

MILES AHEAD...

Number 10 · September 2017



- ■ ■ Xcentric Ripper XR42
'Mining Series' during
a demo in Italy, with
our dealer Rammit SpA



www.xcentricripper.com

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UPCOMING EVENTS



**Rammit SpA, our dealer in Italy
will attend ECOMONDO Fair
in Rimini
from 7 to 10 of November**

ECOMONDO
the green technologies expo

Scale models

Gaz Evans is the authorized manufacturer of scale models of our attachments



Gaz Evans and his partner Lucinda Warner, during Smopyc Exhibition last April.

■ **When did you begin to dedicate yourself to making scale models of implements for excavators?**

I have been making model attachments as a hobby for about ten years, then 4 years ago, I finished working full time for a demolition company and turned my hobby into a business.

■ **How do you see the market? Do you think that more and more people are interested in buying models?**

I have been collecting for a number of years. Over time

“Over time it seems more people have become interested in models and there has been an increase in the number and range of models.”

it seems more people have become interested in models and there has been an increase in the number and range of models available for collectors and also now different attachments that can be fitted to these models.

■ **Do you think that the Internet and the rise of social networks has benefited you when it comes to publicizing your products?**

Definitely, the internet and social media brings our products to the attention of a worldwide market very easily. We can advertise products in the pipeline and show our followers the progress of development and finally market the finished product for sale through our web shop. The advertising of our products also allows for the advertising the



· Contact: gazmodels@hotmail.com

· Webshop: <http://www.gem-models.co.uk/>



companies that produce the working attachments as well, benefiting them as well. Collectors and customers can readily provide us with feedback on products and we are able to gauge the response for potential new products.

■ How did you know about Xcentric products?

I first came across Xcentric products whilst working for a demolition company. We hired in an XR40 to work in an old quarry. From there I approached Xcentric about

making models of their rippers and from there our Xcentric model range has grown with the new XR122 model being just released.

■ Do you have many queries and orders for our attachments?

Yes, we have found that Xcentric models have been popular through the years and each release of a new model

attracts new and existing customers. The rippers have been the longest running item we have produced with the crusher buckets and screener being more recent additions to the collection.

■ What do you think of our products and Xcentric as a company?

Having also seen the products close up, they are very well made and impressive, especially the XR122, a personal favourite. The rippers are definitely an innovative product with nothing else like it around. The company is well run and with fantastic, helpful staff, some of whom I have had the pleasure of meeting. Still looking forward to a factory tour in the future.

We have found that Xcentric models have been popular through the years and attract new and existing customers.





Juaristi TX1D - MGX8

This rotary table milling machine is the last machine that we have incorporated in our workshops

At Xcentric Ripper International we always try to improve both the quality of our products and the machinery we use to manufacture them.

That is why a few months ago we added a machine to our machining shop. This is the milling machine with rotary table of the company Juaristi, model TX1D - MGX8.

The TXD milling machines are characterized by their symmetrical design with a head centred in the column which gives it high precision in addition to its high dynamics.

These machining centres are designed to make large parts with strong chip removal.

In our case, this milling machine is used for the machining of our larger pieces, such as the ripper arms of the new series of Rippers, from model XR52 to model XR122. And in the case of crushing buckets Xcentric Crusher, for the housings of the XC50 and XC60.

On the next page you can see the main's main features.



We trust in best brands to get the best results

Technical Specifications - **JUARISTI TX1D - MGX8**

MACHINE TRAVELS		
X- Table cross	mm	3.000
Y - Headstock vertical	mm	2.000
Z - Column longitudinal	mm	2.000
HEADSTOCK - ROTARY TABLE		
Automatic Head indexing		2,5° x 2,5°, 4.000 rpm
5-axis Cont. headstock		+105° / -120°
Headstock Power	kW	37
Spindle rotation speed (pulses)	min-1	18.000
Rotary table size	mm	1.600 x 2.000
Load capacity	kg	8.000
Rapid feed (X, Y, Z)	m/min	30

Saray Fernández Alonso



Name: Saray Fernández Alonso

Age: 33

Job: Administration and Management Department

Years with us: 6

In this issue of 'Miles Ahead' we speak with Saray Fernández Alonso, one of the employees of the Administration and Management Department who will explain, from her point of view and after 6 years working with us, the evolution of the company and the Grado Cero Group.

■ **What is your work in Xcentric Ripper?**

I mainly deal with the reception and control of purchases of raw materials and the financial department specific tasks.

“From Xcentric I would highlight its innovative profile within a sector with a lot of international competition”

■ **What would you highlight of Xcentric Ripper as a company?**

Especially its innovative profile within a very worldwide competitive sector. The fact of

being a prominent company in this sector, is something to highlight.

■ **How do you think the company has evolved in the years you've been here?**

It is more than evident that the company has experienced a remarkable increase since I started working here six years ago. The range of machinery we offer has grown by adding new product and improving where possible the existing



one. The number of employees has also been increasing due to the needs, as well as the size of the facilities; we already have 6 pavilions. In short, the evolution is more than remarkable and very positive.

■ **Tell us some anecdote of the time you have been working with us. Maybe a moment you have recorded.**

I have several anecdotes, but I remember very well the day the customized Ripper was

“The evolution of the company during the years I have been working here, has been more than remarkable and very positive”

shown to Komatsu, for the spectacular staging prepared for the presentation.

Another day to remember was when we received the visit of five-time champion of the motorcycle Rally Dakar

Cyril Despres, with whom we collaborated for a few months as sponsors. It was definitely a different and special day.

■ **Finally, what would you have liked to do if you did not work here?**

Well, I like my work, but maybe I would have liked to do something related to fashion or decoration, but having it as a hobby I also feel satisfied in that aspect.



Xcentric Ripper XR42 'Mining Series' in a demo in Italy.

Rammit SpA, Italy

Rammit SpA is our dealer in Italy, one of the last to join the Xcentric team

Rammit SpA was born in 1980. Nowadays it is a solid Company which has been able, throughout the years, to evolve with the technology and market's changes.

The Company is the exclusive distributor for the Italian market of products for demolition, mining and recycling, accurately chosen for their proven quality and the local market's needs, and well known to offer a wide choice of used and reconditioned

machinery of selected origin and certified quality, especially breakers, to the worldwide market. The customer's portfolio include some of the Italian biggest contractors and quarries.

The Company is based in Ariccia, 20 km from Rome, and has a branch in Gattatico, close to Reggio Emilia, visible from A1 motorway. The logistics have been well conceived in order to provide the fastest customer service in

the whole Italian territory. Both units have offices, a spare parts' warehouse and a well-equipped workshop for service.

The headquarters' facilities include a department for manufacturing tools for the hydraulic breakers. It was born in 1989 and is nowadays able to provide tools for every model of hydraulic breaker.

How did we know about Xcentric

"YouTube: one evening I was watching videos on YouTube about the latest technology and machinery for quarrying and tunnelling since we as Rammit were interested to enlarge our product offer with something really "special" and possibly patented" - says Alessandro Galasso, sales manager of the Company - "On Xcentric Youtube channel I could watch many videos of the hydraulic ripper, crusher and screener buckets, including comparisons with alternative/competitive products, and I was particularly impressed. The morning after I showed them to our CEO and we decided to contact Xcentric via e-mail straight away. The managing director of Xcentric, Mr. Javier in person, contacted me and we had a pleasant conversation. The following step, some weeks after, was a visit to the factory where we could see the production facilities and some tests on site of the three different attachments. We were positively impressed by the high quality standards used in each step of the manufacturing process".

Why we decided to work with Xcentric

"As said, we were positively impressed by the high quality of the production and final products, their proven performance on site, and the patents which Xcentric has been able along the years to protect all over the world. We have long experience with high quality hydraulic attachments, so we know exactly the importance of capacity and the customer's point



Michele Galasso (Rammit SpA), Javier Aracama (XRI) and Alessandro Galasso (Rammit SpA).

of view, we have a great customers portfolio and we know a detailed picture of all the potential sites where the Xcentric attachments, especially the rippers, could work greatly" - Alessandro Galasso continues - "All Xcentric products were missing in our offer which include breakers, screener-crusher buckets (with rotating drums), twin head cutting units, demolition tools, hydraulic quick couplers and mobile screening and crushing plants, so they could fit just perfectly".

First impressions

Mr. Michele (CEO of the Company) and Alessandro Galasso visited the Xcentric factory and demo sites during March 2017, where they could see a XR40 ripper,

a XC30 crusher bucket and a XS40 screener bucket with power booster at work. All products revealed their great potential. "Concerning the ripper, the test was made in hard rock and with the "00 series" XR40, so the performance was not the best, but the "Mining Series" was on the way to be released, so Mr. Javier shifted the focus immediately on the new product, which unfortunately couldn't be seen at that time, but by his word was capable to break rock with a much higher capacity and less vibrations" - Alessandro Galasso explains - "and as regards the crusher and screener buckets, they just worked great, especially from the capacity and constructive quality point of view".



Mr. Romano (the owner of Officine Romano, their partner for Puglia for sales and service), Mr. Volpe, their ASM for South, and Fernando Rodriguez (Xcentric Ripper International).

Work and demos we are making now

"We had the possibility to make some tests in Italy with XR42 "Mining Series" in the South of Italy, in an area where limestone is highly fractured. In this contexts the ripper has showed all its potential" - says Alessandro Galasso - "In this first year we will need to concentrate our efforts to the promoting work, especially for the ripper, because in Italy it represents a relatively unknown technology and the customers need to see and test it on site.

Most of the interviewed users didn't know of this new technology, and those who did, expected a low capacity, high noise levels and vibrations. We need to prove they are wrong. For what concerns the hydraulic buckets, the scenario is relatively easier, but the national competition is stronger". Also with the aim of spreading the knowledge of all Xcentric products, Rammit has just released a new website, with easy access to all the information, charts, videos and more. Visit www.rammit.com for more information.

Our projects

"We are highly motivated to start having references all over the Country. Our focus will continue to be on rippers "Mining Series" which have been proven with highly successful on fractured rock sites. The competition (from Italy, Asia, Korea, or OEM) does not worry us as "Mining Series" is the best by far thanks to a proven performance and reliability" - Alessandro Galasso continues - "Great commitment will be also given to the screener and crusher buckets as well, to be proposed to all our existing and potential customers as part of our offer; in Italy the scenario for these products is not so thrilling because the competition level is really high, but we believe the economy is getting better and better and the customer will gradually shift their attention from the initial price to the capacity and quality of the products when purchasing, and Xcentric buckets are definitely the best from both points of view".

Besides the newly restyled website, and within the promotional actions the Company will attend ECOMONDO Fair in Rimini from 7 to 10 of November, where particular focus will be given to Xcentric attachments for recycling purposes.

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End users' opinion

Opinion about the Xcentric Ripper, from an Australian customer who uses the XR40 instead of drilling & blasting

Customer: R&L Withers
Country: Australia
Source: 'Quarry' magazine.
www.quarrymagazine.com

An Australian magazine ('Quarry') interviewed a Xcentric Ripper customer, who has been working with a XR40 for more than 3,000 hours, in a bluestone quarry. The name of the Company is R&L Withers. It is a family run earthmoving business that has been in the industry for about 35 years. They were looking for an alternative quarry excavation solution, so that they tested the Xcentric Ripper.

"It's been a couple of years [using the Xcentric Ripper]," the operator's Roger Withers said, adding he has been using the XR40 model with a Komatsu PC350 excavator. "We had used hydraulic hammers [in the past], but they were too slow – not productive at all. I'd read about it [the Xcentric Ripper] and watched it on YouTube videos. I was always looking at new stuff coming out, so I'd seen how they work.

We decided to buy one and see how it went, which worked out pretty well. It's probably done about 3000 hours. We're breaking at 80,000 tonnes or 90,000 tonnes a year with the ripper."

Why did you choose a ripper to extract aggregates rather than conventional drill and blast methods?

"You can just rip it [the rock] whenever you want it," he said. "There are no restrictions; when we rip, we get a good coarse material that can be crushed whenever you want. It's much easier to handle. The problem with drilling and blasting is that you can generate fragments that are too fine for the crusher."



Wayne Davies, the sales manager of Xcentric Ripper Australia, said rippers are being used in "every state in civil and construction applications, and the mining and quarrying industries".

"In Australia, we have around 13 rippers working in quarries in Tasmania, Victoria, New South Wales and South Australia. We also have rippers working in quarries in New Zealand, Papua New Guinea, Vanuatu and Nauru," Davies said, adding the tool's productivity is a "huge game changer".

"On 80 per cent of job applications, the Xcentric Ripper can be three to five times more productive than any hydraulic breaker on the market in most types of rock," he said. Winters added: "In terms of production, it is probably about 10 times more productive – it's a huge difference."

Would you recommend the ripper to others in the quarrying industry?

"Definitely, I've done that a few times," Withers said. "[If quarry operators] saw one working away, they wouldn't hesitate in going out and buying one. They just need to physically come have a look at one; once they see it working they'll be sold on it. They'll see what they can do and how quick they are."

Deliveries in Vietnam

These are some photos of two deliveries for a customer in Vietnam, by our dealer Dong Loi Equipment & Services DONGLOI CORP.
(www.dongloi.com.vn)



Limestone - Binh Phuoc Province, Vietnam



Puzolan Mining - Vung Tau province, Vietnam



Granite - Lam Dong Province, Vietnam



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