

MILES AHEAD...

Number 24 · September 2023



■■■ Xcentric attended the Blue Group Open Day, Xcentric's dealer in the United Kingdom.



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Training - Adsis Foundation visits us.....	4
Our dealers - Blue Group in the U.K.....	6
Deal/Demo - Xcentric Crusher XC9.....	9
Events - Open Day in the U.K.....	10
Our employees - Aitor Inchausti	12



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/1-12



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



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Adsis Foundation visits us

On July 5, we received a visit from some of the students who are part of this Foundation

On July 5, we received a visit from some of the Adsis Foundation students, who were also accompanied by two of their tutors.

The Adsis Foundation is a non-profit entity that, for more than 55 years, has been working to offer opportunities to people who find themselves in vulnerable situations.

Every year they accompany more than 40,000 people in Spain and more than 5,000 in Latin America.

Currently, the Adsis Gasteiz Foundation provides training in key skills, transversal, regulated and for employment, individualized support in the training and job search process, socio-labor orientation, orientation on immigration matters, education

in values, and Spanish for women. This work is mainly done with young people between 16 and 25 years old, at risk situation.

As for the students who had the opportunity to participate in the visit to the Grado Cero Sistemas facilities in Vitoria-Gasteiz, they are part of a Lanbide (employment office) Itinerary. Training of 1,200 hours for young people between



16 and 25 years old to obtain two Professional Certificates.

In this case, the first certificate is in Electricity and Electronics, and the one they are currently taking is Basic Machining, complemented with training in key, transversal skills and individualized tutoring.

Our colleague Juanan, in charge of the machining workshop, together with some other colleagues, explained each of the steps to be carried out within the machining and assembly process of our attachments. The students were enthusiastic and interested. They were also surprised by the

production capacity of some of our lathes and machining centers. In the tutors words, the visit was very gratifying and interesting

for both them and the students, who were able to see first-hand the operation of a machining workshop.





Blue Group, in the U.K.

Last year the headquarters of our Dealer for the UK, Blue Machinery Central, turned 30 years old

In this issue of our magazine 'Miles Ahead' we review the history of our distributor in the United Kingdom, the Blue Group company. At present, it is one of the Xcentric attachments top sellers. It is a company focused on recycling since its beginnings, which is why our crushing buckets are having a good reception in its market.

Let's learn more about their history and how they began to be Xcentric dealers, through their workers and their founder, **Pat McGeary**.

Celebrating 30 Years of Blue Machinery Central

2022 is the year that we celebrate 30 years of business at Blue

Machinery (Central) Ltd, so we wanted to share a brief reflection on where we've come from and our vision for the future.

Founded by Pat McGeary in 1992, Blue Central was born out of the opportunity to purchase the former Powerscreen GB site at Appleton Thorn, Warrington, (currently the site for Blue Spares)

from the parent company and take on the regional distribution for the complete range of screening equipment. Pat joined Ulster Plant Ltd (Which branded as Powerscreen in the early 70s) in 1969, starting as a workshop engineer, he progressed his career as the business grew from a local manufacturing business to a global brand.

As is now, back then the company was a dynamic and innovative environment in which to work and learn about the many aspects of business, where opportunities were aplenty and those willing to pursue them had every chance to achieve success. This was true for Pat and his partners in Blue, Brian Maxwell, Austin Carey and Eugene Donnelly, who all started out on a similar path, building their respective regional distribution businesses.

Over time, it was clear that by working more closely they could combine their strengths to attract additional leading brands that would help them broaden the offering of product to their customers. A key part of this strategy was to create their own brand and identity, different in name from any one supplier, but carrying on the strong character and recognition of the Powerscreen brand from where they all started. With this in mind, **“Blue Machinery”** was created.

They identified that the **recycling** industry was growing rapidly, and with no products suitable for that industry, they set about identifying the best in the business to team up with. Recognising that Doppstadt

They identified that the recycling industry was growing rapidly and located the best in the business

were a highly successful brand with weak coverage in the UK, the four got an introduction. After negotiations, the businesses were appointed as Doppstadt dealers within their independent regions.

In 2005, Blue diversified into waste recycling solutions, by developing specific expertise of

waste recycling technologies, they could now offer bigger projects including larger, static plants and materials recycling facilities.

In 2006 they added world renowned Pegson mobile crusher range to complement the existing mobile screens from Powerscreen. The two brands were then united under the Powerscreen name in 2009.

2011 saw Blue Machinery appointed as the new Terex Fuchs UK distributor. With Blue's strong presence in the waste sector, adding material handlers to the offering had been part of the long-term growth strategy. The Terex Fuchs range perfectly complement the existing collection of premium brands,





whilst enabling the planned expansion into scrap metal reprocessing and port handling.

This year has seen further significant development with the addition of Doosan Infacore, MDS Trommels and leading attachment brands, Rammer, Fortress, Allu, **Xcentric** and Oil Quick, to the product portfolio. The integration of these new brands has been led by Pat's two sons, **Sean & Aidan**. Both involved with the business from a young age, as Directors and Shareholders they now lead the business with the support of a growing and dynamic team, through a period of continued growth and transition, building on the strong foundations that Pat has developed.

The progress has been routed in the commitment to long term development, supported by investment. And as Blue Central increases the focus on the development of aftersales solutions through the "**Blue Care**" brand, Pat continues to lead and promote with the energy and spirit that he has carried through from his earliest days, welding and operating the lathe on the shop floor at Ulster Plant.

A Word from Pat McGeary

"Over the last 30 years we have faced many challenges, strong competition, recessions etc, but in the main we made many good decisions. Throughout our existence our key strength has been a strong aftersales support. We have been fortunate enough to be able to supply some of the industry's premium brands, however it has always been the back up and service that has allowed us to keep a loyal customer base. The recent launch of Blue Care highlights our commitment to continuing our strong focus on service.

The last couple of years have been exciting times for the business, with the addition of Doosan to the product range and the integration of Attachments. With the recent growth of the team, we now have so many great people and I don't think we've even scratched the surface in terms of what we can achieve as a business.

I would like to take this opportunity to say a massive thank you to our customers, staff and suppliers, past and present. We would not be here today without your faith and support over the last 30 years. Lastly, to my wife, Pamela.

This journey would not have been possible without her. She seldom questioned my decisions, but always offered another view which would enable me to rethink."

How they found out about the Xcentric brand

We found initially the Xcentric attachments through videos on YouTube. Also from units sold previously in the United Kingdom.

Why did they decide to work as Xcentric dealers?

After dealing with other brands, we tried the XCENTRIC XC Crusher buckets and found them to be unbeatable, in both performance and useability.

First impression of Xcentric products

First impressions were that we had found what we believe would become the market leader in the Crusher bucket field then moving on to the unbeatable XCENTRIC Ripper.

Xcentric Crusher XC9

Blue Machinery brings us the opinion of one of its customers with an XC9, one of the best-selling models last year



Belford Brothers Skip Hire is a family run business with over 40 years of experience, specialising in both commercial and domestic skip hire. The company were previously using a mobile crusher to crush the hardcore that had been sorted by their recycling plant. However, the crusher was becoming increasingly unreliable and was taking up too much space in the yard.

With Belford Brothers having recently taken delivery of a new 13 ton excavator, Blue Machinery (Central) suggested that they use an Xcentric Crusher bucket XC9 to process the material. Following the purchase of their new crusher bucket, Belford Brothers can now crush up to 30 tons per hour to keep up with the throughput of their recycling plant.

The customer has also benefitted from the fast size change settings for quick and simple adjustments of the output size so that they can meet the required specifications of their buyers. Whilst the reverse crusher feature allows the operator to clear any blockage without having to get out of the cab to remove the blocked items from the bucket.



Open Day in the U.K.

Blue Group organized an open day attended by representatives of all the brands they distribute, including Xcentric

The Blue Group Technical Open Day took place on September 12 and 13, which was held at the Blue Machinery (Central) headquarters in Cheshire.

The purpose of this day was for their customers to have closer contact with all the brands they distribute, to be able to know all the technical details of their machinery.

To do this, they brought together all the manufacturers in their headquarters facilities, in what was a kind of exhibition. We, Xcentric, were also there among the brands present. The machines that we

exhibited on this occasion were an Xcentric Ripper XR52 and several Xcentric Crusher crushing buckets: XC8, XC9 and XC19.

The other brands in attendance were: Fortress, Engcon, Oilquick, ALLU, Rammer, Develon, VTN, Terex, Washing Systems, Powerscreen, Strickland, MDS, Morbark, Doppstadt, Fuchs and Westteria.

During the two days, numerous customers came to have a better knowledge of the products and also resolve some doubts and technical problems.

From Xcentric we had donated one of the new 'baabor' lobe screeners, which had been up for auction a few weeks before. On the second day the winner was known.

These days also served for the brands to have contact with each other and to also strengthen the relationship of each of them with Blue Group.

The event was a success and all attendees highlighted the good organization on the part of the hosts. There was also time to enjoy a more informal time together.

➤ Some photos during the Open Day



Aitor Inchausti



Name: Aitor Inchausti

Age: 53 years old

Job position: Maintenance

Years with us: 5 years

In this September 'Miles Ahead' magazine issue, we have spoken with Aitor Inchausti, one of the maintenance managers at our factory. He tells us about his experience after 5 years working with us.

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

Initially I started working for Grado Cero with a subcontractor, to carry out the installation, adjustment and start-up of the machinery in the transfer of Grado Cero

to the current facilities. I received the offer to stay for full maintenance work on the plant and I decided to stay.

“I develop, as far as possible, improvements in the machines to adapt them to the productive needs”

It has been, by far, one of the best decisions I have made in my life, both professionally and personally.

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

Basically the integral maintenance of the production plants of Grado Cero and Implenet. Developing, as far as possible, improvements in the machines to adapt them to the productive needs.

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

Especially the work environment. It makes you feel like family.



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

I believe that the greatest virtue of Grado Cero as a company is innovation. It is a non-stop and a not settling for what you have. There is a constant adaptation and improvement

“Grado Cero is constantly adapting and improving to the requests and needs of the market”

to the requests and needs of the market, always maintaining a maximum demand in terms of quality and good work.

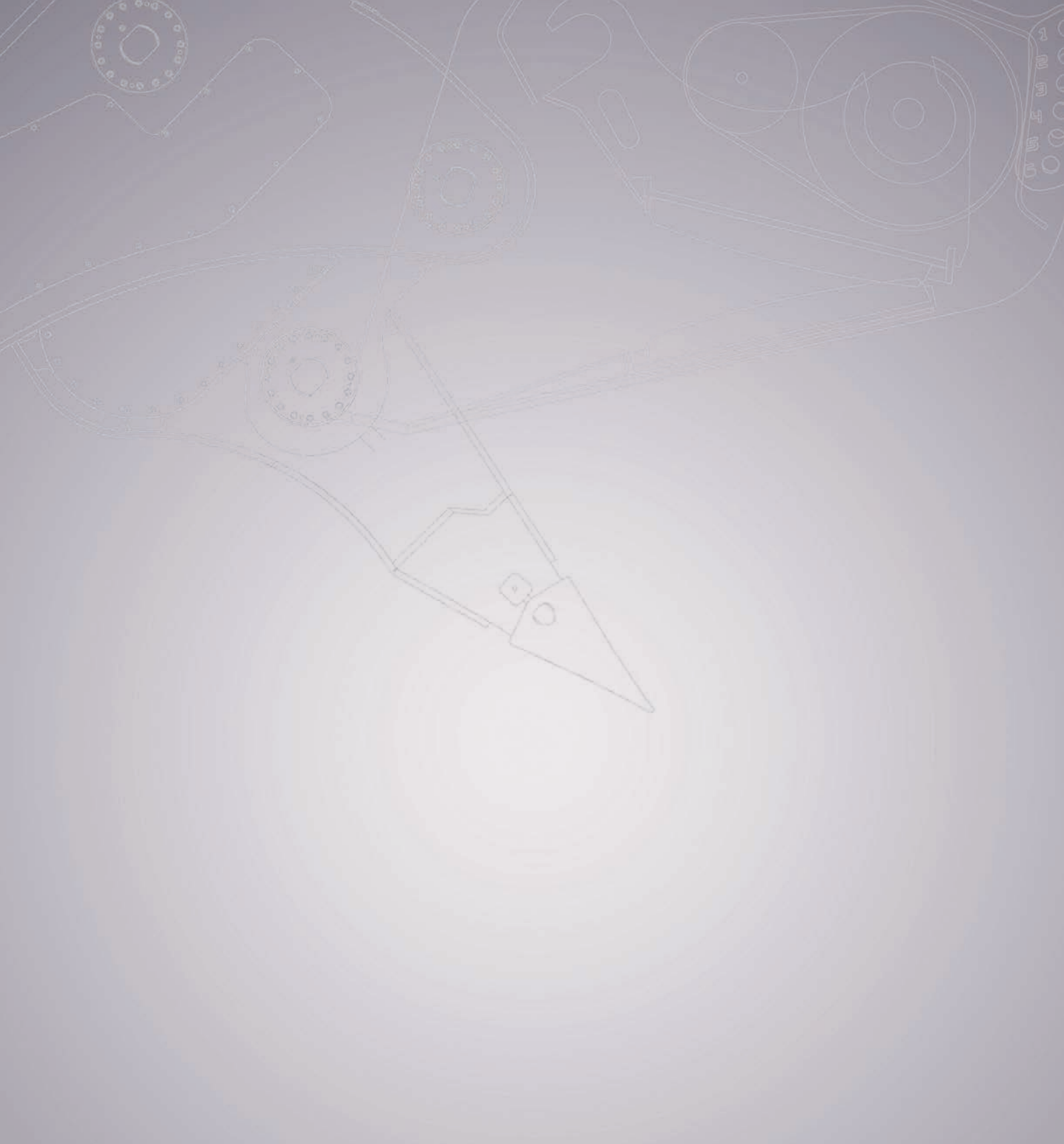
■ **Tell us an anecdote about the time you have been working with us.**

More than an anecdote as such, it has been a time that we have experienced relatively recently. When the COVID19 pandemic began, we were asked to adapt to this crisis and within a few months, we had before us a production line of masks at full capacity.

A project developed almost entirely from within, with an incredible effort from everyone and which speaks very well about the capacity for adaptation and innovation of the company and his workers.

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

I would probably dedicate myself to the same thing, I feel my relationship with work is something vocational.



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