



COMPANY INFORMATION

Date: 1/8/24

Company:	Netafim, Orbia Precision Agriculture		
Phone:	1-559-453-6800	Web Site:	https://www.netafimusa.com/
Address:	5470 East Home Avenue	City:	Fresno
State:	California	Zip Code:	93727

BUSINESS CONTACT

TECHNICAL CONTACT

Name:	Jim Ed Beach	Name:	Domonic Rossini
Phone:	515-661-7174	Phone:	1-661-809-6282
Email:	Jimed.beach@netafim.com	Email:	Domonic.rossini@netafim.com
Address:	5470 East Home Avenue	Address:	5470 East Home Avenue
City:	Fresno (Jim Ed lives in Iowa, but use corporate address)	City:	Fresno (Domonic lives in CA, but use corporate address)
State:	California	State:	California
Zip Code:	93727	Zip Code:	93727

BUSINESS HISTORY

How long have you been in business? 60 years

Are you part of a larger company? Orbia Yes No

Did you exist as another company before this company was formed? Yes No *If so, what was that company's name?*

Number of employees? 380 in the USA

What is your business structure? Corporation

What types of insurance and or surety do you provide?

Netafim is ISO 9001 and ISO 14001 certified as part of the company's commitment to best management practices to ensure management systems consistently meet the highest industry standards. More about Netafim's Quality Policy: <https://www.netafimusa.com/agriculture/about-us/quality-policy/>

Describe your business service(s). *For example: consulting, development, engineering, equipment sales, finance, other.*

Agricultural irrigation equipment sales, digital farming technology solutions, financing partnerships for farmers, greenhouses, landscaping irrigation.

Describe your area or region of operation.

USA and Canada (Netafim is a global company, however, and the largest irrigation company in the world).

Does your company hold any patents or the rights to any patents? Yes No *If yes, please describe.*

A list of Netafim patented products can be found online: <https://www.netafimusa.com/search/?searchText=patents> For dairy farmers specifically, Netafim's subsurface drip irrigation-effluent (SDI-E) technology <https://www.netafimusa.com/agriculture/solutions-for-your-crop/effluent/> (patent no. 10143130) that uses advanced filtration and proprietary technology developed by Netafim to blend dairy wastewater with fresh water at an optimum ratio through monitoring of the electrical conductivity (EC) in the water as it passes by a sensor. As the EC of the water changes, Netafim's system can make real-time adjustments to the blending valves in order to keep the fertilizer mixture in a prescribed ratio as it is delivered to the plant's roots through drip irrigation tubing buried below the surface. This process not only re-uses water, but also recycles manure as a natural crop nutrient and soil builder, reducing the need for commercial fertilizer.

Do you manufacture equipment? Yes No *If yes, please describe.*

Netafim's list of products can be found online: <https://www.netafimusa.com/agriculture/products/> These include: heavywall and thinwall drip lines; watering pipe and tubing; sprinklers; on-line drippers; filters; valves; connectors and accessories; water meters; air vents and pressure regulators; and the GrowSphere Operating System for precision irrigation: <https://www.netafimusa.com/agriculture/digital-farming/> Netafim is also the only irrigation company to recycle its driplines (recycling plant in Fowler, CA), thereby creating the industry's first recycled dripline product, called ReGen™ - Netafim also engages their farmers in their recycling program: <https://www.netafimusa.com/recycling/program-guidelines/>

Do you integrate equipment manufactured by others? Yes No

If you integrate, please list the names of the companies you represent.

How do you answer potential customer's questions about financial strength of your company?

We have a solid financial history and we are backed by our parent company Orbia that has also had a strong financial history.

Do you offer technical/service support? Yes No *If so, what methods?*

Netafim and our dealer partners offer technical expertise and design services to assess and implement the incorporation of SDI-E into producer's operations. Netafim and our dealer partners also assist producers in maximizing the benefits and serve as technical resources after the sale, as well.

Do you offer design services? Yes No *If yes, please describe.*

Designs are typically provided as part of the sales process by our dealer partners.

Do you offer financing? Yes No *If so, what terms?*

Netafim's Financial Solutions can be found here: <https://www.netafimusa.com/financialsolutions/> DLL is the US banking partner that offers competitive financing to Netafim farmers.

Are you a full stop shop? Design to construction to operate? Yes No *If so, please describe.*

Our dealer partners assist Netafim by providing design services and turnkey installation.

Do you have preferred partners? Yes No *If so, please list and provide contact information/identify partners by name.*

Do you have any third-party verification/research that has been done on your technology? Yes No

If so, please describe.

UC-Davis and Sustainable Conservation

Do you provide a performance guarantee? Yes No *If so, what are you guaranteeing?*

For example: up time, methane production, biogas production, parasitic load, throughput, O&M cost, percent recovery, other. Please describe.

Netafim provides a standard warranty under our general manufacturer's warranty which can be found in our terms and conditions. Our dealer partners provide their own warranties based upon their general policies.

Are there any other aspects of your business that you feel should be included in this document?

Newtrient 9-Point Score Information

Is this technology currently operational on at least three North American dairy farms? Yes No

Does this technology have a record of reliable performance for more than 12 months on at least three farms? Yes No

Is this technology installed on at least 10 North American dairy farms? Yes No

What are the Installed capital costs of this technology? *Please clearly define what is and is not included, Ranges are acceptable.*

Subsurface drip irrigation with or without the inclusion of the effluent technology typically costs approximately \$3,000 per acre. For the effluent technology to be incorporated, costs will vary based on the dairy's existing manure separation equipment.

What are the annual operating costs of this technology? *Please clearly define what is and is not included, Ranges are acceptable.*

The costs will vary based upon the requirements of each specific system. Each system is design independently and is custom to each specific producer.

What value does this technology or the products it makes, deliver to the farm? *Please list identifiable economic, environmental, or community value (e.g. reduced cost, increased income, reduced odor, improved nutrient use, etc.).*

In one year, an average dairy farm with 1,250 Holstein Milk Cows can produce about 217,250 lbs of nutrients, enough for 800 acres of field or silage corn. Recycling this organic waste can benefit the environment and farm operations in numerous ways, including: a healthier root environment (direct root application of effluent and freshwater allows water to expand outward in all directions from the drippers); water conservation (evaporation is almost totally eliminated due to underground application); weed reduction, less cultivation or herbicide sprays (due to no moisture on the soil surface); nutrient conservation (coordinating timing of nutrient distribution w/ plant uptake can reduce the amount of nutrients applied). Overall benefits include: increased crop uniformity and yields, increased water use efficiency, reduced need for scarce water resources, reduced risk of polluting water bodies and air quality (lack of volatilization of nutrients), reduced need for synthetic fertilizer. Reduced operational costs save farmers money on fertilizer and labor.

Do you feel an in-depth Technology Information Request is needed to help people understand this technology? Yes No

Newtrient has an extensive technical information request document that can be provided, it is based on the information requested for applications to the USDA NRCS EQIP program.