



Turning Waste Into Profit

The Chiro-Bond Story

In our line of work, every machine we build for your shredding purposes creates waste. No matter what you're shredding, there will always be waste. Often times this waste is thrown out or discarded, and many times there is a cost to do so properly. Many eco-conscious companies may spend that money to find a way to recycle their waste by providing it to other companies, non-profits, programs, etc. But what if you could take your own waste, and turn it into another revenue stream? What if there was a solution to keep your waste in-house, and recycle it into something else that you can sell?

There is.

We do it every day for our clients.

And we can prove it.



Below is a Q&A with one such client, who offered to do an interview with us to tell you a specific instance of just how we turn waste into profit. We sat down with Rich Cook from Chiro-Bond to learn all about his experience with Industrial Shredders. Here's what he had to say:

IS: Hi, Rich. Thanks for letting us interview you today.

RC: No problem, glad to do it.

IS: Can you tell us a little about what your business does?

RC: Sure. We have a chain of 21 retail and mattress stores. Every day, we bring back about a semi-load of used mattresses. We started Chiro-Bond as a way to deal with those used mattresses.

The High Cost of Taking Waste to the Dump

IS: What does Chiro-Bond do?

RC: We take our own used mattresses along with mattresses from other companies and use our industrial shredder to chop them up. Then we add a bonding agent to the shreadings and put that in a hydraulic cylinder press. When it comes out of the press, it's in a big roll and we put it on a roll cutter and cut it into carpet padding.

IS: How did you get the idea to add Chiro-Bond to your chain of furniture stores?

RC: We were bringing in so many used mattresses that it became really expensive to get rid of them. Taking them to the dump was costing us about \$10 apiece. That meant a semi-load of mattresses cost between a thousand and fifteen hundred dollars to get rid of. Chiro-Bond came out of the need to cut costs.

IS: That's a pretty interesting idea. It's also a "green" way to handle waste, right?

RC: Definitely. Mattresses don't compact well so they create a lot of methane, including pockets of methane underground. 30 to 40 percent of landfill space is taken up by mattresses. I'd like to put Chiro-Bond in every city to help with this.

The Challenges of Finding the Right Shredder

IS: How did you come to buy your shredder from Industrial Shredders?

RC: I found Industrial Shredders online and I wish I would have found them a couple of years earlier. I had been looking for a shredder that would shred used mattresses and the industrial shredders sold elsewhere just don't work. They're a quarter million dollars-plus and they don't work at all for our intended purpose.

Over the last two years, we've tried to manufacture our own shredder and we've gotten nowhere with it. We've ordered a lot of materials and tried to shred the product and I finally got disgusted and started looking online for other solutions. That's where I found Industrial Shredders.

IS: Why didn't you have any luck with other companies you contacted before Industrial Shredders?

RC: We wanted them to get the product reduced to under a quarter of an inch and we wanted to be able to throw a whole mattress into the shredder. Other companies we talked to weren't able to shred the mattress down to that fine of a product.

IS: And Industrial Shredders was able to do that for you?

RC: What we've been able to do is take the spring out of the mattress by hand and then use the Industrial Shredders shredder to shred the rest of the components, which works great.

IS: What happened initially when you contacted Industrial Shredders to inquire about their products?

RC: I called and told David [Barnard, Industrial Shredders' CEO] what I needed, and he said he thought one of their shredders could do it. He suggested I bring out a sample of what I needed

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-Rich Cook



to shred. I brought it out there the very next day, and it worked! Three days later, I put down a deposit and they started building my machine. It’s a good price for a shredder, too, especially compared to the the other shredders, which can run a quarter of a million dollars.

IS: Did the other companies you spoke to have a similar process for determining whether they could shred your mattresses?

RC: Yes, they did. They had used mattresses at their warehouses and did some experimenting with them to see what they could come up with. The only thing those big shredders can do is reduce volume for landfills, but not by much. They can reduce the size of a semi-load of beds down to about two-thirds and you have an unusable product that you can send to a landfill. It’s just not a good, green way to do anything. All you’re doing is reducing the volume a little bit. But the way the shredder from Industrial Shredders works, you actually have a product coming out the other end of it.

What It’s Like to Purchase a Shredder from Industrial Shredders

IS: How long did it take before your shredder from Industrial Shredders was ready?

RC: It took about a month and a half. During that time I was able to be as involved as I wanted to be. They even let me talk to the fellows that actually manufacture the equipment. They were

very knowledgeable about their product and knew what it was capable of doing. They went over their equipment and how heavy-duty it was. I asked them how long they thought the machine would last before I'd have to replace it. They told me - and I agree with them - that I would never have to replace it: that it was heavy-duty enough and that the product we send through the machine won't wear it out at all. They were very easy to deal with. It was pure luck that I found them.

IS: Well, thank you so much for talking to us today. We really appreciate it and hope you continue to enjoy your new shredder.

RC: You're welcome. Anytime.



At Industrial Shredders we only see the possible. If you have a similar situation, or just a complicated waste challenge that you need solved, we can help! We

build our own line of custom, American-made industrial shredders, as well as complete solutions to help you solve your unique waste challenges.

To learn more about what we do visit us at:

www.industrialshredders.com

