



Volume 9, No. 1 • Spring 2009

Route To:

The Latest News



Jay Hicks, Territory Manager in Florida, has been promoted to UFR (Unmeasured-Flow Reducer) Product Manager. Jay has relocated to the factory in Dubuque, Iowa to head up this exciting new product addition for A.Y. McDonald. Congratulations to Jay!

Did you know...

Winwater



A.Y. McDonald Mfg. Co. was named Vendor of the Year by Winwater, a division of WinWholesale, at their annual meetings in Phoenix, AZ in March. A.Y. McDonald was recognized for being a dedicated partner of Winwater by working closely with branch and management personnel to help grow market share in the McDonald product line.

Been There, Done That



Every business is experiencing challenges these days due to the downturn in the business cycle. Some businesses are so new, they may never have experienced a downturn. Even some of the longer-established businesses that have been through a downturn may not have been through one as dramatic as this one. And then there is A.Y. McDonald Mfg. Co.....

Someone once said, "Experience is a hard teacher because she gives the test first, the lesson afterwards." A.Y. McDonald Mfg. Co. has been given many tests over the last 153 years and the lessons they have taught are a testament to why we are still growing and prospering today. One of the more profound lessons that have been carried forward from generation to generation of the McDonald family is something A.Y. McDonald, our founder, said over 125 years ago:

"Economy in small things is absolutely necessary in every business. Stop all the little leaks and it will astonish you how much you can save. Remember that the heaviest transactions in life are but an aggravation of small details."

A.Y. McDonald has always been managed in a careful and conservative manner ever mindful of what unforeseen challenges might be just around the corner. In today's environment, that philosophy makes us as stable as any vendor you deal with today. Sure, we have had to tighten our belts like anyone else but because of how we operate when times are good, the way we operate today in difficult times isn't all that different.

A.Y. McDonald will be there for you "in good times and in bad," as the saying goes. Thanks for your continued support.

We hope you enjoy the Brass Banner!
Give us your feedback at 800-292-2737 or
sales@aymcdonald.com

New! Stop & Drain Ball Valve with SINGLE CHECK ON DRAIN

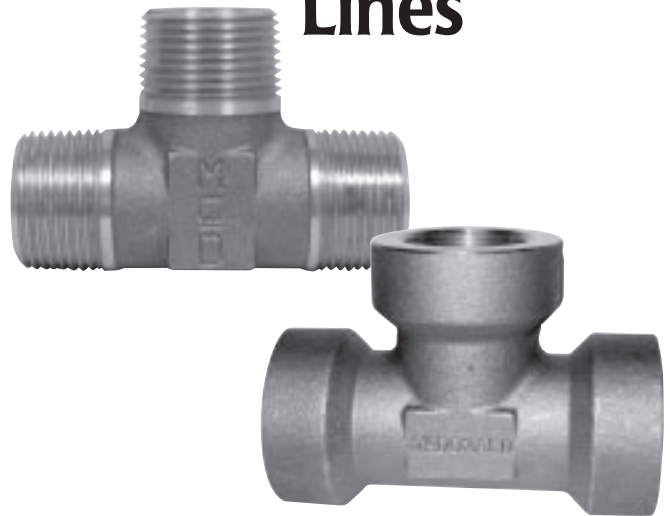
Underground Stop and Drain Ball Valves with assembled single check valve on drain prevents contaminated ground water from getting into your water system after valve has drained the outlet piping.



Contamination from groundwater is one of the major reasons most states have prevented stop and drain valves from being installed in residential water systems today. Using this design from A.Y. McDonald will address this issue, because nothing can enter the outlet piping through the drain port of this valve.

Contact A.Y. McDonald today and ask for a McDonald model 6001C $\frac{3}{4}$ ", 1" 1/2" or 2" FIP inlet and outlet.

Specify THIS... Brass Tee's for Underground Service Lines

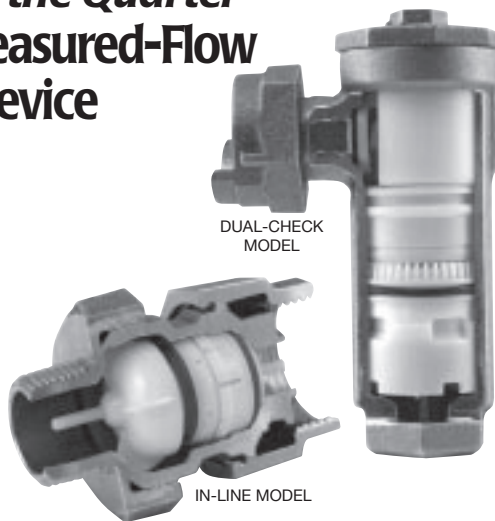


When requiring Brass Tee's for underground service lines, trust A.Y. McDonald models 4760F (Female Iron Pipe thread all around) or 4760P (Male Iron Pipe thread all around) to complete the job right. Available in sizes $\frac{3}{4}$ ", 1" 1/2" and 2", these heavy duty underground brass tee's are designed to withstand the pressures and outside forces that underground services are prone to.

Contact A.Y. McDonald for all your underground brass specialty fittings needs.

Feature of the Quarter UFR Unmeasured-Flow Reducer Device

Contact A. Y. McDonald if you're interested in increasing your billable water by five to ten percent without applying for a potable water rate increase.



The UFR device from A.Y. McDonald will help water meters pick up low water flows that here to for could not be registered by standard positive displacement or multi jet meters.

Contact A.Y. McDonald today to start getting paid for all of the water you deliver.

For more information about these and other products, visit our **UPGRADED** web site at www.aymcdonald.com

Meet Our Employees... Paula Kress – Customer Service Representative



Paul Kress

Paula started at A.Y. McDonald in June 2007 as a Customer Service Representative. Paula brought customer service experience with her from her previous position. Paula's bubbly personality is mentioned by many of her customers as something that makes her so pleasant to deal with. Paula has a 12 year old daughter, Courtney, who looks just like her! When she is not working, Paula enjoys working out. She has lost 85 pounds and was recently featured in the A.Y. McDonald Health & Wellness Newsletter for this tremendous accomplishment.