

Natural Gas Meter Set Assembly



YOU SPOKE. WE LISTENED.



MEET OUR PEOPLE

CUSTOMER SERVICE



Rob McDonald
President & CEO



Scott Knapp
Senior Vice President
of Marketing



Chip Piekenbrock
Vice President
of Sales



Doug McKinney
Eastern Regional
Sales Manager



Mike McLeod
Western Regional
Sales Manager



Doug Roush
Director
Product Management



Erin Rauen
Director
Customer Service



Jenny Harrington
Assistant Customer
Service Manager



Angel Gaherty
Lead Customer Service
Representative



Austin Bradley
Customer Service
Representative



Jenifer Pickel
Customer Service
Representative



April Beesecker
Customer Service
Representative



Sue Bevan
Customer Service
Representative



Stacey Gednalski
Customer Service
Representative



Angela Fluhr
Fulfillment Specialist



Teresa Murphy
Customer Service
Quote Representative



Cindy Cook
Sales Order
Entry



Nancy Duffy
Sales Order
Entry



Haley Sparks
Sales Order
Entry



Sandy Palen
Sales Administrative
Assistant



Jerri Walker
Sales Support
Specialist

PRODUCT SPECIALISTS

WATER WORKS



Rick David
Water Works Product
Manager



Jim Francois
Water Works Product
Manager



Ken Lenz
Water Works Product
Coordinator



David Kaiser
Water Works Product
Coordinator

NATURAL GAS



Nicole Neuhaus
Natural Gas
Product Manager



Sarah Bries
Natural Gas Product
Coordinator



Jeanne Saunders
Natural Gas Product
Coordinator

PRODUCT TRAINING



Calvin Williams
Product Training
Coordinator

PUMPS



Steve Potts
National Pump
Sales Manager



Paul Pettinger
Pump Product
Manager



Jennifer Berthel
Pump Product
Coordinator



Drew Waller
Pump Product
Coordinator

PLUMBING



Dustin Moor
Plumbing Product
Manager



Keith Baca
National Plumbing
Sales Manager



Paula Kress
Plumbing Product
Coordinator



A.Y. McDONALD MFG. CO.



A.Y. McDonald's team of experts work together by molding, melting, stacking, machining, assembling, painting, and building in order to meet and exceed the needs of the customer – our boss. As a fifth generation family owned company with 163 years of history under our belts, A.Y. McDonald does it all at four locations: Dubuque, IA; Albia, IA; Elizabethton, TN; and Reno, NV.

A.Y. McDonald's success story relies on so much more than just our history though. In the past years, we have been busy publicly launching A.Y. McDonald University (AYU), the investment in multiple traveling training trucks, the update of our website with the build-a-bar feature and the creation of an Innovation Department. In addition, efforts are continually devoted to the most innovative practices on the production floor, in the field, and at the office.



Customers look to A.Y. McDonald for quality natural gas products such as iron body ball or plug meter valves, bypass valves, cast iron meter bars, bypass meter bars, and the Portable Bypass Kit. We also carry accessories, which include swivels, nuts, adapters, 3 part unions, repair unions, and swivel gaskets.

It's official. After 163 successful years, A.Y. McDonald's still got it. And with our customers' loyalty and support, we will continue to leave our mark on the natural gas industry by not just simply making products, but creating solutions!

Just because we have 163 years of success under our belt, doesn't mean we are slowing down. In fact, we are as eager to learn, grow, and innovate as the day we began. Let's face it, we just don't want to – or even know how to – slow down. It is our commitment to the customer that drives us and has everyone at A.Y. McDonald working to make 2019 our most innovative year yet.



OUR VISION:

To be the leading producer of water and gas distribution products to benefit the current and next generation of employees, customers, and stockholders by continually growing and strengthening our business.

OUR PURPOSE:

The mission of A.Y. McDonald Mfg. Co., in the words of our founder, is “to make good products and sell them honestly.” We, the stockholders and employees, accomplish this by extending the McDonald family culture through excellent customer service and by focusing on our customers' needs.

OUR VALUES:

- Making good products and selling them honestly
- The Customer is the Boss
- Employees are Part of the A.Y. McDonald Family
- None of Us is as Smart as All of Us
- Leaving the Company in Better Shape Than it was Received



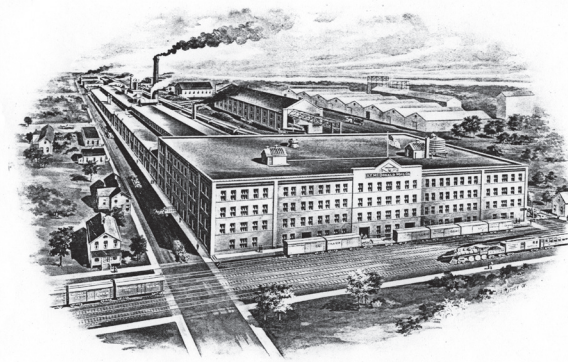
WHY?

YOU SPOKE. WE LISTENED.

Since 1856, A.Y. McDonald has had the pleasure of providing quality solutions for the industries we serve. We are a family business that, at our core, believes the customer is the boss. One of the fundamental jobs that A.Y. McDonald does for our boss is to listen to their needs. Even more important than listening is to have the wherewithal to act on those needs, such as the decision to produce Natural Gas Meter Set Assemblies (MSA), which is an idea that stemmed from one of our own Innovation Summits. Adding this solution to our natural gas product line means that the customer will receive consistent timelines and lead times, along with open communication and customer service from our team to yours.

DEMAND IN THE MARKET

The natural gas distribution market has seen an increase in demand for meter set assemblies due to utilities looking to have consistency in assembly. Meter Set Assemblies not only provide time savings but also cost savings in labor for utilities. In addition, there's an added safety factor to meter set assemblies since they are tested prior to being in the field. It's worth pointing out that A.Y. McDonald's meter set assemblies in particular are tested by an electronic machine, not water tested, thus eliminating human error in the process.



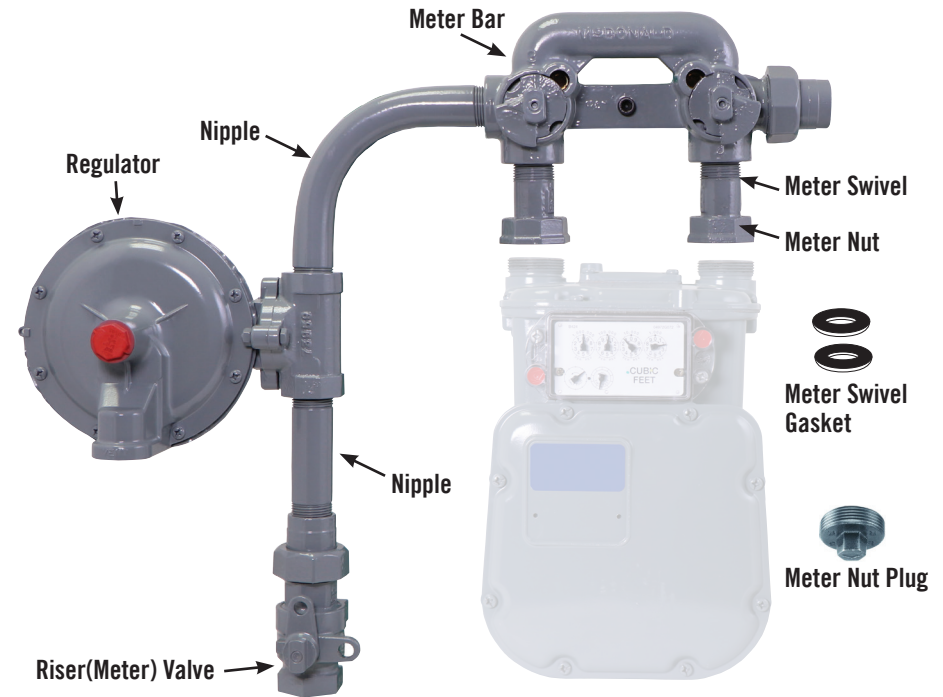
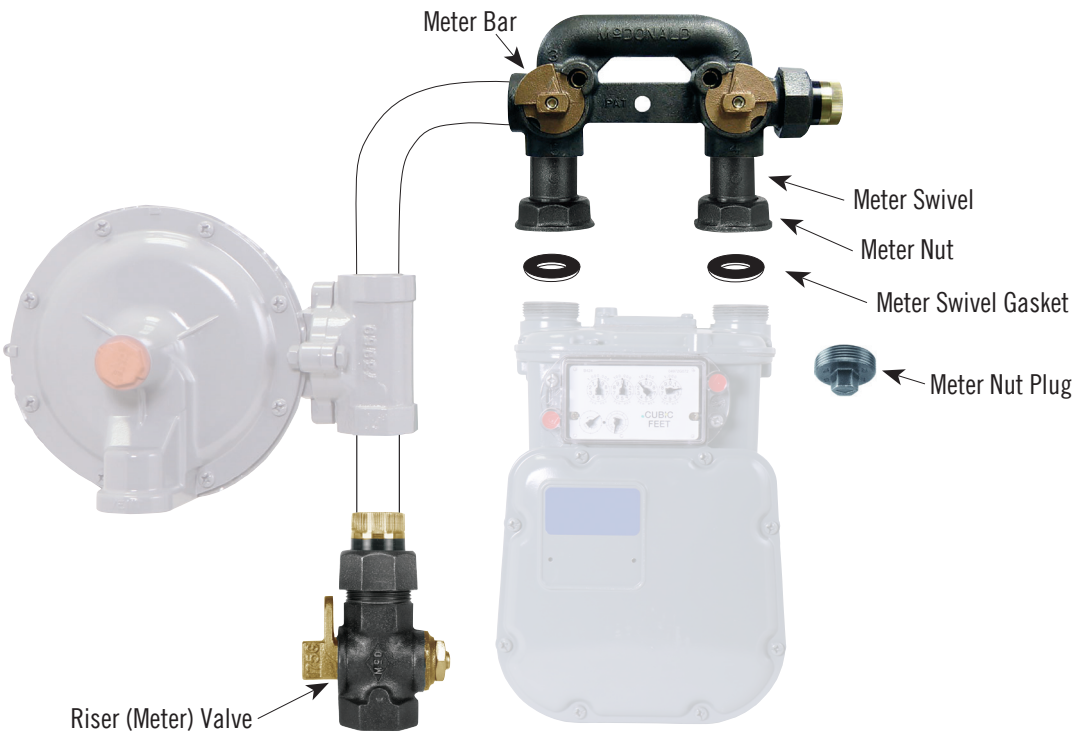
GAS INDUSTRY HISTORY

A.Y. McDonald's introduction into the natural gas products market started in 1912. In this year, Standard Oil of Indiana called upon us to design some special fittings for better control and distribution of petroleum products. Since then, A.Y. McDonald has found our niche in the industry – and continues to expand with the help of Meter Set Assemblies.



WHERE WE LIVED...

WHERE WE LIVE NOW



Available as components or as a Meter Set Assembly

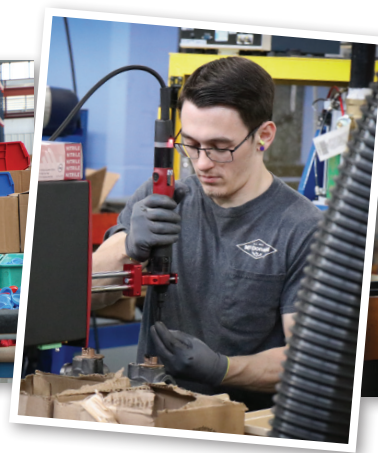


WHAT WE HAVE DONE



PEOPLE

A.Y. McDonald's natural gas products are produced at all of our facilities; Dubuque, IA, Albia, IA, and Elizabethton, TN. With the new meter set assembly offering, this opened up the opportunity to further grow the A.Y. McDonald family. Therefore, a number of additional production positions were filled at our expanded Elizabethton plant. Extensive training for meter set assemblies also took place.



BUILDING

In order to accommodate the addition of meter set assemblies to the natural gas line, the Elizabethton facility was doubled in size, growing from roughly 100,000 square feet to just under 200,000 square feet. This expansion started in July 2018 and was completed in April 2019.

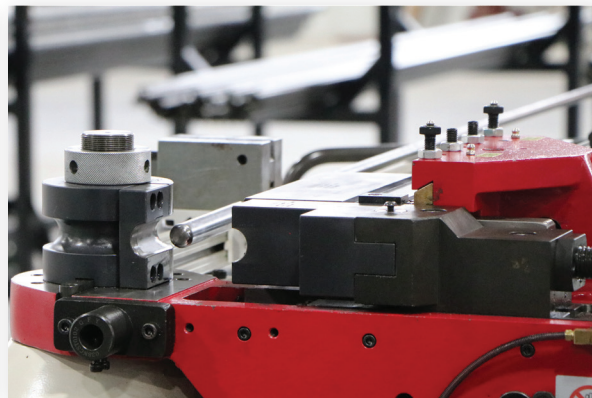


WHAT WE HAVE DONE

EQUIPMENT

In addition to expanding A.Y. McDonald's Elizabethton facility, an investment was also made for a number of machines and equipment that allow for the production of quality meter set assemblies. The new machines were first shipped to the Dubuque headquarters for testing purposes and then sent to Elizabethton for operation.

In preparation for the meter set assembly addition, an investment was made for an entirely new paint line. The focus for this new paint line is based on efficiency, quality paint output, and taking into account the vast volume of meter set assemblies that can be completed.



WHAT SETS US APART?

FUTURE EXPANSION

Throughout the preparation process for the meter set assemblies, A.Y. McDonald has positioned ourselves to have the ability to increase our output as we see success through this latest business venture.

INDUSTRY RENOWNED CUSTOMER SERVICE



Nicole Neuhaus
Natural Gas
Product Manager



Sarah Bries
Natural Gas
Product Coordinator



Jeanne Saunders
Natural Gas
Product Coordinator

A.Y. McDonald has been proudly providing the best in quality products and outstanding customer service since 1856. For over 163 years, we've known that our customers are the reason we are in business today. As a fifth generation family owned company with a highly qualified team of experts, the customer should expect nothing but the best from us.

In the words of our founder, we aim “to make good products and sell them honestly.” In order to achieve this, we make it our job to provide a special commitment to the customer. This is why A.Y. McDonald has a dedicated staff of customer service professionals that are just a phone call away whenever the customer needs to place an order, ask a question, or make suggestions.

CUSTOMER FOCUSED

- Consistent lead times
- Quality meter set assemblies
- Pressure tested for safety and quality
- Top notch customer service
- All parts under one roof - except regulator
- Traceability

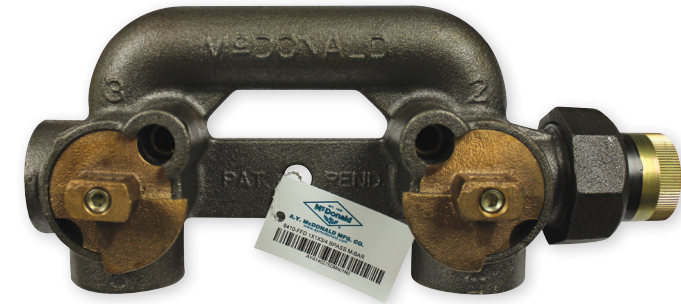


WHAT SETS US APART?

TRACEABILITY FOCUSED

In May of 2015, A.Y. McDonald introduced traceability tags for all of our natural gas products (excluding accessories), which include critical information such as manufacturer, materials, and date of manufacture.

Not only do traceability tags provide an innovative solution for detecting where underground pipes lie within a gas system, but they also serve as a safety initiative—allowing utilities to manage assets.



Like our standalone products, A.Y. McDonald's meter set assemblies also contain traceability tags for utilities to upload product information into their asset management system (see picture to the left).



QUALITY

We control all components of a customer meter set as they are all A.Y. McDonald components, with the exception of the regulator. This includes quality control of thread connections on all components, excluding the regulator. A.Y. McDonald MSA's will include pipe nipples with CNC threads that are cut to length, quality thread checked before and after bending, as well as a focus on pipe cleanliness. Threads meet the ANPT Standard providing aeronautical thread measurement, truncation, and thread angle.

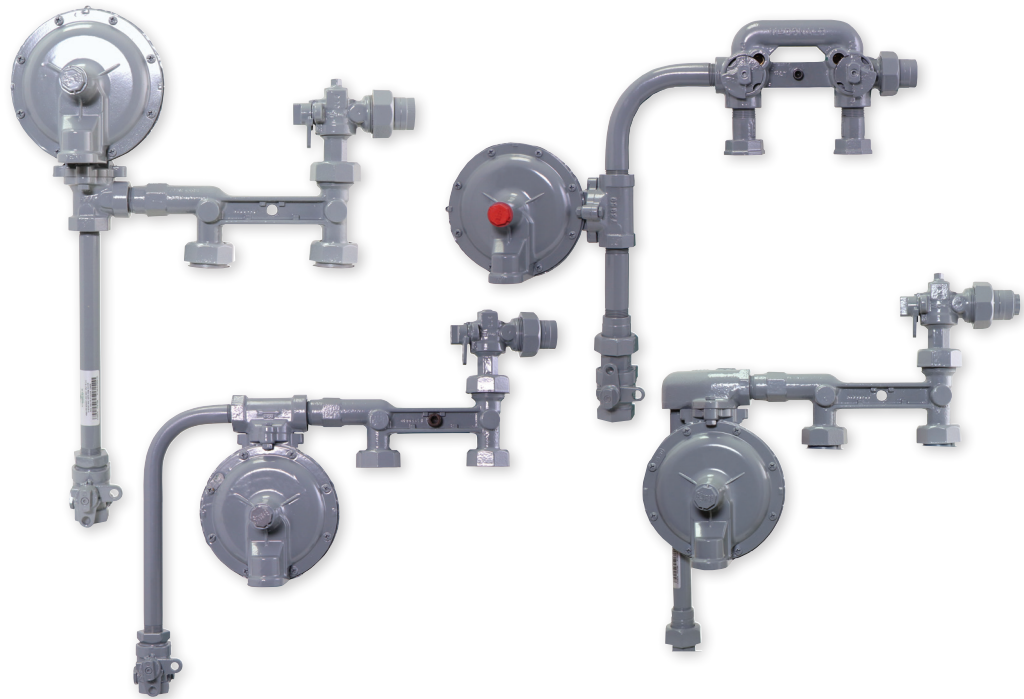


WHAT SETS US APART?

PRESSURE TESTING

A.Y. McDonald meter set assemblies are tested electronically, eliminating the chance of water getting into the regulator or water initiating rust prior to painting. Each meter set assembly goes through four tests, which include the following:

- 1) The regulator is tested to assure it is the correct regulator and is set properly.
- 2) The inlet of the meter set assembly is pressurized at the maximum rated pressure for the regulator so leaks can be detected.
- 3) Joints after the regulator are tested by vacuum pressure significantly above the regulated pressure to ensure all joints seal well.
- 4) The outlet side of the meter set assembly is tested with the outlet valve at about 70 PSI.



WHAT SETS US APART?

CAPABILITIES

Paint

In preparation for the meter set assembly addition, an investment was made for an entirely new paint line. The focus for this new paint line is based on efficiency, quality paint output, and taking into account the vast volume of meter set assemblies that can be completed.

- **Paint Specifications (relates to color and gloss, not to material (paint)):**

- Fabrication Paint - 2-part epoxy primer applied by electrostatic air spray, ANSI 49 gray 2-part Urethane topcoat applied by electrostatic air spray, Approximately 6-10mil total DFT (dry film thickness).
- The paint chosen provides excellent corrosion resistance and durability for this application. Salt spray tests have been performed in order to ensure the protection is acceptable. The paint, along with an efficient process, provides a quality meter set assembly.

- **Coating Test Documents** - Salt Spray Test per ASTM B117, measuring failure at 4% rust

- Coating on black casting has variable results dependent on the casting surface but can provide up to 800 hours of protection. Use on steel pipe and galvanized valves prevents rust for 3,000 hours of salt spray testing.



The test samples above are shown following 3,000 hours of salt spray exposure. These are zinc coated castings with two coats of paint.



The test samples above are shown following 3,000 hours of salt spray exposure. These are steel pipe with two coats of paint.



WHAT SETS US APART?

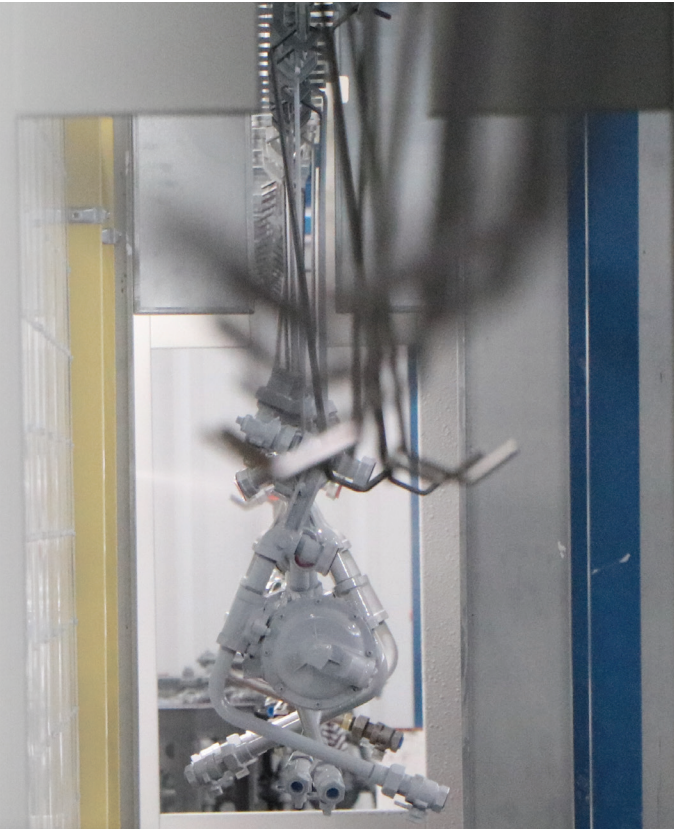
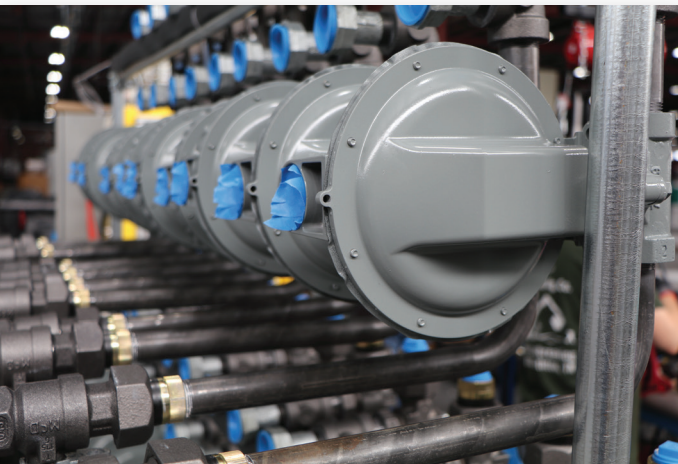
CAPABILITIES CONTINUED

- Cleaning specification

- Pipe will be free of chips and debris using a solvent wash per SSPC-SP1 standards

- Protection in paint process (masking, etc.)

- Threads and open ends will be plugged or capped to prevent any paint entering the meter set assembly
- Custom masks will be applied for tags and other areas that need to remain unpainted

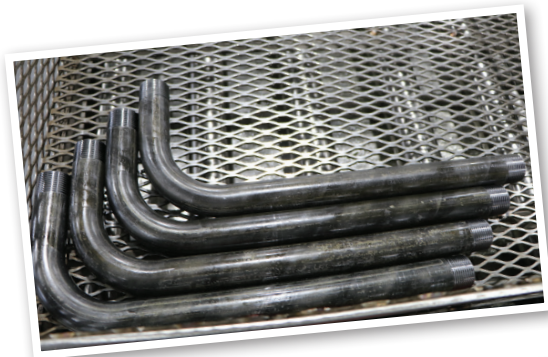


WHAT SETS US APART?

CAPABILITIES CONTINUED

Packaging

- Bulk packages are provided in 40" x 48" x 36" gaylords. Foam bags are used for protecting the meter sets assemblies with cardboard pads separating the stacked layers. A lid can be provided to allow for double stacking of the skids for storage. Custom packaging may be available.



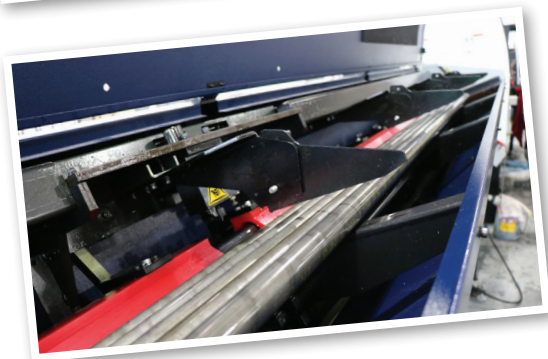
Nipples

Straight schedule 40 galvanized A53 welded nipples 3/4", 1", and 1 1/4" machined from 2" up to 36". Bent nipples of schedule 40 black A106 seamless:

| Pipe | Min | Max |
|--------|-----------------|------------|
| 3/4" | 5" x 5" | 18" x 18"* |
| 1" | 5" x 5" | 18" x 18"* |
| 1 1/4" | 6 1/2" x 6 1/2" | 18" x 18"* |

*Individual end lengths may vary, with maximum overall length of 36"

*Schedule 80 straight nipple – custom option. Contact A.Y. McDonald's Customer Service Department.



A.Y. McDONALD'S COMMITMENT TO THE CUSTOMER

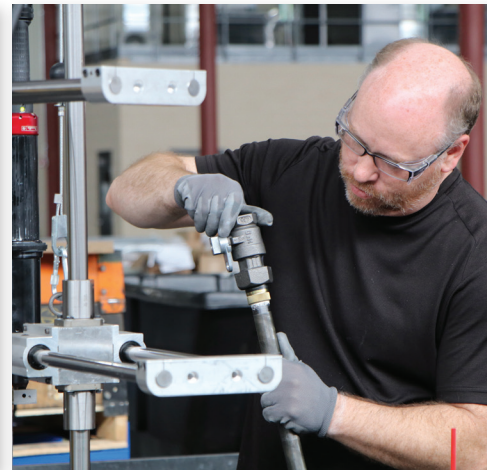
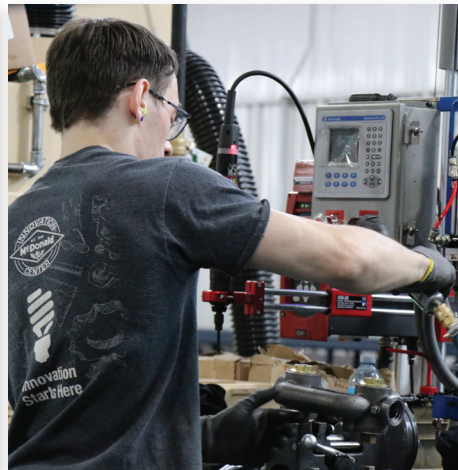
THE CUSTOMER IS THE BOSS

At A.Y. McDonald, there's only one boss, and whether a person pours brass for a living or heads up the largest corporation in the world, the boss remains the same. It's the customer!

At A.Y. McDonald, we remind ourselves every day that the customer is the boss. It's one of our core values and the reason we provide the best customer service in the business.

OUR STRENGTHS

- Family Values
- Unbeatable Customer Service
- History of Quality Gas Products Manufactured
- Quality Products
- Innovation



Davey White
21 years

We are here
to serve!

Rob McDonald
25 years

We're your
family!

Josh Wagner
19 years

Working hard
for you
everyday!

Jeanne Saunders
2 year

Have you heard
of AYW?

Sarah Bries
6 years

We are invested
in you!

Nicole Neuhaus
3 years

You Spoke.
We Listened

Tom Bird
22 years

Thanks for
being Awesome!

Gary Welchert
22 years

You're the Spirit
that drives us!

Erik Wolter
6 years

You can
count on us!

Kelly Breitbach
3 years

Whatever
it TAKES!

Jesse Schmitt
13 years

Thank you
for your
business!



WITHOUT YOU THERE IS NO US.

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(292-2737)

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