

A.Y. McDonald

CONNECTION



Volume 1, No. 8 | Winter 2022

Work Harder and Smarter

by Scott Knapp



If anyone had predicted a year like 2021, they certainly didn't share it with anyone. Skyrocketing demand mixed with supply chain challenges and a pandemic-induced people shortage has led nearly every industry and business to cast their business plans aside and focus on one thing: getting product out the door. At A.Y. McDonald, we call that "WMS", which stands for "Where's my Stuff?". You can certainly insert another "S" word, and many do. Others add colorful adjectives between "my" and "stuff". Regardless of how you state it, when you live by the core value of, "The Customer is the Boss," and the boss is demanding more than anyone ever predicted, you have to step up and respond.

For our company, addressing "WMS" has meant recruiting hundreds of new co-workers to join the A.Y. McDonald family and we are recruiting in very unconventional ways. This 166-year-old family business has a very compelling story to tell, and we are constantly finding ways to separate ourselves from other potential employers. We are also being creative with our throughput, finding ways to get more from the resources we have as well as investing in capital to support our growing needs. We are investing in our supply chain wherever possible so that we minimize supply chain disruption. Finally, we are striving to offer greater transparency to our customers. The more information you have, the better we can both plan ahead. In short, everyone is working harder, but we are also working smarter because, frankly, we have to in everything we do. In fact, this edition of The A.Y. McDonald Connection Newsletter is even focused on products to make the installer's life easier.



A.Y. McDonald has no silver bullet to the challenges that lie ahead for us all. If there was an easy fix, we'd all have fixed it by now. 2022 will be a challenge for us all and together we will outperform the competition. With a lot of toil and sweat, we may even surprise ourselves and take it to a level the other guys can't even understand. Happy New Year to all!

Blog

The Safety Aspect of Bypass Technology

While COVID-19 has impacted our personal lives, it has also affected jobs and the way in which they are performed – but, with bypass technology, it doesn't necessarily have to. One of the selling points to bypass is that it eliminates the need to enter a customer's premises, which means the elimination of the spread of germs. Learn additional safety benefits to bypass technology for gas utility workers. <https://aymcdonald.com/post/the-safety-aspect-of-bypass-technology>

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Featured Solution:

Bypass Technology

Gas utilities are always looking for new ways to simplify the necessary services performed on a meter while also making the process even safer. As a tough challenge to conquer, natural gas product manufacturers understand that not just any solution will suffice...until bypass technology came along. Since 2006, A.Y. McDonald has been providing products that contain a bypass option and we're not slowing down anytime soon. This solution comes with no loss of pilot lights, no interruption of service or loss in flow capacity, and the gas supply is always ready and regulated to the correct pressure. Below are some of our current bypass product options:



• Regulated Hose Kit

- The innovative kit is designed to provide technicians with a safe and easy way to bypass at the job site and comes without the need for an external tank to be transported in order to perform a meter set inspection, maintenance, meter change out, regulator, riser valve, or sample testing. <https://aymcdonald.com/search?query=Regulated+Hose+Kit+--+Kits-RHK>
- AYU course: <https://aymcdonald.com/#/online-courses/c82a7d4d-df8a-4c6a-b5be-ef77ca6dedb4>

• Portable Bypass Kit

- Experience safety and convenience when bypassing a meter for inspection, maintenance, or meter change outs with A.Y. McDonald's new Portable Bypass Kit. Staying true to its name, this durable and lightweight kit can be used with our angled body valves and also our bypass bars, allowing continuous service to the customer. <https://aymcdonald.com/search?query=Portable+Bypass+Kit+--+Kits-PBK>
- AYU course: <https://aymcdonald.com/#/online-courses/73eaa9d4-69c2-4668-ac77-3b931a13d98d>



• Residential Bypass Meter Bar

- While there are multiple natural gas distribution meter bars, A.Y. McDonald is the only one to create a patented, self-contained residential bypass meter bar, recognized as our 6410 series. This means there is no need for additional hoses, regulators, bottles, or any special tools. <https://aymcdonald.com/search?query=6410>
- AYU course: <https://aymcdonald.com/#/online-courses/01b9add8-3c92-43d8-9ba1-592b7cd93cbb>

• MSAs

- In 2019, A.Y. McDonald's natural gas product line introduced meter set assemblies (MSAs), which allow us to provide our manufactured components that make up a gas meter set assembled into one unit. The MSA comes with bypass technology when ordered with an inline bypass ball valve on the inlet and an inline or angle bypass ball valve on the outlet.
- AYU course: <https://aymcdonald.com/#/online-courses/8a4997ea-bed0-4891-8d8a-b64698b9d2ef>



• Bypass Angle and Inline Ball Valves

- Experience a precision machined product and bubble tight leak protection both open and closed with A.Y. McDonald's Bypass Angle Ball Valve. Ball valves offer the added feature of lower and more closely controlled operating torques for the life of the valve. The brass ball rides between two PTFE port seals that require no lubrication while the stem has a double O-ring seal and cannot be removed from the valve. <https://aymcdonald.com/search?query=angle+ball+valve&categories%5B%5D=Natural+Gas+Valves&amex=>
- The Bypass Angle Ball Valve also comes with an inline option: <https://aymcdonald.com/search?query=Inline+Bypass+Vlv+Insul&amex=>

