A.Y. McDonald Industries

CONNECTION

THE CUSTOMER A.Y. McDONALD INDUSTRIES IS THE BOSS

Summer 2026

Chief Executive Officer, A.Y. McDonald Industries

Making it Easier to Do Business with A.Y. McDonald

by Rob McDonald

The first thing you probably noticed about this edition of the newsletter is the different logo and branding at the top of the page. With this publication, we are introducing a format that features the entire "family of brands" under the A.Y. McDonald Industries umbrella.

In past editions, this newsletter focused primarily on A.Y. McDonald Mfg. Co. It's time to broaden that focus and include all the quality products our company offers across the water works, natural gas, and plumbing industries.

Our family of brands includes the following companies and product lines:

- **A.Y. McDonald Mfg. Co.***– Water Works Brass, Plumbing, and Natural Gas
- **Cambridge Brass** – Water Works Brass
- **Val-Matic Valve & Mfg.** – Small and Large Valves (Air Release, Check, Ball, Butterfly, Plug) for the Water and Wastewater industries
- **JCM Industries** – Pipe Fittings and Fabrications for the Repair, Connection, and Branching of all types of Pipes, Large and Small

A.Y. McDONALD INDUSTRIES

170 YEARS 1856 - 2026 | 120 ANNIVERSARY 1905 CAMBRIDGE BRASS 2025 | VAL-MATIC 1966 60 YEARS 2026 | JCM INDUSTRIES 1976-2026 50 YEARS

FAMILY OF COMPANIES

400 YEARS IN THE WATER WORKS INDUSTRY

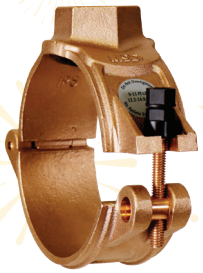
** Chicago Fittings products (risers and fittings for the natural gas and propane industries) are now incorporated into the A.Y. McDonald Mfg. Co. natural gas and plumbing product lines.*

This family of companies was acquired by the McDonald family over the last 20 years. Each of these facilities was a family business, either when it joined A.Y. McDonald or at some point in its long history. With a combined 400 years of experience across these four companies, you can count on quality products designed and tested to stand the test of time… every time!

The customer is the boss at A.Y. McDonald Industries. As our customer, we are thrilled to have you as our boss. We work for you and will continue to earn and excel in our position with your organization.

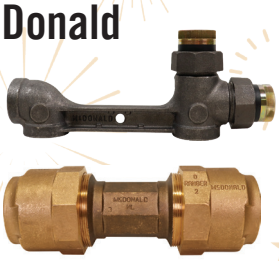
Please enjoy this edition of the A.Y. McDonald Industries Connection newsletter and all the great information within it!

INNOVATION



From Insight to Impact: Ten Years of Innovation at A.Y. McDonald

In April 2026, the A.Y. McDonald Industries Innovation Center celebrated its 10th anniversary. This indicates an entire decade of turning customer insight into real-world solutions. Built on a legacy dating back to 1856, the Innovation Center helps drive safer, smarter, and more efficient products for the water works, plumbing, and natural gas industries. At the heart of that innovation is a clear why: making life easier and better for customers and end users every day.



TRADE SHOWS

Come See Us in Person at an Upcoming Show!

A.Y. McDonald Industries' subsidiaries may be coming to a town near you. We like to share any upcoming conferences our experts will be attending from all over North America. Visit the trade shows section of our websites to view this frequently updated list of events:

McDonald = ●
Cambridge Brass = ○
Val-Matic = ▲
JCM Industries = ■

A.Y. McDonald: CLICK HERE

Cambridge Brass: CLICK HERE

Val-Matic: CLICK HERE

JCM Industries: CLICK HERE

9/9 - 9/11	Illinois Potable Water Supply Operators Association (IPWSOA) 94th Annual Conference - Springfield, IL	● ■
9/13 - 9/17	Water Jam - Virginia Beach, VA	● ○ ▲
9/14 - 9/16	Intermountain American Water Works Association (IMS AWWA) - Logan, UT	● ○ ▲ ■
9/14 - 9/17	NATURAL GAS: Carolina Public Gas Association (CPGA) 2026 Annual Conference – Myrtle Beach, SC	●
9/14 - 9/17	National Rural Water Association (NRWA) WaterPro Association – Phoenix, AZ	● ○ ■
9/15 - 9/17	Minnesota American Water Works Association - Duluth, MN	● ○ ▲ ■
9/21 - 9/24	NATURAL GAS: Tennessee Natural Gas Association Safety Summit - Murfreesboro, TN	● ■
9/22 - 9/23	1st Annual Council Bluffs Riverview Conference - Council Bluffs, IA	● ○ ▲ ■
9/23 - 9/24	Idaho Rural Water Association 2026 Fall Conference - Worley, ID	■
9/26 - 9/30	Water Environment Federation's Technical Exhibition and Conference (WEFTEC) – New Orleans, LA	▲
9/30 - 10/2	Oklahoma Rural Water Association Fall Conference - Hulbert, OK	● ○ ■
10/4 - 10/6	2026 ACWWA (Atlantic Canada Water & Wastewater Association) Annual Conference – Moncton, New Brunswick, Canada	● ○ ▲ ■
10/7	WaterWisePro - Norco, CA	● ○ ▲ ■
10/7 - 10/8	2026 NJ Water Association Annual Conference – Atlantic City, NJ	●
10/18 - 10/21	Virginia Rural Water Association (VRWA) - Fishersville, VA	● ○ ▲
10/19 - 10/20	2026 Rural Water Association of Arizona (RWAAZ) Fall Conference - Prescott, AZ	● ■

10/21	South Central Ontario Waterworks Association (SCOWWA) Fall Conference - Kitchener, Ontario, Canada	● ○ ▲ ■
10/22 - 10/23	Missouri Rural Water Association Fall Conference - Columbia, MO	● ■
10/26 - 10/29	NATURAL GAS: Canadian Gas Association (CGA) - Toronto, Canada	● ■
10/26 - 10/30	Alberta Water & Wastewater Operators Association (AWWOA) Water Week Conference - Edmonton, Alberta, Canada	● ○ ■
10/27 - 10/28	Illinois Rural Water Association (IRWA) Northern Conference – Rockford, IL	● ○ ▲ ■
10/27 - 10/30	North Dakota Water & Pollution Control Conference - Bismarck, ND	● ○ ▲ ■
10/28 - 10/29	Georgian Bay Waterworks Fall Conference - Blue Mountains, Ontario, Canada	● ○ ▲ ■
10/29	2026 Water Week Conference - Edmonton, Alberta, Canada	● ○ ■
11/1 - 11/4	North Carolina One Water Annual Conference - Raleigh, NC	● ○ ▲
11/4 - 11/5	Saskatoon Water Works Association (SWWA) Trade Show 2026 – Saskatoon, SK	● ○ ■
11/2 - 11/4	Water Environment Association of South Carolina (WEASC) Operator Conference – Myrtle Beach, SC	▲
11/9 - 11/12	WASDA Fall Meeting & Partnership Forum 2026 - Indianapolis, IN	● ○ ▲ ■
11/15 - 11/18	South Carolina Rural Water Association (SCRWA) Annual Conference - Myrtle Beach, SC	● ○ ▲
11/29 - 12/2	American Water Works Association (AWWA) Florida Section Fall Conference - Orlando, FL	● ○ ▲ ■
12/1 - 12/3	Indiana Section American Water Works Association (AWWA) 2026 Water Institute - French Lick, IN	●
12/10 - 12/11	Irrigation Show - Las Vegas, NV	● ■

We'll See You There!

EDUCATION

A.Y. McDonald Industries is deeply committed to education and knowledge sharing. This commitment has led to the development of e-learning platforms across multiple subsidiaries, providing accessible, on-demand training opportunities. From product knowledge to industry best practices, these platforms empower users to expand their expertise, stay current with evolving standards, and apply what they learn in real-world applications—all reflecting our dedication to building stronger partnerships through education. Click the logos below to visit each University!

Newest AYU Courses

A.Y. McDonald UNIVERSITY

- CLICK HERE — *Chicago Fittings Product Offering*
- CLICK HERE — *Troubleshooting Natural Gas Regulators*
- CLICK HERE — *A.Y. McDonald American Meter Pilot - Loaded Regulators*
- CLICK HERE — *A.Y. McDonald Remote Shutoff Device - The Commander*
- CLICK HERE — *A.Y. McDonald Commander Remote Shutoff Device Installation and Troubleshooting Tips*

Newest CBU Courses

CAMBRIDGE BRASS UNIVERSITY

- CLICK HERE — *Cambridge Brass Ductile Iron Service Saddles*
- CLICK HERE — *Cambridge Brass Restricted Flow Ball Valve*

Knowledge at Your Fingertips

Newest JCMU Courses

JCM UNIVERSITY

- CLICK HERE — *HDPE Mechanical Pipe Fittings Installation Tips and Tricks*
- CLICK HERE — *High-Density Polyethylene (HDPE) Mechanical Pipe Fittings*
- CLICK HERE — *JCM HDPE Mechanical Pipe Fittings Application Information and Testing*
- CLICK HERE — *Basics of Gaskets – Materials, Storage, and Applications*

VMU Launch

VAL-MATIC UNIVERSITY

Val-Matic University launched on May 1 with 12 courses that are categorized as introductory, intermediate, and advanced. Course topics range from the function of air valves and types of quarter-turn valves to installation recommendations for specific Val-Matic products and valve flanges for waterworks service.

SOCIAL MEDIA

In today's digital world, social media plays a vital role in connecting with customers, providing timely updates, product information, and insights into company culture. A.Y. McDonald Industries recognizes this importance and maintains an active presence across all its subsidiaries, engaging audiences where they are most active. By sharing content on platforms such as LinkedIn, Facebook, Instagram, X (formerly Twitter), and YouTube, each company keeps customers informed, showcases innovations, highlights industry expertise, and fosters meaningful relationships that extend beyond traditional communication channels.

A.Y. McDonald Mfg. Co.	Cambridge Brass	Val-Matic	JCM Industries
CLICK HERE	CLICK HERE	CLICK HERE	CLICK HERE

WATER WORKS

NEW PRODUCTS

FULL CONTROL. NO TRUCK ROLL.
COMMANDER
Featuring Streamline Technology

YouTube

Meet the Commander *How to Install*

A.Y. McDonald Commander Remote Shutoff Device

Water utilities face ongoing pressure to improve efficiency, better customer service, and protect revenue with limited resources. A.Y. McDonald's Commander remote shutoff device gives utilities secure, remote control of water service at the meter without truck rolls. By retrofitting existing ball valves, it helps reduce labor, improve response time, and support smarter, more efficient water system management for both utilities and the customers they serve.

BLOG
Blog

CLICK HERE

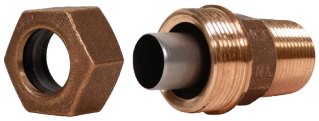
A.Y. McDonald Cert-In Male Adapter with Integrated Insert Stiffener

BLOG
Blog

CLICK HERE

The new A.Y. McDonald Male Adapter with Integrated Insert Stiffener simplifies plastic service line connections by eliminating the need for a separate stiffener. Built directly into the fitting, it helps reduce installation time, prevents missed components, supports reliable compression performance, and maintains warranty compliance. Available in 3/4" and 1" sizes, this solution delivers easier installation and dependable field performance.

Cert-In
CERTAINTY YOU CAN COUNT ON



NEW VIDEO

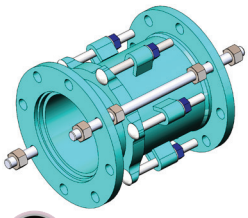
Connecting Your Community - Four Brands, One Mission

From the water plant to transmission and distribution mains to the service laterals that deliver water to homes and businesses, every step of the municipal water system matters. That's why A.Y. McDonald, Cambridge Brass, Val-Matic, and JCM Industries work together as a family of brands supporting utilities across the country. With 400 years of combined experience, we're proud to help make water work and to support the communities and end users who rely on it every day.

YouTube

FEATURED PRODUCTS

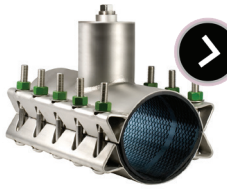
JCM Industries - 309 Dismantling Joint



The nation's aging pipeline infrastructure requires constant updates to maintain reliable service. When a valve or flanged fitting is removed or replaced with a narrower one, a solution is needed to fill the extra space. The 309 Dismantling Joint provides that solution. This fabricated flange x flange fitting features a two-piece telescoping center section that collapses for installation and extends to span the gap between pipe flanges. Long time standard in the industry, demand has surged in recent years, with requests ranging from 3" to 54" sizes. With new equipment, JCM can now supply sizes up to 60" and beyond.

CLICK HERE

JCM Industries - 159 Abandoned Corporation Cap Sleeve



CLICK HERE

Replacing lead lines in aging water systems is a major task, especially in cities with decades-old infrastructure. In older cast iron systems, direct taps often leave abandoned corporation stops in place, which can leak and create water quality risks. The 159 Abandoned Corporation Cap Sleeve solves this by sealing the stop with a watertight gasket and bolted sleeve—an economical safeguard for system integrity. JCM recently introduced the Type 5 Sleeve, a narrower design with modified bolting for installation in tight spaces, rated to 250 PSI.

WATER WORKS

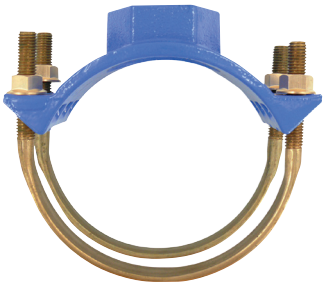
FEATURED PRODUCTS

Cambridge Brass Ductile Iron Service Saddles

Blog

CLICK HERE

Cambridge Brass ductile iron service saddles are designed to create secure, reliable service line connections on water mains while maintaining pipe integrity. Built to AWWA standards, they offer durable performance with pressure ratings up to 200 PSIG and compatibility across various pipe materials. The use of ductile iron provides superior strength and impact resistance compared to lighter materials, making it ideal for demanding underground environments and long-term utility reliability.



YouTube Blog

Click on the icons for more information and videos.

CLICK HERE

Val-Matic Double Offset Butterfly Valve

Val-Matic's American-BFV® Double Offset Butterfly Valve builds on a proven platform to deliver enhanced durability and performance in demanding applications. The double offset design reduces seat friction by allowing the disc to move away quickly during operation, minimizing wear and maintenance. Designed for water systems, it provides low headloss, reliable shutoff, and long service life while helping utilities and end users maintain dependable performance in critical service.

BLOG

Preventing H-Nut Bottoming Out in Pipe Connections

When making pipe connections, installers may encounter "bottoming out" of the Cambridge Brass H-Series compression nut, which can affect connection quality. Proper installation is key as it ensures correct pipe insertion depth, alignment, and tightening helps prevent issues. Avoiding bottoming out supports a secure, leak-free connection and helps maintain overall system performance and reliability.

CLICK HERE

INDUSTRY NEWS

American Water Works Association

AWWA C800-25 Updates

The updated AWWA C800-25 standard introduces key clarifications and improvements that enhance safety, consistency, and long-term performance in water service components. It refines requirements for materials, testing, and product applications, helping utilities and contractors deliver more reliable underground service line valves and fittings while aligning expectations across manufacturers and end users.

CLICK HERE

PLUMBING

PRODUCT ENHANCEMENTS

A.Y. McDonald 2300SSC Clamp Design Change

CLICK HERE

Current *Updated*

A.Y. McDonald is updating the 2300SSC clamps with Oetiker's new, wider PEXGrip® design to provide easier installation and even more reliable performance. This running change began in March/April 2026, with no changes to part numbers or pricing. The improved stainless-steel design delivers a stronger, leak-free seal while remaining fully compatible with existing tools. The 3/8" size will transition later this year.

PRODUCT ENHANCEMENTS

Chicago Fittings CoreCoat+ *(Sold Through A.Y. McDonald)*

YouTube Blog

Click on the icons for more information and videos.

CoreCoat+ is an enhanced coating option for Chicago Fittings risers, designed for harsh underground and high-moisture environments. This chromium-free, water-based coating uses zinc and aluminum flakes to deliver superior corrosion resistance, longer service life, and environmental compliance. With more than 1,000 hours of salt spray resistance, CoreCoat+ helps utilities, contractors, and municipalities reduce maintenance needs and improve long-term reliability.

Chicago Fittings X-Riser® *(Sold Through A.Y. McDonald)*

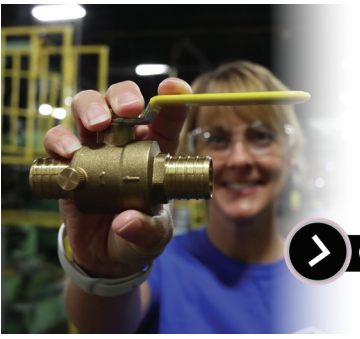
A riser brings natural gas or propane from underground service lines into a building. The X-Riser® is engineered to eliminate below-ground joints by moving the transition above grade, improving accessibility for inspection, maintenance, and installation. This design helps reduce the potential for leaks and corrosion commonly associated with buried connections. Built for durability and long-term performance, the X-Riser® supports safer gas distribution while simplifying compliance with industry standards and best practices.

YouTube Blog AYU Course

Click on the icons for more information and videos.

CLICK HERE

BLOG



The Impact of Aging Infrastructure on Plumbing Systems

Aging plumbing infrastructure increasingly stresses systems, causing leaks, corrosion, reduced water quality, and higher maintenance costs as pipes and components exceed their lifespan. Older systems struggle to meet modern demands, leading to inefficiency, failures, and potential safety concerns. Proactive upgrades, repairs, and material improvements help protect water delivery, reduce disruptions, and extend system life in homes and utilities.

CLICK HERE

INDUSTRY NEWS

PFAS and the Plumbing Contractor: What to Know as Regulations Tighten

Tightening PFAS ("forever chemicals") regulations are reshaping plumbing. Water treatment is becoming a core system requirement rather than an add-on, driving changes in design, installation, and compliance. There is a growing emphasis on water quality, system resilience, and proactive solutions as contractors and manufacturers adapt to evolving standards and customer expectations.

CLICK HERE

NATURAL GAS

NEW VIDEO

A.Y. McDonald Natural Gas – From Main to Meter and Beyond

YouTube

Ever wonder how natural gas safely makes its way to your home? It's a carefully engineered system that depends on the right components at every stage, from underground connections to the meter at your house. With a complete lineup of solutions, A.Y. McDonald helps utilities deliver safe, reliable service from start to finish for the customers and communities they serve.

FEATURED PRODUCTS

AYU Course

CLICK HERE

A.Y. McDonald Meter Set Assemblies (MSAs)

A.Y. McDonald's natural gas meter set assemblies (MSAs) give utilities a convenient, manufactured solution that combines the components of a gas meter set into one assembled unit. When ordered with an inline bypass ball valve on the inlet and an inline or angle bypass ball valve on the outlet, the MSA also includes bypass technology. Customers can also rely on the Tennessee facility's ISO (International Organization for Standardization) 9001:2015-certified quality management system.

BLOG

Key Troubleshooting Tips for Natural Gas Regulators

Natural gas regulators are essential for maintaining safe, consistent pressure in distribution systems, but issues can arise from improper installation, debris, or component wear. Common troubleshooting steps include checking regulator orientation, ensuring vents and orifices are clear, and verifying proper pressure performance. Addressing these issues promptly helps maintain system reliability, reduce safety risks, and ensure consistent gas delivery to downstream applications.

CLICK HERE

INDUSTRY NEWS

AGA's 2026 Playbook Highlights Affordability of Natural Gas

AGA American Gas Association

The American Gas Association (AGA) 2026 Playbook highlights natural gas as a cost-effective, reliable energy source for millions of Americans and businesses. Households save about $1,030 annually compared with electric alternatives, with long-term savings reaching into the billions. Utilities continue expanding service and investing in infrastructure to meet rising demand while maintaining affordability, reliability, and lower emissions through innovation.

CLICK HERE

SALES LEADERSHIP

Sales Leadership Connections Across A.Y. McDonald Industries

As A.Y. McDonald Industries continues bringing its family of companies closer together, sales leadership is helping connect teams, products, and customers in new ways. Recent leadership transitions and expanded responsibilities across A.Y. McDonald Mfg. Co., Cambridge Brass, Val-Matic, and JCM Industries reflect the continued collaboration taking place throughout the organization.

These updates include several sales leaders whose roles and areas of focus have shifted over time, including Will McDonald, Jordan Mays, Michael Healy, Mike McLeod, and Nate Harbin. Some changes are recent, while others have taken shape over the past year. A.Y. McDonald Territory Managers are now supporting A.Y. McDonald, Cambridge Brass, and JCM Industries; Jordan is supporting A.Y. McDonald and the Chicago Fittings product line; Michael brings a fresh perspective as he enters the industry and supports Val-Matic; Will transitioned from A.Y. McDonald to JCM Industries; and Nate oversees natural gas, which now also overlaps with Chicago Fittings.

Mike McLeod
Vice President of Sales
A.Y. McDonald Mfg. Co.
mmcleod@aymcdonald.com
[M] 206.660.8644

Nate Harbin
National Natural Gas Sales Manager
A.Y. McDonald Mfg. Co.
nharbin@aymcdonald.com
[M] 563.581.5116

Jordan Mays
National Plumbing Sales Manager
A.Y. McDonald Mfg. Co.
jmays@aymcdonald.com
[M] 972.989.5399

Michael Healy
Director of Sales
Val-Matic
mhealy@valmatic.com
[M] 815.541.0334

Will McDonald
JCM National Sales Manager
JCM Industries
wmcdonald@jcmind.com
[M] 563.543.5316

This approach is creating a more unified sales experience while preserving the product expertise and customer relationships that make each company successful. As Territory Managers and sales leaders collaborate across product lines, customers can more easily access the broader solutions of A.Y. McDonald Industries. The sales hierarchy below shows how these connections come together across the family of companies:

Mike McLeod
Vice President of Sales

Adam Laver - *Central Regional Sales Manager*
Jess Bergers - *Western Regional Sales Manager*
Jordan Mays - *National Plumbing Sales Manager*
Morgan Promoli - *Northern Regional Sales Manager*
Nate Harbin - *National Natural Gas Sales Manager*
Paul Briggs - *Eastern Regional Sales Manager*

Michael Healy
Director of Sales

Mark Dallacosta - *Regional Sales Manager*
Martin Gustafson - *Regional Sales Manager*
Richard Rocha - *Regional Sales Manager*

Will McDonald
JCM National Sales Manager

Mark Lovitt - *Territory Sales Manager*
Mike Scholz - *Product Specialist*
Roger Riddle - *Product Specialist*
Ryan Burnside - *Territory Sales Manager*

Together, these sales teams reinforce the continued growth and visibility of A.Y. McDonald Industries. By aligning leadership, sharing expertise, and connecting customers with solutions across the family of companies, our co-workers are helping bring the organization closer together while staying focused on what matters most: taking care of the Boss.