



Circular Economy and Sustainable solutions  
for Agrifood in the Mediterranean

## Challenge C1

### CESAM SME linked to this challenge: NEWTIMES



#### BACKGROUND:

The Newtimes Company , based in Occitania , is specialised in the development of **Industrial Solutions and Specialized Equipment** : <http://www.newtimes.fr/> relatives to scientific environments, quality control for manufacturing, production management, stocks management or traceability.

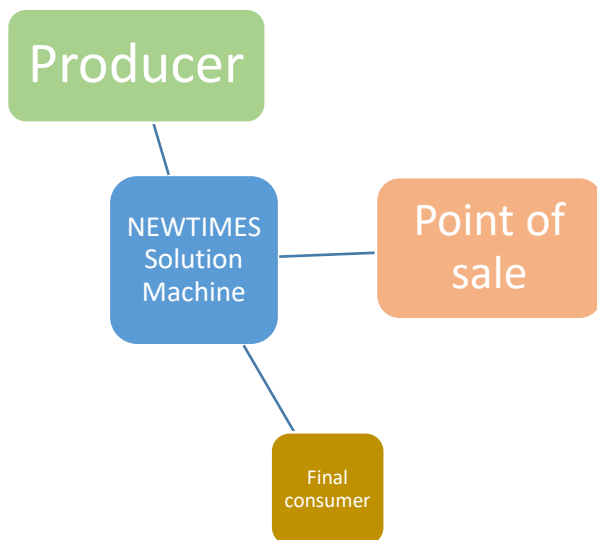
They are now developing machines for "Bulk Product Metering Machines" specific to agri-food products. To do this, they have adapted their prototype to the specific constraints of food products.

Three prototypes are planned to meet the diversity of food matrices:

- Simple matrix: Food liquids stable at room temperature
- Simple matrix with cold storage requirements
- Complex matrices with non-homogeneous product with mixing requirements for example.



Organizational diagram



## CHALLENGE DESCRIPTION

<b>Challenge line</b>	<b>C1</b>
<b>Title of the challenge</b>	Experimentation project of a Bulk Product 'Metering and Sales' Machines with a liquid food producer. Offering bulk liquid products for sale in order to reduce and reuse packaging.
<b>Objective(s) of the challenge</b>	<ul style="list-style-type: none"> <li>• Identify suitable products.</li> <li>• Manufacture the quantities of filled packaging required for point-of-sale evaluations and deliver them to the points of sale.</li> </ul>
<b>Expected results of the challenge</b>	<p><b><u>The conducted experimentations should lead to the following results:</u></b></p> <p><u>Technical results:</u></p> <ul style="list-style-type: none"> <li>- Evaluation of the acceptance of the product with the machine.</li> <li>- Quality compliance of the products with the machine and production conditions.</li> </ul> <p><u>Economic model:</u></p> <ul style="list-style-type: none"> <li>- Validation of a viable economic model for all stakeholders.</li> </ul> <p><u>Environmental and waste reduction results:</u></p> <ul style="list-style-type: none"> <li>- Feedback on the impact on the number of packages saved.</li> <li>- Results on the overall carbon footprint.</li> </ul>
<b>Relevance of the challenge in the frame of CESAM project</b>	Reduction of packaging (reused packaging) Short circuit between the producer and the point of sale, contributing to the EU farm to fork strategy.
<b>Type(s) of SME(s) we are looking for:</b>	Producer of liquid agrifood products (oil, juice, drinks; dairy products etc.)
<b>Expected work for the applicant SME :</b>	<p>Producer of liquid agrifood products (oil, juice, drinks, dairy products etc.) wishing to experiment this new technology for the distribution of liquid bulk products. Project include tasks such as manufacturing of the quantities of packaging necessary for sales points evaluations.</p> <p><i>These producers must:</i></p> <ul style="list-style-type: none"> <li>• Produce or have the products,</li> <li>• check the compatibility of products with the machines,</li> <li>• Acquire adapted equipment to package their products in containers compatible with the machines,</li> <li>• Acquire adapted equipment for conditioning the products: identification and tractability containers in order to be identified and read by machines.</li> <li>• train their staff in packaging and specific identification.</li> <li>• Manufacture under the required traceability and quality conditions.</li> </ul> <p style="color: red;">A producer that also has sales point could answer in addition to the Challenge C2 "Sales point"</p>
<b>Maximum amount granted for this challenge</b>	30.000€

<b>Funding rate</b>	100%
<b>Duration of the work and proposed starting period</b>	8 MONTHS – 12 Months. Max 12 months. starting from May 2025
<b>Effort for the SME</b>	<p>Personal costs</p> <p>Delivery costs</p> <p>Cost of products for qualification on the machine.</p> <p>Possible difference between the bulk sale price and other sale prices.</p> <p>Packaging and identification equipment to acquire according to the specifications provided by NEWTIMES. The packaging kit includes a semi-automatic Bag In Box dispenser, a label printer for printing QrCodes, a paper printer for printing QrCodes, a computer control system and software for managing printing and managing accounting products at the machine. Newtimes estimates this kit at €15,000. Newtimes will guide the candidate in this purchase.</p>
<b>Intellectual Property Rights</b>	The challenge is a real-world test of our technology. No intellectual property applicable.
<b>Other information</b>	