

An aerial photograph of a grain trading plant in Zmajev, Serbia. The image shows several large, cylindrical metal silos with corrugated roofs, connected by a network of pipes and walkways. A red grain elevator is visible in the background. The plant is situated next to a large field of ripe, golden-brown corn. The background features a mix of green and brown agricultural fields under a clear sky. Three large, semi-transparent circular overlays in red, orange, and green are positioned in the upper right and middle right areas of the image.

Novi Trading plant
in Zmajev, Serbia.



Novi Trading was founded in 1990. The family-owned and managed business has branches in the Netherlands and in Serbia. The company comprises five divisions: silo plants, farming, agriculture and sales of vegetable oils and products for the dairy industry, logistics and hydro construction.

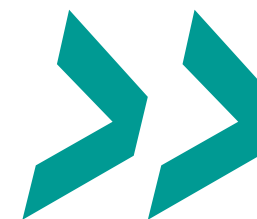
The processing and storage of high-quality agricultural raw materials such as corn, sunflower, wheat, soya and animal feed is an important focus. Novi Trading has strong links with the region and aims to facilitate a fast trade route for the food and feed sector between the countries of former Yugoslavia and the EU. Making a valuable contribution to the safe production of food and animal feed is a core purpose. The company employs 150 people, the majority of whom work at the Novi Trading plant in Serbia.

In 2012 Novi Trading commissioned Bühler with the design and installation of a new plant at its site in Zmajevo, including two truck intake lines, conveying systems, grain cleaning systems, grain dryers, twelve steel silos and truck loading.

Specific requirements and challenges.

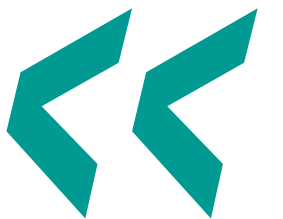
Zmajevo is situated amidst the most fertile lands of the region. It also benefits from close access to the railway connecting Belgrade with Budapest. These enviable circumstances demanded a plant with fast turnaround capability, fitted with machinery that is easy to use and reliable in operation. A further specific requirement was the flexible and simultaneous unloading, processing, storing and dispensing of different types of products. Naturally, the plant had to adhere to high food safety standards, environmental protection and energy saving requirements.

Bühler has a very prominent position in the market. With many years of experience, a proven track record in innovation and great customer service, Bühler was considered a safe choice. These were important factors. Yet, what drove Novi Trading's decision to a large extent was the professionalism and dedication of our people right from the first contact. "Our business is about people. This is one of the most important aspects," says Nikola Hristic, General Manager and owner.



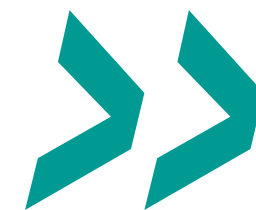
*We would choose Bühler
for future projects.*

Nikola Hristic, General Manager and Owner,
Novi Trading, Serbia.



Project management and ongoing support.

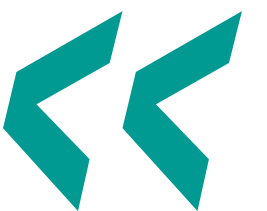
The new silo plant was built in close collaboration with Novi Trading. Excellent teamwork resulted in a very efficient project flow throughout, from the initial planning to the installation of the individual units. The target for completion was surpassed and the plant was commissioned ahead of schedule in 2012, just eleven months after the start of the project.

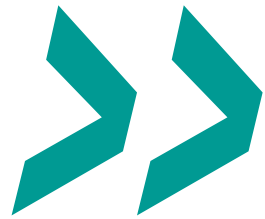


We have understood what the customer really needs and have suggested a solution for a perfect match with the requests.

The customer had recognized our technological know-how, quality and reliability were crucial and decisive factors in competition.

Ljubomir Pasajlic, Senior Advisor
Grain Storage, Bühler.





We learnt a lot from the Bühler team. The technical support was excellent straight from the beginning and we have been able to count on Bühler all along.

Nikola Hristic, General Manager and Owner, Novi Trading, Serbia.



After seven years of reliable operation the quality of the plant is evident. The highly customized solution has proven to be very simple to use. It is very cost efficient in operation – the simultaneous processing and energy saving drying process of different goods has delivered economic advantages. Cost savings can be passed on to the plant's clients. The plant has also delivered on all environmental requirements set out at the beginning of the project. "Our investment in the equipment from Bühler was justified. We made the right choice," says Hristic. "We have one of the best plants in the region."

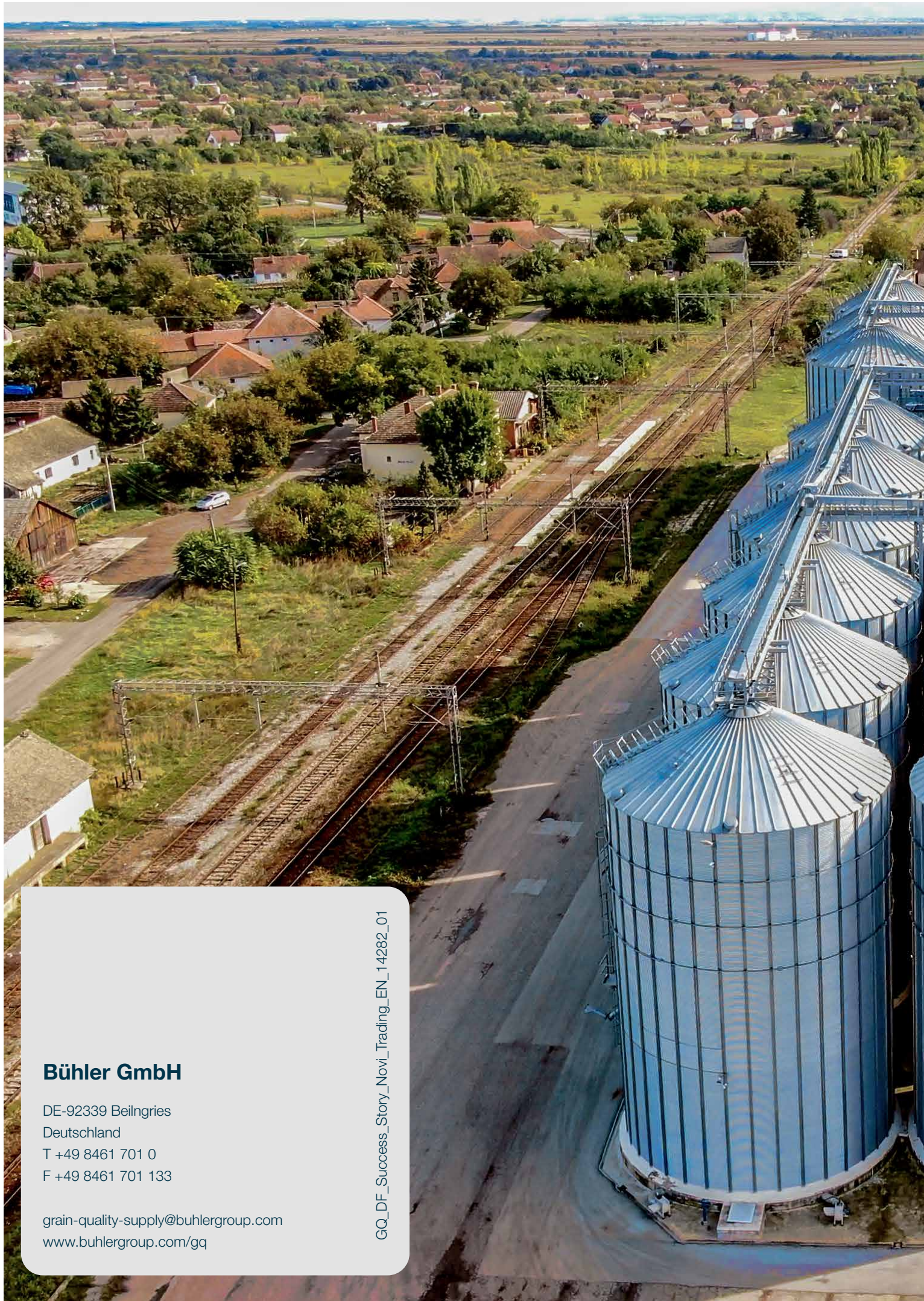


See the whole
customer story in
our video

Technical data.

	Type	Capacity
Storage	6x steel silo bins	each 3.100 t
	12x steel silo bins	each 2.450 t
Processing technology	2x TAS 154A-4, with dedusting via cyclone	each 120 t/h
Drying technology	2x STKX6-1572M-06	each 15 t/h maize from 35% to 15% moisture
Conveying technology	28x trough chain conveyors 6x elevators 500/280	each 120 t/h
Intake	2x Truck	each 120 t/h
Commissioning	2012 (silo plant) 2015 (extension of six silos and conveying technology)	





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