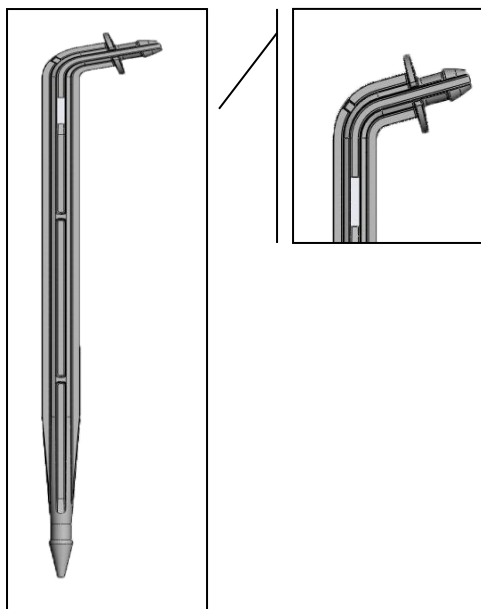




Change in the drop-leading spike – adding a root prevention feature

DATE: May, 2017
NAME: Inbal Golan
POSITION: Product Manager

CURRENT VERSION/ MODEL:



NEW VERSION/ MODEL:



DESCRIPTION

With the increasing demand from the markets to improve our drop leading spike positioning, a new feature was added to prevent root intrusion to the water passage. The concept was widely tested in our labs & over the last 2 years also in the field, and based on the accumulative experience gained we are now launching the product globally. The product was designed & tested on our automatic assembly machines for spider assemblies.

REASONS FOR UPDATE

Global market demand, many of our competitors are offering this feature in their spikes.

SPECIFICATIONS AND RECOMMENDATIONS

Product functionality remains the same, with 3 main new benefits:

1. Improved resistance to root intrusion into the water passage, facilitated by the “window on the upper part of the spike that prevents root penetration into the water passage area.
2. Uniform functionality, even if the spike tilts sideways, the water continues to drip in the same way.
3. “Visual Eye” allowing visibility of the water in the spike

PRODUCT UPDATE



MARKETING TOOLS

Product catalog	Will be updated accordingly
Marketing portal	Will be updated accordingly

SAP CATALOG NUMBER

The spider assemblies SAP codes remain the same, only the bill of materials (BOM) changes for the new spike

Spike's SAP codes were changed with new ones opened for the new version. The old ones will be deleted upon inventory depletion.

A notification for each item was defined as shown in the table below:

Current SAP code		Replaced by – New SAP code	
Material	Material description	Material	Material description
32000-001801	SPIKE FOR 5*3 MM SOFT PE TUBE NETAFIM	32000-001841	SPIKE AR FOR 3*5MM MICRO-TUBE BLACK
32000-001820	SPIKE FOR 5*3 MM SOFT PE TUBE RED.	32000-001843	SPIKE AR FOR 3*5MM MICRO-TUBE RED
32000-001830	SPIKE FOR 5*3 MM SOFT PE TUBE GRAY .	32000-001842	SPIKE AR FOR 3*5MM MICRO-TUBE GRAY
32000-001840	SPIKE FOR 5*3 MM SOFT PE TUBE BLUE .	32000-001844	SPIKE AR FOR 3*5MM MICRO-TUBE BLUE
32000-001813	SPIKE FOR 5*3 MM SOFT PE TUBE N. 1000CAR	32000-001845	SPIKE AR FOR 3*5MM MICRO-TUBE 1000/C
32000-001834	SPIKE F/5*3MM SOFT PE TUBE GRAY 1000/CAR	32000-001846	SPIKE AR FOR 3*5MM MICRO-TUBE GRAY1000/C

VISUAL UPDATE

As shown in the pictures above.

AVAILABILITY

Upon local inventory depletion, please note not to mix old & new products in the same customer order.

As of June 1st 2017, all orders will be supplied with the new stake.