

# MILES AHEAD...

Number 23 · May 2023



■■■ Xcentric was present at the SAMOTER 2023 exhibition, held in Verona, thanks to the Turkish excavator manufacturer HIDROMEK



**XCENTRIC**<sup>®</sup>

[www.xcentricripper.com](http://www.xcentricripper.com)





## **MILES AHEAD** · May 2023 · Number 23

<b>Our products - GO Buckets and quick couplers .....</b>	<b>4</b>
<b>Events -</b>	
· Awards for Internationalization .....	6
· SAMOTER 2023 exhibition.....	8
<b>Training - Work practises at Grado Cero.....</b>	<b>10</b>
<b>Our employees - Iñaki Montejo.....</b>	<b>12</b>





## UPCOMING **E**VENTS SMOPYC 2023

XCENTRIC will be present at the  
19 INTERNATIONAL SHOW OF PUBLIC WORKS,  
CONSTRUCTION AND MINING MACHINERY,  
in Zaragoza, from **November 22 to 25, 2023**.  
**Pavillion 6 – Booth D-E/11-22**



**22-25** NOVIEMBRE / NOVEMBER  
ZARAGOZA (ESPAÑA/SPAIN)



**CONTACT: XCENTRIC RIPPER INTERNATIONAL, S.L.**  
Arriurdina, 15. 01015 Vitoria-Gasteiz. Spain  
Tel.: +34 945 290 555 · info@xrint.es

**XCENTRIC**<sup>®</sup>  
www.xcentricripper.com





Different finished models of buckets and quick couplers in the workshop.

# GO Buckets and quick couplers

Grado Cero Sistemas is one of the largest manufacturers of buckets and couplings in Spain for more than 30 years

GradoCeroSistemas, the company in charge of manufacturing Xcentric attachments, and the oldest in the group, has been in the bucket and quick coupler market for more than 30 years, since 1990.

In addition to our well-known hydraulic attachments (Xcentric

Ripper, Xcentric Crusher and Xcentric Screener) Grado Cero is consolidated as one of the largest manufacturers of buckets and quick couplers in Spain.

From the beginning, efforts were made to achieve resistant and high-quality buckets, which is why the whole range of buckets is

manufactured entirely in **HARDOX 400**. This anti-wear plate is characterized by being resistant to abrasion, and by offering elastic limit values and tensile strength of more than double than the commonly used steels. This way its structure is very strong and the buckets achieve a high durability and in good conditions.

The variety of buckets manufactured under the “GO” brand range go from 0.8 to 120 tons. In addition, buckets for excavators over 50 tons are built specifically for each machine, taking into account the exact specifications of the excavator manufacturer, as well as the needs of the customer.

The design has also always been taken into account, since it is something that affects the performance of the excavator. For this reason, the evolution in the designs has nourished on the conclusions drawn listening to users and carrying out numerous field tests. The ultimate goal is to be able to move the maximum load at the lowest cost.

As for quick couplers, the best known and most popular is the **GO MAX**, with an advanced and patented design.

---

**The user experience  
is always considered  
when evolving the design  
of our buckets**

---

The following factors were considered when designing it: minimal impact with respect to the original kinematics, interchangeable with equipment from different brands and models of excavators, with an improved design to adapt the size to different brands and to grant the minimal additional weight to the machine,

easy installation and minimal maintenance.

The different models of this coupler cover practically all models and brands of excavators on the market.

The **GO BIT** coupler is a product specifically designed to provide the perfect solution for changing equipment on mini and backhoe excavators.

Its main features are: Interchangeability of equipment, the alternative to front load work without loss of angle and maximum simplicity.

To learn more about these products and other attachments, visit the Grado Cero website: [www.gradocero.net](http://www.gradocero.net)



GO MAX quick coupler with a Grado Cero bucket.



GO BIT quick coupler with a mini bucket from Grado Cero.





Representatives of the awarded companies together with members of the Chamber of Commerce, political representatives and sponsors of the event.  
(Photo: Chamber of Commerce of Alava)

# Awards for Internationalization

Xcentric received a “Special Mention” award granted by the Álava Chamber of Commerce

On March 23, the Álava Chamber of Commerce, Industry and Services presented the 37th Internationalization Awards. The gala took place in the Gran Hotel Lakua in Vitoria-Gasteiz, and was attended by important business and political representation.

These awards help make visible people and companies from our territory with great potential for growth and with a long history, who export their products and

services all over the world, also being in some way “Ambassadors of Álava”.

The event began with an interesting conference given by José Juan Ruiz, president of the Elcano Royal Institute, who spoke about “The challenges of geopolitics in today’s world.” He highlighted the importance of knowing what is happening in the world, stressing the value of optimism and the need to rebuild

the global governance system. He also spoke of the importance of coordinating industrial policies to deal with climate change with the appropriate investments.

For his part, the president of the Álava Chamber of Commerce, Gregorio Rojo, announced a new record for exports in the Basque Country, with more than 32,500 million euros in 2022, of which 9,350 million come from Álava.



Javier Aracama, Director of Xcentric Ripper Int., during his speech upon receiving the award. (Photo: Álava Chamber of Commerce)

“The goal, from our point of view, it is not to go out and sell, the goal is for them to come to buy from us”

Subsequently, the awards ceremony was held. The “*Special Mention*”, for its commitment to innovation, unique product design, differentiation and competitiveness, was awarded to **Xcentric Ripper International**.

Javier Aracama, General Director, was in charge of collecting this award. In his speech, he highlighted the export capacity of the company that has 80 workers: “*We did not want to export, we wanted to sell far away, which is apparently the same thing, but when you say export it seems that you are thinking of objectives, countries where you focus your work. We wanted to sell without territorial, cultural or even economic limits.*” He went on to explain what is the tool used to achieve these objectives, which is “*an innovative product*

*that is different and people want, regardless of where the customer is from.*” He stressed that the objective of the firm is to make people to want its products wherever they are from, and when they search for the origin of the product, they find that they are buying it in Vitoria-Gasteiz. “*The challenge is ourselves, we have to be able to create that product.*” And he left one last thought for those attending the event: “*The goal, from our point of view, it is not to go out and sell, the goal is for them to come to buy from us.*”



Javier Aracama, with the award given by the Álava Chamber of Commerce.





Stand of the excavator brand HIDROMEK at the SAMOTER exhibition in Verona, where an Xcentric Ripper and an Xcentric Crusher were also exhibited.

# SAMOTER 2023 exhibition

The 31st Edition of the Verona Construction Machinery Show, in which Xcentric was present at the Hidromek stand

The Italian city of Verona hosted the 31st Edition of SAMOTER, the most important international construction machinery fair in the country, between May 3 and 7. This exhibition was highly anticipated, since in 2020 had to be postponed and finally cancelled due to the pandemic, the reason why it has not been held for 6 years.

During this time, in addition, two great revolutions have emerged, which were noted in this edition:

digital and energy. Exhibitors have had to adapt these years to changes and thus be able to present more innovative and sustainable products.

The edition had more than 40,000 visitors during the 5 days of celebration, coming from 91 countries and brought together 536 exhibiting companies. The new technologies in the world of construction had an important presence, especially in the new exhibition area.

According to Maurizio Danese, general director of Veronafiore, "the very positive results of the 31st edition of Samoter are proof that exhibitors and buyers have understood and appreciated the new format of the event". He adds that "innovation has been the central theme of this edition, which has also welcomed the debut of two new areas dedicated to the technological revolution that represents the future of construction machinery."





Xcentric had the opportunity to be present at this exhibition thanks to the Turkish excavator manufacturer Hidromek, a company with 45 years of experience in the sector. Hidromek had a space outside, where it exhibited several of its excavators equipped with different attachments. Two of them incorporated our Xcentric Ripper, model XR42, and an Xcentric Crusher bucket, model XC24, respectively. Both accessories did not leave indifferent the visitors who came to the stand. Many of them knew the products and were photographed, above all, with the imposing Xcentric Ripper positioned vertically. Others were unaware of the product, or confused it with a

vibro Ripper. After learning about their differences, they highlighted the advantages of this excavation attachment.

Our attachments also aroused interest in several companies, so it was a good time to talk to possible future distributors of the Xcentric brand both in Italy and in other countries. In short, it was a very gratifying experience for us, and a great opportunity to show our trademark together with an important brand in the world of excavation, which is also expanding in Italy.

The next edition of Samoter is scheduled from May 6 to 9, 2026, where, for sure, digital and sustainability will be two of the topics that will be of great relevance.





# Work practices at Grado Cero

There are many students who have already carried out the internships of their respective training cycles with us

Once the years of compulsory education have been completed, students who want to continue with their studies choose either the University or the Training Cycles. These courses have the purpose of training students both through theoretical classes in the classrooms, and in person in companies, doing a few months of internships in them.

At Grado Cero there are already many students who have done their internships in different jobs: welding, machining,

maintenance... We currently have a student, **Willem Alexander Vysota**, who is doing the **Intermediate Electromechanical Maintenance** internship with our colleagues of maintenance. We have spoken with him so that he can tell us about his experience in our company.

- **What is the purpose of the training course you are studying? What job opportunities do you have?**

The purpose of this course is to teach how to maintain and

repair industrial machinery and equipment, the assembly, installation and automation of this equipment, whether electrical, mechanical or pneumatic/hydraulic.

As for the job opportunities of this degree, they are multiple, since everything is taught. For example, electrical installer of automated production lines, electrical or pneumatic/hydraulic equipment assembler, industrial assembler, maintenance mechanic and a long list of others.





I have learned things that I would have probably never learned. Every day you learn new things.

- **Why did you choose to study that course?**

I chose this course thanks to the recommendation of a teacher I had at E.S.O. (Compulsory Secondary Education). I have always been passionate about technology, mechanisms, electricity, assembly... And since Electromechanical Maintenance encompassed my tastes, I chose it. There were more options, but those were more focused on a single field. For example, electricity or automotive.

- **What do you think about part of the course being internships in a company?**

It seems perfect to me, that way people get to know the world of work and learn much more about it.

- **What would you highlight about Grado Cero as a company?**

Good work environment, true professionals work, who help and encourage you in everything. I like the order of the company, its business idea and its way of operating or doing things. The most important thing for me has been my two maintenance practice teachers, who have treated me great and are capable of fixing and solving any setback. Thanks to them I learned like never before and I recommend the company to everyone.

- **Do you think you are learning in your practices at Grado Cero?**

Yes, I have learned things that I would have probably never learned. Every day you learn new things.





# Iñaki Montejo



**Name:** Iñaki Montejo

**Age:** 53 years old

**Job position:** Welder

**Years with us:** 16 years

In this occasion we went to the cutting and welding workshop to speak with one of our welders, Iñaki Montejo. After 16 years working at Grado Cero, he tells us about his vision of the company and the products.

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

I worked at another company, but I switched to Grado Cero because I got benefits that I didn't have in others. Basically for an improvement in working conditions.

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

Within the cutting and welding workshop, my work focuses

“ What I like the most about my job is the challenge of doing the job accurately ”

on the shaping and assembly of the pieces that make up our attachments.

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

The challenge of doing the job accurately. We always try to ensure that the products reach the market with the highest possible quality, so the welding work requires great precision, to obtain the best finish of the pieces.

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

I would emphasize that it is a consolidated company that





offers a future to its workers. It has more than 30 years of experience, in which it has brought new products to the market and create new companies, such as Xcentric Ripper International, in addition to having to overcome different global crises. All this makes of it a company capable to adapt to different situations and evolve. That is always good for the workers who are part of it.

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

Every time we make a large product it is impressive, but in particular I remember when we were welding the largest

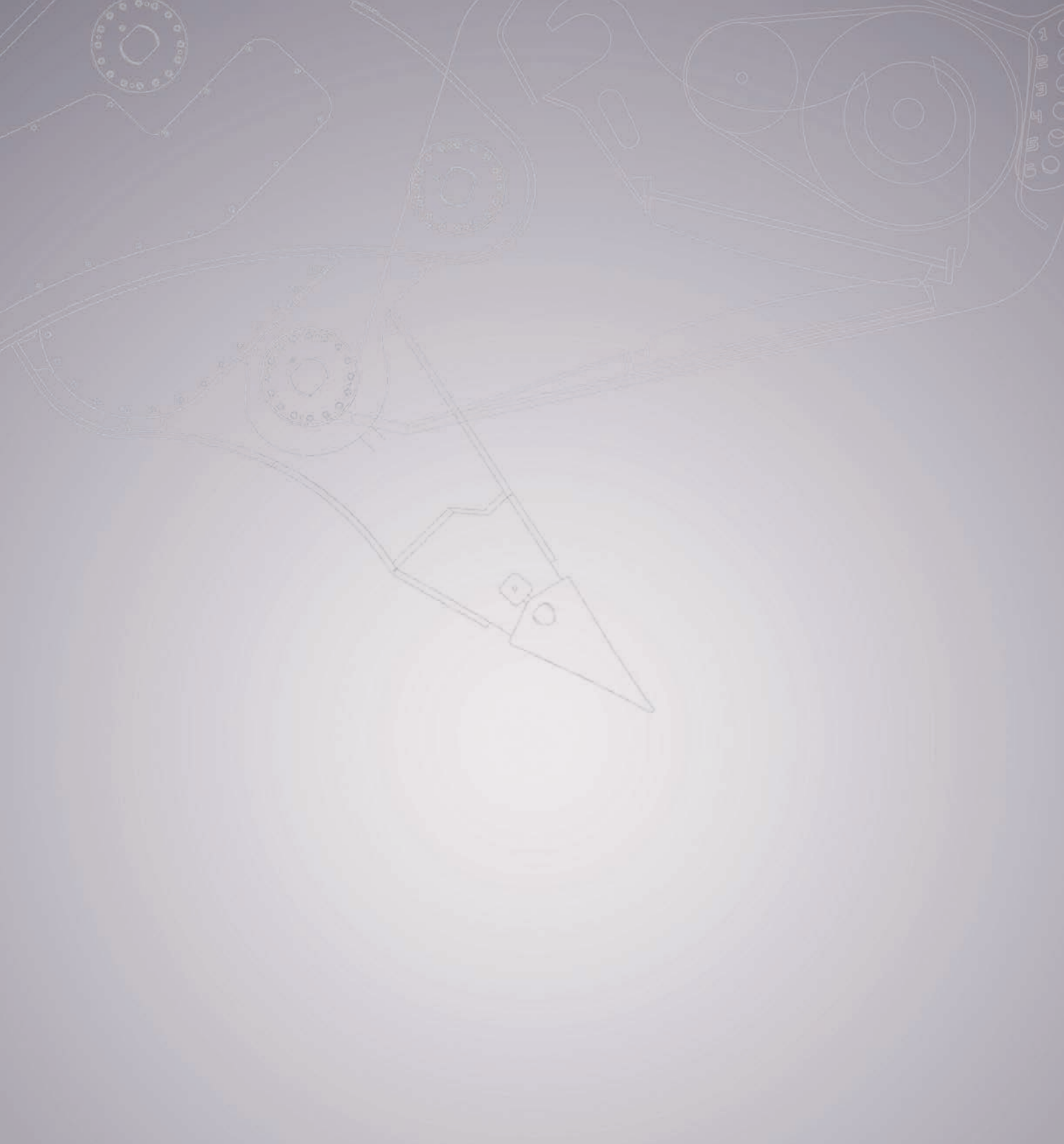
“ From Grado Cero I would highlight that it is a consolidated company that offers a future to its workers ”

screening bucket ever made, the XS60. We had to remove the screen from the assembly tool with a truck crane because the height of the overhead crane was too short.

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

I have hobbies that, after all, also require precision. I like jewellery and making small scale sculptures.





**XCENTRIC<sup>®</sup>**

**XCENTRIC RIPPER INTERNATIONAL, S.L.**

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



[www.xcentricripper.com](http://www.xcentricripper.com)

