



Bottom Line.

Using heat to make the drying process more efficient is a relatively new process but quickly becoming an impressive profit centre. There are very few companies who have made an ATI size commitment and the Company is arguably the most significant player. Even ATI/Enterprise don't know the exact size of what is undoubtedly a massive market. The Company is confident that as efficacy of the process spreads, the current and initial 25% year over year growth rate should climb dramatically. From an idea born at ATI to generate revenues during the 2015 downturn, grain drying is looking to become a significant revenue generator; along with all the other necessary uses of this unique flameless application.

Harvest is looming, and the Company is already seeing increased quote requests over last year. Farmers and investors are not dissimilar. Those that are successful watch over their investments and find the best ways to maximize revenue and profits. It's healthy that both are somewhat skeptical of new processes, but as Grain Drying is already a success and has potentially a massive growth path, it will become mainstream soon. Almost forgot: Using the traditional drying methods, the aeration fan pulls out the moisture which tends to gather on the inside roof of the bin; meaning the drying takes longer without an ATI product. As a result, the traditional process can result in the first few feet of the top grain becoming wet, moldy and uneconomic. With the dryer combined the aeration fan(s), the result is a much higher volume of dry, saleable grain.