

# Waste Industry POWER PROFILE



*The Magnum Force 8800 represents a new generation of portable grinders. Stronger, smarter, more fuel efficient and productive than anything previously made, it's built specifically for maximized throughput when grinding trees, stumps, brush, yard waste or pallets.*

**CBI earns customer loyalty by providing reliable equipment that keeps user operations running efficiently and economically.**

**Customer:**

Continental Biomass Industries Inc.

**Location:**

Newton, New Hampshire

**Scope of engine use:**

C18 ACERT  
C27 ACERT  
C32 ACERT

**Cat® Dealer:**

Milton CAT

Continental Biomass Industries (CBI) prides itself on being "The World's Best" by producing wood processing and recycling machines and systems that are not only specific to customers' needs but are also designed to sustain the environment. By doing so, the company has earned customer loyalty, and business is good.

"Our goal is to help customers to set up a system," Steve Carter, marketing manager, explains. "Among the first questions our sales force asks are:

- What is the end product you are trying to make?
- What are your outlets for the product?
- How can we help?

"Then, we take those responses and charge our design team and technical staff with the task of constructing a system that precisely serves the client's needs. It's always our goal to understand our customers' challenges and customize a solution to help them grow their businesses."

The company recognizes that one-size-fits-all thinking can end up being more costly in the long run, and this has helped to sustain its loyal customer base.

"Customers include alternative energy producers, wood recyclers, mulch manufacturers, pulp and paper mills, municipalities, large compost facilities, land clearers, construction and demolition contractors, and landfill operators, to name a few," explains Carter.

## Turnkey solutions

In 1983, Anders Ragnarsson arrived in the United States from Sweden and started his own land clearing business specializing in hard-to-handle jobs that no one else wanted. Realizing there was an opportunity to custom grind wood to create a useful end product, he founded CBI in 1988. Within two years he developed what was, at that time, a radical new approach to solving the problem, the offset helix rotor. His efforts resulted in the Grizzly Mill, now considered the standard in the wood grinding industry.

To deliver a turnkey system that meets a customer's specific application today, CBI designs and manufactures a wide variety of stationary and mobile equipment including, but not limited to, Grizzly Mills, horizontal grinders, shredders, chippers, screening systems, conveyors, and stump shears for the recycling industry. Offering both portable and track vehicles, multiple rotor options and several different power options enhances the mobile equipment variety.

CBI's heavy, durable machines can handle construction and demolition (C&D) debris and more, such as whole trees, stumps, green waste (grass, leaves and brush), pallets, railroad ties, telephone poles, roofing material, palm trees, and other similar materials.

"From our Magnum Force 8400 Series processing contaminated C&D material to the 8600 or 6800 for the wood industry, we offer equip-

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**The Cat® C32 engine rated at 1,200 hp and 4,044-lb./ft. torque powers the Magnum Force 8800's 50-in. by 60-in. rotor through the toughest debris and keeps the 60-in.-wide discharge moving product at a rate of up to 800 yards per hour.**

**CBI's large-capacity feed hopper easily handles full-length trees or large material surges. IntelliGrind™ technology incorporates feed speed that varies automatically with engine load.**

ment that can grind at rates of up to 800 yards per hour," Carter says. "Our new 6400 Series is capable of processing wood waste into material that satisfies the emerging biomass industry as well as the requirements for the wood fuel and chip industry, while also providing the customer the flexibility of four different field-swappable rotors."

In addition, CBI also manufactures the Annihilator, a low-speed, high-torque primary shredder that can handle over 100 tons of contaminated C&D and municipal solid waste (MSW) per hour, as well as a newly designed 8800 and 6800B Magnum Force.

### **An engine partner**

CBI's choice for diesel engines is Caterpillar. Over the years CBI has purchased 3406, 3412, 3412E, C18 ACERT®, C27 ACERT, C32 ACERT and currently installs C18 ACERT, C27 ACERT and C32 ACERT in its chipper and grinders. These current engines meet EPA emissions requirements and range from 765 to 1,200 hp at C and D ratings. The engines operate at 2,100 rpm.

"The initial performance of the C27 ACERT and C32 ACERT is equal to or greater than the 3412E engines they replaced," Carter notes. "Machine throughput improves due to the higher horsepower rating of the engine."

CBI reports no difficulty installing the Cat engines. Engine performance is enhanced with Donaldson Extreme Duty air cleaners, AKG cooling systems and PTTech clutches.

"We have always used Cat engines, mostly because our owner prefers them for their reliability," Carter says. "Cat dealer Milton CAT met with us, saw our vision and partnered with us very early

on. As we grow, our dealer continues to meet our demands and has expanded its operation to provide us with complete engine assemblies. We've recently entertained the use of Caterpillar undercarriage and hydraulic solutions."

CBI has only good things to say about its relationship with its local Cat® dealer. "Milton CAT is with us every step of the way," Carter notes. "It's a daily partnership that we rely on for fast and accurate information and service all the time."

He adds, "Milton CAT understands our sense of urgency with every aspect of our business, and, when needed, their people respond the same day. In the worst-case scenario, it's by the next business day."

Carter says the company's customers have related their pleasure in dealing with the Cat service network. "Our service technicians and customers are trained to handle routine maintenance, while major engine service and repairs are performed by the servicing cat dealer where the engines are located."

He adds, "We have finalized our status as a Caterpillar Industrial Service Dealer. CBI is one of the first companies to partner with Caterpillar to pilot this program. CBI trained field service engineers will become Caterpillar Certified technicians to repair and maintain engines above and beyond routine maintenance, plus CBI will benefit from dealer cost on repair and maintenance parts."

Another way CBI relies on Cat engines is to meet current and upcoming emissions standards. "We are all in this together. CBI's mission has been to sustain our environment since Day 1," Carter points out. "We have worked with Caterpillar to engineer the EPA's various Tier changes into each product line successfully, and we will continue to be ahead of the curve to ensure environmental sustainability with our equipment design and engine choice. Electronic and air-to-air after-cooled engines are incorporated into our product lines."

As the global marketplace seeks alternative fuels, CBI is prepared to meet its customers' needs. "We see more alternative fuels coming into play for our industry and our equipment," he says. "We've experienced great success with our chipper design which is providing cost reductive solutions to alternative fuel markets."

He concludes, "We will continue to do our part to sustain the environment we live in by engineering and producing the high-quality innovative solutions our customers have come to expect from us."



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