

4. Barriers to the Penetration of the Solar Drying Technologies:

Below a few factors, that have contributed to the hindrance of the penetration of the solar drying technologies:

It is noteworthy that Africa generally has no. This has also contributed to the hindrance of the penetration of the new solar drying techniques. A few factors are such as:

- No effective trade payments systems, that are essential for the smooth trade transaction
- Unavailable initial investment capital or loan facilities
- No established technology transfer facilities
- Limited production capacity
- Poor marketing
- Poor information dissemination,
- Poor training of local entrepreneurs and technicians, etc.

4.1. Capital or Loan Facilities:

Often in Africa, that good ideas are not being further developed and produced, but abandoned, because of the limited access to loan facilities by the founder. The provision of soft loans for rural farmers, can be a major constraint to establish a market for the dryer and the dried products.

4.2. Establishment of Technology Transfer Mechanism

The Danish International Development Assistance (Danida) has establish a Private Sector Programme, with the purpose to assist and support entrepreneur from developing countries to collaborate with Danish companies to develop and adopt business ideas. The Private Sector programme covers a few African countries such as Uganda and Zimbabwe, where collaboration between Danish companies and local companies has already given fruit. For example, a production unit for PV panels, is established in Zimbabwe. This model can be transferred to one or to the five countries, and be used as an entry point to start up a business idea.

4.3. Availability of the Locally Required Capacity:

The local capacity is the corner stone for building up a business. The availability of local expertise and well trained staff will ease the adoption of the new drying technology in the area. An investor will have the willingness to invest in a country / area, when the two key factors are locally available: (a) The marked for the processing techniques and the processed product (b) the local qualified manpower

- a) This has treated in the earlier chapter
- b) The qualified manpower is for:
 - i. The development and production of the dryer
 - ii. The marketing of the dryer and the processed agricultural product
 - iii. The training of the staff
 - iv. Servicing of the product and quality control

4.4. Warranty Consideration:

The appropriate solar dryer design criteria includes simplicity, durability, portability, user friendliness, minimum maintenance, productivity, high quality, cost effectiveness and versatility. The Warranty arrangement is established to secure the latter mentioned advantages. It is also to ensure to the quality and secure the end-users. The processed products have also an established quality warranty, especially products for the export market.

Warranty arranged can be established as, (a) limited warranty, that covers the dryer and the processed product for a limited period. (b) paid warranty, where the end-users pay a small limited amount to extend and secure the warranty of the product.