

**New York State
Environmental Investment Program
Capital Project Summary
North Brook Farms, Inc.**

Project Background

North Brook Farms, Inc. is owned and operated by Peter and Carolyn Kyle and is located in Weedsport, NY. North Brook started creating and marketing products for the dairy industry in 1989. North Brook currently manufactures and distributes several product lines that consume large quantities of recycled ground rubber. North Brook's signature product, the MOO2™ cow mattress system, uses 133 pounds of ground rubber to fill a 10-cell woven-seamed bag that comes with a top cover. Additionally, North Brook combines ground rubber with other ingredients to create engineered, granular surfaces used for equine riding arenas, international competitive show rings and horse race tracks. North Brook also creates granular rubber surfaces for use in public and residential playgrounds. For information about North Brook's products, visit its website at www.northbrookfarms.com.

Project Description

North Brook's ground rubber product lines require that the rubber used be completely wire free. This standard can be difficult to meet using ground tire rubber, and North Brook has had to police its rubber suppliers thoroughly to maintain quality. In 1997 North Brook started using industrial scrap rubber, granulating the material itself, in order to ensure it would have a sufficient supply of high quality ground rubber.

The granulation operation was slow and inefficient. While the quality of the rubber produced was

adequate, the throughput was limited. In 2001, North Brook determined that the best way to control inventory, feedstock quality and expenses would be to upgrade its existing grinding system. This project helped North Brook add a grinder/shredder, a second granulator, and accompanying conveyors.

Project Results

This investment enabled North Brook to increase its grinding capacity from 792 tons per year to 2,112 tons per year. The new equipment increased use of recycled, post-industrial rubber by 1,320 tons annually. Of that increase, at least 250 tons per year is coming from New York suppliers (the changing nature of manufacturing in NYS has often made finding industrial scrap rubber sources in NY difficult).

By buying and processing scrap rubber, North Brook is saving \$60 per ton on purchasing costs, based on a market value price for ground rubber of \$125 per ton. The business exceeded its projected annual savings of \$137,000, expecting to top out at \$202,500 in related dollar benefits per year. One new job was created

Outlook

The market for North Brook's ground rubber product lines continues to grow. Recently sales to the equine and the playground markets surpassed the cow mattress system sales.

Contractor: Cayuga County IDA
County: Cayuga
ESD Region: Central New York
ESD Contact: 518/292-5340

NYS EIP Investment: \$21,207
Contractor Match: \$21,207
Total: \$42,414
Completion Date: May 2006