

MILES HEAD...

Number 9 • May 2017



■■■ The model XR52 of the new series of Xcentric Ripper for Mining, called "Mining Series"



www.xcentricripper.com

MILES AHEAD · May 2017 · Number 9

New series of Xcentric Ripper: "Mining Series".....	4
Events - Smopyc 2017, Zaragoza (Spain).....	6
Our employees - Garbiñe Viteri.....	10
Our dealers - STM, South and Southeast Asia	12
Deal/Demo - End-users' opinion.....	15

XCENTRIC RIPPER INTERNATIONAL, S.L.

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



www.xcentricripper.com



Xcentric Ripper “Mining Series”

New series of Xcentric Ripper focused on mining

Following our philosophy of creating products with innovative technology and providing solutions to the needs of our customers, at Xcentric Ripper International, S.L. we have developed this new series of high performance machines, which are the evolution of the hydraulic ripper Xcentric Ripper.

Denominated as “Mining Series”, these Rippers are focused on mining, where the highest production values are required, as well as continuous work shifts, where the reliability and comfort of working with the excavator are of vital importance.

The working technology is basically the same as in the standard version, not the mechanics, which has been reinforced to achieve a greater impact at a lower frequency, thus achieving greater productivity.

The current series, which was presented at the Smopyc 2017 Zaragoza Fair last April, is composed of 3 models: XR42, XR52 and XR82.

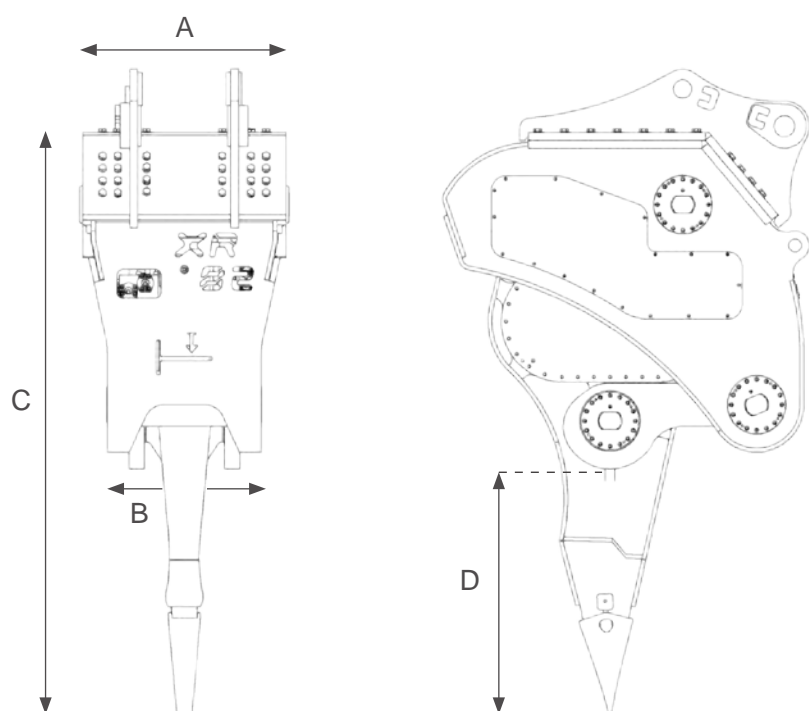

These models have
2 years warranty

The brochure with the main features as well as several photos and videos of these models, are already available on our website.
(www.xcentricripper.com).





TECHNICAL SPECIFICATIONS		XR42	XR52	XR82
Excavator weight	Tons	32 - 40	40 - 55	70 - 90
Ripper operating weight	kg	4.200	4.900	10.000
Hydraulic working pressure	MPa	24	28	30
Hydraulic oil flow	L/min	200	270	420
Frecuency	1/min	1.100	1.100	750



	XR42	XR52	XR82
A	860	960	1.270
B	630	630	960
C	2.865	3.000	3.575
D	1.215	1.315	1.530

* Dimensions in millimeters.



Smopyc 2017

Last April we attended Smopyc 2017, the International Exhibition of Machinery for Public Works, Construction and Mining, in Zaragoza

Smopyc 2017, the International Exhibition of Machinery of Public Works, Construction and Mining was held in Zaragoza between April 25 and 29, with the assistance of more than 55,000 people. At Xcentric Ripper International we did not want to miss the opportunity to attend the event that has been, as some professionals and companies

have call it, a breath of fresh air. According to the president of the International Show, Manuel Teruel, the hall has turned to be the best platform and a “turning point” for the sector at the international level, since up to 49 nationalities have participated (Source: Smopyc website). We were present with a stand of 459 m2, which allowed us to show

several models of our machines. One of the most striking one was the XR82 model, from the new series of rippers “**Mining Series**”, which was presented at the fair as a novelty. Almost 4 meters standing machine was a great attraction for professional photographs and curious visitors. In addition, along with the other 2 models of the series, XR42 and



XR52, you can say that they were the great winners of our stand, as several units were sold and they also generated many queries and possible sales.

On the other hand, the **Xcentric Crusher** and the **Xcentric Screener** were not left behind, as also several sales and interesting consultations were made. In addition, we were awarded the **“Accésit Smopyc” Prize** awarded to the Xcentric Crusher in the contest “Innovations in equipment, components and auxiliary means”.

After assisting the Fair, we leave with a positive feeling of the work done, and good expectations for the future

We counted on the stand with the presence of our dealers in the Spanish territory and some of other countries, who helped us to take care of visitors. The general feeling of all of them after passing through the fair was positive. As stated in the website of Smopyc,

this event has been a major boost to the national market.

We leave with the feeling of having done a good job, with many months of research and development of new products to be able to be at the level of innovation this fair offers in each edition.

In next pages you can see some of the photos taken during the week, our products, distributors and visitors.

Some photos of the week



Part of the team that assisted our stand, next to the Xcentric Ripper XR82 of the new series "Mining Series". From left to right: Mertxe García (Grado Cero), Jesús Alonso (BYG, our distributor in Aragón), Juan Plaza (Xcentric Ripper Andalucía), Fernando Rodríguez (Xcentric Ripper International), Florent Gerland (Xcentric Ripper France), Javier Aracama (XRI), Ana Osés (XRI), Jaime Gómez (XRI), Garbiñe Viteri (XRI), Henk Saes, Mia and Gerard Vestering (Xcentric Ripper Benelux).



Juan Plaza (XR Andalucía), Mertxe García (Grado Cero) and Fernando Rodríguez (XRI).



Jonas Ståhlbåge (STM, our dealer in several Asian countries), Ana, Garbi, Javier (XRI) and Florent (XRF).



Xcentric Crusher: "ACCÉSIT SMOPYC" award in the category "Innovations in equipment, components and auxiliary means".



Receiving the award "Accésit Smopyc" by Javier Aracama.



Florent (XRF) with Gaz Evans and his wife Lucinda, manufacturers of the official scale models of our products.



Models of "Gaz Evans Models" (GEM) exhibited during the fair in our stand.



Xcentric Ripper videos generated a lot of interest among visitors.



Visit of Technique-TP Forum from France.



Henk Saes, Mia and Gerard Vestering (XR Benelux).



Florent Gerland (XRF) and Javier Aracama (XRI) with the "Mining Series" XR82 model.

Garbiñe Viteri



Name: Garbiñe Viteri

Age: 53 years old

Job: Commercial Department

Years with us: 4 and a half

On this occasion we have talked with Garbiñe Viteri, from the Commercial department, who tells us, from her perspective and experience, her view of the company during the 4 and a half years she's been working with us.

■ What kind of work do you develop in Xcentric Ripper?

We are an international company, and therefore the use of languages other than our own is imposed. So languages are the common element of the jobs I perform in XR.

I manage the commercial queries we receive daily, responding or deriving them when appropriate, and I also participate in the management of certain aspects of marketing.

I would highlight the innovation capacity of Xcentric Ripper, and the fact that the whole process is performed in our factory.

I collaborate with the different departments of the company, when they require translation or interpretation work in both French and English. I also take care of the visits that come to our factory, whether visitors, customers or distributors, accompanying them at different times of their stay in Vitoria, either within the company or in the city.

Punctually I also travel with

potential customers to visit places where our machines are working, whether in Spain or in neighbouring countries like France.

Another of the functions I perform is organizing or attending, together with my colleagues, the Xcentric Ripper stand at the different fairs we have attended in recent years, such as Bauma, Intermat, Conexpo or Smopyc.

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

Obviously its Innovation capacity. Very few companies, specially companies of our size, will have the desire, the motivation and the capacity to be in a continuous evolution.



Furthermore, I would highlight the fact that virtually the whole process from the conception of the idea, design, manufacture, marketing, etc., takes place in our factory. Since the idea is born in Javier's head, to the moment the machine is delivered to any country in the world.

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

A company that is in continuous growth, also requires a continuous learning, and that is always enriching.

In addition, I come from previous jobs where products are just traded, but working in a company where the product

is "created" is much more rewarding.

Also meeting so many people from so many different countries is very interesting.

■ **Any anecdote related to your time working here?**

Although I do not like it at all, if you look at it from the outside it could be kind of funny. It occurs to me that when I have to translate a conversation using the three languages, sometimes I get into a mess, and I speak

“Working in a company where the product is “created” is much more rewarding.”

in English to the French person and in French to the Spanish one, etc.; and only when I see them staring at me blankly, I realize about my mistake...

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

Ufff who knows ... I have worked in different countries and in very different jobs. I easily get adapted to different situations, but the truth is that I like the quality of life we have here, and now I'm happy working in Vitoria.

I like jobs where I can help to make life easier to others, but also those related to nature or animals.



Jonas Stahlbage with the first unit in Borneos rain forest, an XR30 for road development on a logging site.

South Asia and Southeast Asia

Introduction of STM Construction Equipment who handles distribution of the Xcentric products in South Asia and Southeast Asia

In this issue we had a chance to interview **Jonas Stahlbage**, the founder and owner of **STM Construction Equipment** with base in Singapore. He has described the background of the cooperation with Xcentric Ripper and his experience of selling Xcentric Rippers in Asia so far.

Jonas Stahlbage is a Swedish national but is based in Asia since

10 years. He started his career in Asia in China as Area Manager for Asia-Pacific for a Swedish manufacturer of demolition robots. He was responsible for appointing, developing and supporting dealers in all countries in Asia-Pacific. After two years in China, he moved to Singapore to establish an Asia-Pacific head-office for the Swedish manufacturer. After five-fold sales for the Swedish manufacturer

in five years, Jonas decided to leave the Swedish company to establish his own company, STM Construction Equipment, with base in Singapore.

The company started with Jonas Stahlbage as the only employee in February 2011. Since then STM has grown to 13 employees and has offices in Singapore, India, Thailand and Indonesia.



Dan Andersen, Country Manager, and Noi Nopphadon, the Service Engineer, of STM Thailand.

After the first customer had evaluated the performance of the rippers, the same customer ordered two more units.

6 hours by car on curvy mountain roads, where foreign mobile phones are blocked, and any tools and equipment are in limited supplies, it was not the easiest starting point. But after the customer had evaluated the performance of the rippers for a few months, the same customer ordered two more units and STM had a strong beginning.

Apart from the four countries with offices, STM also works with a network of sub-dealers in Bhutan, Hong Kong, Malaysia, Nepal, and Vietnam. The focus has always been to work with new innovative products of premium quality and to slowly introduce them to the market and grow sales through strong aftersales support. Apart from Jonas, the management team consists of **Dan Roger Andersen**, Regional Manager Southeast Asia, with base in Bangkok, **Jagdish Rawat**, Country Manager India with base in Mumbai, and **Muthu Mani**, Service Manager with base in Singapore.

The cooperation with Xcentric Ripper started in November 2011 when Jonas was searching for equipment for mechanical excavation of soft rock where there was a growing demand in Asia, especially in India. Through research and discussions with a few manufacturers of drum-cutters, he came across Xcentric Ripper in a magazine advertisement. After some initial discussions with Dick van der Starre, STM invited Dick to attend Excon, one of the main tradeshow in India, where STM was exhibiting. After this first visit, the cooperation between STM and Xcentric Ripper was on the way.

The first unit STM supplied was an XR30 for a highway project in Jammu-Kashmir in northern India, close to the Pakistani border. As the use of explosives was prohibited in this area, and the rock was fairly soft sandstone, it was an ideal place for Xcentric Ripper. The machine was commissioned in June 2012 by the help of Fernando Rodriguez and an English-Spanish-Hindi translator. With a domestic flight and some

Since the first unit, STM has supplied over 50 units across seven different countries in Asia-Pacific. The majority of units supplied by STM are model XR20 and XR30. But STM has also supplied several larger units including XR50, XR60, XR80 and XR120. Apart from the rippers, the first Xcentric Crusher was commissioned in March 2017 in Thailand (see separate interview with customer) and the



Commissioning of the first unit in India in 2012, with Jonas on the left and Fernando (XRI) in the middle.



XR30 removing overburden in a Coal Mine in India.



XR120 in a limestone quarry in Rajasthan, India.

first Xcentric Screener is on a ship, slowly making its way to Thailand.

The highlight so far has been a cement plant in Rajasthan in India. The limestone mine lost its blasting license due to concerns about vibrations affecting an ancient fort. STM was fortunate enough to be able to supply six units over a couple of years, four XR60 and two XR120. The rippers were producing fantastic results and enabled the cement plant to continue operations with only mechanical excavation of limestone. Nowadays, the mine is working in the lower benches where the rock is very hard and solid so the rippers can no longer be used. But Jonas remembers many, many visits to Rajasthan and many nights in the guesthouse on the cement plant's compound.

The most dramatic point since the start of the cooperation was probably when STM was renting out an XR30 to an open pit coalmine in Orissa in India. The coalmine only hires local contractors and local employees to operate the mine. When the mining company

decided to bring in STM as a rental provider, with outside operators, the local villagers became very upset as they felt their livelihood was threatened. At first STM was not allowed to deploy the machine in the mine and one of the STM's operators was punched in the face. In the end one of the local mobsters blocked the road out of the mine and threatened to keep Jonas hostage until the situation was resolved. The mining company finally sorted out the situation so all was well in the end. But it shows that selling rippers in Asia is definitely not a walk in the park.

Looking at the future, Jonas feels very optimistic. After a couple of years of significant slowdown in several markets, he can see that things are starting to move again. New inquiries are coming in more frequently, old customers are ordering more machines and it is a bit easier to convert inquiries to orders. The next step will be to strengthen the business in Indonesia; a market with great potential but that was hit very hard by economic slowdown.

Singapore

STM Construction Equipment Pte. Ltd.

18 Boon Lay Way
#09-137 (D), Tradehub 21, Singapore 609966
Tel.: +65 83183139 / Fax: +65 31257422
info@stm-ce.com
<http://www.stm-ce.com>

Indonesia

PT. STM Construction Equipment

Alamanda Tower 25th F.
Jl. TB Simatupang Kav 23-24, Jakarta 12430
Indonesia
Tel.: +62 21-29657960 / Fax: +62 21-29657961
indonesia@stm-ce.com
<http://www.stm-ce.com>

Thailand

STM Construction Equipment Ltd.

12th Fl., Harbor Mall, 4/222 Moo 10,
Sukhumvit Rd., Thungskhla, Sriracha
Chonburi 20230. Thailand
Tel.: +66 33-030-700 / Fax: +66 33 030 701
thailand@stm-ce.com
<http://www.stm-ce.com>

India

STM Construction Equipment India Pvt. Ltd.

Jagdish Rawat
Unit No. 8, Sai Ansh CHS,
Plot No. 7, Sector-11, Sanpada,
Navi Mumbai 400 705, India
Tel.: +91 99-20-608238
Fax: +91 22-39-167351
india@stm-ce.com
<http://www.stm-ce.com>

End-users' opinion

Interview with Ms. Sukanya Sisiyudwattana, a customer in Thailand

Interview with: Ms. Sukanya Sisiyudwattana of Tawitee International Group
Country: Thailand

What type of rock excavation do you do?

I run a quarry for minerals that we supply to cement plants. Our concession is 64 hectares and we started operations 10 years ago. The material is soft volcanic rock that consists of High Alkaline rock and High Alumina rock. The minerals are used in the manufacturing of cement. Our daily production is 3000 tons with a maximum size of 150mm.



When did you first hear about the Xcentric Ripper?

I saw advertisement about Xcentric Ripper in the magazine published by the Thai Mining Association. The equipment looked interesting so I contacted STM Construction Equipment and asked them about Xcentric Ripper.

What made you purchase the Xcentric Ripper?

Most of the material in my quarry is very soft so we can take it out with a bucket. In some areas the material is too hard for the bucket and we were struggling with that. It is still too soft and too many cracks to be able to use blasting or rock breakers effectively. The



XR20 commissioned with Ms. Sukanya fourth from the left.



Checking the hydraulic pressure in the return line of XR20.

people from STM Construction Equipment came to visit my quarry and showed me videos of the ripper working in other quarries and they were confident it would work well in my quarry.

After running the Xcentric Ripper for some time, STM Construction Equipment introduced me to a new product they were launching, Xcentric Crusher. In some areas the output has rock that is larger than the required 150mm size. I needed an effective way of crushing these and thought Xcentric Crusher would be good for this. STM invited me to the Xcentric factory in Spain where I was able to see a demonstration. After seeing the crusher bucket in action, I placed order for an XC20.

When did you start working with the Xcentric Ripper, and what is your experience so far?

The Xcentric Ripper, model XR20, was commissioned on 31 August 2016 so we have only used it for 6 months. But so far it has been working great and can easily handle the harder rock. We get around 100 ton per our

in production so we are very happy with that. The dealer visits us once a month to do the maintenance on the machine and that gives us great peace of mind.

The Xcentric Crusher, model XC20, was commissioned on 3 March 2017. It has till date been running 133 hours without any problems. It can handle the rock well and help us crush the larger pieces. It takes roughly 20 seconds to crush a full bucket and total cycle time is around 40 seconds so it's quite fast. The excavator becomes a bit front heavy so we are looking at adding a counter weight to compensate for that.

What methods did you use prior to the Xcentric Ripper?

Actually we did not have a method for the harder areas before we started using rippers. We have a large concession so we could focus on the areas where the rock was soft and leave the hard rock for later. But with the Xcentric Ripper, we can also tackle the hard rock.



XC20 crushing rock at maximum output of 150 mm.



AWARDED IN

SMOPYC

2017

NOVEDADES EN EQUIPAMIENTO, COMPONENTES Y MEDIOS AUXILIARES
INNOVATIONS IN EQUIPMENT, COMPONENTS AND AUXILIARY MEANS

**ACCÉSIT
SMOPYC**

**ACCESSIT
SMOPYC**



XCENTRIC RIPPER INTERNATIONAL, S.L.

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



www.xcentricripper.com

