



Who We Are!

- Started in 1856 (168 years old)
- Family owned - 5th generation company; two family members participate in the day-to-day operations
- Financially Stable to handle economic cycles
- Manufacturer of Natural Gas, Plumbing, Pumps & Water Works products

MEET OUR PEOPLE

CUSTOMER SERVICE TEAM



Rob McDonald
Chief Executive
Officer



Scott Knapp
Executive Vice President
& Chief Strategy Officer
A.Y. McDonald
Industries, Inc.



Chad Huntington
President



Chip Piekenbrock
Vice President
Sales



Adam Laver
Central Regional
Sales Manager



Doug McKinney
Eastern Regional
Sales Manager



Mike McLeod
Western Regional
Sales Manager



Doug Roush
Vice President of
Product Development



Erin Rauen
Director
Customer Service



Lee Leeser
Customer Service
Manager



Angel Gaherty
Lead Customer Service
Representative



Jenifer Pickel
Customer Service
Representative



Rebecca Kilburg
Customer Service
Representative



Jill Falaris
Customer Service
Representative



Makayla Hentges
Customer Service
Representative



Karl Koch
Customer Service
Representative



Rivka Weinstein
Customer Service
Representative



Reed Stumpf
Customer Service
Quote Coordinator



Brandi Herrald
Customer Service
Quote Analyst



Cindy Cook
Order Entry
Representative



Sammy Davis
Order Entry
Representative



Nancy Duffy
Order Entry
Representative



Angela Fluhr
Order Entry
Representative

- Top-notch
Customer Service

- Talk with a live person,
never a machine

- Product specialists in each
of our four product lines

- Call or e-mail us

- Websites with product information
and hundreds of downloadable files

PRODUCT SPECIALISTS

WATER WORKS



Jim Francois
Water Works Product
Manager



Ken Lenz
Water Works Senior
Product Coordinator



Stacey Gednalski
Water Works
Product Coordinator



Corrine Thielen
Water Works
Product Coordinator

NATURAL GAS



Nicole Neuhaus
Natural Gas National
Sales Manager



Dustin Moor
Natural Gas
Product Manager



Sarah Bries
Natural Gas
Product Coordinator

INNOVATION



Kelly Breitbach
Innovation
Product Manager



Sebastin Yaklin
Innovation
Engineer



Brody Tupy
Innovation
Engineer

PUMPS



Steve Potts
Pump National
Sales Manager



Paul Pettinger
Pump Product
Manager



Drew Waller
Pump Product
Coordinator



Phillip Wagner
Pump Product
Coordinator

PLUMBING



Jordan Mays
Plumbing National
Sales Manager



Jenny Harrington
Plumbing Product
Manager



Paula Conrad
Plumbing & Natural Gas
Product Coordinator

PRODUCT TRAINING



Donnie Latham
Product Training
Coordinator



Calvin Williams
Product Training
Coordinator



WHAT SETS US APART?

INDUSTRY RENOWNED CUSTOMER SERVICE



Nicole Neuhaus
Natural Gas National
Sales Manager

Dustin Moor
Natural Gas
Product Manager

Sarah Bries
Natural Gas
Product Coordinator

A.Y. McDonald has been proudly providing the best in quality products and outstanding customer service since 1856. For over 167 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

- Focused on customer demands
- Traceability
- Innovative
- Top notch customer service
- All parts 100% tested for quality
- Manufactured in the USA.



AMERICAN STRONG. FAMILY STRONG.





Dubuque, Iowa

A.Y. McDonald Mfg. Co. corporate headquarters is located in Dubuque, Iowa, near the Mississippi River. The brass foundry and main manufacturing plant are also located in this facility. Between the factory, foundry, and office, our 240,618 square foot building employs over 495 individuals and is a well-known company in the area, not just for our successes, but also for our philanthropic attitude.

Constructed in 1983 as the flagship development in a new industrial park, the plant was an integral part of unprecedented growth of the company and the production of new products. In 1996, the foundry was expanded to provide for increased production of brass castings. In 2012, the plant was expanded once again to accommodate our growing manufacturing efforts.

Dubuque lies at the junction of Iowa, Illinois, and Wisconsin, a region locally known as the Tri-State area. With a population of 58,000, Dubuque serves as the main commercial, industrial, educational, and cultural center for the area. As one of the few large cities in Iowa with hills, Dubuque is a popular tourist destination and recognized as the oldest and most historic city in the state. Popular attractions include the National Mississippi River Museum and Aquarium, the Fenelon Place Elevator, riverboat rides, Dubuque Arboretum and Botanical Gardens, and Mines of Spain State Recreation Area.



Albia, Iowa

A.Y. McDonald Mfg. Co. expanded to Albia, Iowa in 1989 by opening up its second location. This plant produces various products for the natural gas industry with an addition completed in 1994. This location employs just under 93 people to our 64,920 square foot facility.

Albia, Iowa is a quiet town with a growing population of 3,782 and a founding of 1856. Located at the south end of the state, Albia lies below Des Moines but west of Ottumwa. Residents of this town enjoy time at the Monroe Aquatic Center, Washington Park, and the City Park. With numerous Victorian homes, antique art collections, and 92 buildings on the National Historic Register, Albia, IA embraces its longstanding history.



Elizabethton, TN

In 1999, A.Y. McDonald Mfg. Co. expanded to the south by opening a plant in Elizabethton, Tennessee. This facility handles products from all four of our product lines (water works, pump, plumbing, natural gas products). The plant expanded in the early 2000's, literally doubling in size, making the building 99,500 square feet. In 2019, the facility doubled in size again in order to accommodate A.Y. McDonald's growing product lines. Today, the nearly 200,000 square feet Elizabethton location employs over 260 individuals and its manufacturing efforts largely includes our water works meter setters and natural gas product line.

Elizabethton is located within the Tri-Cities area of Northeast Tennessee, which comprises of Kingsport, Johnson City, and Bristol. With Holston Mountain nearby and the Cherokee National Forest just a car ride away, Elizabethton is full of nature. The town itself contains a population of a little over 14,000 people.



Kieler, WI

In late 2022, A.Y. McDonald opened our newest location in Kieler, WI. Located approx. 10 miles from Dubuque, IA, in Southwest Wisconsin, this 100,000 square foot building adds capacity and frees up space in Albia, IA, and Elizabethton, TN, for continued natural gas manufacturing growth. All natural gas accessories are shipping from Kieler, and more is planned for that space in 2023 and beyond.

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



New Equipment

2022 5 new valve cells and 2 bypass bar cells

2023 2 new bypass bar cells and partial of an automated valve cell

2024 Q2 estimated completion of automated ball valve cell and 2 large valve cells

Lead time improvements:

Plug Valves:

3/4" – 2" 8 weeks

Ball Valves:

3/4" – 1" 10 weeks

1 1/4" – 2" 24 weeks, down from 36 weeks

Bypass Valves:

16 weeks

Standard Meter Bars:

8 weeks

Valved Meter Bars:

20 weeks

Bypass Meter Bars:

14 weeks 6410 and 6312

12 weeks Commercial options

Price Increase History

2017 Price Hold

2018 4%

2019 3-5%

2020 3%

2021 February 4%, July 8%

2022 February 6%, May 8%

2023 Price Hold (thru 5/19/24)

2024 Mid-year increase 4%



HOW CAN WE WORK W/ YOU?



➤ Standard Ball Valves



➤ Plug Valves



HOW CAN WE WORK W/ YOU?



- Meter bars; standard, single valve, rear center, Bypass and a variety of orientations for different meter needs.



- All come in BMI, ArmorGalv (zinc), painted or combination of ArmorGalv and painted.



- Accessories; Unions, swivels, nuts, and meter plugs, to support the meter set



HOW CAN WE WORK W/ YOU?



Benefits of Bypass & Growth Over the Years

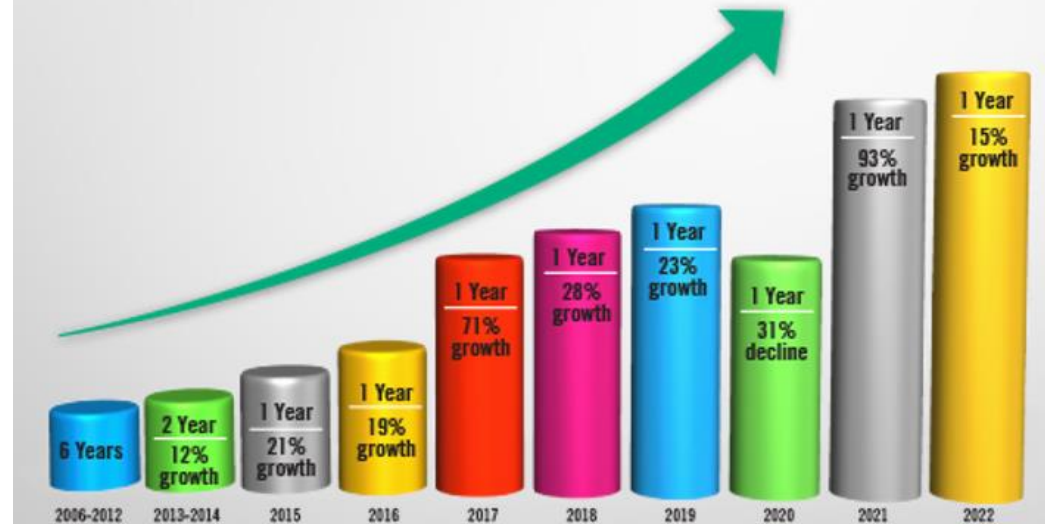


Safety

Customer Experience



Operational Efficiencies



HOW CAN WE WORK W/ YOU?



- **Angle Bypass Ball Valve**



Angle Bypass Ball Valve Instruction Sheet



- **Portable Bypass Kit - PBK**

- Allows for the use of supplied/bottled gas



- **Inline Bypass Ball Valve**



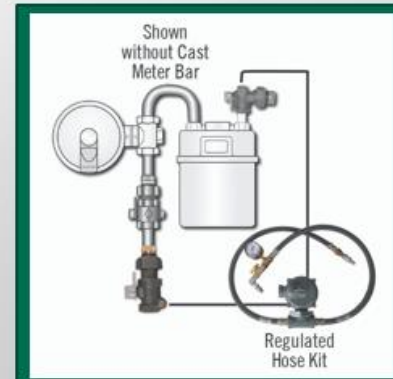
Inline Bypass Valve Instruction Sheet



- **Regulated Hose Kit**

- Allows for bypass without the need

for a tank/bottle, hops from riser valve to customer valve



HOW CAN WE WORK W/ YOU?



6410: Single Meter Residential



6480: Single Meter Commercial



6312: Multi-Meter Manifolds



6282: Multi-Meter Commercial



HOW CAN WE WORK W/ YOU?



Where We Lived Vs. Where We Live Now

WHERE WE LIVED...



WHERE WE LIVE NOW



Available as components or as a Meter Set Assembly





Where We **Lived** Vs. Where We **Live Now**



- We build with all AYM components (Reg. Excluded) to be in control of Quality Finished Goods
- We use Regulators specified by the Utility
 - American, Roots, PF, Sensus, Fisher, Belgas

HOW CAN WE WORK W/ YOU?



Quality & Technical Training on AYM Products

- Quality products;
 - Testing
 - Manufacturing process
 - American manufacturer for 160+ years
- Live demonstrations & hands on training
- Training Videos & instruction guides



WE TAKE CARE OF CUSTOMERS
BETTER THAN ANYONE ELSE.
Let us make your life easier!

Partnership
we are here to be a resource!



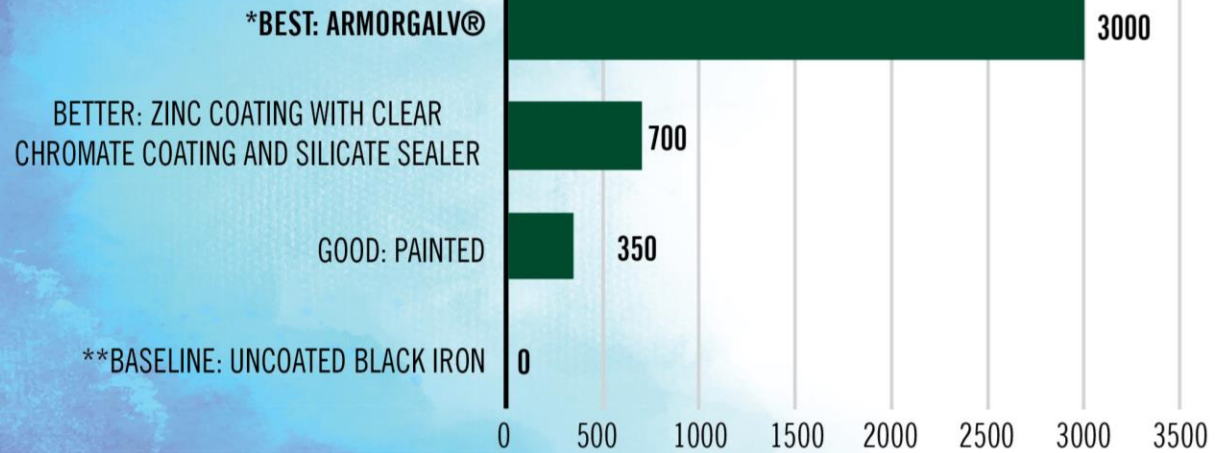
CORROSION PROTECTION JUST WENT FROM BETTER TO BEST

ArmorGalv® Thermal-Diffusion Zinc



A.Y. McDonald Salt Spray Test Results on Non-Machined Parts

■ Hours Until 4% Visible Rust



ARMORGALV® THERMAL-DIFFUSION ZINC COATING



Benefits – Why ArmorGalv® Thermal-Diffusion Zinc?

- Not just a coating, it is a bond. ArmorGalv® Thermal-Diffusion Zinc is a Thermal-Diffusion Zinc coating that is environmentally friendly and is uniformly applied on all external and internal surfaces to create a bond with the casting.
- The ArmorGalv® Thermal-Diffusion Zinc bond provides excellent adhesion properties for paint**
- Extensive use in marine and automotive environments, as well as electrical utility applications.
- Strength of iron castings with premium corrosion protection

Disclaimers:

* = Uncoated Black Cast Iron Will Rust in 24 Hours or Less After Initial Exposure to Salt Spray Environment

** = Test Stopped at 3000 Hours without Failure. Paint can be applied over ArmorGalv® Thermal-Diffusion Zinc for additional corrosion benefits.

ARMORGALV® VS ZINC PLATING

- Coating thickness = .00197
- Strong bond, resistant to gouging
- Intermetallic layers
- Coating thickness = .0006
- Thin layer of zinc easily scratched off and gouged

CHECK OUT THE VIDEO TO LEARN MORE



IT'S A BETTER BOND!

ANY
QUESTIONS?



THANK YOU!!!



WITHOUT YOU THERE IS NO US.

