

MILES AHEAD...

Number 6 · May 2016



THE HIGHLIGHT OF OUR INDUSTRY
Bauma 2016

■■■ Bauma 2016.
Xcentric Ripper at the stand of
KIESEL, sub-distributor of
Xcentric Ripper Deutschland.



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XC20

XC30

XC40



A full range with 5 models

We have completed the range of the Xcentric Crusher with our last models, the XC40, the XC50 and the XC60.

In recent months we have continued working to complete the range of Xcentric Crusher buckets. So we've designed the latest models, XC40, XC50 and XC60, therefore now we have 5 models for excavators from 18 to 70 tons.

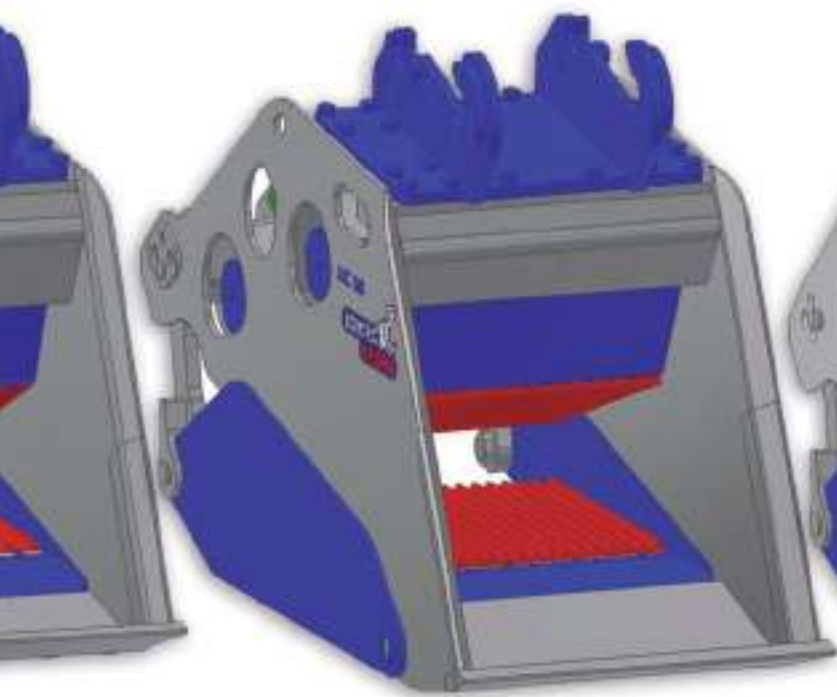
We have introduced some changes in the latest models we had designed, and have created a new XC40, so that the range

is now more balanced. Thus, we have managed to adjust the size leap from one another, and consequently a greater production capacity with each model is achieved, as they adapt better to the various measures of excavators. The largest model, therefore, becomes the XC60.

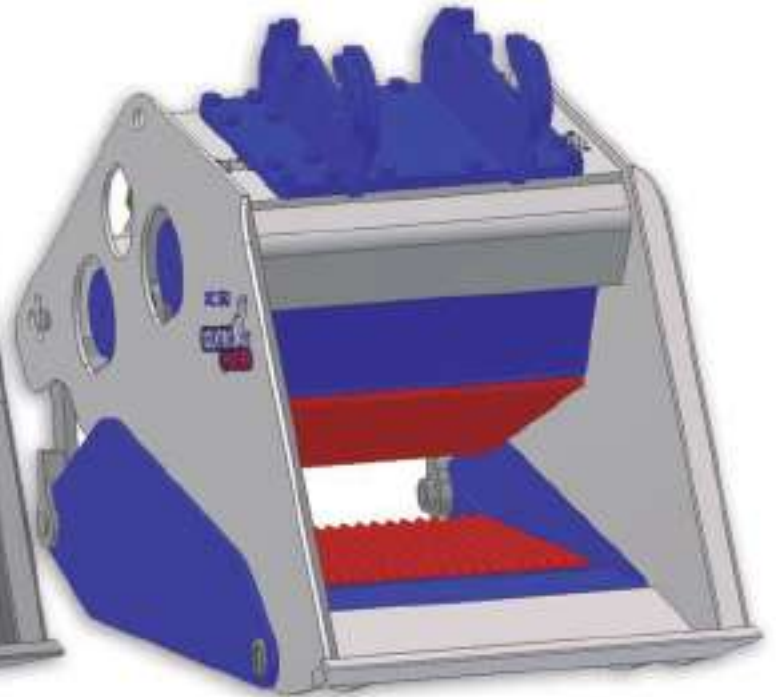
As for the loading capacity, ranging from 0.8 m³ the XC20 to

2 m³ the XC60. And the graining goes from 20 mm, to the 210 mm that can be produced by the XC50 and XC60 models.

On the next page you can better see the technical specifications for each model, and for more information about the benefits of the Crusher, you can visit our website.



XC50



XC60

TECHNICAL SPECIFICATIONS		XC20	XC30	XC40	XC50	XC60
Excavator size	Tons	18 to 25	24 to 35	32 to 40	38 to 55	52 to 70
Weight (without top plate)	kg	2.500	3.750	5.300	6.250	8.500
Operating pressure	MPa	25	25	32	32	32
Operating Flow	L/min	160 – 180	180 – 200	300	340	380
Max. drain pressure	MPa	0,4	0,4	0,4	0,4	0,4
Hydraulic circuit		Double effect	Double effect	Double effect	Double effect	Double effect
Loading capacity	m ³	0,8	1	1,20	1,5	2
External width	mm	900	1.070	1.280	1.280	1.490
Internal width	mm	730	900	1.100	1.100	1.300
Length	mm	2.465	2.575	2.840	3.270	3.350
Hight	mm	1.300	1.400	1.450	1.560	1.700
Crushing size	mm	20 – 140	20 – 140	20 – 140	20 – 210	20 – 210
Jaw opening	mm	420	420	465	500	500



Bauma 2016 Exhibition

Good experience at the booth of KIESEL, a sub-distributor of our dealer Xcentric Ripper Deutschland

Last April we attended to Bauma 2016, the World's Leading Trade Fair for Construction Machinery, Building Material Machines, Mining Machines, Construction Vehicles and Construction Equipment. In this edition, instead of having our own stand, we decided to exhibit our Xcentric Rippers at the stand of KIESEL, a sub-distributor of our dealer Xcentric Ripper Deutschland.

The numbers of Bauma 2016

The Exhibition attracted around 580.000 visitors from 200 countries to Munich between April 11 and 17. After Germany, the top ten countries of origin among the visitors were Austria, Switzerland, Italy, France, the Netherlands, UK, Sweden, the Russian Federation, Poland and the Czech Republic. A

total of 3.423 exhibitors -1.263 from Germany and 2.160 from abroad- from 58 countries presented their products, developments and innovations on a record 605.000 square meters of exhibition space. (Source: Bauma Organization)

Some words about the company KIESEL

KIESEL was founded in 1957 by Helmut Kiesel, as a little garage



Two of our dealers, Hamid Zeboudji (Xcentric Ripper Algeria) and Florent Gerland (Xcentric Ripper France)



Our dealers in Ireland, Ciaran and Jimmy Carvill from W.A.C. McCandless.



Our dealer Jagdish Rawat (STM India), with customers.



A XR50 end user from Rusia with Garbi Viteri (XRI) and our dealer Henk Saes (XR Deutschland).



Our dealer for the Dutch caribbean islands, Arjan van Oorschot



The XR in the Hitachi exhibition area painted in neutral color.

and he developed it into a wholesaler. The founders are still working, at the moment there are three generations of the Kiesel family present, the CEO Toni Kiesel is the son of the company founders. These days Kiesel is offering complete solutions with machines, attachments and services like spare parts within 24 hours within Germany, service and maintenance, finance and rental service.

Why Kiesel and Xcentric Ripper

To complete their range, the company is always looking for the leader in the market, which is why Kiesel is working with Xcentric Ripper. As they say, Xcentric Ripper

is offering the perfect solution to work in rocks even under difficult circumstances or under water, e.g. when detonation is not possible.

Xcentric and Kiesel at Bauma Exhibition

Bauma 2016 was the most successful in the history of Kiesel regarding sales, customer contacts and visitors. Our customers have been interested in the products of Xcentric and Kiesel on the stand, where a lot of promising contacts were made. At the moment Kiesel has got a lot of projects concerning Xcentric Rippers to be worked on.

Kiesel GmbH - FACTS AND FIGURES

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CEO

Toni Kiesel (Executive Manager),
Jochen Lang

Turnover in 2015

approx. 400 Mio €

Employees

800 throughout Europe, 700 of them in Germany

Xcentric Caribbean

Real Marketing Ltd with Caribca Ltd. is our dealer in the English speaking Caribbean to include the Dominican Republic as well as Belize.



Eugene Isaac and Richard de Verteuil at the Xcentric Ripper International factory in Vitoria, in 2015.

REAL Marketing Ltd., a Trinidad & Tobago registered business, owned and operated by Richard de Verteuil, started out in May of 1998 as a Material Handling Solutions and Service provider. Starting off small, buying used equipment such as Forklifts, Conveyors and Shelving out of the US and Canada and reselling to the local **Trinidad & Tobago Markets**.

Richard de Verteuil: "Of course, to be able to effectively sell this type of equipment, the operation needed a Parts & Service Department. This now being an opportunity to serve our customer better we opened our Service and Parts department in 1999, with **Mr. Eugene Isaac** coming on as the Service Manager. With this additional asset and Eugene's experience, word got around and the sales in Material Handling equipment began to take off. From that time on, our business never looked back as we grew into one of the largest Material Handling Sales and Service companies in the English Speaking Caribbean. Importing NEW equipment from the US, England, Canada, South Africa, and South America and becoming Dealers for all that we sell and service. To structure the operations for the wider Caribbean territory, CARIBCA Ltd. was formed. Registered in the Island of St Lucia it is our international operations and deals with our principles and customers in our territory.



Xcentric Ripper XR40 working in Trinidad & Tobago.

In 2012, we decided that we wanted to expand out of the Material Handling business and get into Mining operations. In

2013 we visited a factory in South Africa that was producing a non-detonating Cartridge that was used for precious metals mining, the results were great and that was the beginning of our Mining Division. The desire to build this Division was fueled by new technology and the introduction of new products such as the **Xcentric Ripper** and **Crusher**.

“One of our employees sent me the link online for the Ripper and I was completely sold. This is what we wanted, New Technology!!”

Eugene and I were on our way visit a Forklift Manufacturer in the UK in November of 2014, when I

came across the Xcentric Ripper. Michael, one of our employees in the Mining division, sent me the link online for the Ripper and I was completely sold. This is what we wanted, New Technology!!

On our return to Trinidad we contacted **Javier Aracama** and were very happy with the welcoming response we received when we showed interest in working with Xcentric in the Caribbean. Eugene and I immediately made plans and in February 2015 we visited the factory in Vitoria-Gasteiz, spending 4 days there for training in operation and maintenance.

We brought into Trinidad a XR40 and XR10 for demos and to encourage the sale of the technology, and have performed many excellent demos and had some rentals as well. In May of 2015 Eugene and I returned to the XR Factory in Vitoria-Gasteiz for training on the XC Crusher.



Xcentric Ripper XR40 working in Trinidad & Tobago.



XR20 in Jamaica, a place with a lot of opportunities for us.



XR10 on the CAT Excavator working at the local Cement factory breaking up Clinker in a shed and outside.

Regretfully, with the Global slump of Oil and Gas prices, which the Trinidad & Tobago economy is based on, the local economy is in such a mess with customers facing yards filled with equipment as the projects diminish with the reducing oil price, preferring to rent and or use their old equipment instead of investing in new equipment. We are optimistic that this cycle will turn and we will return to more modest rates of growth as the Global oil and gas prices rise again and confidence is restored in the market.

Over the last year we have been able to introduce the Rippers and

Crushers to over 250 potential users in our area. The responses have all been positive with a sale of an XR20 to a civil contractor in Jamaica and he is currently happily using it in Trenching for pipe laying. Jamaica is mostly limestone and the results have been great with the XR and we have great interest with other contractors.

We will continue to work diligently to introduce and demonstrate the XR Ripper and XC Crusher in the Caribbean knowing that this technology will give better production results as well as help with the environment.”

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Jesús Ramírez



Name: Jesús Ramírez

Age: 34

Job: Warehouseman-driver

Years with us: 6

In this 'Miles Ahead' issue we have talked with Jesús Ramírez, Warehouseman-driver of Grado Cero Group, who will explain what is his work about and how he perceives the company, over the 6 years working with us.

■ What is your job in Xcentric Ripper?

My job is to classify and label stock material. I have to order all parts and supply the production machines. In this company the stock is constantly moving. My role is to load the different parts that

“From Xcentric Ripper I would highlight innovation. A continuous research of innovative products and solutions.”

make up our products and deliver them with the truck to the other wards, to go through the different manufacturing processes. It is very important to maintain good control of all the material in order to meet delivery times to our customers and distributors.

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

The most significant aspect of Xcentric Ripper undoubtedly is the innovation in its products. The research and development is based on a continuous search for innovative products and solutions. The Xcentric Ripper, for example, has revolutionized the concept of excavation. Our customers and dealers are surprised at the simplicity of the machine that simultaneously achieves



a great production. The functionality of the machines is for us as important as its design.

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

What I like most is being constantly moving and driving

“ I was shocked when the first XR120 was manufactured. Its large volume is very striking. ”

vehicles; truck, pick up, pallet truck, van... I do not like to stand still, office work would be very hard for me.

■ **Tell us some anecdote or some point that you've recorded during the time you've been working here.**

Many lived moments, but perhaps one of the moments that impressed me the most was when the first XR120 was manufactured. Its large volume is very shocking. We were used to smaller machines, so

to see for the first time in the warehouse such a big Ripper is an image I'm not going to forget easily. The truth is that it is still impacting every time we prepare a new one.

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

Work with a vehicle; that I am clear. I like the profession of truck driver, pallet truck driver, etc. Whatever kind of vehicle, but a driver.



Training for the XR40 doing a Power Point presentation, going thru the start-up instructions, how to use the Ripper and servicing the XR40 & intervals.

Xcentric Ripper Australia

Xcentric Ripper Australia travels to Papua New Guinea to do the start-up of a XR40 for the company Curtain Bros.

Troy Matthews and Wayne Davies from **Xcentric Ripper Australia**, our dealer in that area, travelled in February to Papua New Guinea to do the start-up/commissioning of a XR40 for the company **Curtain Bros**. Their headquarters is in Motukea Island.

The first thing they did when they arrived in the place where the Ripper had been delivered, was the checking of the hydraulic

hoses and fittings. After that, they checked that all pressures were correct.

The day after, they did Service & Operating training. They did this from a Power Point presentation and then took everyone out to the ripper. In the afternoon, Troy Matthews trained their operators on how to operate the ripper, at the job site.

The XR40 is working in Metamorphic rock on a job where the rock is used for the new International Dock for Port Moresby. It is attached to a Volvo 46 ton excavator and **producing 320 ton an hour**, working with a 65 ton Cat excavator loading trucks.

The customers were really satisfied with the productivity of the Xcentric Ripper, so now **they are interested on purchasing two more XR40**.



XR40 attached to the Volvo in Papua New Guinea, on Motukea Island.



Troy Matthews (second on left), at induction training and XR40 training.



View from excavation site looking back at Motukea Island where new International dock is being built for Port Moresby.



Troy Matthews on left, Wayne Davies centre and Alfred who works for Curtain Bros and who we trained in how to use the ripper correctly.



First XR40 delivered and start-up done. Satisfied customer, Curtain Bros are interested in more rippers.

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