Canature™
NORTH AMERICA

Water Conditioning Products

Industry Leaders in
Innovation, Quality & Value

2012 Product Catalogue
Canature North America

- Global Water Conditioning Product Supplier
- 700,000 Sq Ft State-of-the-Art Manufacturing Facility
- Injection & Blow Molding, Tank Winding & Assembly
- NSF Certified Control Valves & Fiberglass Pressure Tanks
- 1,000,000 Annual Unit Production Capacity
- ISO9001:2008 Quality Assurance Certified
- ISO14001:2004 Environmental Management Systems
- Leading Product Development and Quality Assurance Teams
- All Systems Designed, Assembled and Tested at our North American Regional Facilities
- World Class Testing Laboratory

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- Whole House Filters
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Presidents Message

Since becoming involved in the water conditioning industry over 40 years ago, my vision has always been to create more value for the Professional Water Dealer by manufacturing innovative, high quality water conditioning products at the lowest possible cost.

Canature North America is unlike any other competitor in the market in that we eliminate a step in distribution. Our products come right from the manufacturing floor to our company-owned regional assembly & distribution facilities and then directly to you.

Our Dealer Direct Model offers several unique advantages:

• **Factory Expertise** - Our people are true experts on our products working directly with our Product Development and Quality Assurance Teams. Whether it is our Field Sales Team or our Inside Customer Service Team, their factory training and focus on only our products ensures that you will always have expert support only a phone call away.

• **Lower Cost** - Our business model is streamlined to reduce unnecessary cost common in multi-step distribution models. Because we are leaner the savings can be passed on to you.

• **Dealer Driven Features** - The direct link to manufacturing ensures effective and meaningful two way communication. Ideas generated in the field are shared directly with our Product Development Team so we can quickly innovate products with features that are meaningful to our Dealers.

As owners, our Management Team has a vested interest in ensuring we provide our customers with the best value for their dollar. With over 500 Years combined experience our team has grown up in this industry and share a common passion.

We are excited about our future plans to continue expansion of our Regional Assembly & Distribution Centers throughout North America as well as the establishment of a new state-of-the-art tank manufacturing facility in the United States.

The Canature North America Team is eager to show you how we can help improve your water dealership by providing products with better features, quality and overall value - all backed by experienced, dedicated support. I encourage you to explore the advantages of Canature.

President
Canature North America

Canature
NORTH AMERICA
Introduction

Real Support. True Expertise.

Complete Capability Manufacturer

- From raw materials to finished products: control valves, fiberglass tanks, brine tanks & components
- 700,000 sq ft State-of-the-Art Mfg Facility
- 1,000,000 annual unit production capability
- ISO9001:2008 Quality Assurance Certified
- ISO14001:2004 Environmental Mgmt Systems
- 100 Patented Technologies
- NSF Certified control valves
- NSF Certified fiberglass pressure tanks
- Industry Leading Plastic Manufacturing with blow molding, injection molding and precision cutting machines
- World-Class Testing Lab & Product Development Center

Over 500 years combined industry experience!

- Regional Assembly and Distribution Centers:
  - Golden Valley, MN
  - Ocala, FL
  - Houston, TX
  - San Antonio, TX
  - Las Vegas, NV
  - Kitchener, ON
  - Regina, SK

Canature™

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Our Team

Executive

Don Fettes, President & CEO

Toby Hughes (P.Eng), EVP Operations
Toby started as an Engineer in the Water Conditioning Industry in 1996. He has had extensive experience managing some of the industries largest manufacturing operations with complete responsibility for Operations and Supply Chain Management. Toby is one of the original founders of Canature North America Inc.

Jon Sandomirsky (BA, B.Comm.), EVP Marketing
Jon has over 16 years Marketing experience in the Water Conditioning Industry having been responsible for the marketing efforts for some of the industries largest manufacturers and North America’s branded dealerships. Jon is one of the original founders of Canature North America Inc.

Mike Fiorante (CA), EVP Finance
Mike has eight years experience in the Water Conditioning Industry. Prior to joining the industry, Mike was the Controller for a national engineering and architectural firm. Mike joined Canature in 2009.

Dale Lewgood, EVP Sales
Dale has more than 35 years of Water Conditioning Industry experience in various management capacities including service, sales and marketing. Most recently he was the North American VP of Sales for one of the largest water conditioning suppliers. Dale joined Canature in 2009.

Jim Heaps, (Admin (Dipl), CPP, CPM) VP Sourcing
Jim has 25 years experience in the Water Conditioning Industry. He was responsible for Purchasing for the past 15 years gaining extensive experience in global sourcing. Jim joined Canature in 2009.
Our Team

United States

Jeff Warner, President Canature USA Inc.
Jeff has 30 years experience in the Water Conditioning Industry. For the past 22 years Jeff has been responsible for dealer development and agent recruitment for one of the Industries largest manufacturers. Jeff founded Canature USA Inc. in 2010. Jeff also covers the NE, MO & KS territory.

Jamie Modlinski, General Manager
Jamie has 12 years Water Conditioning Industry experience serving as the Customer Service Manager for 10 of those years. Jamie has completed his CWS-II certification and is in charge of Canature’s US operations working from the Golden Valley, MN facility.

David Ghostley, Regional Sales (MN, IA, ND, SD)
David has been traveling his territory for over 26 years. He is a board member of MWQA, is CWS II Certified and has a Water Conditioning Master License with the State of MN. David works from his home office in Waverly MN.

Don Fetter, Regional Sales (NC, SC, TN, GA, KY, WV, VA)
Don has been involved in the water conditioning industry for 37 years. Don works from his home office in Wilmington, NC and provides sales and technical support to his customers.

Murray Donahoe, Regional Sales (NY, PA, NJ, MD, DE, CT, MA, VT, RI, NH & ME)
Murray has worked in the Water Conditioning Industry for the past 38 years. For the past 20 years he represented one of the industries largest suppliers in the U.S. until joining Canature in 2010. Murray is based out of Weedsport, NY.

Michael McKell, Regional Sales (WA, OR, CA, ID)
With over 12 years industry sales experience, Michael has a strong background in residential, commercial and small municipal water treatment systems as well as an in-depth understanding of his regions water needs. Michael is based out of his home office in Port Townsend, WA.

Jeff Hubbard, Regional Sales (IL, IN, WI)
With 22 years industry experience, Jeff has worked for some of the largest water conditioning manufacturers in the United States. His exceptional knowledge base will allow him to provide his customers with professional support including training, testing, product application and system design for residential to small municipal systems. Jeff is based out of his home office in Appleton WI.

Bill Runyan, Customer Service
Bill has five years experience as a Customer Service Representative in the water conditioning industry. Bill joined Canature in 2011 and is responsible for customer service and technical support. Bill is CWS-II Certified.
Our Team

United States South

Canature USA South represents Canature in eleven States (FL, AL, TN, MS, AR, LA, TX, OK, NM, AZ & NV)

Neal DeLettre, General Manager Canature USA South
Neal is a twenty year veteran of the water quality improvement industry, past board member of the Water Quality Association and previously, General Manager and V.P. Marketing for several leading suppliers in the water quality improvement industry. Neal is based out of Ocala, FL.

Eddy Schwartz, Operations Manager Canature USA South
Eddy brings with him 25 years of experience in logistics with large distributing firms. Eddy is responsible for all areas of operations as well as providing customer technical support.

David Mountain, Inside Sales Representative Canature USA South
David provides support to customers who call to request sales and technical assistance. David brings with him twenty years experience in consumer and business to business sales.

Rusty O'Bryan Regional Sales (AZ, NM)
Rusty was previously with a leading wholesale plumbing firm in the Southwest, and more recently with a local distributor of water treatment equipment, selling to water dealers in the Greater Phoenix market. Rusty's been in the in water treatment for over 15 years.

Creston O'Bryan, Regional Sales (NV)
Creston has an extensive background in international business, new product development, and a proven track record in building partnerships with firms and individuals.
Our Team

Canada

Gerry Troy, Western Canadian Sales Manager (BC, AB, SK, MB)
Gerry has been in the water treatment business for over 40 years working with all types of domestic, commercial and industrial projects. Providing application, design, sales and service expertise, Gerry spent the last 23 years with a large water conditioning supplier before joining Canature in 2009.

Mike Berry, Eastern Canadian Sales Manager (PQ, ON, Maritimes)
Mike has 13 years industry experience and was instrumental in pioneering the growth of Watertech (now Hydrotech) in Eastern Canada during the 1980's and early 90's. Mike is bilingual, speaking both French & English.

Kevin MacMillan, District Sales Manager (ON)
Kevin has worked in the water treatment industry for 27 years. His strengths are in providing his customers with excellent service as well as problem water applications and solutions.

Dave Pitman (P.Eng), Commercial Engineering Manager
Dave has worked in the water treatment industry for 24 years. He is one of the most respected Commercial Engineers in North America with an unparalleled knowledge of water analysis, product selection right through to installation and start-up. Dave works from our Regina, SK office.

Dean Dalrymple, Customer Service Manager
Dean has worked for 29 years in the water treatment industry. His strong technical knowledge has allowed him to excel not only as a Customer Service Manager but also as an excellent product and application trainer. Dean joined Canature in 2009. He works from the Regina, SK office.

Mike Eberle, Technical Support Coordinator
Mike has 20 years of direct industry experience working in Product Management, Customer Service, Commercial Assembly and Manufacturing. Mike joined Canature in 2011 and works from our Regina, SK office.
Capabilities

Operations & Product Development

Toby Hughes has managed some of the industries largest water conditioning manufacturing operations as well as toured the facilities of most industry manufacturers across the globe.

Toby brings 16 years of extensive industry experience to Canature. Toby has managed product development as well as implemented Lean manufacturing, Continuous Improvement and Quality Assurance programs, MRP (Material Requirement Planning) systems to create an efficient, low cost and quality driven manufacturing environment.

“The Canature Product Development Center and manufacturing operations are beyond comparison in our industry. The investment in technology and commitment to leading manufacturing practices & innovation has resulted in higher quality and lower cost products with meaningful ‘Dealer Driven’ features. This all adds up to better value for our customers.

My staff of 17 Professional Engineers, including 3 PhD’s and 2 Masters, are some of the brightest minds in the industry. I am excited to lead Canature’s Global Engineering and Operations and raise the bar beyond industry standards and our customers expectations.”

Toby Hughes, P.Eng., Canature EVP Operations
Capabilities

Control Valves

Canature NSF Certified control valves meet or exceed the most vigorous industry performance and reliability standards. Familiar piston, seal and spacer design has been enhanced to improve performance and product life. The addition of a piston stabilizer reduces the side load force between the piston rod and end plug seal as it firmly guides the piston while it travels up and down. An added rib on the seal improves the sealing pressure so that the valve can withstand over 700psi! These are just a few of the design features that make Canature valves more reliable and better performing. Learn more about the ‘Dealer-driven’ control valve design features on page 15.

Canature NSF Certified control valves meet or exceed competitive equivalents in all four key measures: 1) Service Flow Rate, 2) Back Wash Flow Rate, 3) Burst Pressure and 4) Cycle Testing.

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<tr>
<td>F20</td>
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Piston Stabilizer

Added Rib Improves Seal

Burst Pressure (psi)

Back Wash Flow Rate

Service Flow Rate
Capabilities

Fiberglass Tanks

Canature NSF Certified filament wound tanks are not only strong and reliable but the finish is unparalleled in the industry. No need for a tank jacket (although we offer those too) with the neatly wound, high gloss finish. Strict tank height control measures mean no surprises when installing a duplex system.

Tanks ordered as a component can come filled with high quality WQA approved resin, saving you money on freight.
Capabilities

The Industries Most Impressive Pressure Tank

The Canature NSF Certified fiberglass reinforced pressure tank is designed to eliminate any potential leaks since there are no welds, joints, or seams in the tank liner. Failures from “cracked collars” are 100% eliminated.

With over 750,000 tanks without a failure we know that our tanks perform in the field! Imagine never having to deal with another leaky tank! Tank liners are blow-molded from high quality, high strength engineering materials.

Each tank is wrapped with miles of continuous high strength glass rovings with the most advanced computer aided winding equipment in the world! Canature tanks offer unmatched strength, durability and resistance to temperature and corrosion.

Our tanks are built to surpass all NSF criteria:
Capabilities

Plastic Department

Blow and injection molding machines produce all brine tanks, cabinets, tank jackets, salt grids, brine wells, safety floats, airchecks, bypass and installation accessories in-house. We use NSF Certified high-density polyethylene for exceptional durability and crack resistance.
Capabilities

Assembly, Testing & Distribution

All water softeners and whole-house filters are engineered, tested and distributed from our North American Regional facilities. All control valves are 100% wet tested and air tested before leaving the factory. Control valves are then set up to engineering specifications for the particular unit, air tested a second time and then assembled into the finished product. All assembled products are packaged in durable, double walled high impact cardboard to ensure products arrive undamaged.
Capabilities

Quality Assurance Department


Quality Control Systems:

- Document Management
- Receiving Inspection
- In-process Quality Control
- Final Inspection
- Engineering Change Orders
- First Piece & Production Part Approval
- Test Equipment Calibration
- Statistical Process Control
- Vendor Quality Management
- Customer Feedback System

World Class Testing Laboratory

- **Burst Testing**
  High pressure testing of tanks and valves to determine the maximum burst strength.

- **Cycle Pressure Testing**
  High pressure cycling testing to simulate the fatigue strength of the tanks and valves over their life.

- **Flow Bench**
  Precisely measure flow rates and pressure drops.

- **Reliability Testing**
  Continuously cycling the valve through regeneration while taking flow measurements and counting the number of cycles.

- **Computer Aided Optical Comparator**
  Used for precise measurement of very small details such as fillets or radius's.

- **Coordinate Measuring Machine (CMM)**
  Used for precise geometrical x, y, and z measurement coordinates.

- **3D Prototype Printer**
  Make 3D models for rapid prototyping.

- **Chemical Analysis Laboratory**
  Complete chemical analysis of raw materials including metals, plastics and media to ensure quality and integrity.