



## The Certainty of Uncertainty

by Scott Knapp

As 2022 roars on and we hit the heart of the construction season, we hear more and more people asking themselves, “How long can this pace continue?” Every day there are new reports and pieces of data pointing to stresses that are being placed on the economy that roared past 2021 and into early 2022. Continued supply shortages, inflation, fuel prices, rising interest rates, bear markets, and talks of recession are only a few of the topics that has everyone continuing to wonder how long this extraordinary demand will continue. The crystal ball is being replaced with a roulette wheel, while the only thing growing faster than demand and lead times is the uncertainty of the future.

The previous winter issue of Connections spoke about A.Y. McDonald’s “WMS” initiative, which stands for “Where’s My Stuff?” and is simply focused on our efforts to get more product out the door to our customers. We are driven by the fact that “The Customer is the Boss.” Those are not just words; they are at the core of our values and what gives us purpose and focus. To that point, we are adding to our family of co-workers at a pace we have never seen before. Our capital investments are surpassing any historical benchmarks. Most importantly our collective team is working together to continue to find creative ways to get the most out of the resources we have, resulting in increased production and shipments.

While we are all extremely proud of the work we are doing to take care of the boss, we realize that our efforts aren’t being felt out in the field. Output continues to grow at a record pace as does demand. While this trend continues, the desired relief of improved lead times will remain a challenge.






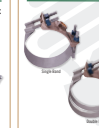







Although yet to be seen by our industry, signs of economic slowdown loom. Despite this fact, we remain focused on the long-term and continue to press forward with efforts that expand our output. The unprecedented investments being made today will benefit us all in the years to come. As others may choose to hedge and wait, we choose to plan and press on.

As a 166-year-old company, we’ve succeeded by supporting the people of the industries we serve. We call it taking care of the Boss. This simple philosophy gives us the freedom to be bold, even when the threats of uncertainty loom. Whatever the future brings, we will be there for our bosses and we will navigate the uncertainty together. Thank you for being our Boss!

## Come See Us in Person at an Upcoming Show!

A.Y. McDonald may be coming to a town near you. Below is a list of upcoming conferences our experts will be attending from all over the country. Visit the trade shows section of our website to view a frequently updated list of events. <https://aymcdonald.com/post/ay-mcdonald-tradeshows>

Louisiana Rural Water – Lake Charles, LA	7/18 – 7/21	Georgia Association of Groundwater Professionals – Savannah, GA	9/16 – 9/17
LGA, Louisiana Gas Association: 2022 Pipeline Safety Conference – New Orleans, LA	7/18 – 7/21	Arkansas Gas Association Annual Conference – Little Rock, AR	9/18 – 9/20
One Water Ohio (AWWA + WEA) – Cleveland, OH	7/25 – 7/27	104th Texas Water Utilities Association (TWUA) Annual School – Corpus Christi, TX	9/27 – 9/29
2022 FRWA Annual Conference – Daytona Beach, FL	8/8 – 8/10	Water Distribution Conference – Addison, IL	9/28
Tri-State Seminar – Vegas, NV	8/8 – 8/11	Dubuque Fall Conference – Dubuque, IA	10/4 – 10/5
MEA Conference & Exhibition – Omaha, NE	8/9 – 8/11	WEFTEC 2022 – New Orleans, LA	10/8 – 10/12
Michigan Rural Water Association Outdoor Expo – Brooklyn, MI	8/11	ILRWA Northern Conference – Rockford, IL	10/11 – 10/12
Michigan Groundwater Association Board Meeting – Mackinac Island, MI	8/12 – 8/13	VRWA Expo 2022 – Fishersville, VA	10/17 – 10/19
WRGC Conference & Exhibition – Scottsdale, AZ	8/22 – 8/24	California-Nevada AWWA Section Annual Conference – Sacramento, CA	10/24 – 20/27
2022 Oklahoma Gas Association OGA Annual Conference – Norman, OK	8/29 – 8/31	Indiana Groundwater Association Biennial Convention & Trade Show – Michigan City, IN	10/27 – 10/28
Tri-Association Conference (Tri-Con) – Ocean City, MD	8/30 – 9/2	Missouri Rural Water Association (MRWA) Conference – Osage Beach, MO	10/27 – 10/28
AWWA WaterJAM 2022 – Virginia Beach, VA	9/12 – 9/15	Florida Section AWWA – Orlando, FL	11/27 – 12/1
Okoboji Fall Conference – Okoboji, IA	9/13 – 9/14	Indiana Section AWWA Water Institute – French Lick, IN	12/6 – 12/8
Oklahoma Rural Water Association (ORWA) Conference – Hulbert, OK	9/14 – 9/15	National Groundwater Association (NGWA) 2022 Groundwater Week – Las Vegas, NV	12/6 – 12/8

<b>E-SERIES DuraMAC BOOSTER PUMP</b> LAUNCHED <b>NOVEMBER 2017</b>  INNOVATION CENTER	<b>TELESCOPING METER FLANGE</b> LAUNCHED <b>NOVEMBER 2017</b> Patent Pending  INNOVATION CENTER	<b>A.Y. McDONALD WEBSITE</b> LAUNCHED <b>NOVEMBER 2017</b> With online ordering capabilities aymcdonald.com  INNOVATION CENTER	<b>ADJUSTABLE METER PIT</b> LAUNCHED <b>JUNE 2018</b>  INNOVATION CENTER	<b>INTEGRAL CORP/SADDLE</b> LAUNCHED <b>JUNE 2018</b>  INNOVATION CENTER	<b>NO-LEAD SADDLE</b> LAUNCHED <b>JULY 2018</b>  INNOVATION CENTER	<b>RANGER FITTINGS</b> LAUNCHED <b>APRIL 2019</b>  INNOVATION CENTER	<b>METER SET ASSEMBLIES</b> LAUNCHED <b>APRIL 2019</b>  INNOVATION CENTER	<b>MAGNETIC LIDS</b> LAUNCHED <b>APRIL 2019</b>  INNOVATION CENTER	<b>Telescoping Meter Swivel Nut</b> LAUNCHED <b>March 2020</b>  INNOVATION CENTER	<b>Specifications Consultant</b> LAUNCHED <b>August 2021</b>  INNOVATION CENTER	<b>Predictive Maintenance-Foundry</b> LAUNCHED <b>December 2021</b>  INNOVATION CENTER	<b>AutoDRIVE</b> LAUNCHED <b>December 2021</b>  INNOVATION CENTER
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## Innovation News

### The Power of Listening

A.Y. McDonald's Innovation Department has access to many resources that bring product concepts to life – but it means nothing if we don't create useful solutions. To this point, we spend a lot of time and effort listening to our customers and their pain points in order to better understand how to make their jobs easier. The TITAN bolt that will soon be added to a number of our service saddles (located in the water works section of this newsletter) serves as a perfect example of the power of listening. In June, we showcased this product enhancement at our booth for the 2022 American Water Works Association Annual Conference and Exposition (AWWA ACE) in San Antonio, TX. Customers and visitors to our booth were able to be hands-on, using cordless impact drivers to tighten down bolts and watch the plastic head snap off. Then they were shown with a digital torque gauge that the correct torque range was accomplished every time. Tight. Right. Every time. The best tool we have in innovation is our ability to really listen and then turn that into action, with the goal of solving problems for the people we serve. This even applies to our own co-workers. Feel free to test this out by sending in your ideas or major pain points on the job to [innovations@aymcdonald.com](mailto:innovations@aymcdonald.com).



### How A.Y. McDonald Teaches Innovation to Younger Minds

There are many ways A.Y. McDonald co-workers donate their time in the community, including opportunities to help coach and mentor college students. Our own Innovation Product Manager, Kelly Breitbach, presented to a Loras College class on May 23, led by Doug Gambrell, Associate Professor of Business Administration. During this time, she shared insights about innovation and how it is applied in a real-world setting.

Since 2018, Kelly has presented to several of Doug's classes and has thoroughly enjoyed the experience and opportunity to connect with young people who have showed an interest in a career in innovation. These partnerships A.Y. McDonald is developing with local colleges and other organizations not only help them, but it also helps A.Y. McDonald share our story and hopefully encourage young people to look at the company as a possible home when they begin their career!





## Industry News

### Running Remedies

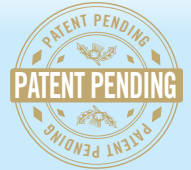
Water is one of the most vital resources for human life, yet about 2.2 billion people don't have access to safe water. In response, over the course of this last year, researchers have found innovative and incredibly cost-effective ways to treat drinking water. These solutions include inexpensive hydrogels, metal-filtering foam, solar-powered purification, and more. <https://www.waterworld.com/drinking-water/potable-water-quality/article/14275395/running-remedies>

## New Product Enhancement

**TITAN**  
TIGHT. RIGHT. EVERY TIME.

### NEW TITAN Bolt

You spoke and we listened. Starting this fall, a number of our service saddles will automatically come with a new innovative bolt that protects the saddle from being over torqued. Better known as the TITAN, this patent pending bolt includes an integrated plastic break away bolt head designed to break off at the correct torque, thus eliminating over-torquing when installing a service saddle. The TITAN will be incorporated on all A.Y. McDonald 2" - 8", single-bolt, single-hinged, Brass Service Saddles, 3/4" or 1" taps that includes models 3891, 3892, 3895, 3896. The TITAN bolt works with impact drivers, so no torque wrench is required, leading to a more efficient process than ever before! Please note that the bolt itself is the same silicon bronze material that is currently utilized on these saddles. <https://aymcdonald.com/search?query=brass+hinged+Service+Saddles+&amex=>



## Featured Products

### Adjustable Coil Meter Pit Assembly

With the ability to be adjusted at the top after the pit has been installed, A.Y. McDonald's patent pending 795 Series Top Adjustable Coil Meter Pit Assembly is unlike any other product on the market today. Experience innovation at play with a product designed to provide up to 18" of adjustability on 15" and 18" diameter PVC due to the addition of a molded poly top onto the PVC pipe.

<https://aymcdonald.com/search?query=adjustable+coil+pit>

Video: [https://www.youtube.com/watch?v=Qx\\_5mb2FVrA](https://www.youtube.com/watch?v=Qx_5mb2FVrA)



## New Products



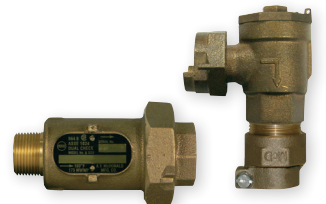
### NEW 6133CTS Drawn Insert Stiffeners

A.Y. McDonald's 6133CTS drawn insert stiffeners are made of 304 stainless-steel material and manufactured using a deep drawn press process, compared to our rolled stiffener with an interlocking puzzle design (6133T). The 6133CTS fits on Polyethylene ASTM D2737 SDR 9, Polybutylene ASTM D2666 SDR 9, and PEX Tubing ASTM F876 SDR 9. <https://aymcdonald.com/search?query=insert+fitting>

## Blog

### A.Y. McDonald Water Works Check Valves and Backflow Prevention

Protecting our drinking water supply is a top priority for water providers. One of the ways in which this is achieved is through backflow prevention with the installation of a check valve after the water meter. A.Y. McDonald water works valves are constructed of brass and include a variety of configurations and applications. <https://aymcdonald.com/post/ay-mcdonald-water-works-check-valves-and-backflow-prevention>



### Meter Setter Union Connections

One common meter setter service line connection option is the union, which allows different types of service line connections to be joined onto the meter setter. Read about the functionality and purpose of a meter setter union connection, along with how to order an A.Y. McDonald meter setter with this option. <https://aymcdonald.com/post/meter-setter-union-connections>

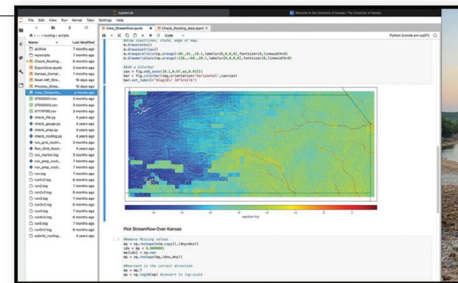




## Industry News

### Predicting Future Water Supply

Researchers at the University of Kansas School of Engineering are set to begin a two-year project aimed at creating models using projected climates to help state officials better allocate water. The proposed research will expand the models currently used by the Kansas Water Office that are largely based on data recorded during a 1950s drought. Though this work will focus on Kansas specifically, the strategy used and the ending results may benefit municipalities across the country. <https://www.mswmag.com/editorial/2022/05/predicting-future-water-supply>



## New Product

### **NEW** 25000 Series 4" Thermoplastic 5-25 GPM Submersible Pump



A.Y. McDonald offers a full line of 4" submersibles ranging from 1/2 through 2 horsepower (HP), with flow rates ranging from 5 through 25 gallons per minute (GPM). Our 25000 Series includes a thermoplastic discharge head and offers peak capacity performance in 5, 7, 10, 15, 20, and 25 GPM models. All 4" assembled submersible pumps are supplied with grounded leads meeting the National Electrical Code (N.E.C.) specifications. The 25000 Series is powered by A.Y. McDonald stainless steel motors. <https://aymcdonald.com/search?query=25000&amex=>

## Blog

### The Starting Point to Properly Sizing a Sump Pump

The installation of a sump pump to a home or building can lead to many benefits – but only if it's properly sized for the application. An incorrectly sized sump pump, or a pump that is not installed properly, will most likely lead to inefficiencies. Learn the information required to properly size a sump pump that can then be applied to find the manufacturer's performance curve that matches best. <https://aymcdonald.com/post/the-starting-point-to-properly-sizing-a-sump-pump>



### AutoDRIVE: The VFD That Makes Your Life Easier



Easy to select, easy to install, and easy to set up. The AutoDRIVE allows the submersible pump and motor to provide constant pressure in well applications. This innovative solution also provides energy savings and allows for use of a smaller pressure tank. An additional benefit is the protection of the well pumping system. <https://aymcdonald.com/post/autodrive-the-vfd-that-makes-your-life-easier>



## Industry News

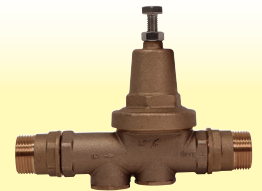
### Woman Documents Plumbing Journey Through Social Media

As of 2021, 11% of women make up the construction industry, according to the U.S. Bureau of Labor Statistics. Companies such as Reliance Worldwide Corporation (RWC) have joined the effort to support women in the trades, especially plumbing. Anna Pearson, a plumbing apprentice in Las Vegas, uses her social media platforms to document her journey and promote the plumbing trade. <https://www.plumbermag.com/how-to-articles/reliance-employee-worldwide-industry/woman-documents-plumbing-journey-through-social-media>

## New Products

### **NEW** 72600M NL Pressure Reducing Valves

A.Y. McDonald has added the 7600M 3/4" x 7.50" to the No-Lead Pressure Reducing Valve product line. These compact valves are designed to protect a water supply system and its components by reducing water pressure to a reasonable and safe level. With their versatility of installation and many design features, A.Y. McDonald Pressure Reducing Valves can be used in numerous water system applications. <https://aymcdonald.com/search?query=72600M&amex=>

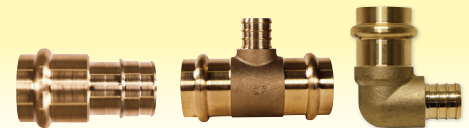


### **NEW** Val-Matic® Air Release and Combination Air Valves

A.Y. McDonald is excited to offer the Val-Matic® Air Release Valve and Combination Air Valves, which are manufactured in accordance with the rigorous industry requirements given in the AWWA Standard C512. These valves perform two important functions in a piping system: maintain system design efficiency and provide system protection. From the float material to the shape of the body, Val-Matic® Air Valves are designed for optimum performance and are NSF 61 and 372 certified for use in drinking water applications.

### **NEW** 71990P & 71990EXP 90° Elbows Press x PEX

The new 71990P & 71990EXP 90° Elbows Press x PEX bring A.Y. McDonald's no-lead Press Fit Fittings product line to a new level. Both the 71990P and 71990EXP include sizes ranges of 1/2", 3/4", 3/4" x 1/2", 1", 1" x 3/4". Press Fit Fittings are quick to fit and the slimline design gives a secure, permanent joint that can't be tampered with. <https://aymcdonald.com/search?query=71990&amex=>



## Promotion - Plumbing Freight Program



A.Y. McDonald qualification levels for freight will be prepaid and allowed by Seller on orders that meet or exceed the \$1,300 net prize qualifier on Plumbing products.

- Net prices reflect list prices less applicable discounts
- May be combined with Pump Accessories
- Once an order qualifies for freight in any product group, other products on your order ride free (excluding Tanks and Pit Setters)
- Additions to freight allowed orders will NOT be allowed once the original order is on board or a partial shipment has been made against the original order
- Freight qualifiers are subject to change without notice

## Blog

### Should Plumbing Companies Offer Virtual Appointments?

For some plumbing companies, virtual appointments have become a convenient option for homeowners. From faulty water heaters to jammed garbage disposals, many plumbing calls can be addressed through these virtual visits. But however beneficial this route appears on paper, it may only benefit the homeowner. Read up on possible pros and cons from the plumbing company's perspective to providing virtual appointments. <https://aymcdonald.com/post/should-plumbing-companies-offer-virtual-appointments>



**Industry News**

**Green Hydrogen Questioned as Utilities, Advocates Add to Energy Transition Option**

Hydrogen can be blended with natural gas made with renewable electricity. The current energy crisis in Europe, increasingly heightened by conflict in Ukraine, has also given hydrogen more attention. As an economical route for power generation and heating, members of the industry come together to discuss the pros and cons of the blended hydrogen. <https://www.naturalgasintel.com/green-hydrogen-questioned-as-utilities-advocates-add-to-energy-transition-options/>

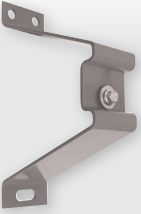
**Energy Sustainability & Low-Emissions, APGA & the APGA Research Foundation Lead R&D Efforts**

The natural gas industry has a long history of reliability and innovation and is committed to continual improvement. The APGA (American Public Gas Association) Research Foundation (RF) is partnering with the Gas Technology Institute (GTI) to research and develop practices and innovative equipment to further reduce emissions and improve appliance efficiencies. The purpose is to make natural gas an even more environmentally friendly fuel. [https://www.thesource-digital.com/pgaq/0222\\_summer\\_2022/MobilePagedArticle.action?articleId=1781164#articleId1781164](https://www.thesource-digital.com/pgaq/0222_summer_2022/MobilePagedArticle.action?articleId=1781164#articleId1781164)



**New Product**

**NEW Meter Bar Bracket**



A.Y. McDonald now offers Meter Bar Brackets that make for a convenient installation due to the bracket's safety and durability benefits. These brackets are typically used to support natural gas meter service installations in residential, commercial, and industrial applications. Meter Bar Brackets need to be durable and withstand the elements of our environmental conditions for many years into the future. They are manufactured from heavy gauge, hot rolled steel for durability, and feature a gray, polyester powder-coated surface for superior corrosion resistance. <https://aymcdonald.com/search?query=649-T-44&amex=>

**Featured Product Enhancement**

**ArmorGalv®**

Thanks to ArmorGalv® thermal-diffusion zinc coating, corrosion protection just went from better to best. A.Y. McDonald natural gas products have received an upgrade as this coating option makes for an environmentally friendly and long-lasting finish. ArmorGalv® is uniformly applied on all external and internal surfaces to create a bond with the casting, truly enhancing the end result. View this video to learn exactly what makes ArmorGalv® so effective: <https://www.youtube.com/watch?v=1TLe3Qp4CBI>



**Blog**

**How to Properly Recognize and Respond to Utility Scams**

Utility scams are defined as fraudulent acts where a perpetrator calls, emails, or arrives unannounced at a utility customer's house in an attempt to take money or sell unnecessary energy accessories through misrepresentation. For numerous reasons, utility scams are on the rise across the country. While water, electric, and gas utilities can't necessarily stop these scams from happening, it may be beneficial to become familiar with the details surrounding the potential scenarios in order to warn customers of what to look out for and how to respond. <https://aymcdonald.com/post/how-to-properly-recognize-and-respond-to-utility-scams>

