



## SPEARS® MANUFACTURING COMPANY

CORPORATE OFFICE

15853 OLDEN STREET • SYLMAR, CALIFORNIA 91342

MAILING ADDRESS: P.O. BOX 9203 • SYLMAR, CALIFORNIA 91392

Telephone (818) 364-1611 • Fax (818) 364-6945

[www.spearsmfg.com](http://www.spearsmfg.com)

Re: Lubrizol's Defamation of Spears® Liability Warranty

It should be noted the recent statements regarding Spears® FlameGuard® warranty by the Lubrizol Corporation are not only inaccurate and misleading, they are made by a company that produces NO FINISHED PRODUCTS, provides NO warranties for the products manufactured with their resins, and are trying to deflect the fact that Spears® is willing to stand behind the contractor by proactively addressing one of the major issues in our industry. They didn't even bother to reference the most current version of the warranty!

I will address each of the "issues" raised by Lubrizol.

*"Does Spears® even have a compatibility program? If so, how does it work?"*

1. Spears® has offered chemical compatibility testing with our products, free of charge, for the last 25 years.
  - How much does Lubrizol charge customers to be in their FBC program?
2. Spears® program is nothing like Lubrizol's FBC program.... and Spears® gets it right!
  - We don't take shortcuts, we don't add chemicals to our "Approved Products" list that are not compatible (or even borderline compatible).

*"You should continue to have every confidence in the proven performance of BlazeMaster Fire Sprinkler Systems, our 50 years of innovative expertise in CPVC technology, FBC System Compatible Program, ongoing training, and support."*

1. Spears® offers the same training and support, and we stand behind the contractor, we don't run away.

Let's talk about Lubrizol's "Talking Points":

The question of chemical compatibility testing is not in the Spears® Limited LIFETIME Warranty, which has nothing to do with issues that are out of the contractor's control. Rather, this is an optional FlameGuard® Liability Warranty that is in addition to our standard Limited Lifetime Product Warranty. This testing is our responsibility and it is on an ongoing basis as a service to the industry. Cutting oils, pipe dopes, and other products are being added to the "Approved Products" section of Spears® warranty on a near weekly basis. As contractors and distributors ask us for new products to be added to our warranty we will test them and add them to our "Approved Products" list if they successfully pass our stringent testing. Again, there is no charge for this testing.

NOTE: If a previously approved product fails our ongoing testing at any time it will be pulled from our approved product list immediately, and will not be reinstated until revised version(s) of the product have undergone testing and successfully passed. Furthermore, if it comes to the attention of Spears® that an approved product has a change to the formulation, it will be pulled from our approved list until successful testing is completed.

Antifreeze Solutions:

We clearly state in our warranty to follow NFPA guidelines regarding antifreeze solutions. Implying otherwise is misleading.

Anti-MIC coatings:

If you look at Spears® warranty at the time of this rebuttal, you will see there are four (4) approved products and we would certainly be willing to test others. We do not allow aftermarket Anti-MIC coatings as we have seen too many issues with misapplication and inappropriate chemical concentrations, which have resulted in issues. To put it bluntly, we are not willing to take a risk of this type with a life safety system, period.

Cat 5 and other cables; spray foam, etc., noted in our turnover document as not being consistent with our warranty:

Again, it would appear the issue is being distorted. Regardless of our warranty, we don't want anyone in the construction trade to have return calls to fix a problem that is easily avoided, which is why we include such warnings on our turnover document. To go even further with this, we now include the following verbiage directly on the print-string of current production FlameGuard® pipe:

**LIFE SAFETY SYSTEM! DO-NOT ALLOW CHEMICALS OR CABLES TO  
COME IN CONTACT WITH THIS CPVC FIRE SPRINKLER SYSTEM!**

We added these items to our warranty so fire sprinkler contractors are not left holding the bag if there inadvertently is an issue. This should be obvious to anyone directly related to the construction trade.

Lubrizol doesn't make any products installed at job sites, nor do they offer a warranty of any kind to the contractor or end user.... because they don't make finished products.

Warranties of this type and other such issues are left to the manufacturers of finished product.

Also included with Lubrizol's "assessment" of our warranty is an approved list of products by Tyco (who uses Lubrizol's compound). My answer to this is "who cares"?! Unless they are providing the same proactive and progressive industry leading warranty that Spears® offers, their list of approved products is irrelevant.

Spears® is committed to help contractors and work with them to help resolve issues.

Remember, for all the bluster, marketing hype and nonsense out there, Spears® is the only manufacturer offering a LIFETIME WARRANTY of this type! Why? Because we stand behind the contractor! Ask yourself this; If Spears® warranty delivers "little real value or additional assurance to the contractor", why doesn't Lubrizol step up to the plate and stand behind the contractor with such a warranty?

If I did not address all your concerns, please contact me at: [alunt@spearsmfg.net](mailto:alunt@spearsmfg.net), I would be happy to answer any and all questions regarding the SPEARS® LIFETIME Warranty.