



SUCCESS STORY

Success for a New Dryer Technology

NTim Technology has a new solar food dryer that incorporates nine new patented processes



Photo: NTim Technologies

The Solaris food dryer uses an innovative design that includes solar heating and recirculation of waste heat. The dryer also condenses the evaporated moisture, rather than venting it to the atmosphere.

“These are our very first commercial sales, and the money earned will help us to further develop our business ideas. We are very grateful that the USAID Agribusiness Project recognized the potential of our company, and provided us the spot at the fair”

*Mr. Nenad Veselinovic
Owner of NTim Technology*

A patent here, a patent there – all together there are nine recognized new inventions in one drying machine, explains Nenad Veselinovic, a retired fireman, an inventor, and the owner of NTim Technology. The dryer – named SOLARIS - obtains its heat from a solar panel, providing significant energy savings. The way the solar panel is combined with the cabinet is also covered by one of the patents. After learning about this new technology, and observing it in action, the Agribusiness Project immediately realized the potential of NTim. As an immediate response to this opportunity, the Project supported NTim to exhibit their dryers at the 2009 Novi Sad Agricultural Fair.

A visitor at the fair observed: “This is fantastic. The drier’s capabilities are unique, and in significant demand, because they offer drastic energy savings through the use of solar power and other drying process efficiencies. This results in an improved quality of the processed products, a 100% product utilization rate, and low start-up costs.” In a separate audit conducted by Louis Timmermans (an expert from PUM, a Dutch consulting company) he confirmed that all of NTim’s claims for the dryer were correct. The Dutch expert found that this new dryer preserved the structure, taste and flavor of products being dried, because the drying takes place at a low temperature.

According to Mr. Timmermans, the drying technology being used is very interesting: “The hot water system could be applied to existing dryers. The problems with uneven temperature distribution will be solved. In addition, energy savings of between ten and seventy percent can be reached. This invention can be used in applications where excess water is evaporated,” says the enthusiastic PUM expert.

From May to October 2009, the initial market exposure at the Novi Sad Fair has resulted \$150,000 in sales of new dryers for NTim Technology. Mr. Veselinovic is confident that the sales of their dryers may reach \$1M for 2009. NTim Technology has also been nominated for the annual USAID technology award by an advisor on the USAID Agribusiness Project. Additional information can be found at: www.ntim.rs.