

MILES AHEAD...

Number 11 - January 2018



■■■ Xcentric Ripper International and Grado Cero Sistemas have moved to a new manufacturing facilities



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Xcentric Ripper XR32

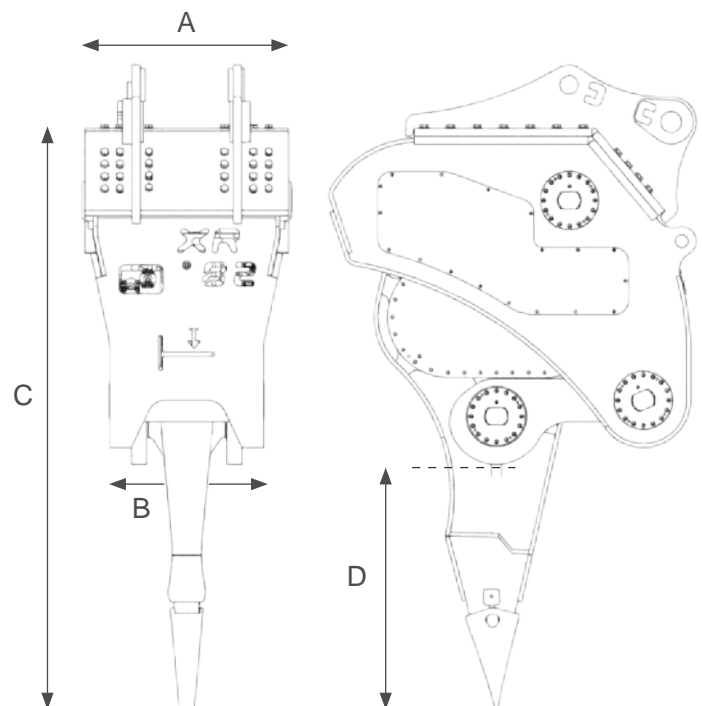
New model of the Xcentric Ripper 'Mining Series'



TECHNICAL SPECIFICATIONS		XR32
Excavator weight	Ton.	24 - 32
Ripper operating weight	kg	3.700
Hydraulic working pressure	MPa	24
Hydraulic oil flow	L/min	190
Frecuency	1/min	1.100

XR32	
A	775
B	635
C	2.715
D	1.160

* Dimensions in millimeters.



Xcentric Crusher XC60

We have redesigned the largest model of our crusher buckets



In recent months we have made some changes to the largest model of our crusher bucket, the Xcentric Crusher XC60.

The new bucket has gained in power, since it has gone from having 2 engines to having 4 engines.

Another major change is that a hole has been added in the grain size adjusting system; 5 holes, instead of 4, which gives more possibilities when adjusting the size of the material to be crushed.

Finally, also the inner assembling mechanism has been redesigned to make it easier, and thus save time in the manufacturing process.

TECHNICAL SPECIFICATIONS		XC60
Excavator size	Tons	60 a 85
Weight (without top plate)	kg	10.500
Operating pressure	MPa	25
Operating Flow	L/min	380
Max. drain pressure	MPa	0,4
Hydraulic circuit		Double effect
Loading capacity	m ³	2
External width	mm	1.535
Internal width	mm	1.310
Length	mm	3.440
Height	mm	1.900
Crushing size	mm	20 – 210
Jaw opening	mm	500



Photo from the outside of Xcentric Ripper International / Grade Cero Sistemas new premises.

New manufacturing facilities

New stage for Grado Cero Group, with the transfer to the new facilities, where the workshops will be unified

In Grado Cero Group we continue to evolve to improve our production capacity and the service to our customers. That is why we have moved to a new plant, on calle Arriurdina, 15, in the same Industrial area of Júndiz in Vitoria-Gasteiz.

The new factory has 7,000 m², which gives us the opportunity

to unify our workshops, with the consequent time saving and productivity increase.

History of the company

This new stage is a proof of the company's evolution, which has already more than 25 years of experience.

Javier Aracama, director and owner of Grado Cero Group, started his own small business in 1990 with two employees in a 200 m² workshop and equipped with 4 machines.

Initially the company concentrated on machining precision drawing parts for other companies. Due to market forces, his business



shifted to the repair of excavation machinery and, in 1991 he developed his first quick coupler for excavators. With 25 years' experience in the manufacture and sale of implements for excavators, Grado Cero has now a wide range of quick couplings, buckets, etc., and special implements such as the Xcentric Ripper and the Xcentric Crusher bucket.

The crisis in 2008

Grado Cero Group had by then, manufacturing plants for the production of heavy duty excavator buckets and patented Go Max quick couplers. But in

**With great effort,
Javier Aracama was able
to turn the situation around.
He started then the
XCENTRIC RIPPER project.**



Entrance to the offices of the new premises.

2008 the crisis hit very badly the construction industry in Spain, forcing to shut down many construction companies in the country. As a consequence, Grado Cero passed from selling 250 buckets per month, to only 2 units sold per month.

Although the economical situation of the company was extreme, Javier Aracama decided to keep all his staff instead of saving costs by dismissing the number of his employees, and with huge effort he was able to turn the situation around. He started then the XCENTRIC RIPPER project.



Unique combination

At the same time one of their divisions were performing large rock excavation and trenching projects in the North of Spain. Thanks to this unique combination, they were able to invent and develop this completely new attachment to execute these difficult projects much faster and in a much more efficient way.

In the beginning of 2009 the first prototypes started to work for the first practical tests in all kind of different rock conditions. Non stop and intense working from that moment on, in all types of rock, has resulted in a 100% reliable,

efficient and maintenance free attachment: the Xcentric® Ripper.

Present

Until the end of last year, the factory covered almost 15,000 m², consisting of 6 buildings: metal plate processing plant, welding area, 4 machining plants, stock warehouse for finished parts and the assembly plant and offices.

Currently we are moving all the workshops, except the cutting and welding plant to the new premises on Arriurdina street. It is a long process of transferring all the machinery, which is being carried out in phases,

since in total we have about 60 high-tech machines: machining centres, milling machines, boring machines, automatic threading machines, lathes, and cylinder grinders, in addition of cutting and welding machinery that will not be moved.

The offices, the assembly workshop, the lathes and several machining machines are already working normally in the new location.

In a few months we hope to have all the machines at full performance in the new factory.



Xcentric Ripper at Feria Minera in Medellín, Colombia

Xcentric Ripper Benelux BV participated as an exhibitor at the Mining Fair in Medellín, Colombia from the 4th till the 6th of October in 2017

“Our participation at the Fair has been a great success and helped us reach new customers while increasing the overall awareness of our brand and machines throughout Colombia” says **Arjan van Oorschot**.

The past several years, Arjan has been working for Xcentric Ripper Benelux BV within the Dutch Caribbean and Suriname. “Because our network started reaching from the Caribbean into the neighboring

Colombia, it became a logical step to further assess the potential for the Ripper within the Colombian mining, aggregates and construction sector.

During 2017 we have expanded our network and increased our market knowledge about this promising country. Colombians generally don't visit International fairs outside their country, so it has been very important for us to be present at the Mining Fair in Medellín. There was a lot of

positive feedback from our visitors and new contacts. The weeks after the fair, we have personally visited all of these contacts in order to assess their operation/quarry and provide estimates on productivity and cost reduction by making use of the Xcentric Ripper. This continues to be an important part of creating brand-awareness. In 2018 we will also participate at the Bogotá mining Fair to increase our presence and reach even more people and companies”.

Fernando Abecia



Name: Fernando Abecia

Age: 46 years old

Job: Boilermaking Manager

Years with us: 16 years

In this issue of our magazine 'Miles Ahead' we will learn a little more about one of the first stages of our machines manufacturing process. For this we have spoken with Fernando Abecia, the person in charge of the boilermaking and welding workshop. He will tell us his personal vision of the company after 16 years working in the Grado Cero Group.

■ **What is your job at Xcentric Ripper?**

As a workshop manager I have several functions. One is to coordinate the process of cutting pieces and moving them to the boiler room where

they are assembled and then welded. Another of my functions is to distribute the work between boilermakers and welders according to the Management needs, and make sure that deadlines are met. Once the pieces are welded and verified, I am in charge of taking them to the machining workshop to continue their process. Finally, I control the

“Javier Aracama is always thinking about new products, thanks to that he overcame the crisis with innovation.”

supply of the parts, tools and necessary equipment to each worker so that they can do their job correctly.

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

Innovation, innovation, innovation. Always creating new high quality and very efficient products. Javier Aracama is always thinking about new products, and therefore he is a great entrepreneur as few are, who knew how to overcome a very severe crisis with innovation, effort and work. It started as a



small company and does not stop growing.

■ **How do you think the company and the Grado Cero Group have evolved during the years you have been here?**

When I started working at Grado Cero 16 years ago, in the boiler shop we were 5 workers. Then they started manufacturing buckets, and Go Plus and Go Max quick couplers. Now we are 18 and we manufacture buckets, quick couplers, crusher buckets, screening buckets, static rippers, and this will certainly not stop here.

“The first ripper was a machine that looked like a fiction movie. Its evolution is amazing.”

■ **Tell us some anecdote of the time you have been working with us, a moment that remains stored in your memory.**

Anecdotes many, some can not be told... bad and good times. The manufacture of the first ripper marked me. It looked like a machine of a fiction film, which at any moment could

take on a life of its own; and it is amazing to see the evolution to the current ripper. Apart from producing machines we also have outside Ignacio's garden (Javier Aracama's father) who every summer shares with us rich tomatoes, peppers, etc.

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

I would have devote myself to the professional sport. I practiced cycling for 9 years but it could not be; sacrifice and training is not always enough. But hey, I somehow compensate by teaching kids at a cycling school.



Xcentric in Western Canada

ShearForce Equipment and Xcentric Ripper make an impact in Western Canada

Our dealer feature for this issue takes us to the Pacific coast of Canada and the home of **ShearForce Equipment**, the excavator attachment division of West Coast Machinery Ltd. Located approximately 30 minutes east of Vancouver, British Columbia in Langley, ShearForce serves excavation and demolition contractors in many industries across Western Canada, including civil construction

works, earthmovers, oilfield and pipeline installations, mining operations, forestry road builders, and demolition and crushing companies.

History of the Company

The company has been in operation since 1973, although it looks a lot different today than it did back then. West Coast Machinery was originally focused

on supplying and servicing Stanley hydraulic hand-held tools, mostly for arborists and tree trimmers, as well as municipal and utility crews. As the company grew and more customers bought tools, founders Tony and Neil Pothoven and their team were introduced to the Stahl service body line to build arborist trucks with power packs to run their hydraulic tools on their work sites. They started modifying a few pick-up trucks with custom tool boxes

and hydraulic plumbing in a small 2,800 square foot shop in Langley, eventually spurring the creation of the Work Truck West truck equipment division of West Coast Machinery. At the same time, they decided to expand West Coast's product offering to include excavator-mounted hydraulic attachments, starting out with Stanley compactors and hammers, then expanding to the LaBounty mobile shear line, a tried and true brand for scrap metal dealers in the region.

Tony's grandson and Neil's nephew **Brad Dewit** took over as president of West Coast Machinery in 1997, and created the ShearForce Equipment division in 2012 to reflect the growth in their geographic reach and customer base. Brad has since led the growth of the company to more than 35 employees representing 18 hydraulic attachment product lines from their new state-of-the-industry facility in the Fraser Valley of British Columbia.

Discovering the Xcentric Ripper

From the moment he saw the Xcentric Ripper, Brad knew it would be the perfect new tool to introduce to the Canadian excavation and demolition marketplace. The XR40 model grabbed his

From the moment I saw the Xcentric Ripper, I knew it would be the perfect tool to introduce to the Canadian excavation and demolition marketplace.

attention at the 2011 ConExpo trade show in Las Vegas, where it made its North American debut. Brad saw the potential for this innovative new product to replace traditional hydraulic hammers in many industries that ShearForce Equipment already serves.

Xcentric Ripper Dealers

Brad signed on for ShearForce Equipment to become the dealer of Xcentric Rippers across Canada within weeks of discovering it on the trade show floor. "The Xcentric Ripper could take the place of more than half of the hydraulic hammers and breakers that are currently being used by customers in our industry", explained Brad. "The increased production and low maintenance costs simply can't be ignored".

The Canadian landscape is vast and offers a variety of conditions that make Xcentric Ripper an ideal tool for excavation contractors. The second largest country in the world stretches from Pacific to Atlantic coasts with a multitude of hard rock, clay, compact sand, and permafrost ground mixed throughout. The ShearForce team has seen proven success in several specific subsectors across the country, including forestry road





Andrew Young, Business Development Manager Alberta, **Glen Devries**, Territory Manager BC, **Brad Dewit**, President, and **Tyler Janzen**, Heavy Duty Technician visit the Xcentric Factory in October 2017.

building on Vancouver Island and BC's interior, oil sands and pipeline excavation in northern Alberta, and frozen ground excavation across the country.

First sales and end-users' opinion

The very first XR unit that was delivered in Canada was used for trenching pipelines in central Alberta where the terrain is notoriously unpredictable and full of mixed material. The customer was very impressed by the increased productivity compared to the static ripper and hammer he had been using, and now regularly recommends Xcentric Ripper to his contacts who come up against similar challenges on their project sites.

One of the most memorable highlights and applicable examples of the Xcentric Ripper's versatility was when ShearForce's heavy duty technician travelled more

The first customer was very impressed by the increased productivity compared to the static ripper and hammer he had been using.

than 3,100 km to install an XR30 in Rolute Bay, a small Inuit hamlet on Cornwallis Island in Nunavut. Situated on the 74°N parallel, Canada's most northern community was working on a large sewer and water line installation project and

the Xcentric Ripper was being put to work excavating frozen ground in Canada's coldest climate. The extreme environment meant that crews could only work during the warmest two months of the year, and the pressure was on their technician to ensure the XR was up and running, working as expected, and the operating crew was ready to get maximum production with their new attachment.

The team

In addition to Brad, the ShearForce support team and Xcentric experts in Western Canada include Product Support Manager **John Zietsma**, Heavy Duty Technician **Tyler Janzen**, Sales Coordinator **Nathan Chase**, and **Glen Devries**,

Territory Manager BC, all based from the Langley, BC shop, and **Andrew Young**, Business Development Manager Alberta, based in Calgary, Alberta. The team provides sales, parts and service, and support advice to customers with Xcentric gear across Canada, with thousands of collective hours of knowledge and experience working on hydraulic rippers since they introduced them to the region.

The future

Looking to the future, Brad and the team are optimistic about Xcentric Ripper's ongoing potential in Canada. With more new energy projects coming online, and several major infrastructure projects in the works, the team is spreading the word about the Ripper's productivity and reliability across the region. The new Mining Series hydraulic rippers will be an excellent addition

to the product line up for excavating in Canada's most extreme job sites. ShearForce has also had success introducing Xcentric's new crusher bucket and screening bucket to their line up, with several customers successfully using the new high efficiency attachments on their work sites.

Visit shearforce.ca to learn more and watch video of the Xcentric Ripper in action across Canada.



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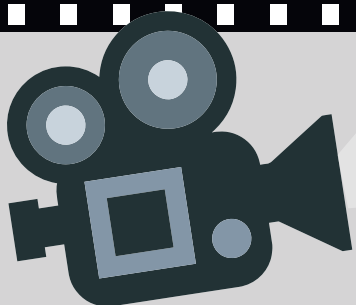
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Visit our **YouTube** channel: www.youtube.com/XcentricRipper



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