

MILES AHEAD...

Number 2 • December 2014



■■■ Shear Power Corp.,
our new dealer,
is already promoting
our Xcentric Rippers
in Eastern Canada.



www.xcentricripper.com

MILES AHEAD · December 2014 · Number 2

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UPCOMING EVENTS



FROM 20 TO 25 APRIL

PARIS/FRANCE

INTERMAT PARIS 2015

INTERMAT
Paris 2015

**FIND US AT THE INTERMAT PARIS 2015 EXHIBITION,
FROM 20 TO 25 APRIL ON A 120M² STAND DEVOTED
TO THE ONLY PERCUSSION RIPPER OF THE WORLD!**

universal bracket series



Universal Bracket Series

We specially designed the new Universal Bracket Series to solve the problem of coupling between the Xcentric® Ripper and the great variety of excavators brands and models.

What are the Universal Bracket Series?

To solve the problem of coupling between the Xcentric® Ripper and the great variety of excavators on the market, we offer the new **UNIVERSAL BRACKETS SERIES**.

These brackets are designed to provide complete versatility when delivering a Xcentric® Ripper to the customer, regardless of the brand and model of excavator on which it is to be installed.

Our intention is to use these brackets temporarily, to be replaced later by the bracket with the original measures. It can also be used permanently, considering that the use of bushings is less durable and more expensive to assemble than a rigid bracket with original dimensions.

Given the vast range of possibilities, we have opted to provide bushings with over-measure. That is, once the excavator is identified, we will choose the pins and the necessary bushings to get the correct measurements. It might also be necessary for some excavator models, to machine the bushing's head thickness to the adequate measure.

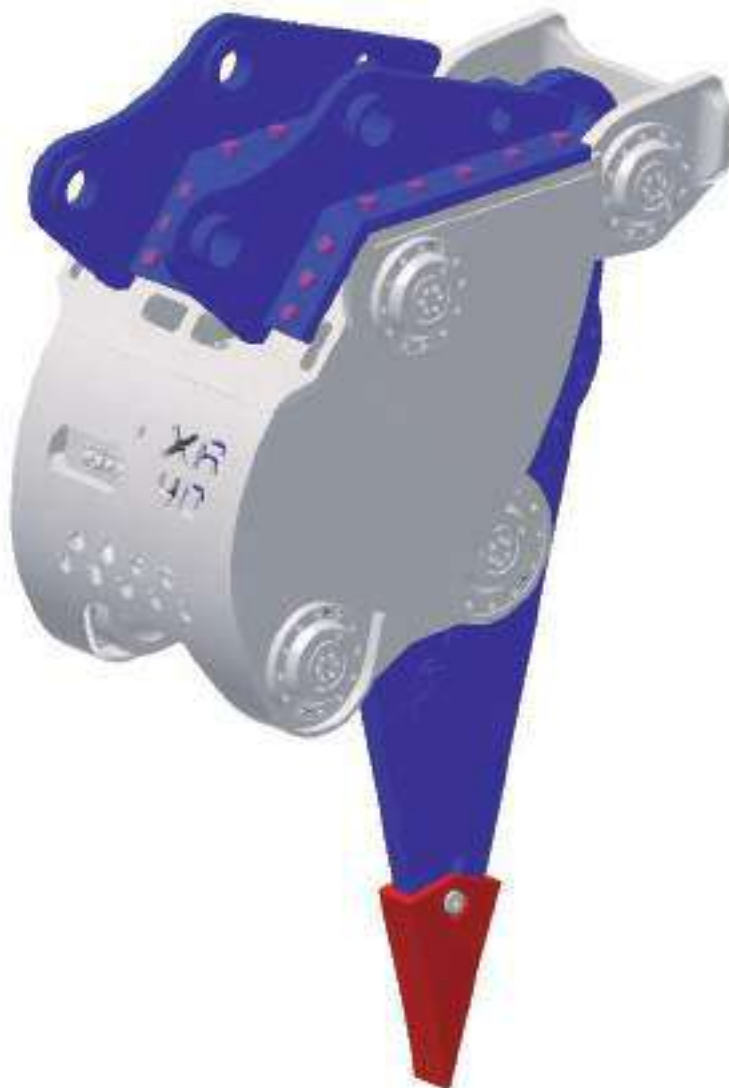
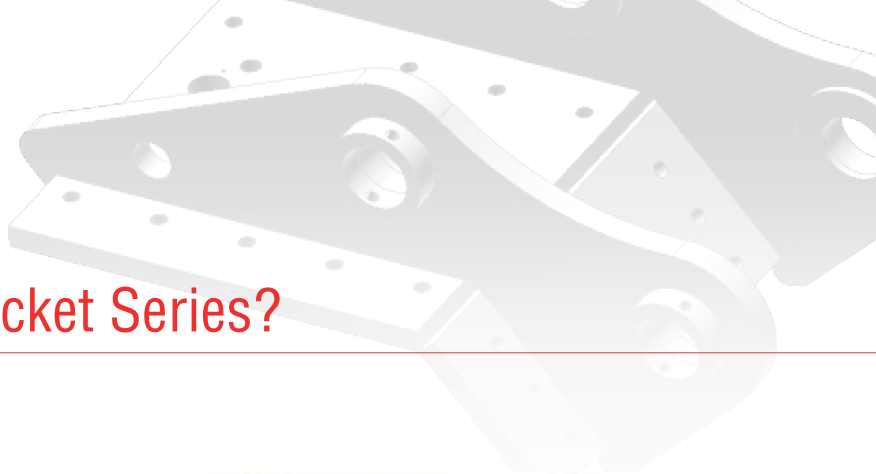
Knowing that this adjusting needs an additional time and cost, we have chosen it, as it largely reduces

the amount of bushings in stock needed to cover the full range of excavators.

Needless to say, the distance between pins, has been chosen as the most common among different brands of excavator, and this can create a conflict to the machines provided with a quick coupler.

These universal brackets are available for Xcentric® Ripper models **XR20, XR30, XR40** and **XR50**.

You can ask us for **the complete brochure** to see all the samples of excavators in which you can use them and also the parts lists depending on the XR model.



Patent Rights

Talleres Betoño, S.A. (TABE) infringes the Intellectual Property Rights of Mr. Aracama and GRADO CERO SLU.

Last October the sentence for the demand imposed on Talleres Betoño, S.A. (TABE) was released. Here you can read the complete judgment or visit the next link on our website where you can find it in other languages: www.xcentricripper.com/en/news/patent-rights-news-ok.html

The **Original Xcentric® Ripper** is a long lasting product manufactured with the best quality materials, which will give you robustness and productivity results. With a fake XR you get what you pay for.



Re. XCENTRIC RIPPER vs TALLERES BETOÑO (TABE)

Dear Sirs,

We are very pleased to inform you that the Commercial Court of Vitoria (*Juzgado de lo Mercantil de Vitoria*) in a decision dated October 8, 2014 declares that TALLERES BETOÑO, SA (TABE) **infringes** the Intellectual Property Rights of Mr. JAVIER ARACAMA and GRADO CERO SLU, owners of the XCENTRIC RIPPER and the GO Max attachment.

More concretely the Court sentence that TABE must:

- Cease the manufacture and/or import and all supply activities and/or placing on the market and/or, in general, marketing or use for such purposes of the identified products that infringe the rights of Mr. ARACAMA, regardless of their brand.
- Remove and destroy under their responsibility the products that have been identified as offenders, regardless of their brand; destroy those who might have stored; remove and destroy all forms of advertising of those products, regardless of the medium.
- Compensate Mr. ARACAMA for the damage caused
- Publish the judgment in a national newspaper, in a specialized review and in the homepage of the TABE website.

This decision could be appealed in 20 days since its publication.

Very truly yours,

Jesús Sahuquillo Huerta
European Patent Attorney



Do you want to win an iPhone 6?

Join our contest:

'Xcentric Ripper Photo Competition'

Come and have a go!



How to participate?

To join our contest, you should **take a photograph of an original XR** and you should **upload it on our Easypromos App on Facebook** and follow the steps indicated. You can participate more than once.

Enter our **Facebook page**: www.facebook.com/pages/Xcentric-Ripper-International/233743490142842

Click "Like" if you haven't done it before. Then click on the heading of the contest:

'Photo Competition'* and follow the steps to upload your photo.

Once you have uploaded the photograph, you can vote for your favorite snap as well as **invite your friends to vote for you and to participate**. When the contest finishes, the photograph which receives **the most 'LIKE'** will **become the winner** of a fantastic **iPhone 6**. You will choose the winner with your votes!!!

* Before taking part, take your time to **read the Terms and Conditions of the contest** and make sure that you fulfill all the requirements so that you are not disqualified.

You can participate until March 31, 2015
Turn on your camera and good luck!!!





30 KF 4000 AR - ZAYER

The new Bed Table Milling Machine for our machining plant.

Technical Specifications

CNC. CONTROL	HEIDENHAIN TNC-530
AUTOMATIC HEAD	0,001°
COOLANT THROUGH SPINDLE	24 Bar.
TABLE SURFACE	4.000 x 1.300 mm.
TRAVELS (X / Y / Z)	3.700 x 1.500 x 1.500 mm.
RAPID SPEED	25.000 mm. / min.
TOOL LOADER	30 positions

The bed table milling machine 30 KF-4000 AR from the manufacturer Zayer, has been acquired by Grado Cero Sistemas in 2014. The main reason for this acquisition is trying to expand production capacity. It is a machine with a great movement capacity, so machining possibilities increase considerably.

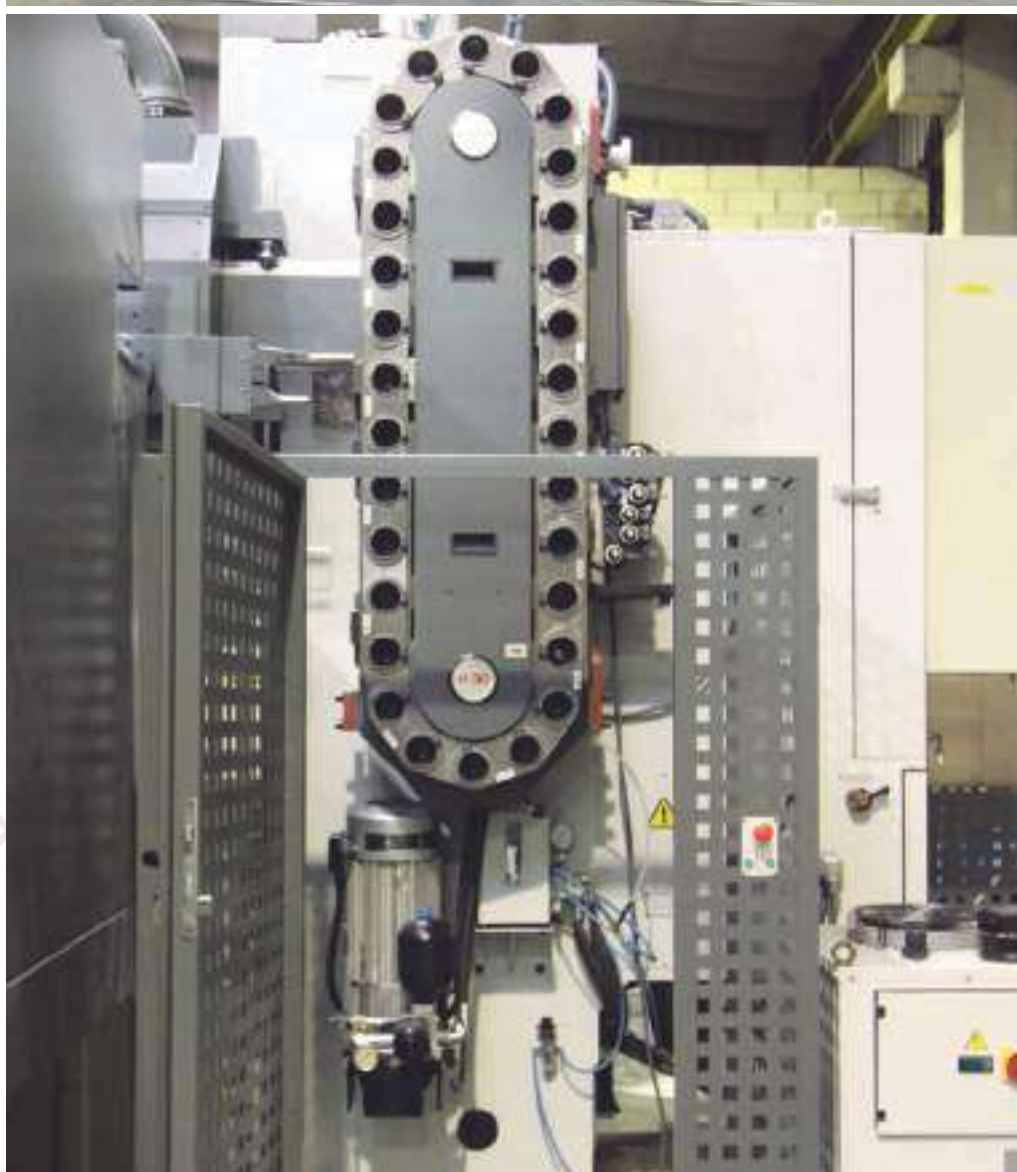
With this milling machine, Ripper arms up to the XR50 size can be machined. This is due to the great versatility of machining it offers, as it has the possibility of an automatic head with a 0.001° division both in head and body.

**We have always
relied on Zayer,
as one of the leading brands
for our machining jobs.**

We hope to get again the results that we have proposed with this new acquisition: reduce production times, increase production and thus ensure faster delivery of our products to our customers and distributors.

Grado Cero Sistemas has always relied on Zayer, as one of the leading brands for our machining jobs. Zayer is a company located in our city, Vitoria-Gasteiz, with over 60 years experience in the market.

Thanks to all this, we can guarantee high quality products, improving with advances offered by our suppliers. Grado Cero Sistemas and Xcentric® Ripper International “we trust in best brands to get the best results.”



Jaime Gómez



Name: Jaime Gómez

Age: 37 years-old

Job: Assembling Plant Responsible

Years with us: 3 years

He may look rough with his height of almost 2 metres. On the contrary this King-size Xcentric® Ripper Assembling Plant responsible goes as accurately as clockwork. Miles Ahead chatted with Jaime Gómez, who has been working for three years as a workshop manager.

“What I really like about Xcentric® Ripper is that we work with high-quality materials.”

■ **What do you do? What does your job consist of?**

I am responsible for the assembling workshop, which collects and mounts every piece manufactured in the rest of our factory. My job is to teach to our mechanics how to assemble Xcentric® rippers as well as to get them ready for transport so that we can make sure the clients receive their units in the best conditions. I also travel around to teach dealers how to assemble and disassemble the machine for its correct use.

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

What I really like about XR is that we work with high-quality materials, which makes work easy. It also means that we are offering a good product. I would also point out the good relationship between the members of the staff. And the fact that we are a fast-growing firm... We are constantly innovating.

■ **What do you like most about your job here?**

I really love my work itself. I mean assembling Xcentric Rippers.



“ I actually remember the first time that we attached two motors in an XR. It meant a great improvement.”

In the rest of our workshops, we manufacture pieces separately so you may not be so conscious of what you are really making. But

in our workshop we are very lucky because we can see the product complete and ready for the client.

■ **Can you think of some special memories of your time working here?**

I actually remember the first time that we attached two motors in an XR... It meant a great improvement, the sales boosted,

the product got much better... It's an XR as we know it today.

■ **Finally, what would you do for a living, if you were not here in XR?**

I would operate an excavator for sure... I used to do it before I started in XR and I just love it. It's my kind of passion.

Shear Power Corp.

Shear Power Corp. is our new dealer in Eastern Canada. A new company, but a team with decades of experience.



Maurice Nesbitt and Greg Morley.

Shear Power Corp. is a young company that was established in late 2013 by three partners; Maurice Nesbitt, Greg Morley, and Marcel Lehoullier.

In this 'Miles Ahead' number 2, they tell us their experience as a company in this market, and how started the relationship with Xcentric® Ripper:

"Our focus is on the sales and service of specialty attachments for hydraulic excavators. Despite the fact that we

are a new company, our team has been in the equipment business for many years. With **decades of experience**, Shear Power is able to offer customers a "One Stop Shop" for all things specialized.

We were recently approached by the Xcentric® team about carrying their line of Rippers. Distributing this revolutionary attachment was an appealing and exciting opportunity, and thus Shear Power has since become the authorized dealer for

the Xcentric® Ripper in all of Eastern Canada and its three territories. We have received our demo units and are currently awaiting our first shipment of Xcentric® Rippers for Sale. Our sales manager Maurice and service manager Greg have been hard at work booking demos across our territory to demonstrate this new and innovative tool. In order to ensure that Shear Power was able to exceed all maintenance requirements for the Ripper, Greg also travelled to Spain- the home of



this hydraulic attachment. Here Greg received extensive, hands-on factory training, allowing him to confidently deal with the operation, installation, and care of the machine.

“One of our main focuses is to promote the Xcentric® Ripper in areas where permafrost is present.”

Being that Shear Power is located in Canada, one of our main focuses is to promote the Ripper in areas where permafrost is present. As a result of the extremely cold conditions experienced during Canadian winters, the work performed by traditional excavation equipment is greatly hindered. With the aid of Xcentric® Ripper we are able to offer customers increased productivity and longer working seasons throughout the winter months. Additionally the Ripper is especially useful

in quarrying applications and metropolitan or urban areas where drilling and blasting is prohibited, thus making it a perfect fit for the diverse Canadian landscape.”

Dealing Provinces

Ontario, Quebec, New Brunswick, Prince Edward Island, Nova Scotia, Newfoundland and Labrador, Northwest Territory, Yukon Territory, Nunavut.

www.shearpowercorp.com

... Norway



... Canada



... USA



... Mexico



... Italy



... Peru



Travelling all over the world...

These are some of the demos and trainings we have done during this year.

... Bulgaria



... Jordan



... Qatar



... Dubai (UAE)



... South Africa



... Russia



... Japan



... India



You can see the videos
on our Youtube channel:
www.youtube.com/xcentricripper

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