

MILES AHEAD...

Number 20 · May 2022



■■■ Our distributors receive very positive feedback from customers about Xcentric products



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Dealers from Spain during the demonstration with the ALLU Transformer at a recycling plant in Vitoria-Gasteiz.

ALLU Transformer training

Satisfactory training session on the ALLU TRANSFORMER with our distributors in Spain

On March 22, a training day was held at the Grado Cero facilities in Vitoria-Gasteiz on the ALLU Transformer implement. It was attended by the main Xcentric dealers in Spain.

The day began with a presentation by ALLU Germany staff, where the main doubts about this versatile tool could be cleared up. After a round of questions and a short break, the training continued in the workshop in order to take a closer look at various models of the ALLU Transformer.

Completed the morning, and after lunch, they went to a nearby

recycling plant to be able to check in situ the productivity of this implement in different types of materials, and show its different applications.

The conference was very interesting and necessary for all attendees to better understand the benefits and utilities of this powerful tool.

Beginning of the distribution agreement with ALLU

At the end of 2021, Grado Cero Sistemas reached an agreement with the firm ALLU, to be official

distributors of this brand in Spain. Both family-owned companies have a similar track record, having more than 30 years of experience in the market

of implements for excavators. And, in both cases, more than 95% of the business is done with international clients located all over the world.

In the current situation, one of the most relevant issues and greatest concerns of the companies is recycling and caring for the environment. In this sense, each sector tries to create and improve existing solutions, providing added value to their products. That is why both, Grado Cero and ALLU



Start of the day, with presentation, explanation of the product and round of questions to solve doubts.



Physical inspection of the screening buckets in the workshop.



Technical training about installation and maintenance at the Grado Cero workshop.



ALLU Transformer demo at a recycling plant.



Proof of the great productivity of this implement.



Demonstration of the ALLU Transformer with other materials.

have spent years researching and developing new implements that, in addition to their usual applications, provide the customer with the ability to recycle the materials generated, in addition to reducing fuel consumption, transportation costs, etc.

The client, increasingly seeks to optimize their projects, making them more profitable and productive. For this reason, implements such as Xcentric Crusher from Grado Cero or the ALLU Transformer are very useful.

Through this agreement, what is sought is to be able to offer the customer a greater range of possibilities to meet their needs and make the implements more profitable and versatile, which translates into savings and a lower environmental impact.



Stand of DBF Limited, Xcentric distributor in Turkey, during the KOMATEK 2022 fair.

KOMATEK Fair 2022

Last March, a new edition of this fair took place in Turkey, which had not been held since 2017

The 16th International Trade Exhibition for Construction Machinery, Technology and Equipment KOMATEK 2022, was held from March 9 to 13 at the ANFAS Antalya Congress and Exhibition Center, five years after the last edition.

There were 220 exhibitors from 18 countries, of which 40 were foreign companies, to present

their machinery, equipment and services to buyers in the sector. (Source: KOMATEK website)

KOMATEK had more than 28,000 m², divided into 17,682 m² of outdoor areas and 10,682 m² of indoor stands. The event attracted more than 15,000 visitors, who had the opportunity to learn about the machinery, equipment and services that were exhibited during

the five days that the fair lasted. More than 1,000 people were in charge of attending the stands.

At one of those outside stands were our Xcentric distributors in Turkey, DBF Limited. His Director, Ferhat Zeybek tells us about his experience and his vision of this event.

"We have just concluded our participation in the Turkish fair



KOMATEK 2022. It has been a good fair, with a lot of public attendance and great interest in Xcentric products, which makes us very happy. There was a special interest and curiosity for the new series Mining Series. We have contacted many new companies. We have scheduled around 20-25 demos. We believe that the returns from these demos will be very good. On the other hand, we have received very positive feedback from companies that already use Xcentric products. It is also very encouraging to have many potential Xcentric customers eager to try our new products line.

**We trust Xcentric products,
and it is a pleasure
to be able to provide solutions
to our customers**

The fact that many Turkish construction companies work in different countries around the world, some of which already use our Xcentric products, gives us hope to increase the sales of our products and their corresponding technical service.

We, as DBF Limited, are confident in the Xcentric family and its products. Turkish companies operating in

many parts of the world are using Xcentric products. We are pleased to be your partner providing solutions to our customers.

Our current program for the future is to present our latest Xcentric models to our new potential customers contacted during the show, and demonstrate to them through demos the promised performance of our machines. We believe in a very successful future with many units sold for large mining and infrastructure projects in the state.

DBF Limited – Xcentric in Turkey, is proud to be a member of the Xcentric family.”



Second multitasking lathe of the Okuma brand, model MULTUS U400, recently incorporated in the machining workshop.

Okuma MULTUS U4000

Second multitask lathe with the same characteristics that joins the machining machinery in our workshop

We have recently added a new multitask lathe to our fleet of machines in the machining workshop. This Okuma brand lathe, MULTUS U4000 model, is the second of the same characteristics that we have in Grado Cero. The previous one was incorporated in 2019 and, after verifying its efficiency and high production capacity, it has been decided to introduce another one just like it.

This brand, as we mentioned before, has been manufacturing and marketing a wide range of machine-tool at the forefront of technology for more than a century.

The main feature of this lathe is that it has two heads, which allows a part to be machined on both sides without having to remove it from the machine.

Right now, it is being used for machining parts such as Ripper covers, Crusher pulleys and pinions, eccentric bushings, bolt discs, etc.

The high production capacity of this machine, like its twin, allows us to reduce the times of the manufacturing processes, in addition to increasing the quality of our parts.



- Flexible machining from all direction
- Max milling or turning performance
- To support long and stable machining accuracies
- Maximizing machine tool performance

SPECIFICATIONS	MULTUS U4000
Distance between centers	1500
Upper turret (1S)	Chuck work
	Tailstock (C)
	Opposing spindles (W)
Upper/lower turret (2S)	Tailstock (C)
	Opposing spindles (W)

Julio Lezcano



Name: Julio Lezcano

Age: 32 years old

Job position: CNC turner

Years with us: 14 years

For this 'Miles Ahead' magazine issue, we have been with one of our CNC turners, Julio Lezcano. With 14 years of experience in the company, he tells us about the most outstanding aspects of his position and of the company.

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

My adventure in Grado Cero began back in 2008. I had arrived four months before from my native country, Peru, when I started the machining training course which, thanks to a new Basque Government project, could combine study with internships. After 3 years,

which was the duration of the project, my journey through Grado Cero began, until today.

“ I really like that it's not a monotonous job, and the learning opportunities offered by Grado Cero ”

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

My work in the company consists of, from making simple parts on a conventional lathe, to the programming of more complex parts on a numerical control lathe.

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

I really like having a not monotonous job and, even though we have several pieces made in series, I am always doing something different, from repairs to modifications. The environment with colleagues also helps a lot, because things are made easier and you work better.

Likewise, I like the learning opportunities that Grado Cero offers us, since when I look back, I see all the new things I have learned, and there are many.



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

I would highlight the great growth experienced by the company. When I started we were very few workers compared to the big group we are now. In addition, I would highlight the investment that has been made for the expansion of workshops and machinery, as well as the continuous creativity to innovate in the metal sector.

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

I remember it was my second

day of work practices and I still didn't talk to many of my colleagues. Then they made me hazy by making me to go position by position asking for a tool with a ridiculous name which did not exist, and saying that it was very urgent to be able to manufacture a piece. I was so naive, that I did it trying hard to find it, and I only saw people laughing. After a long

I would highlight the great growth that the company has experienced, as well as the continuous creativity to innovate

time and "not finding" what was asked of me, they told me that it was hazing to break the ice with the other workmates.

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

I imagine that I would have dedicated myself to military life, but back in Peru, I had to make the decision between staying in the Air Force, or "crossing the pond" with my family. Being here, in Vitoria, I didn't think about it again because I studied machining and I really liked it, luckily so far I can dedicate myself to it.



Balear de Maquinaria e Implementos

Installed in Mallorca, our distributor in the Balearic Islands receives the trust of customers in Xcentric products

In this “Miles Ahead” issue, we want to introduce one of our distributors in Spain. The distributor in charge of the Balearic Islands, Guillermo Muntaner, manager of the company Balear de Maquinaria e Implementos.

Guillermo brings us closer to his company, telling us about his background and how and why they started working with Xcentric. He also shows us the feedback he gets from customers about our products.

History of the company

With more than 30 years linked to the Public Works machinery sector, this company was set up in 2011 for sales and service in the Balearic Islands.



"We started with the distribution of Furukawa (FRD) and due to the evolution of the market we have been incorporating other brands such as Xcentric, Hitachi and Gehl among others, which has forced us to increase our facilities and our workforce."

We currently have 9 employees, of which 5 are in the Technical Service department and the other 4 in the spare parts, administration and sales departments."

"When we first saw the Xcentric Ripper, we realized it came to the market to stay"

How did you meet Xcentric?

"We already had a commercial relationship with Grado Cero before the Xcentric Ripper project, with products like buckets and quick couplers, and we were following their evolution."

First impressions of Xcentric and its products

"In 2010 we attended a Demo in Girona. I seem to remember that the equipment was an Xcentric Ripper XR60. At that moment we realized that the Xcentric Ripper had come to stay in the market and that it was going to become a very important tool in its sector."



Why did you decide to work with Xcentric Ripper?

"After the experience with Grado Cero, we have always been interested and willing to market Xcentric Ripper."

We were very lucky to have the approval of Javier Aracama to distribute his products in the Balearic Islands, starting in 2016."

What was the first Xcentric machine you sold?

"The first two machines we sold were an Xcentric Ripper XR80 and an Xcentric Crusher XC20, to different customers but in the same month."

"We can affirm that all of our Xcentric customers are very satisfied with the product"

What do your customers think about Xcentric?

"Being on an island, the relationship with our customers is very close and allows us to monitor them continuously, so we can say that all our Xcentric customers are very satisfied with the product."

Future projects

"Our intention for the future is to continue offering the best quality both in the brands we represent and in the technical service."

We are also already working on the commercialization of ALLU, after the recent distribution agreement signed with Grado Cero."

BALEAR DE MAQUINARIA E IMPLEMENTOS, S.L.

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Commissioning of an Xcentric Ripper XR42 in Hungary last April.

Travelling again

After the worst moments of the pandemic, the demonstrations and commissioning of our machines are back

It has been two years in which practically all face-to-face commercial activity has stopped.

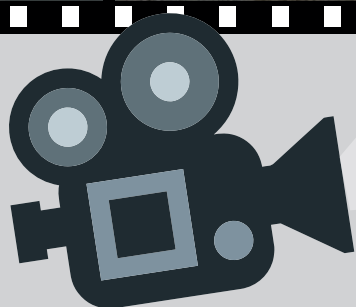
The health restrictions and the restrictions of each country in terms of mobility have forced us

to have this work carried out in a digital way.

But in our case presence is very important, both to show the functionalities of our attachments, and to help customers in the correct start-up and correct operation.

Recently, in the month of April, we have been carrying out a commissioning of an Xcentric Ripper XR42 in Hungary.

You can contact us or our dealers to organize a demo.



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



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