

# REFLECTIONS *of* EXCELLENCE



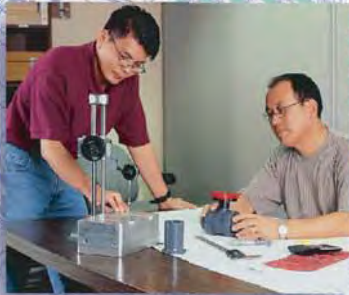
**SPEARS<sup>®</sup> MANUFACTURING COMPANY**  
Plastic Pipe Fittings and Valves





40 YEARS







## Quality, Satisfaction & Service

*"It is the policy and objective of Spears® Manufacturing Company to produce a superior quality product suitable for its intended use with regard to functionality, structural integrity, and conformance to established industry standards and practices. It is the commitment of this Company to meet these objectives in a manner which provides consistency of product quality, optimum availability, and superior customer service, while maintaining efficiency of operations and profitability necessary to perpetuate product improvement and customer satisfaction. Furthermore, it is recognized that the attainment of these objectives is the responsibility of all Company operations according to their respective functions."*



Formed from a small, one-machine shop in 1969, Mr. Wayne Spears has built the reputation of Spears® Manufacturing Company on the cornerstones of providing high quality products, customer satisfaction, and superior service.

Providing customers with the best of what they need, when they need it has always been central to the SPEARS® philosophy.

Today, SPEARS® maintains over one million square feet of manufacturing facilities in four states, nine distribution centers across the USA, and worldwide product distribution to meet the needs of an ever-growing industry.

SPEARS® broad product line offers a complete selection of 1/8" through 12" injection molded fittings and fabricated fittings through 48", many specialty products, and a full complement of manual and mechanically actuated thermoplastic valves in a variety of types, sizes, and configurations. Plus, SPEARS® offers the very best in custom configuration services for special applications including custom fitting and manifold fabrication, custom valve actuation, and special elastomer or material options.

40 YEARS



# — A Way of Doing Business



Backed by over 40 years of both product and process development experience, SPEARS® has become one of the leading manufacturers of thermoplastic valves, fittings, and piping system components. Innovative product designs and improvements, new fitting technologies, and a fully integrated manufacturing system are all a part of SPEARS® ongoing commitment to Quality, Satisfaction, and Service.



Customers worldwide recognize the need for sound Quality Assurance in selection of product manufacturers. This requires determining a level of quality assurance that is as interchangeable and predictable as the products themselves. To meet this need, the International Standards Organization (ISO) developed the (ISO) 9000 series as an international standard of quality management. SPEARS® has proudly certified our Quality Management System to the requirements of ISO 9001 for both design and manufacture of thermoplastic valves and fittings. Our commitment to quality and continual improvement is further reflected in the company Quality Policy.

**ISO 9001 Certified**



Quality Systems Certificate No. 293  
Corporate Facilities, Salinas, CA  
Assessed to ISO 9001: 2000

## A Commitment to Continual Improvement



## ***Welcome to SPEARS®! Your Source for Innovative***

**Quality Products & Service  
Comes from Quality People**

Excellence in manufacturing is the direct result of employee commitment. From design issues to final shipment you'll find a friendly, courteous, and knowledgeable staff eager to meet your needs. Providing the very best in customer service has been the SPEARS® way of doing business for over 40 years. Quality Products & Service Comes from Quality People.

**Fully Computerized  
Inventory & Order  
Management**

Knowledgeable, trained Order Department personnel are always ready to take your order accurately, provide delivery information, or direct your technical assistance needs. SPEARS® can customize your ordering needs with special services, like Electronic Data Interchange (EDI) for streamlined direct order placement, make special drop-shipment arrangements, or even set up Vendor Managed Inventories (VMI). No order is ever too large or too small for SPEARS®!

***New Technologies and the Very Best in Customer***

**40**  
YEARS



**Products.**



**Service.**



# **SPEARS® Fully Integrated Manufacturing System**

**Recognizing Your Needs –  
The 1st Step in Developing  
Innovative Products &  
New Technologies**

**Fully Engineered &  
Design Tested Products**

***Design-Tested Product Development  
Experienced Mold Tooling Construction  
Custom Process Equipment Development  
Product Performance Validation Testing  
In-Process Quality Control***

Developed from over 40 years of proven experience in thermoplastic injection molding, SPEARS® maintains total control of production from concept through final shipment.

Developing innovative products, new technologies, and product improvements starts with learning your needs and concerns. SPEARS® goes the extra distance to find what customers really like and dislike about products, problems with conventional designs, and how they can be improved.

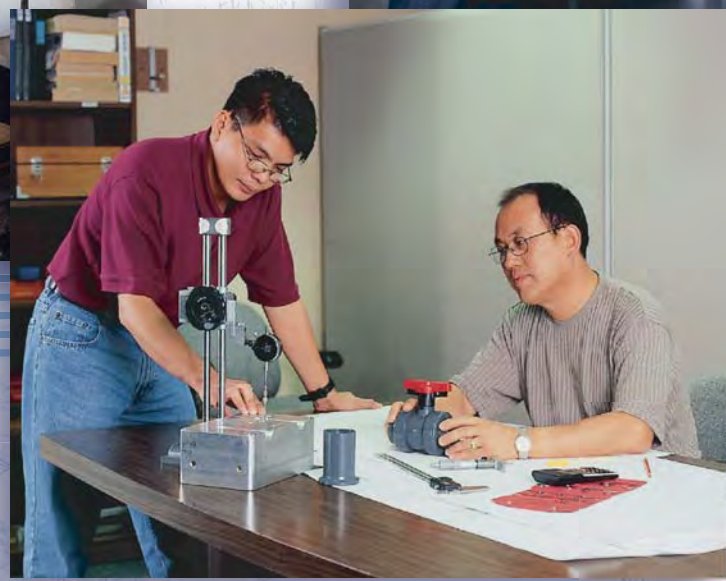
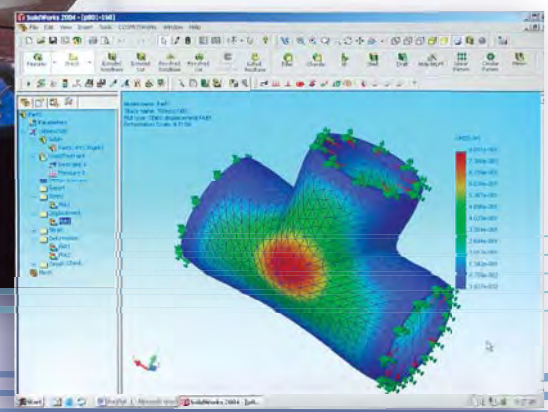
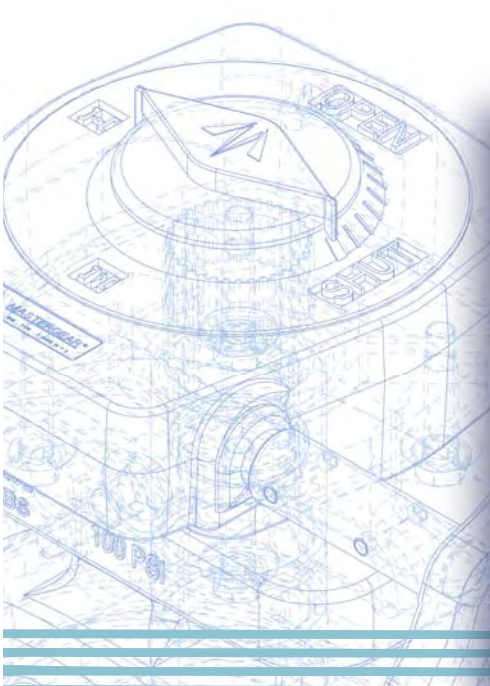
SPEARS® products are not just designed, they are Engineered. Through the use of Computer Aided Engineering (CAE), products are engineered for strength, function, and dependability. Computer analysis has allowed SPEARS® to test and improve designs long before actual production begins!

From 3-D Solid Modeling, full studies of product characteristics are made. Optimum proportions and aesthetics can be analyzed and modified without typical trial-and-error prototype construction. Finite Element Analysis (FEA) allows analysis of stress and long-term creep under various pressure and temperature conditions. The resulting product designs are carefully reviewed for meeting all desired characteristics prior to release for mold tooling fabrication.



**40**  
YEARS





*The Winning Combination.*



# Providing the Very Best in Product Information &

Providing The Very Best in  
Product Information &  
Technical Service

Piping System Layout  
Software

Specification Aids

Product Seminars

SPEARS® Sales Representatives & Technical Service groups can provide the product information, technical data, and use training to meet your application needs. From monitoring product performance at the jobsite to providing custom application options, you'll find SPEARS® staff ready to keep your job moving.

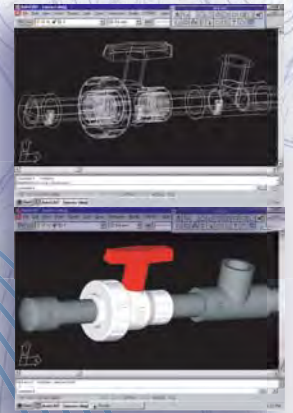
Autocad Program for System Layout & Product Selection

Product Data Sheets

- Engineering Specifications
- Dimensional Data.

Conveniently arranged for Distributors

- Contractors
- Engineers.



40  
YEARS









40 YEARS





ARS<sup>®</sup>



**Custom Process  
Equipment Development  
- The Foundation For  
Quality & Consistency**

With complete equipment fabrication and design capabilities, SPEARS® has developed one of the most streamlined production processes in the industry. From custom molding lines to automated, high speed ink jet bar code application, the focus is on variables elimination. Even injection molding machines are rebuilt from the ground up to SPEARS® own internal specifications. Combined with the latest technology, such as computerized process controllers, maximum control of all process parameters is obtained.

## ***Custom Process Equipment Development***

### ***The Foundation For Quality & Consistency***

Our long-range commitment to quality is focused in our manufacturing processes - where the parts are produced!

The best processing capabilities for producing the finest quality products are not always found in generic equipment. By combining years of product experience with innovative engineering, SPEARS® ongoing program of in-house equipment modification and development has custom-tailored our processes for producing the best in thermoplastic valves, fittings, and other piping system components.

Computerized process control technology is used to integrate equipment function with final production. The result is consistent product quality in every part produced - more assurance that you receive the same fine quality in every order.

Simply put, when it comes to thermoplastic valve and fitting manufacturing know-how, no one does it better than SPEARS®!

**Manufacturing Processes  
Tailored To Maintaining  
Quality Products**









## *In-Process Quality Control*

**In-Process Quality  
Control — Your  
Assurance of Consistent  
Product Quality**

**SPEARS®** interactive program of inspection, verification and testing monitors all product performance requirements throughout the production process. From cleanliness of assembly areas to semi-automated assembly operations, careful attention is given to maintaining quality and consistency in every product. Problem detection is made at the point of production, providing for immediate corrective action. Attention to standards and requirements verifications, leak tests of every valve, and 100% checks of packaging, content and labeling are all a part of **SPEARS®** commitment to quality, consistency, and providing the very best in plastic valves and fittings.



**40**  
YEARS





***Your Assurance of Consistent Product Quality***



## ***Performance Validation***

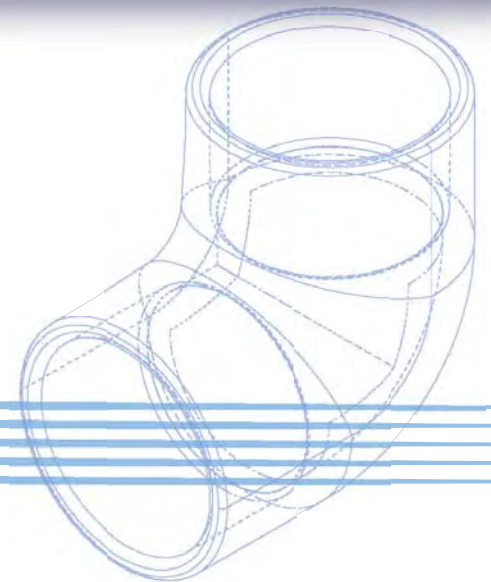
**SPEARS®** approach to product performance validation is testing, testing, and more testing! From selection and verification of raw materials to application testing of final products, our Research & Development group maintains a focus on meeting industry and customer needs. **SPEARS®** testing goes beyond basic conformance standards verification. Design-proven products are subjected to rigorous tests, such as performance under varying flow rates and cyclic conditions, sustained pressure tests, impact tests, and tests for vacuum application suitability. Even chemical compatibility of thread sealants and lubricants is tested. Only after complete qualification of product expectations can production runs be made.

**Performance Validation  
- Assurance That Products  
Will Meet Your Needs**



**40**  
YEARS





***Assurance That Products Will Meet Your Needs***



## *Experience The Ultimate in Service*

**SPEARS® Maintains One of  
the Largest Inventories  
in the Industry**

Your customers don't have time to wait for products to be manufactured! SPEARS® maintains one of the largest stocking inventories and highest complete-order shipping rates in the industry. SPEARS® can handle all special shipping needs, such as factory direct shipments and overnight deliveries. Our computerized inventory control system with electronic scanning is utilized to pull and process your order fast and accurately.

**Special Orders can be  
expedited with factory-  
direct shipment**

**No order is ever too large or too small for  
SPEARS® to handle!**



**40  
YEARS**





***Product Availability Surpassed By None!***

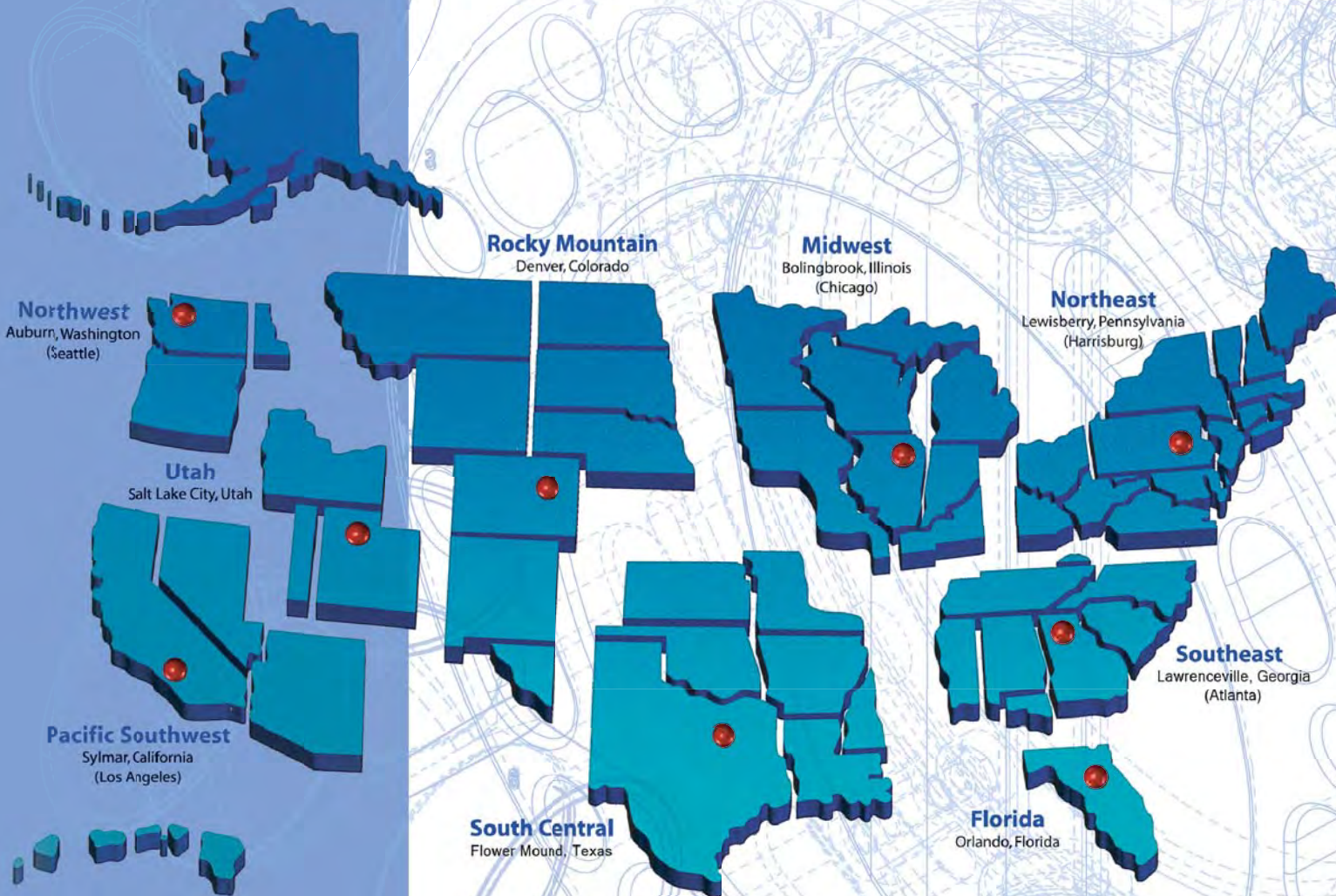




# **SPEARS® Nationwide Distribution**

**SPEARS® Maintains One of the Largest Inventories in the Industry**

With nine Regional Distribution Centers across the USA servicing 1000's of stocking distributors, SPEARS® products are ready for delivery to the jobsite. You'll find a full assortment of valves, fittings, and system components with some of the highest service levels and shortest shipping times to be found. Even non-stock and special order items are factory expedited and shipped with consistently short lead times.



***When We Say We Can Deliver, We Mean It!***







SPEARS® reputation for high quality products and superior customer service has gained true international recognition. With stocking distributors in over 25 foreign countries, our International Sales Department can arrange shipment of any SPEARS® product throughout the world. No order is ever too large or too small, or too far away!

Engineers, specifiers, and customers are finding SPEARS® to be the company to rely on for quality, satisfaction and service - TODAY'S CHOICE... TOMORROW'S DEPENDABILITY.

*Global Availability*



*Simply The Best Since 1969.*



**PLASTIC PIPE FITTINGS & VALVES**



American Society for  
Testing and Materials



NSF  
International



Factory Mutual  
Research Corporation



Underwriters  
Laboratories



The Loss Prevention  
Council



Quality Systems Certificate No. 293  
Corporate Facilities, Sylmar, CA  
Assessed to ISO 9001:2000

**Certifications and Approvals Applicable to Specific Products Only**



**SPEARS® MANUFACTURING COMPANY • CORPORATE OFFICE**

15853 Olden St., Sylmar, CA 91342 • PO Box 9203, Sylmar, CA 91392

(818) 364-1611 • [www.spearsmfg.com](http://www.spearsmfg.com)



**PACIFIC SOUTHWEST**

15860 Olden St.  
Sylmar (Los Angeles), CA 91342  
(818) 364-1611 • (800) 862-1499  
Fax (818) 367-3014

**ROCKY MOUNTAIN**

4880 Florence St.  
Denver, CO 80238  
(303) 371-9430 • (800) 777-4154  
Fax (303) 375-9546

**UTAH**

5395 West 1520 South  
Salt Lake City, UT 84104  
(303) 371-9430 • (800) 777-4154  
Fax (303) 375-9546

**SOUTHEAST**

4205 Newpoint Pl., Suite 100  
Lawrenceville (Atlanta), GA 30043  
(678) 985-1263 • (800) 662-6326  
Fax (678) 985-5642

**MIDWEST**

1 Gateway Ct., Suite A  
Bolingbrook (Chicago), IL 60440  
(630) 759-7529 • (800) 662-6330  
Fax (630) 759-7515

**NORTHWEST**

4103 C St. NE Suite 200  
Auburn (Seattle), WA 98002  
(253) 939-4433 • (800) 347-7327  
Fax (253) 939-7557

**SOUTH CENTRAL**

1000 Lakeside Parkway  
Flower Mound, TX 75208  
(469) 528-3000 • (800) 441-1437  
Fax (469) 528-3001

**NORTHEAST**

590 Industrial Dr., Suite 100  
Lewisberry (Harrisburg), PA 17339-9532  
(717) 938-8844 • (800) 233-0275  
Fax (717) 938-6547

**FLORIDA**

9563 Parksouth Court  
Orlando, FL 32837  
(407) 843-1960 • (800) 327-6390  
Fax (407) 425-3563

**INTERNATIONAL SALES**

15853 Olden St.  
Sylmar (Los Angeles), CA 91342  
(818) 364-1611 • Fax (818) 898-3774