

MILES AHEAD...

Number 19 - January 2022



■ ■ ■ Xcentric and Grado Cero stand during the SMOPYC 2021 fair, held in Zaragoza in November.



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Our awardees

In the last two editions of the SMOPYC fair that we have attended, two of our products have been awarded

> XCENTRIC CRUSHER (SERIES E)

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



In April 2017 we attended the **SMOPYC** Fair in Zaragoza. This event always carries out a prize-giving ceremony for different products and ideas previously submitted to the contest by the exhibitors who wish to do so.

On that occasion from Xcentric, we wanted to present to the competition, the then first series of crushing buckets called Xcentric Crusher E series, which at that

time was still in the development phase of all models.

The **Xcentric Crusher** was recognized with the **SMOPYC Accésit Award**, in the "News in equipment, components and auxiliary means" section.

This recognition served to make our crushing buckets even more known, and to continue improving them, which, a few years later, led to the development of the A Series. Both series are highly valued by our customers.



> XCENTRIC RIPPER XR122

NOVEDADES EN EQUIPAMIENTO,
COMPONENTES Y MEDIOS AUXILIARES

INNOVATIONS IN EQUIPMENT,
COMPONENTS AND AUXILIARY MEANS



For the last edition of **SMOPYC**, held in November **2021**, we presented the **Xcentric Ripper XR122** to the competition. In this case, it obtained the **SMOPYC Bronze Award** in the “News in equipment, components and auxiliary means” section.

This model is the largest of the Series 2, known as the Mining Series. It is currently the largest extraction tool available for excavators worldwide. Achieves high production in jobs such as mineral extraction in the great Mining with machines of more than

120 tons. In addition, it has all the already known advantages of the Xcentric Ripper.

Given its production capacity, and taking into account the increasing blasting bans due to environmental or terrorism concerns, the XR122 has become the only alternative for certain large mining companies.

This award was presented during the celebration of the contest in Zaragoza, as can be seen in next article.





Xcentric / Grado Cero stand during the SMOPYC 2021 fair, held in Zaragoza in November.

SMOPYC Exhibition 2021

The fair, several times postponed due to the pandemic, was finally held last November in Zaragoza

This edition of what is considered the most important meeting in the Iberian Peninsula and southern Europe in terms of construction machinery, public works and mining, has been about to fail to be held. The fair, whose first official date was April 2020, had to be postponed twice, finally taking place during the month of November 2021.

From Xcentric Ripper International and Grado Cero we did not want to miss the opportunity to publicize our products and latest developments, as well as resume relationships with customers, distributors and suppliers. The latter, in fact, was what the exhibitors in general longed for the most. After more than a year and a half of the pandemic, there was a

great desire to resume contact, at least to be able to be face to face and not behind a screen, with all of us who are part of this market.

For this, we've had the same space in the exhibition area that we already had in the previous edition of 2017. This is 459 m², where we showed almost all the Xcentric Ripper 'Mining Series'



models, the Xcentric Crusher bucket (both series), GO buckets and hooks, and the XC5F crusher bucket for minis, which was the novelty at this fair.

One of the most striking machines showed was the Xcentric Ripper XR122, which had a privileged place at the stand, since it had previously been awarded the “SMOPYC BRONZE AWARD” in the “Novelties in equipment, components and auxiliary means” contest. This award was collected at a ceremony held during the exhibition fair.

In addition, from the fair organisation, they kindly gave us a commemorative diploma for

the Grado Cero 30th anniversary celebrated in 2020, which until then and due to the circumstances, had not been possible to celebrate with our clients before.

Exhibitors, in general, yearned to resume direct contact with customers, distributors and suppliers

According to the event organizers, SMOPYC 2021 presented a very positive balance with the attendance of more than 50,000 professional visitors in 4 days. They highlight, in addition to the quality of the content of the exhibition,

the quality of the professional visitors. Similarly, they value the capacity of manufacturers and engineering, considering the awards obtained in the contest for technical innovations, which they say “shows a clear commitment to an efficient, safe and sustainable future”.

Our assessment of attendance at the fair is also very positive. We got very good feelings from both the organization and the relationships and future projects that we were able to develop during these days. In addition to motivating us to continue working and improving in order to offer news in the next edition to be held in April 2023.

Some photos during the exhibition



The full team that attended the stand at the fair, next to the Xcentric Ripper XR122, which was awarded the “SMOPYC BRONZE AWARD”.

Xcentric and Grado Cero staff together with distributors from Spain, France, India and ALLU staff.



Mural at the stand with photos of workers, to commemorate 30 years of Grado Cero.



The Xcentric Ripper XR122 aroused a lot of interest and amazement among the attendees.



There were days with a lot of public influx.



The little ones were also able to enjoy themselves at our stand.



Handing over of the commemorative diploma for the 30th anniversary of Grado Cero.



Xcentric Ripper XR122 next to the poster provided by the organization, with the prize information.



Prize awarded to the XR122, together with the diploma for the 30th anniversary of Grado Cero.



Florent Gerland (XR France) together with several members of the Technique TP Forum.



Stoian Markov presenting the prize for the XR122 to Javier Arcama, along with Ana Osés.



The new pavilion at the Xcentric factory in Vitoria-Gasteiz.

We keep growing

The Xcentric factory expansion work has recently been completed, with a new pavilion annexed to the rear of the current one

In October 2017, at Xcentric we moved to a new pavilion, where we are currently located.

This transfer was made to unify the entire manufacturing process in a single place. Only the cutting, bending and welding work is still carried out in another workshop, located in a nearby street.

The pavilion where we work is divided into: the office area, the machining and lathe workshop, the assembly and painting workshop, the dispatch area and an area for stock parts.

There was a large unbuilt area to the rear, which was being used for testing our machines. But the organization needs of both, pieces

and other materials, have led us to prepare a new pavilion that joins the current one at the rear.

It is still necessary to organize and decide what will be moved to this area to clear the production workshop, but a lot of space has been gained, still leaving a free area to continue with the tests.



Area where the new pavilion has been annexed.

The new pavilion during construction, still unpaved.



Mikel Ciudad Rojo



Name: Mikel Ciudad Rojo

Age: 37 years old

Job site: CNC operator

Years with us: 16 years

On this occasion we have interviewed one of the operators of the machining workshop, Mikel Ciudad, who landed in Grado Cero 16 years ago. He tells us about his experience as a worker and his vision of the company's evolution over the years.

■ **How did you start working at Grado Cero/Xcentric Ripper?**

In 2005, when I finished my vocational training in machining and I did an internship at the company. It was then when my career at Grado Cero began.

■ **What does your job in the company consist of?**

My job consists of programming a part of the workshop machines and the mechanization of different parts that make up the products

we manufacture. From small parts (lugs, quick hitches, etc.) to larger parts (Ripper shells, hats, cranks, etc.).

“Without a doubt, for me there are 3 words with which to define this company: adaptation, evolution and commitment”

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

Especially, what I like most about my job is seeing the finished pieces without errors. This way, I feel that the work done has been worthwhile. It is a personal

and team satisfaction. I like to be, or at least try to be, the most professional in everything I do.

■ **What would you highlight about Xcentric Ripper / Grado Cero as a company?**

Without a doubt, for me there are 3 words that I would highlight or with which I think this company could be defined: “Adaptation, evolution and commitment”.

In the first place adaptation, because despite the inconveniences arisen throughout the 30 years of G0's live, Javier has been able to adapt to new situations and emerging markets. Secondly, evolution, since in recent years the development of the company both internally and externally has been outstanding.



The workforce has been expanded considerably and production has also increased.

Lastly, commitment since I consider “The boss”, Javier, (laughs) a person committed to his work and to his workers. He has always intelligently solved all the inconveniences that have arisen, moving around the entire world to get the company and all its workers forward, even during the different crises that we have had to live through.

■ **Tell us an anecdote of the time you have been working with us**

There are many, imagine after 16 years working here (laughs).

Specifically, I would highlight a personal one. When I started working at G.O I was 21 years old, so it can be said that I didn't know what life was. Javier reprimanded me because, except in my workplace, I could be found anywhere in the workshop chatting with a colleague (laughs). I am very talkative. Later, the years go by and we mature personally and professionally and then you learn to value what you have.

“ I consider Javier a committed person with the work and with his workers ”

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

Mainly, I have to say that I feel grateful and valued in my current job. My dream as a child was to be a footballer, since I have spent many years playing football in good categories. But logically, it is a very complex world. As you grow, you come back down to earth and you see that out of 1,000, only one gets it (laughs). Therefore, being aware of what life is, I would have liked to dedicate myself to humanitarian aid. Traveling and helping people who really need it, I think it has to be something very rewarding.

Why did they choose to work with Xcentric?

Dealers in: **FRANCE**

Company: Xcentric France

Florent Gerland was already a distributor of Grado Cero products when Javier Aracama showed him the prototype of the Xcentric Ripper in 2009. From the first moment he realized the exceptional nature of this tool, so in 2011 he created, together with his wife Severine, Xcentric Ripper France.

Since then, they have made Xcentric products known throughout France.



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Dealers in: **SOUTH AND SOUTH EAST ASIA**

Company: STM Construction Equipment

Jonas Stahlbage, founder and owner of STM CE, based in Singapore, was introduced to the Xcentric Ripper through a magazine advertisement in November 2011. The decision to cooperate with Xcentric came after attending the Excon show in India, to which he had been invited when contacting the company, so that he could learn more about the product. From the first moment, neither he nor his clients had any doubts about the quality of the Xcentric Ripper.



STM Construction Equipment
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Dealers in: **ITALY**

Company: Rammit SpA

Alessandro Galasso, sales manager of the Company, learned about the Xcentric Ripper through YouTube: *"I was able to see many videos, including comparisons with alternative products, and I was particularly impressed."* After his visit to the factory, together with Michele Galasso, they were once again impressed *"by the high quality standards used in every step of the manufacturing process."* In addition to *"the high quality of the final products, their proven performance and the patents obtained."*



RAMMIT SpA
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Dealers in: **AUSTRALIA**

Company: Boss Attachments

Livio Pace, manager of Boss Attachments, is continually looking for attachments that make a difference to offer his customers. Before collaborating with Xcentric, they distributed a competitor's crusher bucket: *"We realized that Xcentric products are far superior to the product we were representing."* *"Xcentric products are so advanced that as distributors we don't sell them, the products sell themselves."*



BOSS ATTACHMENTS

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Dealers in: **CANADA - EAST**

Company: Shear Power Corp.

Greg Morley, at the head of this company founded in 2013, talks about the Xcentric Ripper: *"distributing this revolutionary accessory was an attractive and exciting opportunity."* *"One of our main goals is to promote the Ripper in areas where permafrost is present."* *"With the Xcentric Ripper we are able to offer customers higher productivity and longer working hours during the winter months."*



SHEAR POWER CORP.

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Dealers in: **CANADA - WEST**

Company: ShearForce Equipment

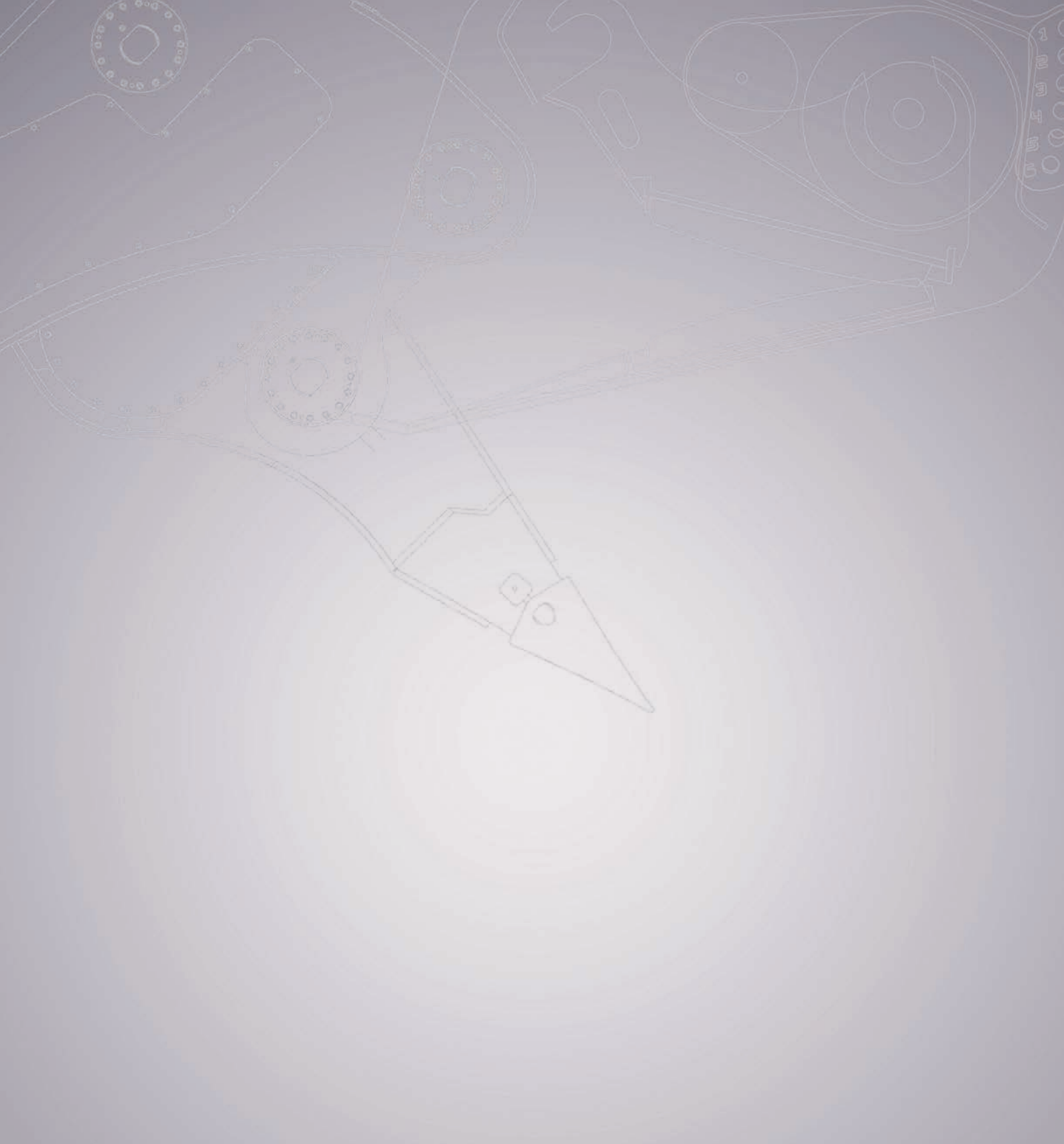
Brad Dewit, grandson of the founder, leads this company active since 1973. He was introduced to the XR40 model in Las Vegas during the 2011 ConExpo show. *"From the moment I saw the Xcentric Ripper I knew it would be the perfect tool to introduce to the Canadian market of excavation and demolition."* *"It could take the place of more than half of the hydraulic breakers currently used by customers in our industry."*



SHEARFORCE EQUIPMENT

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