

MILES AHEAD...

Number 5 · January 2016



 New model
Xcentric Crusher XC50.
A great machine,
with a huge productivity.



www.xcentricripper.com

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New model XC50

A great machine with a huge productivity.

In late 2015 we presented what is so far, the largest model of Xcentric Crusher, the XC50. A crusher bucket designed for excavators from 52 to 70 tons. Like his brothers, XC20 and XC30, the XC50 is built to make crushing and recycling processes profitable, saving in both maintenance costs and expenses generated by these processes themselves.

It is one of the most powerful and profitable crusher in the market today, as its average production is 100 tons / hour, with an output size of 50 mm (2 inches).

In addition, we have added a new advantage to the already existing in these crushers, which is placing the crushing jaws in a cross position. With this improvement, together with the already known and patented circular motion of

the jaws, to crush wet material is not a problem for any of the Xcentric Crusher models. You can see a sample video on our YouTube channel.

(www.youtube.com/xcentricripper)

We are designing and manufacturing a new Xcentric Crusher model, which we hope to present in a few weeks. For now, these three models are already available, XC20, XC30 and the "big brother" XC50.



Everything in the Xcentric Crusher design is oriented to time saving, which is reflected in higher productivity.

TECHNICAL SPECIFICATIONS		XC20	XC30	XC50
Excavator size	Tons	18 to 25	25 to 35	52 a 70
Weight (without top plate)	kg	2.500	3.750	8.500
Operating pressure	MPa	25	25	32
Operating Flow	L/min	160 – 180	180 – 200	380
Max. drain pressure	MPa	0,4	0,4	0,4
Hydraulic circuit		Double effect	Double effect	Double effect
Loading capacity	m ³	0,8	1	2
External width	mm	800	940	1.490
Internal width	mm	730	900	1.300
Length	mm	2.465	2.575	3.350
Hight	mm	1.300	1.400	1.700
Crushing size	mm	20 – 140	20 – 140	20 – 210
Jaw opening	mm	420	420	500



Conexpo Latin America

Very good results for Xcentric Ripper, after attending the first edition of this international exhibition, held in Santiago, Chile.

CONEXPO, the well known construction machinery fair that takes place in Las Vegas, presented the first edition of his Latin version. CONEXPO 2015 Latin America took place between the 21 and 24 October at the Espacio Riesco in the city of Santiago de Chile.

According to the organizers, the event was a success, with nearly 32,600 people from over 90 countries registered, exceeding the original expectations. In addition, it was done in parallel with Edifica

and Expohormigón. It surpassed its original goal of exhibition space by more than 60 percent, and covered an area of 40,000 m² of exhibitions, seminars and networks, including more than 300 exhibitors from around the world, apart from 5 pavilions of international exhibitions organized by China, Germany, Italy, North America and the UK.

Latin America is a promising and growing market with great potential for us

For us, attendance at the fair was a very positive experience. Although we had part of the Latin America market already opened, this fair gave us the opportunity to widen our possibilities of expansion, and contact new distributors. We consider it a promising and growing market. Moreover, the reaction of visitors when knowing our Xcentric products was very good, and the machines exhibited on our stand, did not return to Spain because they were sold there.



SITP 2015 - Alger

The presentation of Xcentric Ripper in Algeria, generated great interest.

The SITP 2015 fair was held in Algiers from 18 to 22 November. We were present hand in hand with our new distributor in Algeria, with Abdelhamid Zeboudji at the forefront of this new project.

Visitors could learn more about the Xcentric Ripper, which has already been over 5 years on the market, since its introduction in Bauma 2010. Due to some problems in the sample

machines delivery, we could not have any Xcentric Ripper model on the stand, although this was not an impediment for its successful presentation.

According to our distributor, the fair was a success, as the product generated great interest among the attendees. The vast majority did not have knowledge about the existence of the Xcentric ripper,

except for some who had already seen it in France. Large companies showed interest in purchasing it as an alternative for explosives, which pose a real problem in this country.

More than 500 catalogues were handed to potential customers, who were also interested in seeing the Xcentric Ripper working. This is now possible, as we already have two Xcentric Ripper XR40 for demonstrations in Algeria.

EXCON 2015 - India

A fair marked by bad weather.

Between the 25 and 29 November EXCON 2015 exhibition was held in Bangalore, Karnataka, India. Our distributor in this area, STM Construction Equipment India, attended the event presenting, among other products, the Xcentric Ripper.

As he explained to us, attendance at the fair was much lower than other years because of the heavy rains they suffered from for several days.

He also highlighted that the number of fairs in India have increased tremendously in recent years, so that visitors can not go to all of them.

Companies such as JK Cement, Cement Ramco, HCC and Gammon, approached his booth. Some of them are already customers and are working with the Xcentric Ripper. Despite the drawbacks, the balance of the fair was positive.





Mohamed Bourahla

Our distributor's technician in Algeria has been following a training course on the Xcentric Ripper in our factory in Vitoria.

Last November we received the visit of our distributor's technician from Algeria, Mohamed Bourahla, to follow a training course on the installation and operation of the Xcentric Ripper, in our factory.

During the Training week spent with us, he could learn more about

the Xcentric technology, and thus give the best possible service to Algerian customers. Here, he tells how he lived the experience.

■ **What have you learned during the course in Xcentric Ripper?**

I have learned a lot about the Xcentric technology, which

was totally unknown to me. I only knew about the hydraulic hammer as a tool to break and extract the rock. The Ripper seems simple and easy to use, which makes it very interesting to work with. Besides, it has very few wear parts.



■ **What do you think of our company, and the way we work in Spain?**

I think it is a company with a great future in a worldwide market. I was struck by how clean all the workshops are.

■ **What do you think is the potential of the Xcentric products in the Algerian market?**

Algeria is a large quarry. The hydraulic breaker does not perform fast enough and explosives are increasingly constrained by environmental and safety reasons, apart from being very expensive and often stolen, therefore the Xcentric Crusher and Xcentric Ripper have a great future in the construction of all the infrastructures being built in the country. Although the oil price has dropped, Algeria remains a country with great potential.

“The Xcentric Crusher and the Xcentric Ripper have a great future in the construction field in Algeria.”

■ **What do you think can be the biggest handicaps to introduce our products in your country?**

We know very well the Algerians, their way of thinking and doing business, and now we know the product. The major difficulty comes from the dimensions of Algeria. It is a very large country and with an immense desert. We must provide a stock of spare parts to travel to each remote repair, where there is no option to source locally. Also exchange is expensive and can be sometimes a handicap, as well as trading tariffs.

■ **How do you value your presence at the SITP 2015 Fair in Algeria? Has it been positive?**

The product has awakened a huge interest among visitors. The hydraulic hammer is unreliable and expensive, whereas the Ripper shows a very good performance. The vast majority of the attendees never heard of it, except for some of them who have seen it in France, and everybody wanted to know and asked for explanations. Large companies are interested in purchasing, especially to replace explosives. Some have suffered sabotage on their machines in protest against the use of explosives near populations. More than 500 catalogues were handed to potential customers, who were also interested in seeing the Xcentric Ripper working. This is now possible, as we already have two XR40 for demonstrations in Algeria.

■ **What would you highlight about this exhibition?**

It was very important to attend. We have met many interesting contacts that now we have to visit. In May there is another important fair in Algiers to which we will assist, this time with the Xcentric Ripper and Xcentric Crusher physically present, and in a much larger space.

■ **What have you done in your spare time during the course? Have you been able to visit some places?**

I have met the family of Ali, your colleague here at the factory. He is a really great person and has helped me a lot, both at work and outside it. We have been eating together and we have walked a bit around the city. I'm really grateful to him.

■ **Do you feel confident now to work with our products and provide technical support, or you think you need more training?**

Yes, I feel confident, but I would like to return to continue learning and also in order to be instructed on the Xcentric Crusher mechanics and operating, because I think it will be very interesting for the Algerian market.

Beatriz Díaz



Name: Beatriz Díaz Ruiz de Arbulo

Age: 42

Job: Transport & Logistics

Years with us: 2 years (from October 2013)

In this issue of Miles Ahead we wanted to show how important for the company is to rely on a complete team, to be able to serve our dealers and customers in each of the departments.

Therefore, on this occasion we spoke with Beatriz Diaz, who is in charge of the Logistics and Transport department. She tells us from her point of view, her experience in Xcentric Ripper during these two years.

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

My work consists of

documentary and logistics management of all orders we receive from our customers and distributors.

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

Human capital and the high quality of its products.

From my point of view these are the two main outstanding features that feed one another becoming one of the main assets of the company, which have managed to position the XR products in a difficult and

troubled international market. Professionals with extensive experience in the industry and a know-how, that guarantees and add value in all production and manufacturing processes, high quality raw materials and our own technology development, are in my view the strategic values of an innovative company in its sector.

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

Contact with customers and distributors worldwide. My career has always



developed in the world of transport and logistics, but my work in XR offers me the opportunity to be in contact with many professionals from different countries and realities from whom I learn and share experiences and knowledge every day, which gives me the opportunity to grow personally and professionally.

■ **Tell us an anecdote or some special moment you would highlight from the time you've been in Xcentric Ripper.**

Many moments and anecdotes

“It is very important to enjoy what you do because that’s always a guarantee of success and happiness.”

which I keep in my memory during these almost three years, but maybe I'll take a very special one for the relevance for the public figure.

Thanks to the XR sponsorship for the French pilot Cyril Despres on the Dakar 2014, I had the chance to meet him personally and discover what is behind the

Dakar universe, for me a totally unknown world until then.

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

I'm not sure, but it would be a job that should have at least three basic ingredients:

Dynamic, with professional growth projection, and it should also be a job that enriches me personally.

For me it is very important to enjoy what you do because that's always a guarantee of success and happiness.

Xcentric Andalucía

Xcentric Andalucía (Zaypla Mecanizados y Equipos S.L.), is our dealer for the south area of Spain.



Juan Plaza, manager of Xcentric Andalucía (second from left) during one of the open doors days.

In this 'Miles Ahead' magazine edition I want to introduce one of our dealers in Spain, Xcentric Andalucía, the dealer managing the south area, in charge of the company Zaypla Mecanizados y Equipos, SL. His manager, Juan Plaza, explains the company's trajectory and the beginning of its activity as distributor of Xcentric Ripper International:

ZAYPLA MECANIZADOS Y EQUIPOS SL, located in Almería, was founded in 2006 focused on

repairing and machining Public Works and Earthworks machinery. In an effort to improve ourselves, we started with the manufacture and sales of implements for all types of machinery. Now we are leaders in manufacturing and selling all the equipment related to the industrial sector and public works.

In 2011, after visiting the Stand of Grado Cero in Smopyc, and seeing the Xcentric Ripper and its functionality, we got in touch with Mr. Aracama, with the aim to

become distributors of Xcentric Ripper for the south of Spain.

Xcentric Ripper Distribution

In 2012 we obtained the distribution of Xcentric Ripper for Andalucía, the south area of Spain. From there, **Xcentric Andalucía** was created, currently set as a benchmark in this area.

From 2012, we started with the Demos. In April of the same year we



Open doors days of Xcentric Andalucía together with the company Equipos y Máquinas de Almería.

sold the first Xcentric Ripper XR40 and the second unit in November, the latter being the model XR20.

From that moment we haven't stopped doing demos throughout southern Spain.

In early 2015, the expected **Xcentric Crusher** bucket came out to the market, and we have already sold a XC30 model, mounted on a Doosan 420.

Open doors Days

In October 2015, together with Equipos y Máquinas de Almería (CASE distributor), some open doors days were held, where we

showed the Rippers XR50 and XR10 and the Xcentric bucket Crusher XC30, all of which had a great acceptance among the assistants.

**Nine Xcentric Ripper units sold,
one Xcentric Crusher XC30,
and many demos
all throughout Andalucía.**

So far, and despite the last few years of crisis in Spain, we have sold nine Xcentric Ripper units: One XR20, one XR30, four XR40, two XR50 and a XR40 which we use for renting and demos. In addition to a Xcentric Crusher XC30.

The Rippers sold were purchased for various tasks, such as gypsum quarries with the XR20 and XR50; silica conglomerate quarries with the XR40 and XR30; and for public works.

Xcentric Andalucía

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End-users opinion

Several Xcentric Andalucía customers give us their opinion after purchasing Xcentric products.

In **OP MACHINERY** magazine, May 2014, the company **ÁRIDOS CASA**, tells us about the acquisition of a **XR30** for a Cat 329:

“The latest Cat machine we have acquired, a 329E LME, for this work we have equipped it with a Xcentric Ripper. It helps us extract the big rock semi fragmented pebbles, coming out in this type of terrain practically at surface level. With this system we are getting very good production at this time.”



Melchor Parra, manager of the company **OFIMOVIT SL** purchased a **XR40** mounted on a Doosan 420 to work on a quarry front, and also a Xcentric Crusher **XC30**.

“When checking the Ripper production and its behaviour with the machine, we got a very good impression, which made us buy a XR40 and mounted it on Doosan 420. In June 2015, we tested the Xcentric Crusher, and to our surprise we could observe the great production it made for us, and that’s how we purchased the XC30 and with expectations for a XC40 testing.”

Baltasar Alarcon, manager of the company **VALERO Y ALARCON**, dedicated to quarry and public works.

“We tried a XR40 on a LIEBHERR 944, in a site where more production was needed. We had it during two weeks and in April 2015 we purchased a XR40. In November 2015, we acquired the second unit, a XR50 for its high production in a gypsum quarry, to be mounted on VOLVO 460.”



Russia Chile Australia Turkey Japan Mexico Indonesia South Africa Bangladesh
Italy Finland Portugal France Canada Spain India Philippines



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UNITS SOLD!!



1.000 XCENTRIC RIPPERS SOLD!!

We have reached the first goal! 1.000 Xcentric Rippers sold around the world!

The Ripper number 1.000, a XR50, has been bought by the customer 2 SEVRIENNE SERVICE, in Saint Gelais, France, thanks to our partner Xcentric Ripper France. This is the second XR50 this customer buys.

Thanks a lot to all of our dealers and customers, for helping us to achieve this target. Will you help us to reach the next 2.000 units goal???

The game has restarted!

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