

Sri Banashankari Traders, Kallolli, Taluka Gokak, District Belgaum (Karnataka)
Proprietor: Mr. Shankar Dabadi, Mobile: 9986983286

Mr. Dabadi set up his business 8 years ago as an authorized dealer for a cement company, and 2 years ago began dealing in hardware, PVC materials and electrical equipment under the name Sri Banashankari Traders. When he realized the high potential for drip irrigation in his area, he was convinced that a low-cost drip irrigation system was exactly what most small-plot farmers needed. This drew him to Dripteck.

Two months ago the company's representative in Belgaum, Mr. Mohammad Zuber Patel, visited Mr. Dabadi's dealership and gave him a detailed presentation on Dripteck's mechanism and products. Mr. Dabadi brought together 10 farmers immediately and Mr. Zuber demonstrated the benefits and features of the Dripteck mechanism. It was received very well and 6 of the 10 farmers present decided to purchase Dripteck systems.

Mr. Dabadi initially placed a small order of Rs. 76,000 for 6 acres, but on receiving extremely positive feedback from some farmers who had used these systems, ordered Dripteck products for 25 acres. He has sold Dripteck systems for 15 acres of Sugarcane, 5 acres of turmeric and 5 acres of banana till date. He is confident of forging a long, rewarding partnership with Dripteck.



From Left : Mr. Shankar Dabadi (Proprietor), Md Zuber (SO, Belgaum), Farmers: Mr. Shrishail Tuppad, Mr. Basappa Sampgaon, Mr. Narayan Tahshildar

Barath Agrotech, Erode, Taluka & District Erode (Tamil Nadu)
Proprietor: Mr. Soundarashekhar, Mobile: 9842824341



Mr. Soundarashekhar set up his business in January 2000, dealing in a wide range of irrigation equipment. In August 2013, Dripteck's district Area Manager, Mr. Thirumalai Raj, introduced him to the company's low-cost drip irrigation systems. Greatly impressed by the fact that systems of such high quality were being offered at a very affordable price, he placed an order.

Mr. Soundarashekhar has so far sold Dripteck material worth around Rs 50 lakh to farmers in Erode and Namakkal districts, with the most popular crops being turmeric and tapioca. He also works with 8 sub-dealers in these areas for the distribution of Dripteck systems. He says that he looks forward to a strong and fruitful relationship with Dripteck.

Mr. Tangude and Mr. Rasal first heard of the Dripteck drip irrigation system from a friend who was using it on his farm. Impressed by its features, they contacted Dripteck Sales Officer Mr. Ajit Mapari, who helped them with the dealership application. They started dealing in Dripteck products in September 2013 and have covered around 120 acres with these low-cost drip irrigation systems since then.

According to Mr. Tangude and Mr. Rasal, some farmers were initially hesitant about trying these new systems, but have grown very keen on Dripteck after learning of the benefits. Customers have given the dealers excellent feedback on Dripteck products, and are particularly happy with the performance in terms of uniform water discharge and low incidence of clogging. They are very pleased with the after-sales service as well. They affirm that Dripteck has greatly increased their sales and hope to see many more farmers benefit from these systems in the next few months.



Farmer Testimonials



Vijayraj Mane Deshmukh

Village Sheri Velapur, Taluka Malshiras, District Solapur (Maharashtra)

Crop: Sugarcane, **Mobile:** 9960388650

Results-

Water savings: 50-60%

Expected yield increase: 40-50 tons to 55-60 tons per acre

Labour cost savings: Rs.3,000 per month

I installed a Dripteck system a few months ago for 3 acres of sugarcane. I believe that the main advantages of this system are uniform discharge and minimal clogging, making it very easy to use. I don't have to hire labourers to help me with irrigation any longer.

Anand Hebbal

Village: Kallolli, Taluka Gokak, District Belgaum (Karnataka)

Mobile: 9845978383, **Crop:** Turmeric

Results-

Water savings: 30%

Expected yield: 2500-3500 kg per acre

Labour cost savings: Rs.4,000-5,000 per month

I purchased a Dripteck drip irrigation system for 2 acres of turmeric after hearing about it during a farmer meeting at Kallolli. I was very happy to note that its affordable price suits my budget. I expect a very good yield this season, thanks to Dripteck, a ray of hope for small farmers.





Magan Patil

Village Dongargaon, Taluka Shahada, District Dhule (Maharashtra)

Mobile: 9011989914

Crops: Watermelon, papaya, onion, cotton, groundnut

Results for watermelon-

Water savings: 30-40%

Yield increase: From 30 tons to 50 tons per acre

Labour cost savings: Rs.2,000 per acre per month

I have been a Driptech customer since December 2012 and currently have 12 acres of land under Driptech. I recommend it highly for its many advantages: the laterals do not clog and the system is easy to install and remove. So I save time and do not have to hire extra labour. To my delight, with the water saved, I have been able to irrigate 5 more acres of land.

Prakash Tajane

Village Shekewadi, Taluka Akole, District Ahmednagar (Maharashtra)

Mobile: 9881053946, **Crops:** Tomato, beans

Results for Tomato crop- Water savings: 50%

Yield increase: From 21 tons to 36 tons per acre

Labor cost savings: Rs.4,000-Rs.5,000 per month

I have been using a Driptech system since January 2013 for 1.3 acres of land. The biggest advantage of this system is the amount of water it has enabled me to save, which has allowed me to bring an additional 0.75 acre of land under irrigation, increasing crop yield and income. Weed growth has reduced and fertigation is much easier than earlier, thanks to the venturi. These benefits make me very happy with my decision to switch to Driptech.



Dilip Khandu Rahite

Village Kusumba, Taluka Dhule, District Dhule (Maharashtra)

Mobile: 9805834073, **Crop:** Onion

Results-

Water savings: 30-40%

Yield increase: From 100 quintals to 150-160 quintals per acre

I first installed a Driptech system in January 2012 for onions on 2 acres of land. I was able to irrigate an extra acre of land with the water saved by switching to Driptech. Owing to the substantial increase in yield, I have decided to bring 2 more acres of land under Driptech.



Sachin Waghmode

Village Markadwadi, Taluka Malshiras, District Solapur (Maharashtra)

Mobile: 9860915764, **Crop:** Sugarcane

Results-

Water savings: 50%

Expected yield: 70-80 tons per acre

Labour savings: Rs.3,000-4,000 per month

I first installed a Driptech system on 3 acres of land under sugarcane in April 2013. I have used it since then and am very happy with its performance. The most attractive feature is the affordability of Driptech systems, enabling farmers to irrigate more land at a low cost. I earlier achieved a 50% increase in yield and expect the same this season as well.



InstaKit Advantages



Driptechn InstaKit: a 1-acre, all-inclusive drip irrigation system.

- For the first time in India, 1-acre portable drip irrigation system with flexible layflat submain.
- Assemble entire system in less than 3 hours using a user manual. No technician required.
- All components in one set, including fertigation. No other purchase required.
- High quality laser-punched driptape. Uniform discharge of water and least clogging.
- Specially designed for high performance at low water pressure. Water pressure is no longer an issue.
- Around 400 InstaKits sold so far in India, China and Africa - very popular for exports.

Join the Driptechn Team !

We are hiring Sales Officers for multiple locations in Maharashtra, Karnataka, Tamil Nadu and Andhra Pradesh. So come join us and become part of the Driptechn team, create a global impact and reach out to millions of small-plot farmers.

Call us | 08408088119 or Send resume | jobs@driptechn.com

Contact : Talk To Us

Driptechn is rapidly expanding in India. Call us on below numbers to connect with our sales team.

S. Thirumalairaj : +91-9944205588 (Tamil Nadu)

Manjunatha : +91-9900291204 (Andhra Pradesh & Karnataka)

Ram Bheke : +91-8007999363 (Institutions)

Nandivardhan : +91-8408088551 (Exports)

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