

MILES AHEAD...

Number 3 · May 2015

INTERMAT
Paris 2015



■■■ Intermat Paris 2015,
great response for our products
in the 10th edition of
this International Exhibition

1990-2015
25
YEARS OF
EVOLUTION

XCENTRIC
RIPPER

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OUR LATEST EVENTS



XCENTRIC RIPPER **'PHOTO COMPETITION'**

Last April 10 we published the name of the winner of our 'Photo Competition' with a prize of an iPhone 6. The winner is Belén Estevez with this photograph.

Congratulations once again Belén! And thank you everyone for participating and following us during all these months.



xcentric crusher



Xcentric Crusher

We innovate again. Xcentric Crusher is our new crusher bucket.



WE EXTRACT IT
AND NOW
WE CRUSH IT

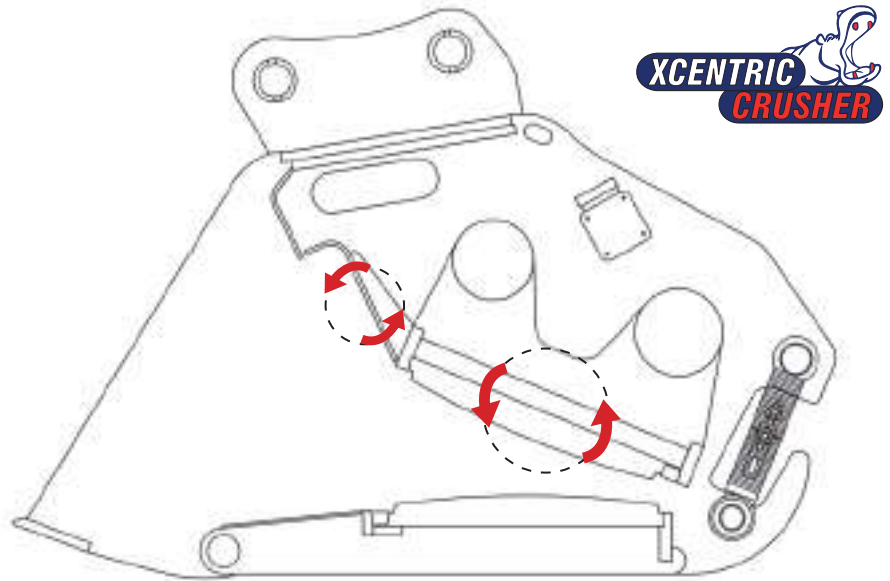
Xcentric Crusher

A **new technology** has been developed for the manufacturing of the **Xcentric Crusher**, with which we have managed to achieve profitable production levels for crusher buckets.

The increase in production per hour, with long maintenance intervals (lubrication 200 hours), and a powerful heart that provides the necessary reliability to work with it constantly, makes out of the **Xcentric Crusher** a machine that will turn profitable your stone crushing or recycling materials processes.

This is possible thanks to the **Patent-Pending Technology** that applies a high inertia power train, circular jaw movement, as well as a new and easy antiestagnation plate, which prevents large shredding pieces from getting stuck in the bucket's mouth, not allowing them to enter the crushing jaws.

The granulometry adjustment is easy and intuitive, which enables a quick variation.



TECHNICAL SPECIFICATIONS

		XC20	XC30
Excavator size	Tons	18 to 25	25 to 35
Weight (without top plate)	kg	2.500	3.750
Operating pressure	MPa	20	24
Operating Flow	L/min	160 – 180	180 – 200
Max. drain pressure	MPa	0,4	0,4
Hydraulic circuit	MPa	Double effect	Double effect
Loading capacity	m ³	0,8	1
External width	mm	800	940
Internal width	mm	730	900
Length	mm	2.465	2.575
Hight	mm	1.300	1.400
Crushing size	mm	20 – 140 *	20 – 140 *
Jaw opening	mm	420 *	420 *

* Higher on demand.

... NEW MODELS IN PROGRESS



The Xcentric stand at InterMat Paris 2015.

Intermat Paris 2015

Great response for our new product, the Xcentric Crusher, and consolidating the Xcentric Ripper

Last April, between the 20th and the 25th, took place in Paris the 10th edition of “the International Exhibition for Equipment and Techniques for Construction and Materials Industries” (INTERMAT). The fair recorded during six days, 183,000 entries, a result slightly below the figures recorded in 2012,

which in words of the organizers, it was a record year in terms of attendance. But it does not make it a bad result, on the contrary, it can be considered satisfactory given the current economic situation.

An important part of the visitors belong to 168 different countries,

including the Middle East, North Africa and Turkey, which strengthens its international character. To Maryvonne Lanoë, General Curator of the exhibition, “INTERMAT 2015 was the step by step of the chronicle of a internationally announced resumption. The general opinion,



Big success for the Xcentric show at the Pole Mat demonstrations area.

the highly qualified visitors and project leaders have allowed to live a dynamic edition which has given renewed confidence to all interested parties.”

Among the 1.410 exhibitors, Xcentric Ripper International was one of them. We were present with the priceless help of our subsidiary in France, Xcentric Ripper France. Our main attraction for this edition was the official presentation of our new product, the crusher bucket Xcentric Crusher, for which some images and videos have already

been possible to see before the trade fair, but at Intermat we could better explain its innovative features and also had a space for demonstration outside. Our employees worked hard every day attending all those interested, within a friendly and close atmosphere, so that they could all have the necessary information about the Xcentric Ripper and Xcentric Crusher.

Our booth received many visitors, distributors, customers, workers, potential customers, curious

people... We got many contacts and a good feel about the fair and about the general opinion of our new product, the Xcentric Crusher. The most repeated comments were that it is a powerful machine with great strength and great productivity.

Here you can see some of the many photos taken at the show. Soon we will have a section about Intermat on our website, where we will post more pictures. Thanks for having visited us, and we hope to see you in the next one!

Some photos of the week



After a week of preparations, everything it's ready to start at Intermat.



Starting Intermat Paris 2015. The first visitors and the first meetings at our stand.



Jonas Stahlbage, the CEO of STM, Construction Equipment, our dealer in several Asian countries.



Jonas with Henk Saes, our dealer from Xcentric Ripper Germany and Benelux.



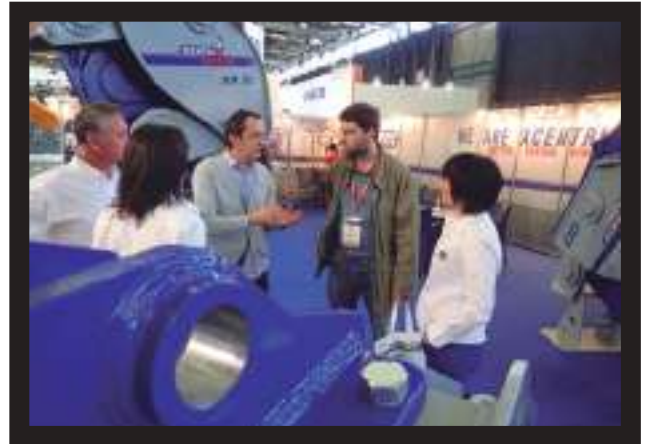
One of the several meetings our visitors had with Florent Gerland (President of XRF).



Severine Gerland (Director XRF) explaining the Xcentric Crusher operating.



Our staff with some friends, at the end of the first day of the exhibition.



Our staff and Javier Aracama (CEO of XRI) explaining about the Xcentric Crusher.



Severine Gerland, Javier Aracama, Kent Delhaye de Maulde (Team TM Xcentric France) and Florent Gerland.



A group of students of construction equipment mechanics with Severine Gerland and Florent Gerland.



Guillaume (technical manager XRF) explaining the XR operating.



XR80 outside, at the Pole Mat demonstrations area.



Xcentric Crusher working at the Pole Mat demonstrations area.



Anayak VH-PLUS-3000 MG

This is our latest purchase, two bed-type with rotary table milling machines.

In Xcentric Ripper International we continue to innovate and move forward. We have recently introduced our new product, the Xcentric Crusher, a crusher bucket manufactured with the best technology which enables high production levels. Therefore, we need to expand our manufacturing

capacity of parts, to offer our clients the best delivery terms of our two leading products, the Xcentric Ripper and the Xcentric Crusher.

In the last few months we have been adapting a new pavilion to expand our machining works, and there we have installed these two

new machines. Two fixed bed and moving table milling machines brand Anayak.

The new VH-PLUS-MG bed-type milling machine with rototranslating table permits machining medium-sized parts in one clamping thanks to its rotary tables of different



sizes. Moreover, its T-shaped configuration allows it to have cross travels of up to 2500mm, which makes this machine versatile and multi-purpose.

We have incorporated new milling machines, to improve our capacity for parts manufacturing

All these advantages enable us to reduce time and thereby manufacturing costs of our parts for the Ripper and Crusher.

We trust the best brands for the best results.

Technical Specifications - **VH-PLUS-3000-MG**

TABLE	Surface	mm	2.000 x 1.600	2.500 x 2.000
	Max. load table	Kg	10.000 / 15.000 / 18.000	
MOVEMENTS	Longitudinal	mm	3.000	
	Cross	mm	1.500 / 1.700 / 2.000 / 2.500	
	Vertical	mm	1.500 / 1.800 / 2.000 / 2.500 / 3.000	
FEEDS	Rapid traverses (x-y-z)	m/min	20 / 30	
SPINDLE	Spindle nose		ISO - 50	
	Programmable speed	r.p.m.	4.000 / 6.000	
	Maximum power	kw	37 /52	
	Maximum torque	Nm	1.375	
WEIGHT	Machine weight	Kg	23.000 / 35.000	

Luis María Zubia



Name: Luis María Zubia

Age: 62 years-old

Job: Miller

Years with us: 24 years

Last April was the 25th anniversary since Javier Aracama, manager director of Grado Cero Sitemas and Xcentric Ripper International, began his career as an entrepreneur, running his first workshop in 1990. A year later in 1991, Luis María Zubia, the employee we present in this issue of 'Miles Ahead', joined the by then small working team. He has worked during 24 years at the milling factory with the milling machine, and he will explain, from his experience, the evolution of the company.



area of Uritiasolo, in a small workshop, about 300 m². There was a milling machine, a conventional lathe, a lathe revolver, a boring machine Juaristi and a milling machine Kondia. I started working at the milling machine. At that time we manufactured parts for maintenance of Public Works and started working for the company Loramendi. We moved to another industrial area, and continued

manufacturing the parts for Public Works, spades, buckets and molds for the company Uribesalgo.

■ **How did you start working here, what was your job then?**

When I started working with Javier Aracama we were in the industrial

“When I started working with Javier Aracama, we were in a small workshop, about 300 m².”

■ **The changes occurred over this years in the company, how have they affected your work?**

After a while we grew as a production company and stopped working for Loramendi and left the maintenance of Public Works, to focus on our own production; buckets, spades... Since 2003 more or less, we also began to manufacture couplers. From my side I still work with the milling machine, and today my job is basically to make single parts, small parts, but sometimes I help colleagues with other type of parts.



■ **How do you see the company today?**

In 1991 there were 4 employees and Javier Aracama, who was 25. The company has evolved a lot over the years, and has been able to renew and overcome the worst years of the crisis. Today, adding the staff of all the workshops, we are 66 people. Meanwhile Javier Aracama has become one of the most important entrepreneurs of this city. He is a person with a great capacity to innovate.

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

I am a restless person, so I like my work in general. I like to be able to move, to produce different types of parts... Besides, I find my working time very convenient.

■ **Tell us any special anecdote of all these years.**

Anecdotes are many. Many hours working with other workmates. But there is a moment that struck me strongly. This was the death of a colleague, Andrés Arroyo. We had very good relationship, and we were almost the same age, so it was very hard to lose him. I also remember the years of crisis as a very hard time trying to cover working hours as we could.

The company has evolved a lot over the years, and has been able to renew and overcome the worst years of the crisis.

■ **Finally, what would you have liked to do if you didn't work here?**

I've never really given it any thought. At that time you could not choose. When you finished the basic studies you could either do the same work as well as your family or study a trade and then start working. There were not so many opportunities and possibilities as today where, since teenagers, they are asked what they want to become. In fact my father thought I was going to be a farmer like him. What I do have clear is what I want to do after I retire, and this is to do social work. I want to help people in some way, to accompany older people to walk, for example, if it is not me who has to be assisted! (Laughs).

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A technical drawing of a mechanical component, possibly a bearing or a part of a machine, is shown in the background. The drawing is a line drawing with various circular and rectangular features, including what appears to be a bearing housing and a shaft. The drawing is rendered in a light blue color and is positioned on the right side of the page, partially overlapping a dark blue vertical bar on the left.

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