

MILES AHEAD...

Number 14 · January 2019



■■■ The Xcentric Crusher is already working in New Zealand, improving productivity in several working sites



XCENTRIC®

www.xcentricripper.com

MILES AHEAD · January 2019 · Number 14

Our products -

- Xcentric Ripper XR22 4

Events -

- Bauma China 2018 6
- 60th birthday for Kiesel GmbH 9

- Our employees - Carlos** 10

- Our dealers - Boss Attachments, Australia** 12

Deal/Demo -

- New Zealand customer opinion 14

XCENTRIC RIPPER INTERNATIONAL, S.L.

Arriurdina, 15
01015 Vitoria-Gasteiz
Spain
Tel.: +34 945 290 555
info@xrint.es

XCENTRIC®

www.xcentricripper.com





The XR22 prototype working in France.

Xcentric Ripper XR22

The smallest model of the 'Mining Series' series is already available

The Xcentric Ripper 'Mining Series' released in April 2017 continues to grow, and has already 6 models.

The manufacture of the first ripper XR22 model, the smallest in this series, has recently been completed. The prototype has been working for a while, with very good productivity results.

This model bears the same mechanics as for its serial

companions; a reinforced mechanics to achieve a greater impact at a lower frequency, although in this case the external design does not vary so much from its equivalent in the series 0, the XR20, since the same housing has been used.

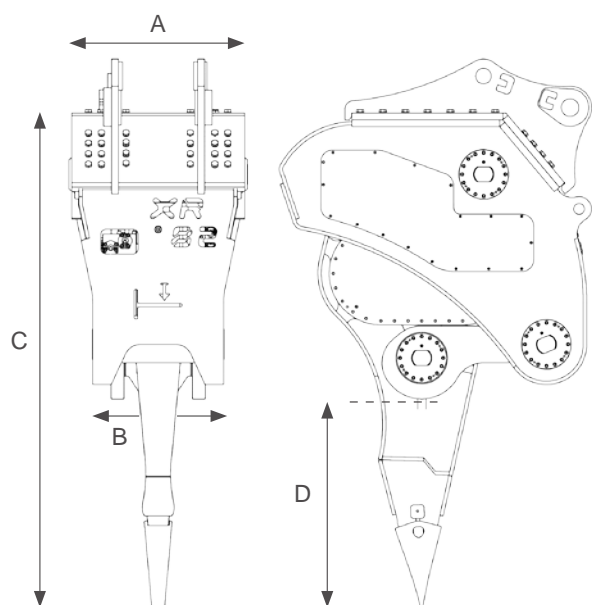
This Ripper model, with a weight of 2,500 kg., is designed for 18 to 23 tons excavators.

It is recommended, like the rest of models, to work on materials such as clay, limestone, sandstone, basalt, fractured granite, etc.

The current series consists of the following models: XR22, XR32, XR42, XR52, XR82 and XR122. Visit our website for more information.



TECHNICAL SPECIFICATIONS		XR22	XR32	XR42	XR52	XR82	XR122
Excavator weight	Tons	18 - 23	24 - 32	32 - 40	40 - 55	70 - 90	100 - 140
Ripper operating weight	kg	2.500	3.700	4.200	4.900	10.000	15.000
Hydraulic working pressure	MPa	16	24	24	28	30	30
Hydraulic oil flow	L/min	160	190	210	270	420	500
Frequency	1/min	900	1.100	1.100	1.100	700	600



	XR22	XR32	XR42	XR52	XR82	XR122
A	830	775	860	960	1.270	1.270
B	780	635	630	630	960	1.080
C	2.243	2.715	2.865	3.000	3.575	4.150
D	1.000	1.160	1.215	1.315	1.530	1.780

* Dimensions in millimeters.



Stand « Xcentric » at the fair. From left to right: Mr. Kong Wenqiang, Ms. Garbiñe Viteri, Mr. Han Dong, Mr. Yao Lifeng, Mr. Wang Kang.

Bauma China 2018

Last November the Bauma China fair was held in Shanghai, where we were present with our distributor



Mr. Wang Kang with some of his staff and collaborators.



Always good to get a "close up" view of details...



Livio Pace from Boss Attachments, Australia, visiting the Xcentric Stand and meeting Mr. Wang Kang.



Our XC30 has raised a lot of interest among the visitors.

Garbiñe Viteri, from Xcentric, attended the Bauma China fair, which was held last November in Shanghai. She tells us her vision of both the fair and the current situation of the Chinese market.

"Xcentric Ripper International has been present at the latest edition of the Bauma China 2018 International Building Machinery Exhibition in Shanghai, in the company of its recently appointed distributor for China,

The introduction of our products in this market has started with strength, thanks to our new dealer

Mr. Wang Kang, director and owner of YANTAI KUANGWEI INTERNATIONAL Trad.Co.Ltd.

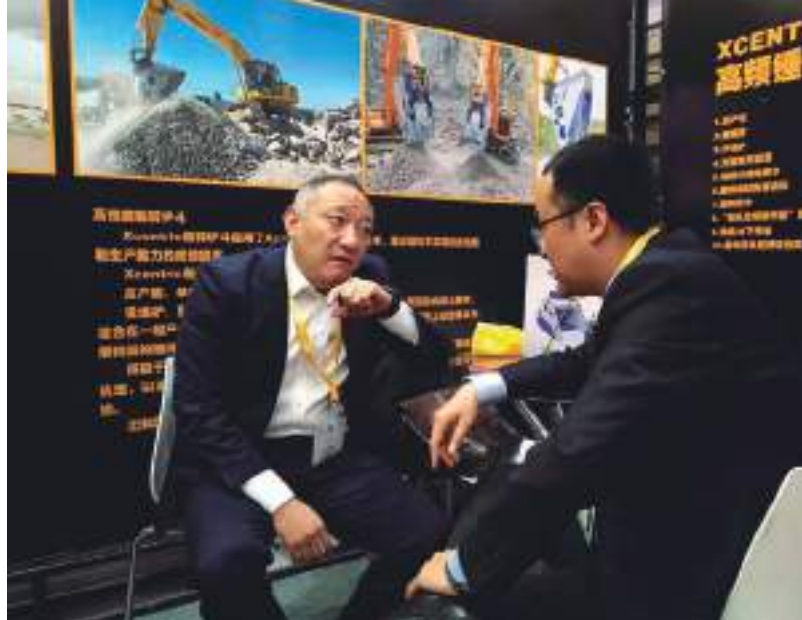
In the stand it was possible to show only a model of crusher

bucket, specifically the XC30, since the reservation of the space was closed before the distribution agreement, a space that was overflowed by the curiosity that our machine woke up in the visitors, wanting to know the characteristics that differentiate it from our main competitors.

The Chinese market is growing towards medium and small companies, betting on quality and towards a more specific product



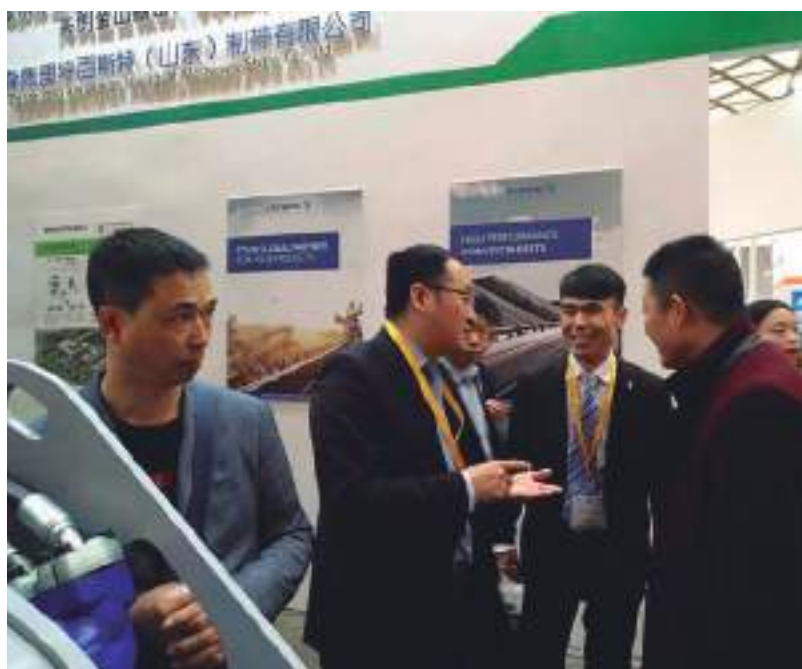
Garbiñe Viteri with Mr. Wang Kang and Mr. Jiahao XU, visiting the Komatsu Stand guided by the general sales director for Komatsu China, Mr. Han Dong.



It is always a good moment for a chat with friends.



Trying to understand foreigners from any country...



Mr. Wang and Mr. Kong in a relaxed atmosphere with visitors.

and a more direct treatment, a trend that we could verify in the interest shown by the potential users of our machines, and by the sales that finally were closed at the fair itself, which were 7 machines.

The professionalism and human quality of our new distributor Mr. Wang Kang, and his team, has made it possible for the introduction of our products in this new market to start with strength, relying on a network woven with

years of experience and good work.

Among other collaborators, our distributor has the interest of Komatsu China on our products for marketing in that country. During the fair we had the opportunity to visit his stand in the company of Mr. Han Dong, sales director for China and personal friend of Mr. Wang Kang.

Also during the fair we had the pleasant and unexpected visit of Livio Pace from Boss Attachments,

our distributor in Australia. It was a great opportunity to exchange experiences with Wang, and create professional and personal ties for close collaboration between the two Xcentric distributors".

Countries that visited us at the XCENTRIC stand: China, Afghanistan, Iran, Turkey, Russia, Finland, Singapore, Korea, India, Indonesia, UAE, Kenya, Ethiopia, Egypt, USA, Australia...



60th birthday for Kiesel GmbH

Last October, Kiesel GmbH, distributor for Germany, celebrated its 60th birthday

The distribution of the Xcentric® Ripper within Germany is well taken care of with XCentric-Ripper Deutschland GmbH as an importer and company Kiesel as a nationwide distributor. Company Kiesel was founded 60 years ago by Crista and Helmut Kiesel as a service station for Fuchs material handlers. Nowadays Kiesel is known as Hitachi dealer and attachments supplier and with 42 branches throughout Germany it has become the second largest construction machinery supplier in Germany.

Last October, Kiesel GmbH together with 2.500 guests celebrated its 60th birthday and at the same time set a new milestone

in the company's history by opening the "Coreum". As a construction machine world, the Coreum should become the heart of education, exhibition and conference for the entire industry.

Likewise the new factory and the logistics center were presented to the visitors. As a downstream factory, Kiesel offers customer-specific conversions at manufacturer level. Also impressive was the visit to the high-bay warehouse for spare and wear parts, with which the construction equipment dealer sets industry standards in terms of availability and delivery speed.

www.kiesel.net
www.xcentricripper.de



Carlos Ruiz de Arechabaleta



Name: Carlos Ruiz de Arechabaleta

Age: 42 years old

Job position: Cutting and welding operator

Years with us: 15 years

For this 'Miles Ahead' issue we have spoken with Carlos Ruiz de Arechabaleta, one of the most veteran workers of the cutting and welding plant (Implenet), who offers us his vision of the company's evolution over the years he has been working with us.

■ **What does your work consist of?**

My main function is cutting metal parts out of metal plates with the plasma machine. The first step is the reception of the plate, which is stored according to the type of

material and thickness. Then, we cut the pieces according to the factory's need and the order of preference they indicate, always marking them with their corresponding reference so that they can be treated in the following processes (welding, machining...) Sometimes I also help my colleagues, if

“When I started working here they had just started manufacturing buckets, and today we have several attachments”

necessary, with the work of folding and bending of plates for buckets.

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

I think its main characteristic is the capacity for innovation. Javier Aracama is always developing new products that meet the customers' needs. When I started working here they had just started manufacturing buckets, before that only quick couplers; and today you see, we have several attachments, each of them with their corresponding models, in



addition to continuing with the buckets and couplers.

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

For me, being a restless kind of person, I appreciate having a dynamic job. This post is not monotonous, it is entertaining, and having so many products the pieces we have to cut are very varied; with different thicknesses and different materials. I also like having a very direct contact with the boss, which has given me the option to learn many new things, since it always motivates you to improve.

“ I like having a very direct contact with the boss, which has given me the option to learn many new things ”

■ **Tell us some anecdote of the time you have been working with us, an special moment you might have recorded in your memory.**

I think that what struck me the most was when they brought a huge roller to bend the larger buckets we have made so far. I had never seen such a big

one, and going from bending the small buckets to having to use that roller ... I thought it would not fit in our workshop!

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

What I liked most was the profession of electrician, and in fact I worked on it before. What happens is that I had to work on construction sites and it's very hard, due to the job conditions. The electrician, after all, is the first to arrive and the last to leave. But as a profession, it has always attracted me.

Boss Attachments, Australia

Our dealer in Australia started to work with us by selling the Xcentric Crusher



Xcentric Crushers working in East Cape, Nueva Zelanda.

Boss Attachments is the name of the company that is in charge of the distribution of our products in Australia. **Livio Pace** is the Director of the Company, and he has given us the main information about them and about the relationship they have with Xcentric.

History of the company

Boss Attachments was founded by Livio Pace in 2008, since this time Boss Attachments has built an unblemished reputation for supplying world class attachments to the mining, civil, construction and infrastructure

industries throughout Australia, New Zealand and the Pacific Islands. *"Our success in this ever-competitive market lies on two main principles:*

1. Our expansive and diverse product portfolio allows Boss to supply the best possible solution

and give unbiased advice on which product best suits the task at hand. For instance, in rock extraction applications like bulk excavation or trenching applications we may offer the clients a hydraulic breaker, rock grinder or an Xcentric Ripper.

2. Boss Attachments has a reputation to go the extra mile to give our clients a service experience which is second to none. We understand that our machine can break, just like all other machines can break. Our clients know they can call us anytime regardless of day or time and we will support them at a moment's notice to do whatever it takes to get them working again".

How did they know about Xcentric?

"As Boss Attachments has a reputation for supplying world class attachments to the mining, civil and construction industries, we constantly search the globe for attachments that make a difference, the Xcentric products were a product which constantly took my attention".

Why did they decide to work with us?

Prior to the Xcentric and Boss Attachments collaboration, Boss Attachments was the second largest dealer for a competitors Italian made crusher bucket. "As a dealer of a product it is

important we fully understand not only the products we sell but also the products we are competing against. We found the Xcentric products to be far more superior than the product we were representing. In efforts to keep up with ever changing times and technology and to protect our reputation for supplying attachments of world class standards the choice was simple, IT WAS EITHER XCENTRIC OR IT WAS NOTHING".

First impressions about Xcentric

"F#%K, OH MY GOD, UNBELIEVABLE, BETTER-FASTER-STRONGER. What more can I say. The Xcentric products are so advanced that as dealers for the products, we don't sell them, the products sell themselves".

Work and demos they are making now

"We currently perform live demonstrations on the XC Series at all the trade shows we exhibit at. Furthermore, have so much confidence in the products that we insist all our prospective clients see the Xcentric products in action on their machines in their environment".

Projects of future

"Currently we are working on a rather large project where we believe the client will purchase 8-10 XR82 rippers for a very

The Xcentric products are so advanced that, as dealers for the products, we don't sell them, the products sell themselves.

large government infrastructure project. Till now the Xcentric products have been well accepted in the Australian market and are in fact the number one selling crusher bucket and ripper in this region. Only recently we installed an XR82 ripper were we proved the ripper to be more efficient and effective than a D11 dozer and rock breakers".

Boss Attachments

Director

Livio Pace

Address

Unit 2, 113. Wisemans Ferry Rd.
Somersby. N.S.W 2250 Australia

Telephone / Mobile

+61 1300 116 661 / +61 0418 280 342

Head Office

+61 02 43404783

E-mail

livio@bossattachments.com.au

Web

www.bossattachments.com.au



New Zealand customer opinion

The company Harrison Bulk Haulage gives his opinion on the Xcentric Crusher buckets they have working in New Zealand

Source: dealsonwheels.co.nz

Harrison Bulk Haulage, based at Te Araroa, just south of Hick's Bay, in New Zealand. The company employs 10 people and operates a resource consent to crush river-run greywacke aggregates retrieved from the Awatere River, which has its headwaters in the Raukumara range.

The company's main focus is on the supply of roading aggregates for Ngati Porou Forests Limited—a company based in Ruatoria, which

manages forestry joint ventures between Ngati Porou landowners and forest investors.

In his words, their number one business mantra is product quality, and with this objective in mind, the purchase of their first Xcentric Crusher Bucket last year was a real game changer.

Business owner Steve Allan says, that as well as delivering exceptional production levels, the crushed product from the bucket was of



the highest quality and an ideal shape for their clients' aggregate requirements. This is reinforced by a recent analysis by a quarrying consultant, which indicated that the end product was the best he had ever seen from the region.

"And since the only thing better than one Xcentric Crusher Bucket is two of them, we commissioned our second one in May this year", Steve says.

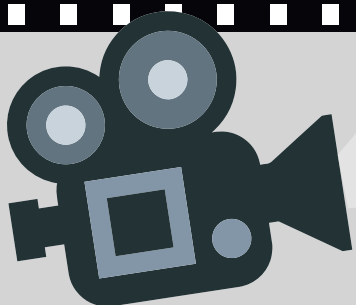
Also, since their resource consent doesn't allow for a round the clock operation, having the extra

unit operating has made a major difference to the overall production capabilities without any increase in site operational hours.

"Steve is operating his XC20 units with 20-tonne excavators and the performance he is getting from the buckets matches what our other clients are achieving".

Boss Attachments MD Paul Herbison says:

"Xcentric may not have invented the crusher bucket but they have certainly perfected it".



XCENTRIC[®]

Visit our **YouTube** channel: www.youtube.com/XcentricRipper



XCENTRIC[®]

XCENTRIC RIPPER INTERNATIONAL, S.L.

Arriurdina, 15
01015 Vitoria-Gasteiz
Spain

Tel.: +34 945 290 555
info@xrint.es



www.xcentricripper.com

