



Volume 9, No. 2 • Fall 2009

Route To:

The Latest News



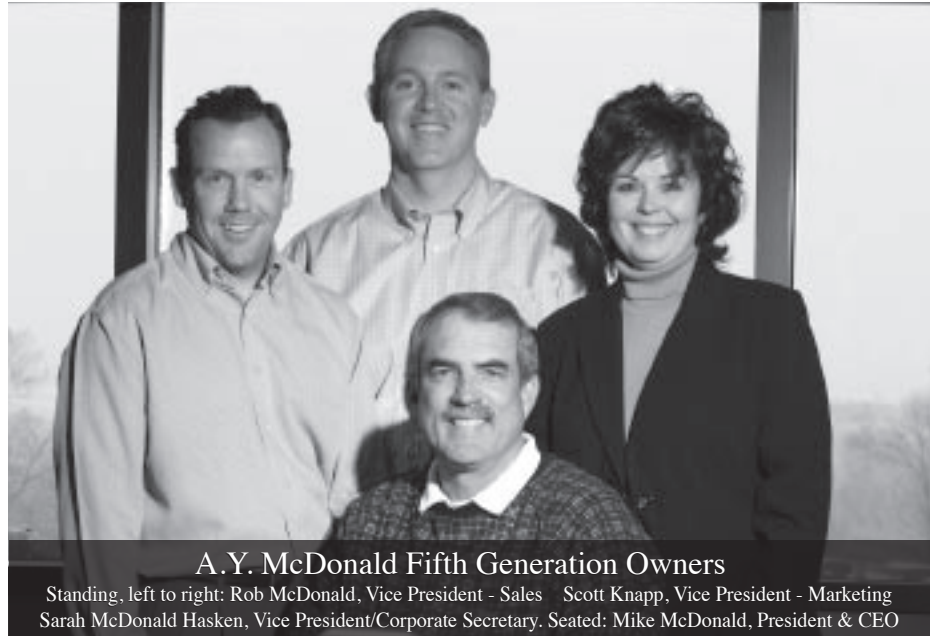
A.Y. McDonald will soon introduce a line of No-Lead brass threaded fittings similar to our existing line of brass threaded fittings in our Plumbing product line. This product will immediately address the new California legislation requiring No-Lead brass in all potable water installations effective January 1, 2010.

Did you know...



...between A.Y. McDonald and its sister company, Cambridge Brass, our organization sells more No-Lead brass than the rest of the industry combined? Whether you are currently buying no-lead brass or will be in the future, don't leave it to chance. Go with the leader in No-Lead brass!

Deal with the Owners!



A.Y. McDonald Fifth Generation Owners

Standing, left to right: Rob McDonald, Vice President - Sales Scott Knapp, Vice President - Marketing Sarah McDonald Hasken, Vice President/Corporate Secretary. Seated: Mike McDonald, President & CEO

In today's world, there are many nameless, faceless business owners. They choose to stay behind the scenes collecting their profits without ever interfacing with the most important person in their organization: the customer! When a concern arises for the customer, they are required to go through normal channels dealing with people who may or may not be concerned if the customer ends up satisfied. And then there is A.Y. McDonald.....

At A.Y. McDonald, we take pride in the fact that we are a family owned and operated business. In fact, we celebrate it! We are proud of our many employees who are part of the extended McDonald Family and who take care of our customers just as any owner would.

But what sets our company apart from most is that when you need an answer, you have the ability to talk to the owners at A.Y. McDonald. We all answer our own office phones and our cell phone numbers are on our business cards. We all travel in the field on a regular basis to meet with our customers as well. We want to be accessible to our customers and hear what we are doing right and what other things we could improve upon. As you have heard many times before, at A.Y. McDonald, "the customer is the boss" and when the "boss" wants to talk, we will always listen. Isn't that the way it is supposed to be?

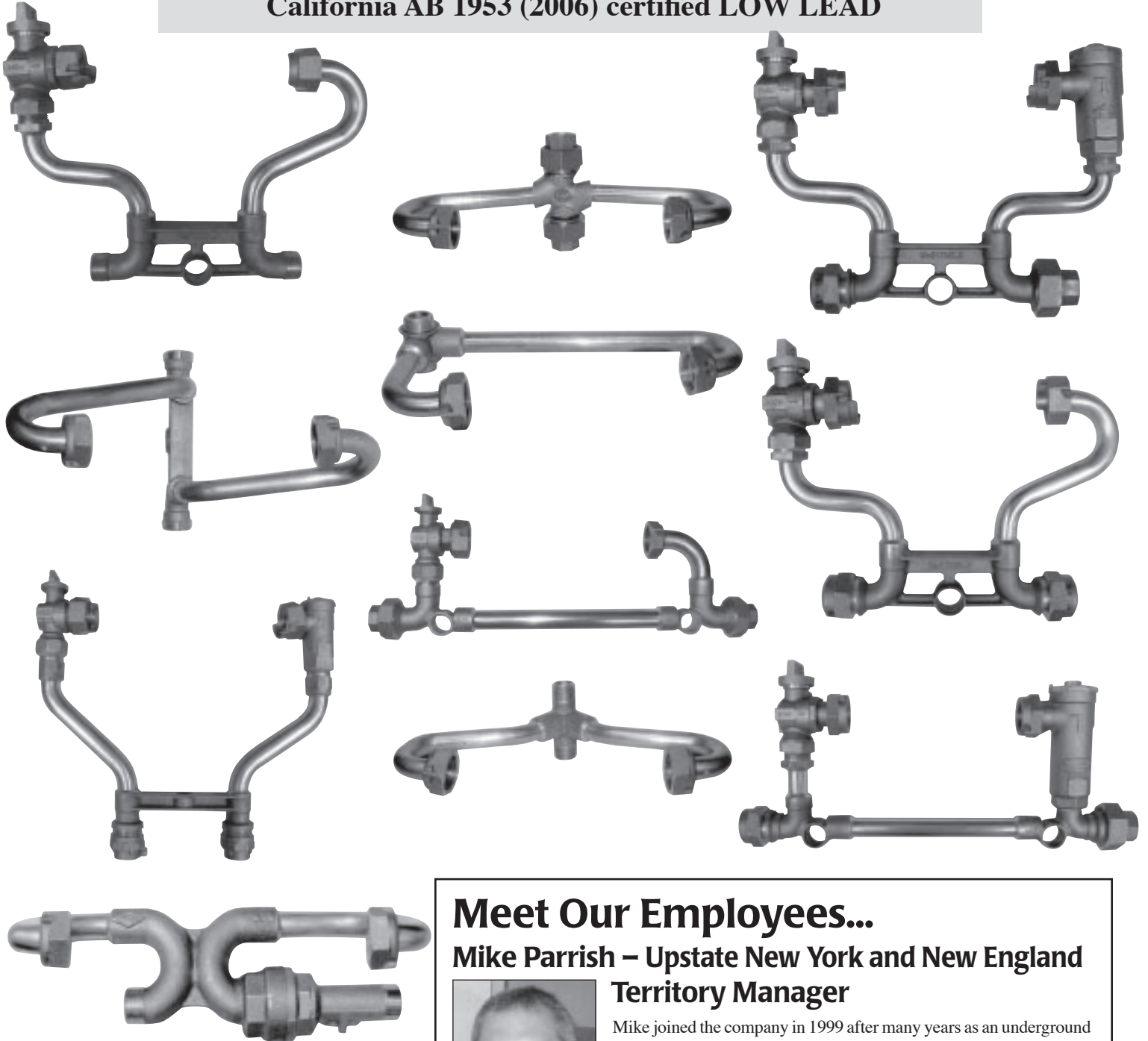
On behalf of the stockholders and employees of A.Y. McDonald, "Thank you" for the opportunity to serve!

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

LOW LEAD BRASS METER SETTERS

AY McDonald Mfg. Co. is the *first and only* Water Works Brass manufacturer to produce 5/8", 5/8"x3/4", 3/4" and 1" Water Meter Setters that are certified by an independent laboratory to meet the following LOW LEAD BRASS standards (see <http://www.truesdail.com/documents/ANSI-AYMcDonald.pdf> for additional information).

ANSI/NSF 61-8 (2008) Annex F • ANSI 61-8 (2008) Annex G
California AB 1953 (2006) certified LOW LEAD



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

Meet Our Employees...

Mike Parrish – Upstate New York and New England Territory Manager



Mike Parrish

Mike joined the company in 1999 after many years as an underground utility distributor salesman in New York. Mike's blend of enthusiasm and industry know-how makes him a valuable resource to his customers. Mike has been married to Diane for 20 years and together they have 2 daughters, Jennifer and Emily, both in high school. In his spare time, Mike likes to golf and spend time watching the horses at Saratoga Springs Race Track.