

MILES AHEAD...

Number 16 · September 2019



■■■ First prototype
of the model XC9,
of the new Xcentric Crusher
buckets series



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summary

XS 40

XCENTRIC
SCREENER

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UPCOMING EVENTS

SMOPYC 2020

XCENTRIC will be present at the 18 INTERNATIONAL SALON OF MACHINERY OF PUBLIC WORKS, CONSTRUCTION AND MINING, in Zaragoza, from April 1 to 4, 2020



SMOPYC

2020

CONEXPO LAS VEGAS 2020

XCENTRIC will be present at CONEXPO LAS VEGAS Booth S6713. March 10-14, 2020





First XC9 buckets of the new series of Xcentric Crusher

Xcentric Crusher, new series

In the last few months we have developed a new series of Xcentric Crusher, presenting the XC8, XC9 and XC24 models

If there is a word that defines Xcentric, it is innovation. Following this premise, in recent months we have developed a new series of crushing buckets, trying to improve even further the previous series, which have been very well received by the market.

This new series models are characterized by a different operating mechanics system to the previous ones, and for being much simpler in terms of internal assembly.

In Xcentric we always work for the improvement in both the use and maintenance of our products, and in accordance with this principle, the new XC design does not need

lubrication, nor a drainage line, thus expanding its possibilities of use and being able to do without maintenance.

The outside design has been slightly modified with respect to the previous series, and the possible combinations regarding the adjustment of the granulometry have been significantly increased. The different positions have also been numbered to make the adjustment easier.

This breadth of positions of the new granulometry system allows the material to be crushed to such a small size that we can achieve sand in some cases as the final result.

Another interesting novelty to highlight in these models is the ease with which we can now replace the jaws in case of wear, since the bucket can be opened completely to perform this operation.

At the moment we have three models, the XC8, which is the smallest of all the Xcentric Crushers currently available, the XC9 and the XC24.

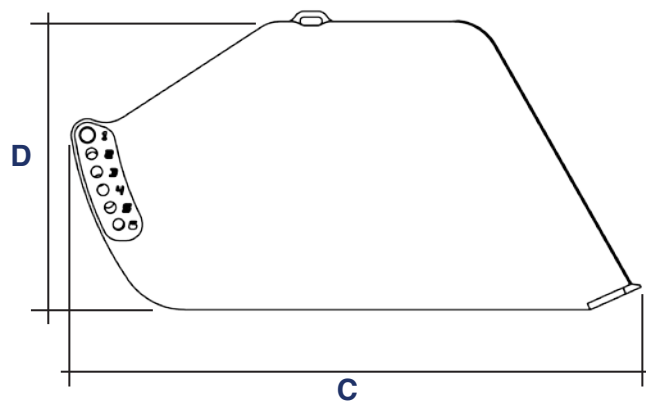
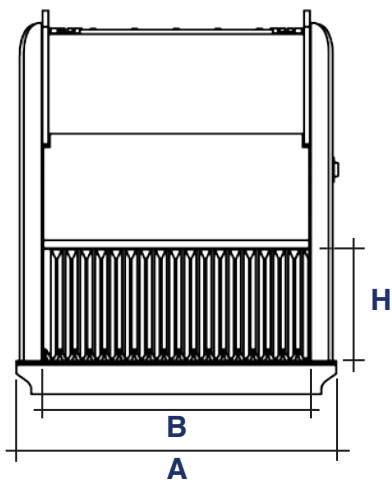
On the next page you can see the technical specifications of each of them.

Soon we will continue developing more models for this new series.



First tests made with the Xcentric Crusher XC9

TECHNICAL SPECIFICATIONS		XC8	XC9	XC24
Excavator size	Tn.	8 - 11	10 - 13	24 - 33
Weight (top plate included)	kg	1.200	1.560	3.700
Operation pressure	MPa	25	25	25
Maximum operation flow	L/min	80	95	180
Hydraulic circuit		Shear mode	Shear mode	Shear mode
Loading capacity	m ³	0,35	0,35	1
External width (A)	mm	850	930	1.075
Internal width (B)	mm	660	730	900
Length (C)	mm	1.670	1.700	2.480
Height (D)	mm	880	890	1.250
Crushing cam opening (H)	mm	h 260	h 370	h 370
Output size regulation	mm	0 - 16 to 0 - 200	0 - 16 to 0 - 200	0 - 16 to 0 - 250



Hervé “Exca”

We invited the head of the Technique-TP forum, Hervé Prenat, almost 4 years after his last visit, to try the new Xcentric Crusher XC9



Last June we invited again to our factory the head of this community created to share experiences and information about public works, construction, materials, etc.

In this case, the visit was on the occasion of the first XC9 recently manufactured. We know that one of the main objectives of this forum is to test machinery and to comment on it. So, after spending a day doing different tests, we talked with him to gather his opinion about our company and products.

■ **What do you think of the new Xcentric factory premises?**

I am blown away by the quality of the new installations, the cleanliness of the buildings, and the number of all kind of milling machines in the factory.

■ **The last time you visited the Xcentric factory was in 2015, with several members of the Technic TP Forum. How do you think the company has evolved since?**

The company has evolved enormously, by its much more complete range, the quality of the materials supplied, the skills of the personnel and its



Hervé Prenat testing the first prototype of Xcentric Crusher XC9

The new crusher buckets have a level of performance never reached on the market, it is quite astonishing to see the evolution on this range of products in a few years...

international presence on the big building sites.

Your main purpose of your visit to the factory was to know directly the new Xcentric Crusher XC9, what do you think about it?

The new crusher buckets have a level of performance

never reached on the market, it is quite astonishing to see the evolution on this range of products in a few years... today it is a simple and hyper-efficient implement allowing high yields with simple grain size adjustment.

What is your opinion of the current market for crushing buckets?

Xcentric has turned to new equipment (Vibrating screener and crusher bucket) with which they have brought new technologies and allowed really to improve the capabilities of the tools always aiming to obtain a better performance. The new

bucket-crusher models is a proof, once more!

Do you think that the new series of crushers will be profitable for its buyers?

A company like Xcentric has to be the “technology leader” in the equipment market, as its potential and positioning as a company foresees it, and as it is already for the Rippers with impacting technology.

Finally, what is your opinion on Xcentric products?

We are REAL partners and having Xcentric and his team among our historical friends is a real pleasure because we participate in projects and share real human and technical values.

Juan Cruz Fernández



Name: Juan Cruz Fernández

Age: 43 years old

Job position: CNC milling machine

Years with us: 23 years

In this 'Miles Ahead' issue we speak with Juan Cruz Fernández, one of the CNC milling machines controller, and currently the oldest longtime employee of Grado Cero, with 23 years of experience with Javier Aracama. He gives us his vision of the evolution of the company during all these years.

■ **What was the company like when you started working here?**

When I started working here we were a small company with very few workers and a very good working atmosphere. It was a very familiar environment. We worked at the machine with the boss as the only person in

charge since we did not have any other manager to supervise the parts we machined. This was an added pressure but in turn it helped us to become skilled professionals.

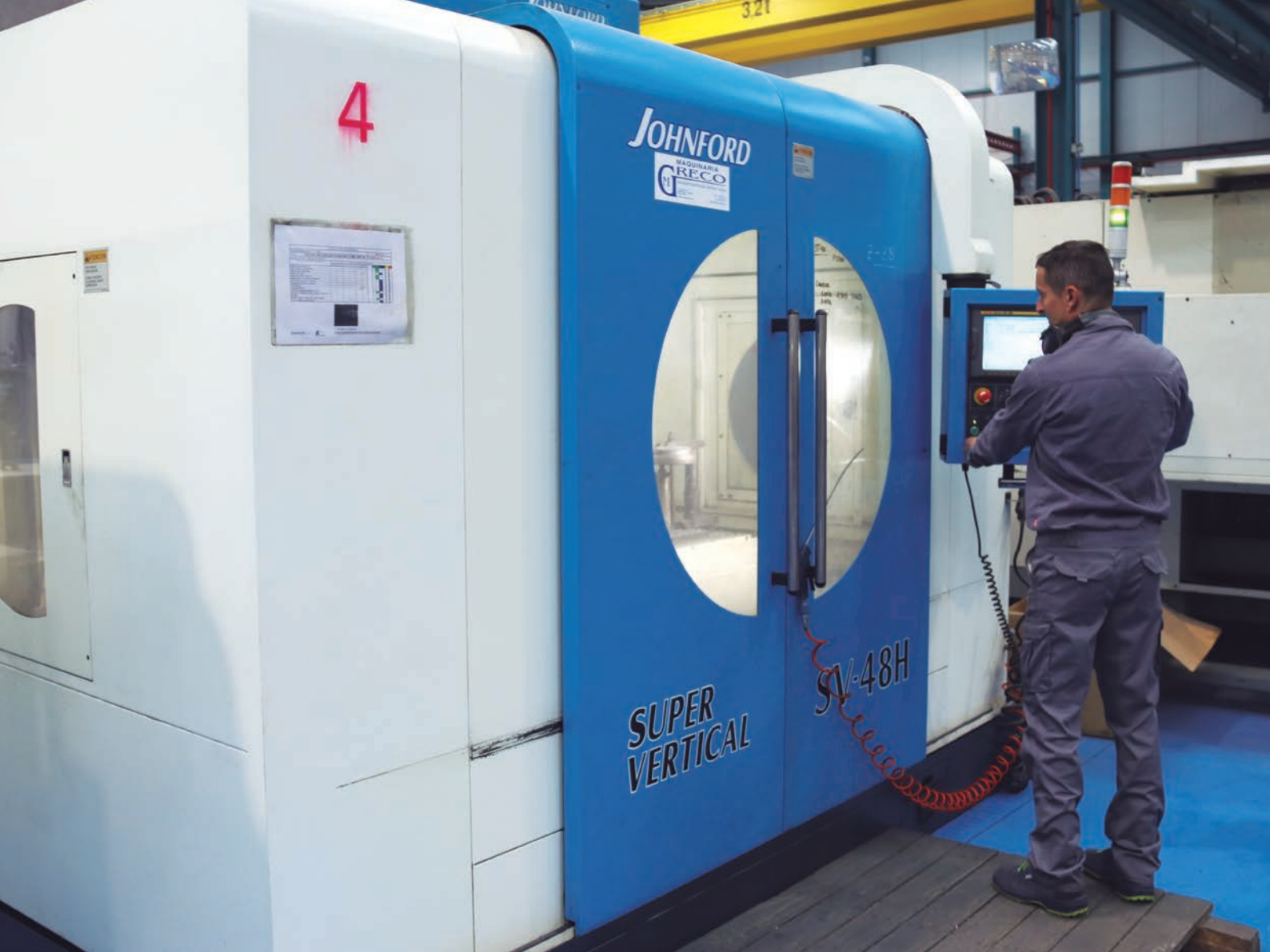
The work we did was much more controlled than now, since worksheets were filled daily to keep track of the different types of parts of both, processes and machining times. It was also different because the pieces

“When I started working here we were a small company with a very familiar environment”

were more “individual” although little by little we were updating according to the market and we started to make more pieces in series; all this carried out by a strict control with the worksheets. Today the pieces that we have been maintaining since then have evolved so much that they make a much more balanced product.

■ **What is your work currently?**

My work in Grado Cero is to program, prepare and feed machining centers “JOHNFORD”. In these machines we carry out the machining of the smallest pieces, such as couplers, plates, lugs...



“ We produce more products every year in less time, without neglecting the quality and improving our processes ”

■ **How do you think Xcentric Ripper - Grado Cero has evolved during the time you have been here?**

The evolution of the company during these years has been without a doubt positive. Exponentially we produce more products every year in less time, without neglecting the quality and improving our processes.

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

What I like most is the programming and preparation of the different types of pieces, but above all, the variety of work.

■ **Tell us some anecdote about the time you have been working with us, a recorded moment in your mind.**

My beginnings in the company, were a bit difficult ... One day we had an order of 10 pieces, I made a mistake in one of them, so I hid it under the other pieces without saying anything to anyone. My surprise was when the boss came to have a look to

the finished order, and among the 10 finished pieces he went to take just the wrong one ... So image the stupid expression of my face...

Another anecdote is when we had to fill in the work sheets daily, which often we didn't have them ready. The secretary, who at the time was then the boss' wife, used to come to collect them, and we used to be strongly told off for not having them ready, of course....

■ **Finally, what would you have liked to do if you didn't work here?**

Well, I would have really liked to be a cars mechanic.

BYG

One of our dealers in northern Spain, who has recently expanded his distribution areas



Jesús Alonso, sales person from BYG with Javier Aracama (XRI), inside the Xcentric Screener XS60.



In this Miles Ahead issue we present our dealer BYG, who supplies our products along different regions of northern of Spain. They have recently expanded their distribution area and have two branches: BYG, SAU Northeast and BYG, SAU Northwest.

Taking advantages of the first Xcentric Screener XS60 delivery bought by them, we chatted in Teruel with one of the most veteran salesmen of the company, Jesús Alonso.

History of the company

BYG is a family business created in 1967, devoted to the sale of public work machinery parts and implements. At the same time we are distributors of several brands, including Xcentric Ripper. BYG started as a specialist in hardware for earthmoving machinery and public works. Over the years the company expanded its range, entering new sectors such as wear material, and spare parts.



First Xcentric Ripper XR60 sold by BYG in 2011.

How did you know about Xcentric?

We started our commercial relationship through the buckets in 1998 with Javier Aracama, and from there on we have followed the evolution of the company which has taken us to the different types of implements, such as the Xcentric Ripper.

First impressions on Xcentric Ripper

Well, that was a boom. As a sales person coming from the hydraulic hammers world, to discover such an innovating machine like the Xcentric Ripper was something very surprising.

“We started working with Javier Aracama in 1998 with the buckets, and later with the different attachments”

Why did you decide to work with Xcentric Ripper?

At the beginning it was not an easy tool to introduce in the market, due to the 2008-2009 crisis, the period when this implement was launched. But we knew that achievements would be reached when market stability improved, because we fully trusted this machine.

Which Xcentric Ripper model was the first you sold?

We sold the first one in 2011. Those weren't very prosperous years to sell much, but little by little we sold quite a few units. Nowadays this tool is progressively leaving other implements like some hammers, behind.

What projects are you carrying out with Xcentric today?

We are introducing the Xcentric Ripper in all the places where we know is optimal for obtaining high production, and those projects go ahead successfully, both for rent and for sale.



First tests with the Xcentric Screener XS60

The first thing we thought when we first saw the Xcentric Ripper was that it was going to be a “boom”, an innovation that would leave other attachments behind.

First Xcentric Screener XS60

This Xcentric Screener XS60 is the first one we have sold, in addition to being the first one manufactured in that size. As for its performance, we have already seen in the first tests that the production results have been very satisfactory.

Future Projects

For now we are going to follow this project with the Xcentric Screener very closely, and we will try to introduce it in other workplaces, since it is clear that both the brand and the product are high quality, besides being an easy to operate machine.

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BYG's sales people

Last month of July we were visited by 15 sales people from our distributor BYG, to learn more about our products



Following the agreement with BYG to expand their distribution areas, 15 sales men and women from different branches in Spain visited our factory, where they were trained on our products characteristics and clients needs.

They received an introductory talk about our company and products by Javier Aracama and our work colleague Garbiñe Viteri, and subsequently visited our facilities and had also the chance to see the latest Xcentric Crusher model, the XC9 at work.



First Screener XS60

During the start up of the first Xcentric Screener XS60, we talked to José Miguel del Río about his experience with Xcentric



First Xcentric Screener XS60 sold by our dealer BYG, to the company Yesos Alabastrinos.

Name: José Miguel del Río
Company: Yesos Alabastrinos
Job: Operating manager
Quarry place: Albalate del Arzobispo, Teruel

What material is extracted and what use is given?

We extract alabaster as the main product, and gypsum as a by-product of it. The main use of the mineral is ornamental, mainly for decoration. In addition we obtain a large amount of gypsum from both the quarry and subsequently when sawing it. And because of its high quality, it is used for industrial purposes.

Which extraction processes were carried out before the use of the Ripper?

Until 2011, the type of extraction was through, first, bulldozer and then with fixed ripper on the back of the bulldozer. Subsequently, backhoes,

80-90 tons, were used with narrow buckets for a “rough” pulling out.

How were the first works with the Xcentric Ripper XR60? (which was the first of that model sold, thanks to BYG)

In 2011 we learned that there was a company in Vitoria that was dedicated to the manufacture of Ripper. We contacted them and after seeing several demos with a smaller model, we bet on which was then the biggest they made at the time, the XR60. We tried it and the truth was that it was a success from day one. Although due to our inexperience and our lack of adaptation of the machines to that type of tool, the first months were mainly for testing, as soon as there was a coupling between the machinery and the tool, the extraction of material went to practically 100% the product the company aimed for, since it allowed us to make a selective extraction,

and later, with the Ripper tip, a selection in situ of the material. This triplicated the amount of product intended for cutting, without damaging the rest of the stone, with higher safety and a better performance of the machinery. Also less breakdowns, with all that involves.

How is the work with the Xcentric Ripper, and its maintenance?

The advantages obtained with the Xcentric Ripper are, a very low maintenance and the operating simplicity as long as the operator knows the stone. Also because the alabaster is not an excessively hard stone, the failure rate is very low. I can say that the choice of this type of machinery by this company, was a 100% a success.

How did you know about the Xcentric Screener?

the sub-product for ornamental use resulting from cutting and sawing the alabaster, comes to be approximately 85-90% of the suitable material moved in the quarry. After several work tests with pre-screens, and different kind of other screens, we took the decision to look for one for purchasing, and as soon as we knew that Grado Cero was also manufacturer of this kind of screens, we put ourselves in their hands until we found the right product in terms of size and adaptation to our quarry needs, as I said before, for the production of gypsum from alabaster.

How were the first tests with the Xcentric Screener?

We are right now going through initial tests, which so far are being extremely satisfactory. We only need, as with every new tool, to adapt it to work with the mineral, and I believe we have been fully successful having chosen this type of machinery.

What is your opinion about Xcentric products?

Our opinion about this implement is excellent, and the service is excellent, and there is only one product that never breaks, and is the one that is not used (laughs).

Would you recommend Xcentric products?

So far every Grado Cero product I have tried I would recommend to everyone, based on its quality, good finish, good service, quick reaction, and humane treatment.

We have truly come across professionals who adapt their work to the type of quarry you have, and if you need to make some kind of modification in the tool, they are more than ready to assist you.

WATCH INTERVIEW AND START UP VIDEO ON OUR YOUTUBE CHANNEL:

www.youtube.com/XcentricRipper

Javier Aracama (XRI) with José Miguel del Río (Yesos Alabastrinos)





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