

Dripteck Strengthens Presence in Contract Farming and Agri Retail Arena



Sarah Huber, COO of Dripteck with gherkin exporters

Since the modest beginning of its India operations in 2011, Dripteck India Pvt. Ltd. has strengthened its presence in the contract farming and agri retail sectors. We are currently working with more than 20 contract farming and agri retail companies in India. Top gherkin exporters have installed Dripteck drip irrigation systems across more than 100 acres each. Our agri retail partners include reputed companies like Champion Agro Limited in Gujarat, Coromandel International Limited in Andhra Pradesh and Agrimart in Karnataka. Dripteck provides committed technical, marketing and sales support to its partners as they work together to offer value-added products to farmers.

Dripteck has also supported the implementation of CSR (corporate social responsibilities) activities by companies like Syngenta foundation, Zuari Agro, DSCL sugar, BAIF, CDOT, EID Parry, KIIDCL (Kerala irrigation infrastructure development corporation limited) etc. In addition, we have strengthened our international presence by selling drip irrigation systems in countries such as China, Sri Lanka, Ghana, Zambia and Yemen.

Dripteck's Institutional sales head Mr.Arunodaya Bajpai, irrigation design engineer Mr.Sachin Kore & institutional sales manager Mr.Ram Bheke have been instrumental in providing sales support and technical training to institutional partners.

Dripteck Participates In Bableshwar Agritech Festival 2013

Dripteck participated in the Agritech Festival 2013 at Bableshwar, Rahata - Ahmednagar conducted during 28th - 30th September'13. The three-day event was organized by Krishi Vigyan Kendra (KVK), Bableshwar - an extension outreach initiative of the Indian Council of Agriculture Research (ICAR).

The event was inaugurated by Mr.Umakant Dangat, Commissioner of Agriculture, Govt. of Maharashtra. Eighty companies from seed, pesticides and irrigation industries participated in the event. Dripteck drip systems were greatly appreciated by KVK for their unique technology, low cost and high quality.

Dripteck organized live product demonstrations and presentations for ten thousand farmers and agri dealers at the festival. A special sales scheme announced for immediate purchases attracted many farmers. Our dealers expressed their satisfaction with our marketing support. Reputed KVK Pravara community radio 90.8 FM mentioned Dripteck's participation in its radio broadcast.



Dripteck team giving product demonstration

Film actress and Congress MP Ramya (Mandya – Karnataka) urges farmers to use water saving drip systems



Ramya - Actress and congress MP (Mandya) and Mr.Srinivasa, Senior Sales Officer Dripteck India Pvt. Ltd giving product demonstration

Dripteck team and Ramya recently visited the farmers in Halakiri village of Mandya. The intention of these visits was to create awareness about the advantages of using cost efficient, water-saving techniques for irrigation.

Dripteck's team comprising Head of Marketing Mr.Venkatesh, Senior Sales Officer Mr.Shreenivasa and Area Manager Mr.Preetchand, held a product demonstration for farmers & emphasized on the advantages of Dripteck's drip irrigation system vis-a-vis high cost drip irrigation systems.

Ms. Ramya urged the farmers to shift towards use of low cost, best value, water efficient drip irrigation systems, instead of looking for free give aways and grants from government. The CDOs (Cane Development Officers), management committee members and farmers present were very happy with Dripteck drip irrigation system.

Dripteck Dealer Profile

After my graduation in commerce, I decided to start my own business instead of looking for a job and thus I opened a shop at Solapur in 1978.

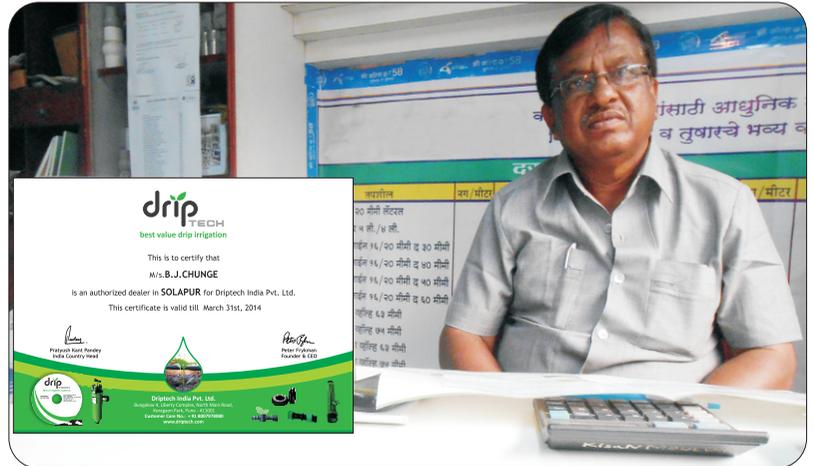
I was introduced to Dripteck drip irrigation system by Mr. Prashant Jagdale and Mr. Sunil Patil from Dripteck. They explained benefits of this system to me and I then started selling Dripteck products.

Due to subsidy hassles and higher costs, traditional drip irrigation systems are not preferred by farmers. Dripteck systems provide the best alternative to our farmers, thanks to the low cost, good quality and simple design.

Dripteck drip irrigation systems have been used very successfully for sugarcane cultivation in our area. In spite of water shortage Dripteck systems have not only saved the sugarcane crops, but also resulted in increased yield. We recently installed Dripteck drip systems for more than 100 acres of sugarcane.

I owe my success to excellent after sales service and field visits by Dripteck's service/sales team. Our dedicated staff members Shri Sambhaji Badure and Shri Gotu Pawar have provided good assistance to promote Dripteck drip irrigation systems. Progressive farmers like Dayanand Mane and Biru Patil have always supported me in my endeavor to promote Dripteck systems.

I am confident that Dripteck will extend good support to us to reach out to a large number of farmers.



Dripteck dealer Shri.B.J.Chunge

-M/s B.J.Chunge Auto Traders, Solapur, PH - (0217) 273360

What is laser punching technology?

LASER - Light Amplification by Stimulated Emission of Radiation

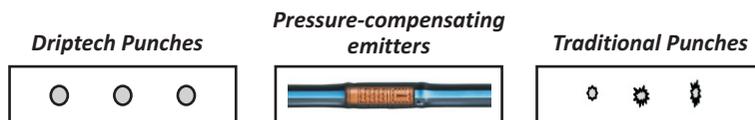
Laser punching technology is Dripteck's proprietary technology used for punching uniform and clean-cut holes on driptape with the help of a laser beam. An amplified light beam is used to punch holes, ensuring a high degree of precision and uniformity in the hole dimension.

Hot needle punching technology, used by other low-cost drip irrigation companies, results in non-uniform hole size. This is mainly due to variation in temperature of the punching needle during the punching process. If the actual needle temperature is higher than the required temperature, then the hole size is larger, and if the needle temperature is lower than the required temperature, the hole size is smaller. This non-uniformity in hole sizes leads to huge variations in water distribution, significant reduction in yield and wastage of water.

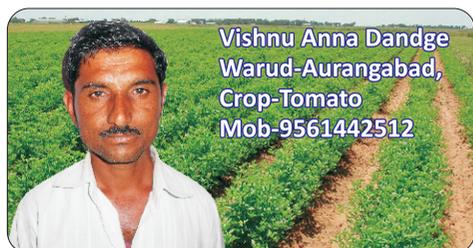
Pressure compensating drippers are likely to get clogged very frequently due to their complex water path designs. As a result, they require more maintenance and increase the cost of drip irrigation system.

Advantages of laser punching over hot needle punching and pressure compensating emitters/drippers

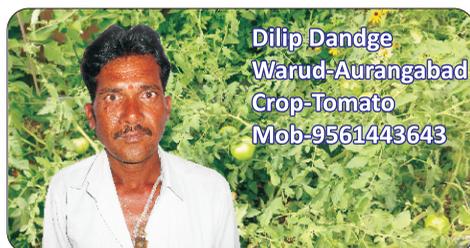
- Uniform water distribution due to uniform hole size
- Increase in life of the system
- Least water clogging
- Ease of maintenance and operation
- Reduction in cost of drip irrigation system due to simple and efficient design



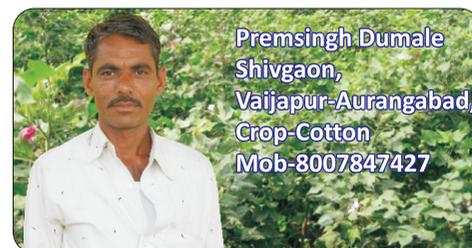
Dripteck Farmer Testimonials



I have been using Dripteck's drip irrigation system with 200 micron lateral for the past 2 years for bottle gourd, brinjal and other vegetables. This system is very easy to install, use and maintain. I have achieved water savings of 50%, labor savings of 20% and yield increase of 30%.



I got information about Dripteck drip irrigation system from a local dealer and I have been using it for the last 3 years. The performance of the system is excellent. I have been able to achieve water saving of 70-80%, labor saving of 40-50 % and yield increase of 20%.



My friends and Dripteck's local dealer motivated me to use this system for cotton cultivation. I have been using it for more than two years. The Dripteck system is ideal for cotton cultivation and has made possible, water saving of 75%, labor saving of 40-50% and yield increase of 40%.

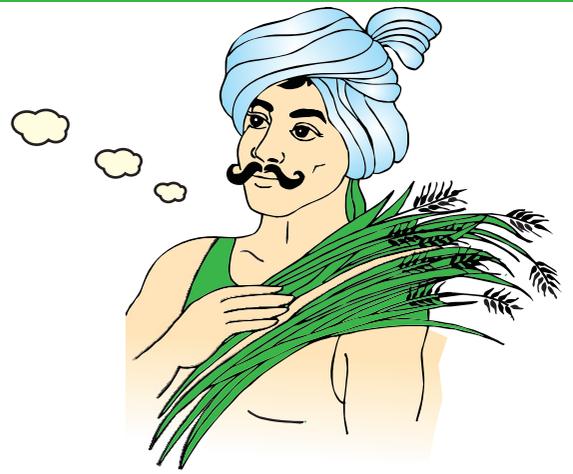


I have been using a Dripteck system for the last two years and my experience is very good. This system has enabled water savings of 75%, labor saving of 20-25% and yield increase of 30%. I am confident that more and more farmers will take advantage of this revolutionary product.



Two years ago I installed a Dripteck system on my farm and the results are fantastic. Taking inspiration from my good experience, a lot of farmers in my village have installed this system. I have achieved water savings of 50%, labor saving of 50-60% and yield increase of 15-20%.

Dripteck Advantages



- A complete drip irrigation system solution providing company with a network of more than 300 dealers across Maharashtra, Madhya Pradesh, Karnataka, Tamil Nadu, Andhra Pradesh, and Gujarat
- Low-cost drip irrigation system, cost starting at Rs.8,000 to 10,000 per acre
- Proprietary laser punching technology enables uniform water distribution even at low water pressure: the more uniform the distribution of water, the higher the yields and water savings
- Least clogging of any drip
- For maximum service life, use of virgin material only
- Designed in the USA

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We are currently expanding our sales team. So come join us and become part of a compelling social enterprise that aims to create a global impact, by reaching millions of small-plot farmers in the coming years.

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Send resume | jobs@dripteck.com

Contact : Talk To Us

Dripteck is rapidly expanding in India. Call us on below numbers to contact with our sales officers located at various places in Maharashtra

Pune : 7507778141, 8408086600, 8408086611, Solapur : 8408086622, 8408086633

Ahmednagar : 9960526444, 8408087766, Osmanabad : 8408086655

Sangli : 8408087744, Satara : 9552229353, Aurangabad and Jalna : 7507778142

Nashik : 9762628484, 8408088005, Khandesh : 7507778140, Vidharbha and Marathwada : 7507778148

Beed, Nanded and Hingoli : 7507778148, Parbhani : 8408085522

For all other districts : 7507778141, 7507778148

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