

# MILES AHEAD...

Number 7 · September 2016



■■■ Our dealer  
Expomaq - Xcentric Ripper  
Latin America and end-users  
opinion about Xcentric Ripper



[www.xcentricripper.com](http://www.xcentricripper.com)

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## **XCENTRIC RIPPER INTERNATIONAL, S.L.**

Landaluzea, 1  
01015 Vitoria-Gasteiz  
Spain  
Tel.: +34 945 290 555



[www.xcentricripper.com](http://www.xcentricripper.com)



## UPCOMING EVENTS



**XCENTRIC RIPPER FRANCE**  
will be present at SIM,  
the Exposure of the mineral industry  
Society's Congress,  
which will take place on 12, 13 and 14  
October in Grenoble. Stand 5 JT.

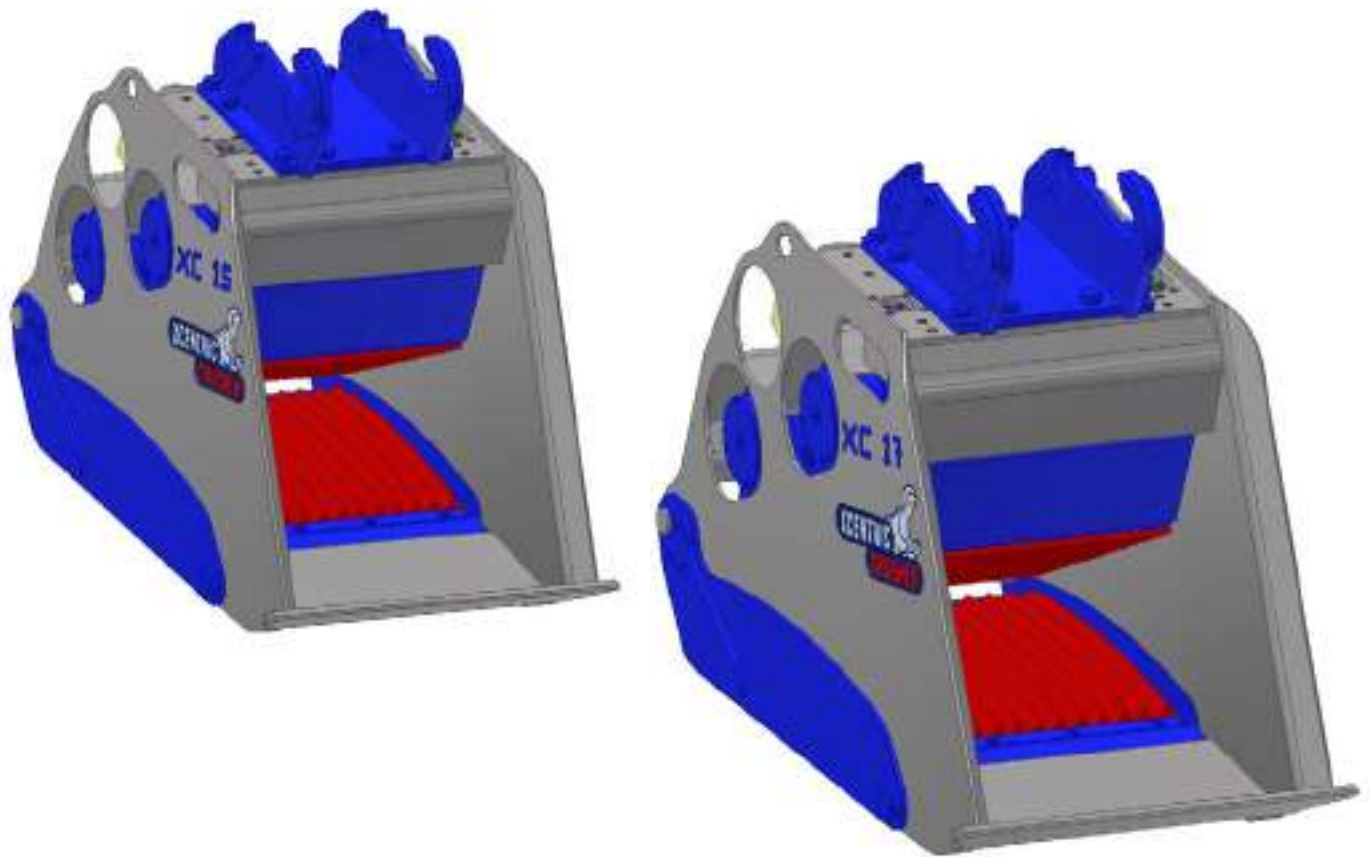
**SIM 2016**

Exposition du congrès de la Société de l'Industrie minière

**GRENOBLE**  
ALPES

**12, 13 ET 14**  
OCTOBRE 2016

**STAND 5 JT**



## Two new models of Crusher

In recent months we have developed two new Xcentric Crusher models, the XC15 and XC17.

In Xcentric Ripper we work to create new products and improve those we already have. That is why in recent months have developed two new Xcentric Crusher bucket models. They are smaller than the already existing models, the XC15 and XC17.

The XC15 model is suitable for excavators from 13 to 15 tons,

and the XC17 for excavators between 16 and 20 tons. Both have a charging capacity of 0.5 m<sup>3</sup> and a crushed material output measure of 20 to 90 mm.

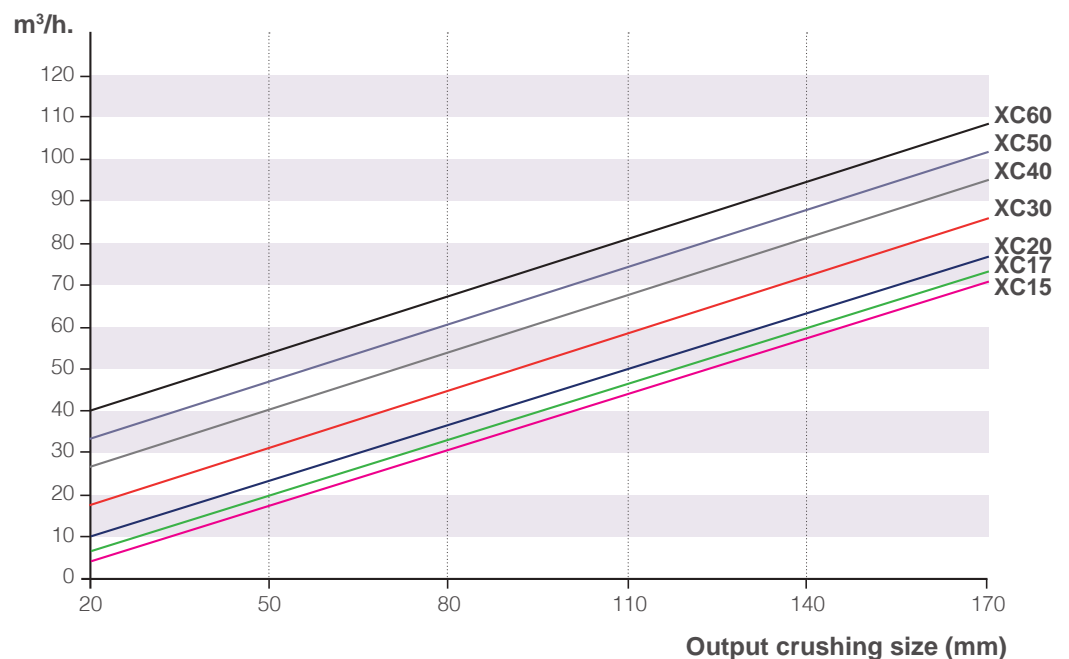
Therefore we currently have 7 Xcentric Crusher models to suit the different models of excavators and production needs: XC15, XC17, XC20, XC30, XC40, XC50 and XC60.

In addition, we are working on a new model that will be presented soon, the smallest of all, the XC10. As usual, you can learn more about these developments and products through our profiles on social networks (Facebook, Twitter and Instagram) and on our website: [www.xcentricripper.com](http://www.xcentricripper.com)

TECHNICAL SPECIFICATIONS		XC10	XC15	XC17	XC20
Excavator size	Tons		13 to 15	16 to 20	20 to 25
Weight (without top plate)	kg		2.000	2.000	2.500
Operating pressure	MPa		32	25	25
Operating Flow	L/min		100 - 120	140 - 160	160 - 180
Max. drain pressure	MPa		0,4	0,4	0,4
Hydraulic circuit			Double effect	Double effect	Double effect
Loading capacity	m <sup>3</sup>		0,5	0,5	0,8
External width	mm		930	930	930
Internal width	mm		730	730	730
Length	mm		2.050	2.050	2.465
Height	mm		1.200	1.200	1.300
Crushing size	mm		20 – 90	20 – 90	20 – 140
Jaw opening	mm		400	400	420

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

Estimated productivity on dry limestone or high resistance concrete





# Teknos 8000

We have incorporated a new plasma cutting machine to our cutting and bending workshop, the Teknos 8000, from Tecoi.

Since about a month ago, we have a new plasma cutting machine in our cutting and bending workshop. It is the **Teknos 8000** model from Tecoi.

It is designed for high definition quality cutting requirements, high capacity and large dimensions. Its mechanics are based on the use of mixed guiding systems equipped with rollers and recirculating balls.

It is TECOI's multi-function machine with plasma, beveling, oxyfuel, drilling, marking and pipe cutting as options.

To ensure the positioning accuracy of the entire machine, the motor measurement system is absolute, so that the machine needs never to return to its original position for referencing.

With the incorporation of this machine we have now a greater

production capacity since on the previous machine's table it could only be placed one plate of 6 x 2.5 m, and on the Teknos you can place five plates. This achieves to have less downtime, as it allows to carry on working on the already cut piece while others are being cut.

In addition, the quality of the resulting cut is higher and made much faster.



We trust in best brands  
to get the best results



## Technical Specifications - **TEKNOS 8000**

<b>USEFUL WORKING WIDTH</b>	6.400 mm.
<b>USEFUL WORKING LENGHT</b>	14.000 mm.
<b>PLASMA UNIT</b>	Kjellberg Smart Focus 400 Unit Automatic gas console
<b>POSITIONING ACCURACY</b>	± 0,1 mm.

# Iñigo Jorquera



**Name:** Iñigo Jorquera

**Age:** 32 years old

**Job:** Engineer

**Years with us:** 4 and a half

This time we focused on the development department; We place ourselves in front of the computer screen to have another view of the company.

To do this, we talked with **Iñigo Jorquera**, the engineer in charge of, among other tasks, making the drawings of the products previously designed by Javier Aracama.

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

My main function is to generate the drawings for

the Ripper and the Crusher manufacturing, and also those of some large top brackets, as well as calculate some kinematic data for its construction. I also prepare, along with other colleagues, some documentation such as the content of the spare parts lists and instruction manuals

“ I would highlight the company’s innovativeness capacity and constant work ”

for each product. Sometimes I also take care of the welding robot, programming it and assuring proper operation. And if needed, I give a hand in the assembly workshop. In any business collaboration and teamwork is very important.

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

I would highlight the company’s innovativeness capacity and constant work, both in research and development and production and renovation





of machinery and technology. This company never stops; we are always trying to improve.

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

What I like is to work with innovative products, and continuous learning. It is gratifying to see how a product

“ It is very gratifying to see how a product develops starting from a drawing ”

evolves from the development of a drawing.

■ **Tell us an anecdote or a special moment you may have recorded since you are here.**

I have recorded the first day I came to work. I went in through the assembly workshop to get to the offices, and as I did not see any production or tooling machines I thought it was a new company!, When afterwards they showed me the rest of the workshops I realized about the true size

of the company and its large production capacity.

■ **Finally, if you did not work in Xcentric Ripper, where would you be working or what kind of work would you have liked to do?**

I have always been very interested in technical architecture, everything related to construction and mechanical structures. In fact at first I thought about studying architecture, but finally I decided on mechanics which I also find very interesting.

our dealers

# Expomaq - Xcentric Ripper Latin America

The company Expomaq is our official distributor in Latin America



Expomaq Vehicle - Xcentric Ripper Latin America with an XR40 in a quarry.



In this 'Miles Ahead' issue we present our official distributor of Xcentric Ripper and Xcentric Crusher in Latin America. The company is called Expomaq, and you can find them as Xcentric Ripper Latin America, or Xcentric Ripper Latam (social networks).

Let's learn more about them through the company's manager, **César Vivar**, who will explain the history of the company Expomaq, the first contact with Xcentric Ripper International and the beginning of this business relationship.

*César Vivar.* Registered in Santiago de Chile, **EXPOMAQ** is our operations and international transactions company with our major customers in our territory.

In 2015 we decided we wanted to expand beyond the



Xcentric Ripper XR40 in Iquique, Chile.

business of selling machinery and inquired about high performance accessories focused on construction, mining and earthmoving. It was then when I met Javier Aracama, who introduced me to the range of equipment and told me he wanted to have a distributor in Latin America. We said it could be

us, and we knew the machinery market thoroughly. His answer was that, if we could get sales for some equipment he had available for immediate delivery, we would talk business.

To Javier's surprise, we were able to sell the equipment available in record time, leaving established

that we were a well connected company and with the ability to represent Xcentric Ripper throughout southern cone of the continent, and reaffirming the high demand in the sector.

After making official this dealership, everything has been progressing; to be able to make these equipment known it means for us to be part of the future in excavation.

Since then we have kept an excellent relationship which has yielded businesses that have increased production and

“ To be able to make this equipment known means for us to be part of the future in excavation. ”

economized large projects in countries like Chile, Bolivia, Uruguay, Paraguay and Argentina.

We introduced our first equipment in **Chile** and **Bolivia** and they were models **XR40**, **XR30**, **XR20** and **XC30**. We note, in turn, a high demand for these devices, being this technology focused on low maintenance and high productivity.

In this short time, we have been able to introduce **Xcentric Ripper** and **Xcentric Crusher** to hundreds of users in the southern hemisphere. We will continue

## our dealers

working diligently to introduce the Xcentric Ripper and Xcentric Crusher and demonstrate both, knowing that this technology will yield better production at low cost, and also minimizes the impact on the environment.

**We are optimistic and we know that our equipment will have a significant presence in the great Chilean Mining.**

Currently the mining sector and construction is in a slight depression, which has damaged the positioning of the equipment, but thanks to its great versatility and efficiency, new business have raised with customers from different markets, such as



construction, road maintenance and ports.

We are optimistic and we know that perhaps by the end of the

year, our equipment will have a significant presence in the large Chilean mining, this sector being one of the most important and largest in the world.



### Expomaq - Xcentric Ripper Latin America

5085 Teniente Bergman  
Santiago, Chile  
Tel.: +56 227726414

#### **General Manager**

César Vivar Figueroa  
+56 9 9773 1660  
cesar@expomaq.cl

#### **Sales**

Dario Ramirez  
+56 9 4912 6611  
dario@expomaq.cl

[www.expomaq.cl](http://www.expomaq.cl)

# End-users' opinion

Some Chilean customers tell us about the Xcentric Ripper.



**Name:** Hugo Ramirez Carvajal

**Company:** Ameco

**Position:** Electromechanical

***How did you learn about us and what went through your mind when you discovered this equipment, the Xcentric Ripper?***

*I knew about it because the company where I work, Ameco, bought one, as we needed something more efficient in the field and wanted to find an alternative to the traditionally used. As soon as I saw it and checked how it works, the first thing that came to my mind was that it looks futuristic!*

***What would you highlight of the Xcentric Ripper?***

*I would remark the simplicity and speed of the equipment to break any kind of ground in which we have operated.*

***What aspect of your work has the Xcentric Ripper improved?***

*My work has improved regarding the equipment, which once you know it and working with it, it is found that is very simple and easy to operate. I mean the maintenance and repair, such as changing the wear parts.*

***Something that surprised you about the Xcentric Ripper?***

*At first glance and without knowing it, you think it works like the hammer, but over time I realized that it is better and more efficient than the hammer.*



**Name:** Gonzalo Andrades  
**Company:** Minera Invierno  
**Position:** Operations Manager

**What do you think of the Xcentric Ripper?**

*It has been very successful to face the contingency, very hard sectors with presence of sandstones, we were in the process of implementing blasting.*

**How did you hear about Xcentric Ripper?**

*By one of the contractors we have in the current project.*

**On what kind of materials are you working?**

*Fine sandstones cemented rock fragments with calcium carbonate, printing the rock with a very compact condition.*

**How often do you use it?**

*Every day, almost 24 hours a day.*



**Name:** Oscar Sandoval  
**Company:** Constructora CONPAX, S.A.  
**Position:** Head of Technical Office

**How did you hear about Xcentric Ripper?**

*The Xcentric Ripper I found it through Internet.*

**What is your interest in the Ripper?**

*It is the high performance of this equipment what interests me, we wanted to work without blasting, and Xcentric Ripper is a good alternative.*

**What is your opinion about Xcentric Ripper (maintenance, productivity...)?**

*It is an equipment of improved productivity*

*over similar equipment such as the hydraulic hammer or traditional ripper, the best is the low maintenance requirements and how easy it is to do it.*

**On what kind of materials are you working?**

*We work conglomerate material and rock.*

**How often do you use it (hours per day, days per month...)?**

*The frequency of use is daily, 8 hours a day for 30 days a month. Virtually non stop since we bought it.*





Team TM Xcentric France with their families, Fred Di Giambattista, Severine and Florent Gerland, Javier Aracama, Jaime Gómez and Garbi Viteri in Vitoria-Gasteiz, during their visit to the Xcentric Ripper International factory.



# Team TM Xcentric France

This summer we have been visited by the motorcycle team, Team TM Xcentric France, which is sponsored by our distributor in France.

Last June we were visited by some members of **Team TM Xcentric France**, along with some family and our French distributors **Xcentric France**, who are sponsoring this motorcycle team. They were surprised by the size of the company and its production capacity. They already knew the Xcentric Ripper, but this time they were able to see all its complex manufacturing process.

Team TM Xcentric France is the French team of an Italian manufacturer: TM, a family business started by the father, Roberto, and now taken over by his son (Fred). Di Giambattista family is the official importer of the brand in France. The company sells motorcycles (through resellers) and also manages the motorcycle team which participates in Enduro competitions (Enduro GP).

With this sponsorship, our distributor Xcentric France, is committed to jointly develop the two brands (TM and Xcentric) and now the team is officially called '**Team TM Xcentric France**'. It is about not being just an sponsorship, but a common brand.

Xcentric France chose sponsoring this sport, as it is the most popular among excavator drivers. There are many common values: mechanics, machinery, group spirit (team work), fighting against the elements... The pilot must know two things: the field and the mechanics, as the excavator driver.

In this team there are 3 professional drivers competing in 3 different categories: Théo Bolley # 58 (Elite E1), Quentin Delhay de Maulde # 93 (Junior) and Léo Le Quéré # 98 (Espoir). There is a chance to see

two of our drivers on the podium in the final standings of the season. Out of 10 races in the French Championship, Léo has finished on the podium 7 times and has scored one victory. Quentin has four podiums and one victory, and Théo has earned one podium.

More info on their **Facebook page: Team TM Xcentric France**



Team TM Xcentric France. Photo: Romain Blanchon

## XCENTRIC RIPPER INTERNATIONAL, S.L.

Landaluzea, 1  
01015 Vitoria-Gasteiz  
Spain  
Tel.: +34 945 290 555  
info@xrint.es



[www.xcentricripper.com](http://www.xcentricripper.com)

