

MILES HEAD...

Number 4 • September 2015



Some members of the Technique-TP Forum visited our factory, and they could operate our implements during the demo.



www.xcentricripper.com

MILES AHEAD · September 2015 · Number 4

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UPCOMING EVENTS



**FROM 21 TO 24 OCTOBER 2015
SANTIAGO, CHILE - ESPACIO RIESCO**

CONEXPO LATIN AMERICA

The logo for CONEXPO LATIN AMERICA, featuring the word "CONEXPO" in orange with a yellow globe icon replacing the letter "O", and "LATIN AMERICA" in green below it.

CONEXPO
LATIN AMERICA

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CONEXPO LATIN AMERICA 2015 EXHIBITION
FROM 21 TO 24 OCTOBER
ON THE STAND 526COAD**



Xcentric Crusher bucket

Good results in productivity during the first months in the market

Since the presentation of the XC30 model at the Intermat Exhibition in Paris last April, the Xcentric Crusher has experienced a very good market response. In Xcentric Ripper International we have not stopped working to improve and get even better results in both productivity and design, to make it an easy to use crusher bucket and highly profitable for the customer.

In recent months, we have also developed a new model, the XC20, for excavators from 18 to 25 tons and have modified the

granulometry adjustment system, making it more simple, efficient and intuitive than before. We can say that the product is now even more reliable, functional and solid. We have also redesigned the outside of the crusher bucket, with a more attractive line, which softens its contours.

Thanks to these improvements we are getting a proven high productivity performance, as it practically doubles the production given by the best crusher bucket currently known in the market.

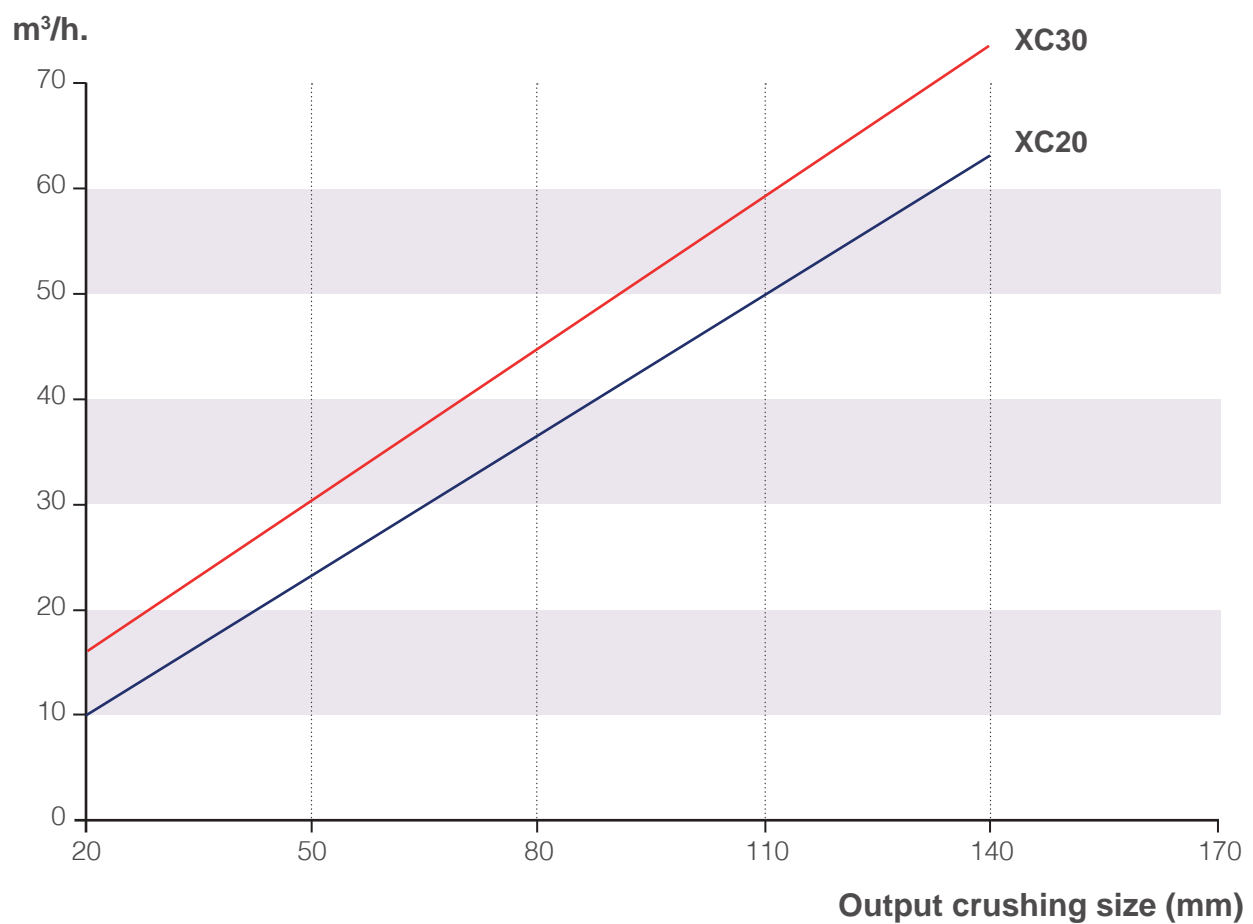
In the chart on the next page you can check the estimated dry limestone or high-strength concrete productivity. Tests have also been made in other materials such as asphalt, with very good results, demonstrations that can be seen in our YouTube channel:

www.youtube.com/xcentricripper

In addition, we are working on new models to meet the needs of the vast majority excavators available in the market, and performing demonstrations in several countries through our dealers.



Estimated productivity on dry limestone or high resistance concrete





Some members of the Technique-TP Forum, Severine Gerland (XRF), Javier Aracama (CEO XRI), Hervé Prenat (the head of the Association), and Florent Gerland (XRF).

Technique-TP Forum

Interactive and rewarding visit of some members of Technique-TP Forum

On occasion of the visit to the factory of about twenty members of the Technique-TP forum, we had the pleasure to discuss with the head of the Association, **Hervé Prenat** said “EXCA” to learn more about this community of passionate, about their professional point of view on the Xcentric products.

■ Tell us about the “Forum Technique-TP”, what is it exactly?

The forum was created in 2012 by a small team of friends, all professionals and enthusiasts of Public Works, with the desire to share information, photos and experiences. The topics are very diverse, such as construction sites, businesses, occupation and of course the material which is our main focus. From the outset, we decided to restrict

access to the forum only to Public Works professionals to ensure the quality of exchanges. Our members come from this world and consist of students, operators, foremen, contractors, retirees or even employees of equipment manufacturers.

The community has grown rapidly since we are now 1.080 registered members and have 1.500 visits per day. Thereafter, to relay our content on social networks, a Facebook page was created, it brings together over 3.300 people today. We are also present on Twitter and YouTube. All these people talking peacefully, with respect and friendliness, this is something dear to our heart. We chose to create a framed Association to allow us to go beyond mere discussion forum.

■ Precisely, beyond discussions on the internet, which activities has your association?

By extension, it was essential to provide group outings, to participate in key events such as Intermat or factory tours. We try to make at least two trips a year. On these occasions, we attach great importance on the equipment testing, a great way to expand our knowledge and facilitate advice and choice when making a purchase of machinery or equipment.

With this experience, we organized a show trial in 2014 during a trade show (VIABON) where we offered visitors the opportunity to test the equipment. Thanks to Florent Gerland, Xcentric France President, we have been able to provide a Xcentric Ripper at this event.



> More photos on our web: <http://www.xcentricripper.com/en/news/news-press-release.html>

Subsequently, our experience was appreciated by the press, some of us write articles for Le Moniteur, French magazine with a large circulation, and we became partners TP & Facilities magazine for which we offer our experts point of view, independently of the equipment.

Finally, there are times when equipment brands require us to test a preview of their machinery or equipment, to take advantage of our experience and our advice. It is very rewarding for our members.

■ Why did you choose Xcentric factory among the first?

The first reason is our taste for innovation. We are technicians who like latest developments, which is why we got very early interested in Xcentric Ripper. We were among the first to speak on our forum and share photos, we must say that by its unique design, the Xcentric Ripper does not go unnoticed.

For 3 years we follow the evolution of the brand and we are convinced of the usefulness of this equipment, Xcentric created a new segment which does not always replace other equipment, but provides a new and effective response to many issues. We believe on the success of this tool and the preponderance it will

held in public works in the future.

The second motivation is that we wanted to visit a factory in Spain to show members what this country can offer in terms of advanced technology and know-how. All of our members who participated in this event was won over by the quality of manufacture of tools, the modernity of the factory and qualification of personnel.

In addition, the availability of employees and officers of Xcentric has overwhelmed us. Javier Aracama was very available and technical exchanges were very dense. It's quite amazing to see the "big boss" able to drive a machine, talk about welding on the production line, discuss land issues, knowing he designs its tools and manages a global company...

■ You could try the XC20 and XC30 Xcentric Crusher as well as a Ripper XR10, what have your members thought about it?

We were very excited to try the crusher buckets, to see their bowels where the mechanics are worthy of watchmaking, to ascertain their real effectiveness, but clearly the star was the Xcentric Ripper.

The demo site only allowed the use of the smaller ripper of the range, the XR10, but he has already shown his muscles. On a terrain

entirely adequate, it has proven its worth over more traditional solutions such as hydraulic hammer. Within minutes, we had a wide and deep trench across a thick layer of rock. For those who saw it for the first time in action, it was a pleasure to see how the promises of efficiency are fulfilled. Many members now want to see a big ripper type XR80 or XR120 because it must be impressive.

Finally, our group was very happy to see what Grado Cero is capable of. Understanding the philosophy of the group, the desire to make innovation and each product's reliability, for buckets, attachments, crusher bucket or Xcentric Ripper. It was very interesting to discover all this. We were well received and convinced of the quality of your products, I would not be surprised that many of our members are fitted with Xcentric products in the coming months.

■ A final word?

Thanks to the French staff for inviting and joining us throughout the day and thank you to the Xcentric team of Vitoria for their welcome. This was an exceptional journey for us all.

Link:

• Technique-TP Forum:
www.technique-tp.leforum.eu



Puma 700 LM

The last purchase for our lathes plant

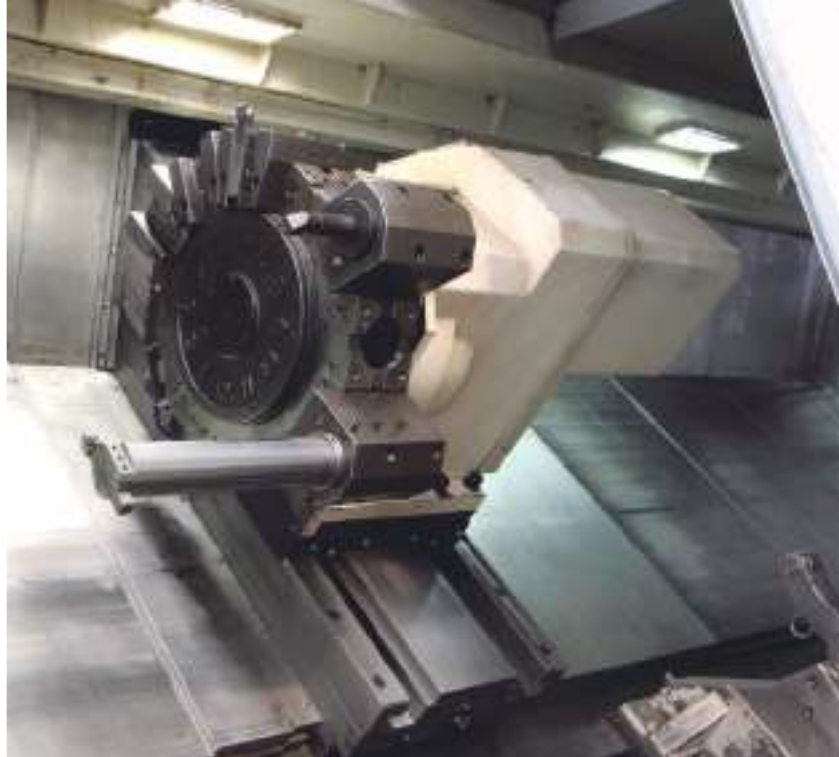
With our new product, the Xcentric Crusher, we had to expand our manufacturing capacity. In Xcentric Ripper International we try to make ourselves all our products' components, so we keep acquiring new equipment that allows us to expand our production and meet the needs of each workshop.

Here we enter the lathes plant, where we have recently incorporated a

new machine: Puma 700 LM. It is a large high productivity turning center, for high performance cutting with box type guides. Puma LM 700 is capable of machining a large diameter workpiece using a ASA A1 # 15 type screw, three stages gearbox (engine power: 45 kW, maximum torque: 6,605 Nm). Its turning and machining maximum length is 1.6 m in a 3.2 m long bed

and is equipped with a powerful turret milling BMT85P.

The main function of this new machine in our workshop is the complete machining of the pulleys of our new product Xcentric Crusher, optimizing time and costs and having full control of the manufacturing quality of our machines.



We trust in
best brands
to get the
best results

Technical Specifications - PUMA 700 LM

CAPACITY	Max. Turning Diameter	900 mm	
	Max. Turning Length	3,200 mm	
	Bar Working Diameter	164 mm	
PIVOT 1	Spindle Speed	1,500 r/min	
CARRIAGE	Travel Distance	X-axis	362mm
		Z-axis	2,155 mm
		C-axis Rotation Angle	360 (0.001) deg
	Rapid Traverse	X-axis	12m/min
		Z-axis	10m/min
	Max. Cutting Feedrate	X-axis	500mm/rev
		Z-axis	500mm/rev
TURRET	Number of Mounted Tools	12 (BMT85P)	
	OD Tool Size	32mm	
	Boring Bar Diameter	80mm	

Unai Amutxategi Landa



Name: Unai Amutxategi Landa

Age: 31 years old

Job: Manager of the lathes plant

Years with us: 12 years
(in Grado Cero Sistemas)

In this issue we want you to know something more about our company through the lathes plant manager, Unai Amutxategi, who will explain the evolution of Xcentric Ripper International, from his point of view and experience after 12 years working with us.

■ **How did you start working in Grado Cero Sistemas / Xcentric Ripper?**

When I started working here I did not have a single hair in my beard, haha. I started an internship period in the company after finishing my

“When I started working here we were not manufacturing the Xcentric products yet, Only buckets, couplers...”

studies, and later they hired me. I was lucky because it coincided that another worker was just retiring. The company was much smaller than now, and we were not manufacturing the Xcentric products yet. At that time we only worked on Grado Cero Sistemas products: buckets, couplers...

■ **What is your job at the company?**

In general the organization of the workshop and, above all, make sure that everything goes well. Commissioning of machines, programming, order and cleanliness... and also solve arising problems with the machines or parts.

■ **What is the function of this lathes workshop?**

The main difference between the machining workshop and ours, is that at the other one the parts are worked in a static



position, and in ours all parts are moving inside the lathes. We receive the steel parts and mechanize them in lathes.

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

Troubleshooting when a machine fails. And when we get new parts, as it has happened in recent months with parts for the Crusher. Before we had never carved pieces and we have now begun to do it. To have new projects to learn is always a motivation.

The key to this business is that it is not overcrowded, we are just the necessary employees. We continue to grow, but thinking wise.

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

For me the key to this business is that it is not overcrowded, we are just the necessary employees. As seen in recent years with the crisis, companies which had

too complex structures have not survived. Here we have always been very cautious in this regard. We continue to grow, but as requested by the market, thinking wise.

■ **Finally, if you were not working in Xcentric Ripper, what would you work at or what would you have liked to do as a job?**

I'm not sure what would I work at, but what is clear is that I would be in The Pyrenees, I am a mountains passionate.

W.A.C. McCandless

Showing and selling the Xcentric products in Ireland



The W.A.C. McCandless team with Fernando Rodríguez and Javier Aracama in their last visit to our factory in Vitoria-Gasteiz.

In this number of 'Miles Ahead' we want to present our dealer in Ireland, W.A.C. McCandless.

The company was based in Belfast in 1945, where they started as a motorcycle repair shop. Then gradually moved into the sale and repair of Construction equipment.

In 1961 they were appointed as Sole Komatsu Dealer for Northern

**They started in 1945 as a
motorcycle repair shop, and
today they represent
the best brands in Ireland**

Ireland, and in 1978 they were appointed as Sole Esco Dealer. They also currently represent Atlas Copco Construction & Faresin Telehandlers.

The management team is as follows:
Managing Director - Ciaran Carvill,
Operations Manager - Gerald



Showing the XR15 on static display at Balmoral show in May 2015.

Carvill, Sales Reps - Jayme Carvill & Michael Quinn, Parts Manager - Brian Thornbury, Service Manager - Patrick Garvey.

Xcentric Ripper dealer

After they received contact from Xcentric, Ciaran went to Spain to see the product and the factory, and agreed to represent Xcentric in Ireland after seeing the high quality end product.

Thereby, in November 2014, they were appointed as Xcentric Ripper dealer for all of Ireland.

During this months they have delivered 3 rippers: XR20, XR30 and XR40. They go on making demos across the country, showing

They are carrying out many demos across Ireland, with the Xcentric Ripper and the Xcentric Crusher

the Xcentric Ripper, thanks to their demonstration fleet: one XR15, one XR20 and one XR50. They have carried out 25 demos to date with this machines. The demos have been carried out in a mixture of applications including basalt, limestone, greywacke, shale and reinforced concrete.

They have carried out a working exhibition at the Tullamore Quarry Show with a XR50 on a Komatsu PC450LC-8. They have also exhibited static displays at Balmoral

show and Fintona show with the XR15 on a Komatsu PC138US-10.

The first demo with the Xcentric Crusher XC30 fitted to a Komatsu PC350LC-8 was carried out in the last week of July.

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End-users opinion

Some Irish customers give us their opinion on the Xcentric Ripper



Showing the XR50 on a demo in Limestone near Belfast

These are some opinions of Irish customers on the Xcentric Ripper and our distributor in Ireland, covered by two journals: Machinery Movers & Equip.

... 'Machinery Movers' magazine (June 2015)

Martin Shanahan runs **Shanahan Bros Agri Contractors** with his two brothers Tim and Tony.

"We contacted WAC McCandless managing director Ciaran Carvill and he brought down

the XR20, 20 tonne ripper on a 20 tonne excavator for a few days trial in our quarry. We were immediately very impressed with its performance so we ended up buying an XR30 30 tonne model."

As a newly converted user of the product, Martin Shanahan confirms many of the Xcentric claims.

"Our existing breaker was slow, expensive and noisy to use", he says, "the new XR30's maintenance costs are low and it is very quiet and its output is way higher than a conventional rockbreaker."

Ciaran Carvill

(W.A.C. McCandless):

"We only started bringing them into the Northern Ireland market seven months ago. It is early days yet but when this machine catches on", predicts Ciaran Carvill, "it will take a significant share of the breaker market across the whole ideal environment for Xcentric rippers."

... 'Equip' magazine (November 2014)

Impact is the key for Xcentric Rippers

Jonathan Stevenson of Clinty Quarries (pictured right with Ciaran Carvill), is impressed with the new addition to his fleet.

"We have been using the XR40 for a little over six weeks now and I must say it is an impressive piece of equipment. We have sections of the quarry where because of the proximity of a main road and houses we just can't drill or blast which would be our normal method. Even using a hammer would be extremely noisy as our stone is a hard basalt."

"The driver of the Cat 330 on which the XR40 is mounted has to remember this is not a hammer and simply needs initially to find any small fissure in the rock which he can then open up using the ripper impact. Once he gets a crack started, this machine can rip through at easily 5/6 times or more the rate of any hammer. Impact is the key to such a high output. You can certainly feel it under foot but there is very



little noise and we have managed to remove a massive section of rock right on our boundary with no complaints or even comment."

"This in turn results in higher and quicker crusher production as we are feeding smaller shaped stone with resultant less force needed by our primary produces and much less "fines" on undersize waste product than a hydraulic breaker."

very tough rock, and they had one area in the quarry where they couldn't blast because it was too near to a public road. Now they use

a significant share of the breaker market across the whole of Ireland because with its small quarries, this really is the ideal environment for Xcentric rippers."

The Xcentric ripper can be seen in action at: www.youtube.com/xcentricripper

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