY...

CROSSWORD
 PUZZLE

Have you examined your feet recently?

Scientists have invented a way to measure our impact on our planet. It's called your ecological footprint; so sit down, take off those shoes and socks and let's check out the size of your feet.

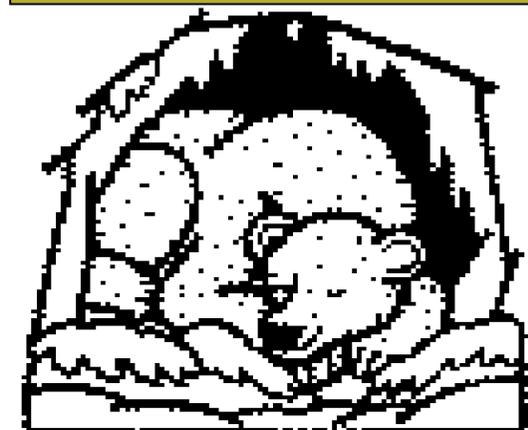
An ecological footprint measures the amount of energy, water, food and other resources, used up to maintain your lifestyle.

Everything you do; open the fridge, flush the toilet, take a holiday or turn on the light, uses up natural resources. That's fine if the amount you use up is replaced at the same rate - but unfortunately, most people are using up resources faster than they can be replaced.

The current human footprint is 20% more than the planet can replace or regenerate. That's bad because it means it will take over one year and two months, for the Earth to regenerate what is used up in a single year. It just doesn't add up.

Imagine a giant ice-cream which will last forever – if you all take only three licks a day. If even just a few of you decide you want more and take five licks a day, the ice-cream will soon be... **GONE!!!!**

Info from planetkids.biz



Color the Polar Bear!!!!



AGCMAINE

Picture here are:
 (First Row left to right)
 Owners Linda, Matt & Jim
 Timberlake.
 (Second Row left to right)
 Charlotte Sinclair,
 Samantha Byam, Shawn
 Ready, AGC President
 David Nazaroff & Debbie
 Joseph. (Last Row left to
 right) Gordon Keen, David
 Beauchamp, Jack Berry,
 Eric Gemelli & Mike Cram

DID YOU KNOW?

75 % of the earth is covered with water.

97 % of earth's water is in the oceans. Only 3 % of the earth's water can be used as drinking water. 75 % of the world's fresh water is frozen in the polar ice caps.

Matching Fun Facts Game

How Much Water Do We Use?

- | | |
|---|-------------------|
| 1. ___ Taking a Shower | a. 1 Gallon |
| 2. ___ Watering the Lawn | b. 30 Gallons |
| 3. ___ Washing Dishes | c. 15-30 Gallons |
| 4. ___ Washing Clothes | d. ½ Gallon |
| 5. ___ Flushing the toilet | e. 180 Gallons |
| 6. ___ Brushing Teeth | f. 4-7 Gallons |
| 7. ___ Drinking | g. 9-20 Gallons |
| 8. ___ Need to Process on can of fruits or vegetables. | h. 39,090 Gallons |
| 9. ___ Need to produce one ton of steel | i. 62,600 Gallons |
| 10. ___ Need to manufacture a new car and its four tires. | j. 9.3 Gallons |

www.epa.gov/safewater

Ted Berry Company is the 2012 Build Maine Award Recipients for the Municipal and Utility Division. We received this award from the Warren Sanitary District Sewer Force Main Replacement Project. District a 1500-foot-long section of 8" sewer force main replacement along Atlantic Highway (Route 1) in South Warren, ME.

The District contracted Ted Berry Company as the general contractor to perform the pipe replacement using pipe bursting, a trenchless repair process. The sewer main carries approximately 30,000 gallons per day from Warren village to the District's treatment facility in South Warren. Ted Berry Company installed a temporary above-ground 8" bypass pipe on the East side of Rt.1. This bypass was constructed from continuous-welded piece of HDPE pipe, similar to the replacement pipe. The pipe crossed 10 driveways/entrances and was buried via a 18" wide trench.

The total time the bypass was in place is approximately 5 weeks. **Excavation reduced by over 90%.**

Congratulations!!!

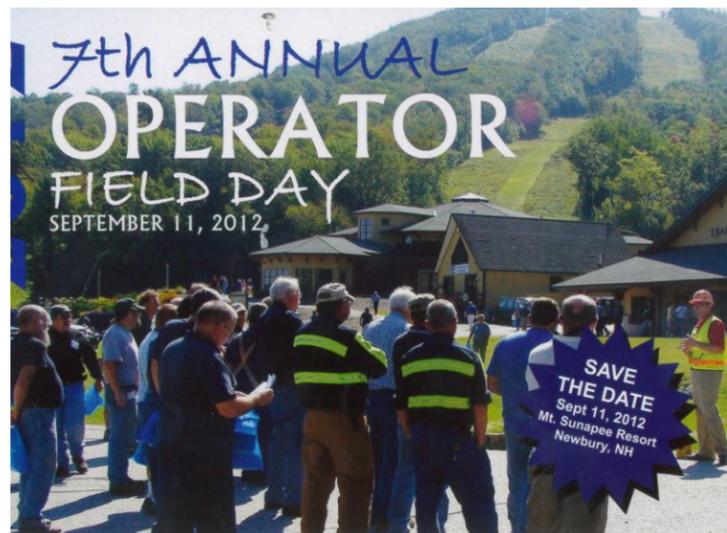
Congratulations to Bryn Perry and Chad Alexander for recently receiving their NASSCO PACP/MACP/LACP certifications. The National Association of Sewer Service Companies (NASSCO) is committed to standardizing procedures for assessing and documenting the condition of the underground piping systems for the management of infrastructure deterioration and renewal. One of the most important initiatives in reaching this goal is the Pipeline Assessment and Certification Program (PACP). PACP is the North American Standard for pipeline defect identification and assessment, providing standardization and consistency to the methods in which pipeline conditions are identified, evaluated and managed. The goal of PACP is to have pipeline system owners create a comprehensive database to properly identify, plan, prioritize, manage and renovate their pipelines based on condition evaluation. Developed in partnership with the Water Research Centre (WRC), PACP is the North American adaptation of the United Kingdom's TV inspection coding system developed by the WRC. This coding system is the recognized standard in the United Kingdom and much of Europe and Asia.

Ted Berry Company now has (6) certified PACP operators on staff.



Did you know:

Maine Center for disease control and prevention a part of Maine health and human services recommends pipeline pigging to clean municipal water mains and improve the health and welfare of Maine residents on municipal water systems.



Each year GSRWA holds an annual trade show called the Operator Field Day and Exhibit Show. This show is a hands-on technical training, demonstration, and exhibition event. It is an excellent opportunity to network with others in the water and wastewater industry and to learn about the latest technology. The event is held at the Mount Sunapee Resort in Newbury, NH and attracts over 200 participants. This year the Field Day will be held on September 11th.

What's happening inside our CCTV Services...

Ted Berry Company offers new services in Pipeline inspection

The Ted Berry Company is proud to announce the addition of new services offered in the CCTV field. We have recently added the quick zoom halo optic pole camera by Envirosight to our CCTV services. This allows us to video lines up to 400' long at low cost and low impact to the customer while still providing a top quality end product. This service can be used in a number of ways from performing a debris assessment of target areas for developing an O&M plan to doing a general condition assessment or responding to an emergency situation. It performs accurate and detailed manhole inspections that we can import directly into our IT reporting software. All information is collected through our IT asset software in the field though an I-Pad allowing 1 operator to collect asset information in a useable format to the end customer.



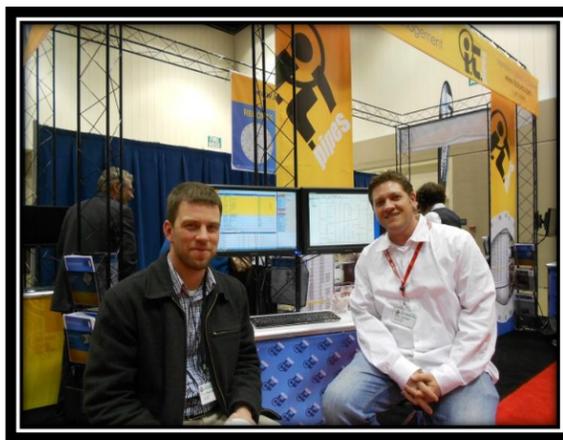
We now have the ability with Our IT reporting software to collect data in the field that can be either linked or integrated with Arc-GIS. We can either take asset information directly from Arc or import into IT eliminating reporting errors in the field or we can import final asset information into Arc with gives you the ability to overwrite asset information based on actual field reporting. We can also link our inspection information (database, Pictures and video) through a portable hard drive allowing the information to be available Arc-Gis but not part of the program itself. Our end goal is to exceed our customers' expectations by being the leaders in our industry and providing the best product at a competitive rate.



Pictured Above (left to right) are: Matt Timberlake, Mike Dunham, Andy Bryant, Luc Chretien & Tommy Chretien



2012 Pumper Cleaner Environmental Expo - The expo is the world's largest annual trade show for environmental service professionals. Attending the 2012 expo in Indianapolis, Indiana were Matt Timberlake, Paul Pomerleau, Dave Beauchamp, and Mike Dunham. Ted Berry Company attends many regional and national conferences like Pumper/Cleaner to stay on top of new technologies and services.



Shown in left photo: left to right are Matt Timberlake, Dave Beauchamp, Paul Pomerleau & Mike Dunham. Photo Above are Dave Beauchamp & Mike Dunham at the IT Pipes booth.

Safety Corner...

On-Site Safety and Health Consultation

On February 16th we voluntarily had a safety and health audit by an experienced occupational safety and health professional.

At our request a SafetyWorks! Consultant visited our workplace and helped us make it safer and healthier for our employees.

During our walk through, SafetyWorks! Helped us to recognize safety hazards, reduce and eliminate hazards, improve our safety program, comply with OSHA regulations & identify training needs.

We are proud to take this step in our commitment to safety to help all of us stay safe, healthy, and able to work, play and enjoy life to its fullest.

