

NETAFIM USA PRODUCT UPDATE

AUGUST 2011

VALVE UPGRADE TO 8MM FITTINGS & CONTROL TUBING STANDARD ON ALL 4" AND SMALLER VALVES

Beginning October 1, 2011, all 4" and smaller valves will be upgraded from 6mm to 8mm fittings and control tubing. This upgrade applies to all 4" and smaller valves regardless of material or function. Valves that currently use 8mm fittings and control tubing remain the same. There will be no change to the functionality or quality of the valve with this upgrade.

We will continue to ship valves with 6mm fittings and control tubing until current inventory is depleted. All new inventory will include 8mm fittings and control tubing. Our target date for completing this upgrade is October 1, 2011, however some valve configurations with 8mm fittings and control tubing may ship before this date.

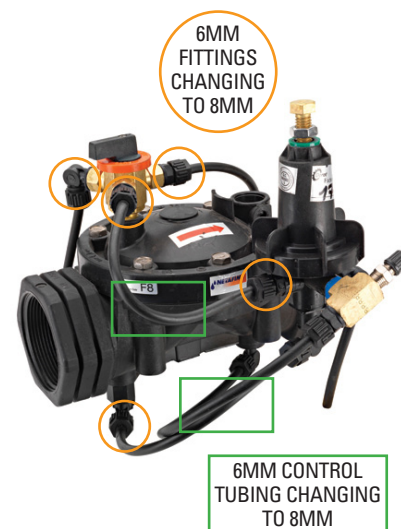
We strongly believe this upgrade has many positive advantages. By streamlining the wide variety of valves Netafim offers, we are able to improve delivery times, inventory management, logistics and after-sale support. In essence, we will be able to serve our customers better.



8MM FITTINGS & CONTROL TUBING

UPGRADE QUESTIONS & ANSWERS

- Q. WHY IS NETAFIM UPGRADING TO 8MM FITTINGS AND CONTROL TUBING?**
A. The current mix of 6mm and 8mm fittings/control tubing creates complexity in terms of managing inventory and after-sale support.
- Q. WILL THE VALVE ITEM/MODEL NUMBERS CHANGE?**
A. No - all valves will keep their existing item/model numbers.
- Q. WILL THE PRICING CHANGE?**
A. No - Netafim is committed to delivering more value at no additional cost.
- Q. WILL VALVES WITH 6MM FITTINGS/CONTROL TUBING STILL BE AVAILABLE?**
A. When the upgrade is complete, Netafim will not stock valves with 6mm fittings/control tubing.
- Q. WILL 6MM FITTINGS/CONTROL TUBING BE AVAILABLE FOR REPAIRS AND/OR RETROFITTING?**
A. Yes - Netafim will continue to stock 6mm fittings/control tubing.
- Q. SHOULD A DEALER'S INVENTORY OF VALVES WITH 6MM FITTINGS AND CONTROL TUBING BE UPGRADED?**
A. No - an upgrade is not needed as these valves are completely functional.
- Q. WHICH FITTINGS AND TUBING SHOULD BE USED FOR RETROFITTING AN INSTALLED VALVE?**
A. 6mm or 8mm fittings/control tubing can be used, whichever is convenient for the user.
- Q. DOES THIS UPGRADE AFFECT VALVES WITH COPPER OR NYLON TUBING?**
A. No - upgrade is only relevant to valves that currently use 6mm fittings/control tubing.
- Q. DURING THE UPGRADE PERIOD, WILL A DEALER RECEIVE VALVES WITH 6MM AND 8MM FITTINGS AND CONTROL TUBING ON THE SAME ORDER?**
A. Netafim will try not to ship valves with 6mm and 8mm fittings/control tubing on the same purchase order.



If you have any additional questions, please contact your District Sales Manager or Netafim Customer Service at 888-638-2346.

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