

MILES **AHEAD**...

Number 25 · Autumn 2023 - Winter 2024

SMOPYC 2023

with Xcentric,
Grado Cero
and baabor



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MILES AHEAD · Autumn '23 - Winter '24 · Number 25

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SMOPYC 2023



At the end of November it was held in Zaragoza the 19th Edition of the International Show of Public Works, Construction and Mining Machinery

The 19th Edition of SMOPYC took place between November 22 and 25, 2023, at the Zaragoza Trade Fair. This event is characterized by always exposing the latest trends in machinery and technology applied to the sector. On this occasion, all the media highlighted the same thing, the quality of the professional visitor, which generated great business expectations.

According to the Fair, the event received 50,426 professionals during the four days, which represents a very positive balance for this edition.

Our stand had a nice design, which was very comfortable for both us and our visitors. Thanks to its dimensions, we were able to have 4 areas dedicated to the different

attachments. In one of the corners the imposing Xcentric Ripper XR52 was presiding, surrounded by 3 other Ripper models. On one side we placed 3 rows of Xcentric Crusher crushing buckets, sorted by series: Series E, Series A and the XC5F. On the other side was the area reserved for Grado Cero, with different models of buckets and quick couplers.



Finally, we had a space dedicated to the recent innovation led by Grado Cero; the **new brand “baabor”**, whose main product is **low disturbance subsoilers**. Despite not being a specific product of this fair, it aroused a lot of interest among attendees and served to make them known and as a preamble to the attendance of this new brand at the FIMA

agricultural fair, held in mid-February 2024.

This edition, for us, was once again a very good opportunity to meet with both clients and distributors, thus strengthening our relationships and being able to explain first-hand the benefits of our products. In addition, there are always visitors who are unaware of

some of our products, making it a very good showcase for potential customers.

The next edition of this exhibition will take place in 2026 and, according to the organizers, for that year it will recover its usual date of celebration, which is at the end of April.

SOME PHOTOS AT SMOPYC 2023



Area dedicated to the new “baabor” brand within the Xcentric and Grado Cero stand, with the lobular screener bucket and two of the subsoiler models, the S320 and the SR320.



Beatriz Díaz (Xcentric) together with Pedro Lacámara from BYG, Xcentric distributors in several areas of Spain.



In the center, Francisco Dasi and Juan José de la Torre from Comercial Truckma, Xcentric delaters in the Valencia Region (Spain).



Juan Plaza (Xcentric Andalucía) and Florent Gerland (Xcentric France), Xcentric distributors.



In the center, Mertxe G. Montenegro from Grado Cero with clients.



In the center, Ana Osés (Xcentric) with several members of the Technique-TP Forum of France.



STM CONSTRUCTION & XCENTRIC RIPPER AT THE IME EXHIBITION IN KOLKATA, INDIA

Last November, STM Construction Equipment exhibited at the International Mining, Equipment & Minerals Exhibition in Kolkata, India. IME is an annual event where India's mining industry gathers for conferences and to meet suppliers. In total there were 400 exhibitors and thousands of visitors. Most of the large mining equipment had booths at the exhibition, including Joy Mining, Komatsu, CAT, and Volvo.

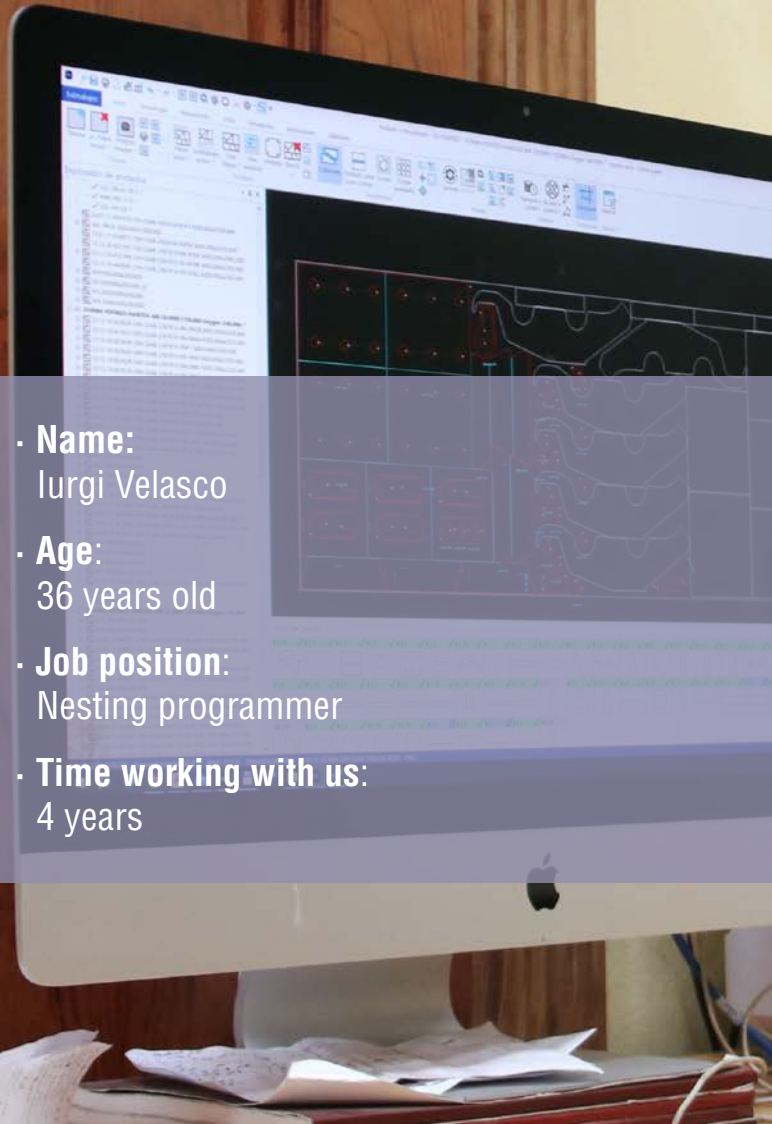
Manning the booth of STM Construction Equipment, there were Jonas Stahlbage, Managing Director, Jagdish Rawat, Country Manager India, and Gopal Dudani, Coal Manager. Amongst the customers, the highest numbers were from Coal India and Singareni Collieries, the two biggest mining groups in India who controls most of the coal mines in India. The coal sector in India is currently producing almost 900 million ton per year and is expected to grow in the next coming years. STM also had several other visitors in their booth, some of them already have many rippers. STM was also fortunate to finalise the sale of an additional five units of XR50 during the show.

Based on the feedback from customers, and the overall trend in India to reduce the use of explosives, we are hoping for good opportunities in India.





- **Name:**
Iurgi Velasco
- **Age:**
36 years old
- **Job position:**
Nesting programmer
- **Time working with us:**
4 years



IURGI VELASCO

In this number 25 of our magazine 'Miles Ahead' we get to know a little more about **Iurgi Velasco**, who has been working with us for 4 years, nesting the pieces and preparing the cutting programs (CNC) in Implenet, our cutting and welding workshop. He explains to us his experience in the company during these years.

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

When I finished my Engineering degree, I took two complementary courses at the UPV and started looking for work (while looking for work I signed up for driving school

and courses from the College of Engineers). I had two job offers at the same time and I decided on one, but at the last minute they backed out. So I took the

The most important thing about nesting is to place the pieces trying to make the most of the material.

opportunity to sign up for an online master's degree while I was looking for work again, and the company GUREAK also helped me. They told me that

Grado Cero was looking for an engineer and asked me if I was interested. That's how I started working here.

□ What does your work in the company consist of?

My job is to nest the pieces in a computer program, in order to cut the sheet metal in the best possible way and thus waste the least amount of material. Other colleagues prepare the drawings, the oxycut, and send them to me (assemblies, individual pieces...). My job is, according to their instructions for material, thickness and number of pieces, to place



them on the sheet using special software for this and send the CNC program, according to that data, to the corresponding cutting machine (plasma or laser). The most important thing, as we have already said, is to try to make the most of the material.

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

Familiarize myself with a program that I didn't know, use scraps of sheet metal so that they don't increase, be able to see how they work in the different positions and help other employees when I'm done with my work.

“In addition to my job, I like to be able to see how they work in different positions and help in any way I can.”

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

I would highlight the good atmosphere that exists among the people.

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

One day, shortly after starting

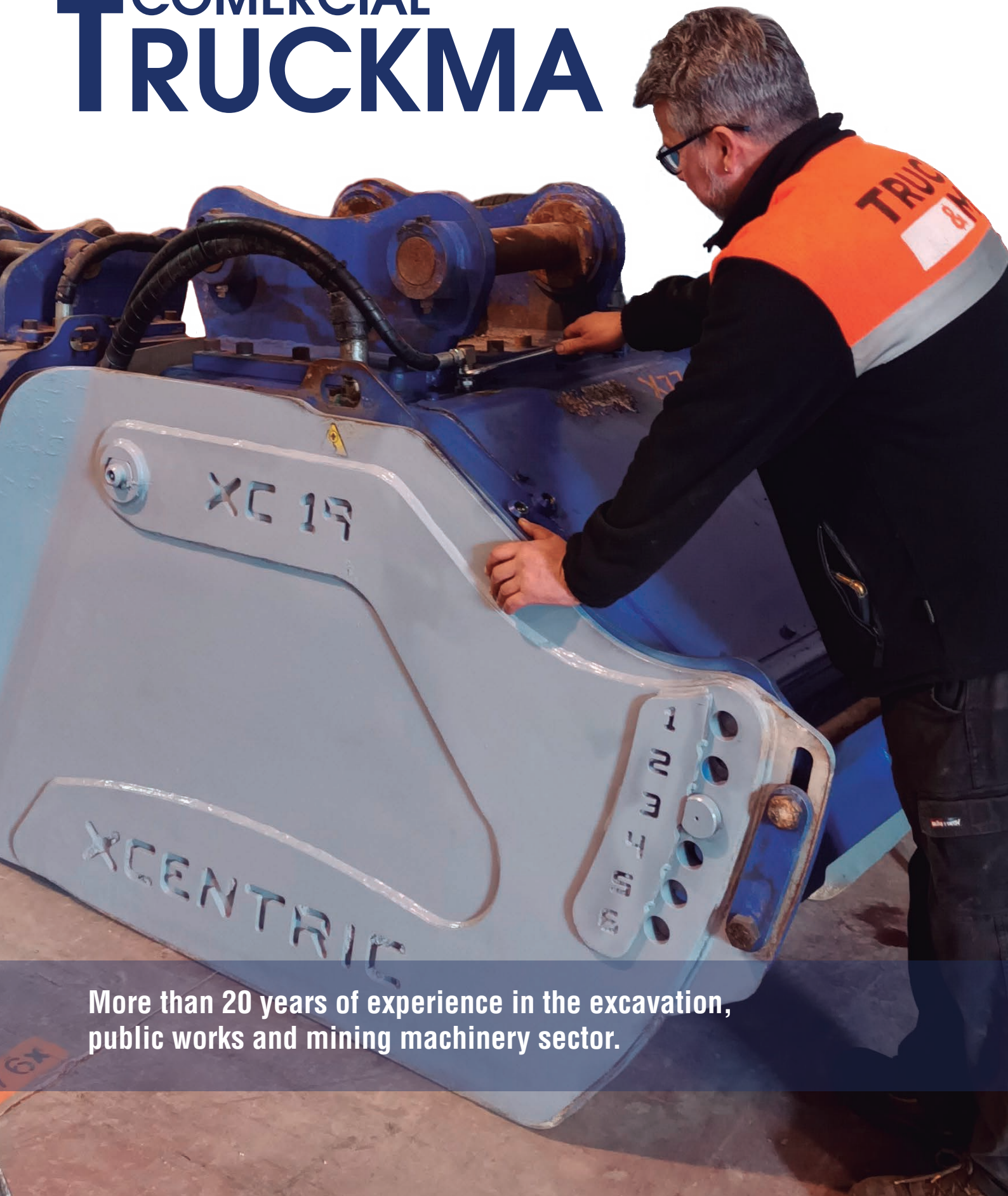
work, I was so focused on work that I missed the bus to go home for lunch and I had to call my brother to come pick me up because I still didn't have a car.

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

Industrial design. Since high school I liked drawing on a computer and I have taken many courses in different programs to become familiar with them (AutoCAD, Inventor, SolidWorks, Nx, Catia...). But I haven't used any for a long time, someday I have to play with some of them again.

REGION OF VALENCIA (SPAIN)

COMERCIAL TRUCKMA



More than 20 years of experience in the excavation, public works and mining machinery sector.



Commissioning of an Xcentric Ripper XR42 sold by COMERCIAL TRUCKMA.

COMERCIAL TRUCKMA, S. L. are the Xcentric distributors in the Region of Valencia. They themselves tell us the history of the company and its relationship with Xcentric.

History of the company

We are a company with **more than 20 years of experience** in the sale, rental and technical service of the excavation, public works and mining machinery sector.

We know that in this sector, making a difference and standing out from the competition is essential to achieve success.

We offer rental services and technical advice to help our customers find the solution that suits their needs.

One of our principles in the company is **constant innovation, collaboration** and **teamwork**.

We have been incorporating collaborations in the crushing, screening and recycling sectors, as they were experiencing significant growth and it is important to adapt to the needs of the market, while contributing to sustainability and caring for the environment.

That is why we work with internationally recognized brands such as **HITACHI, XCENTRIC, METSO, DOPPSTADT, FUCHS, DYNAPAC** and **HAMMER**.

We have a team of highly trained and experienced professionals who are responsible for providing an efficient, quality, personalized

service adapted to their requirements.

We know the importance of constant improvement and expansion of our services to offer innovative solutions.

Relationship with Xcentric

We have been collaborating with the Xcentric brand **for 6 years**, and we are convinced that working with them has been **a great success**, since they have proven to be professional, efficient and dedicated to helping us achieve our objectives. We have continuous contact with them and they provide us constant advice and support.

We are confident that we will continue to see successful results in the future.



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TÜRKIYE
DBF LIMITED
moves

DBF Limited, our dealer in Türkiye and in several Asian countries, changes address to continue providing the best service to its clients

DBF Limited has been in charge of the distribution of Xcentric products in Türkiye since 2019. Previously, since 2013, they already distributed our products with the company Lara Limited.

A few months ago they have expanded their distribution area to other Asian countries such as: Kazakhstan, Uzbekistan, Kyrgyzstan, Turkmenistan and Azerbaijan. And they have also begun to offer their services as distributors in Qatar, United Arab Emirates, Oman and Saudi Arabia.

According to **Ferhat Zeybek**, its manager, in these last countries, to this days, 80% of construction work is being carried out by Turkish companies.

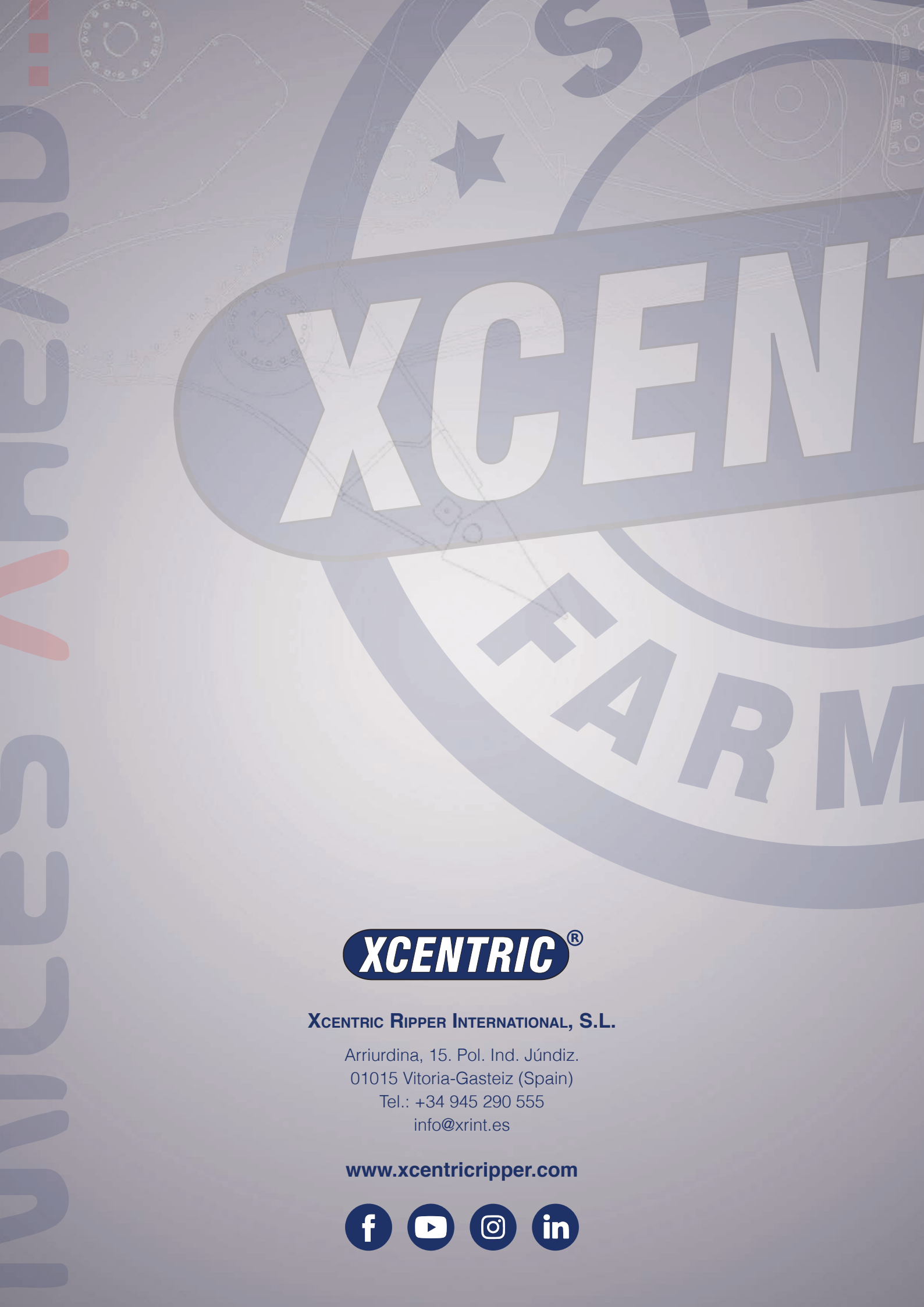
DBF Ltd. is always in constant market research and always gives the best service to its clients. That is why they have changed the headquarters of their workshop.



DBF LIMITED

DBF İNŞAAT MÜHENDİSLİK İŞ MAKİNALARI
SANAYİ VE TİCARET LİMİTED ŞİRKETİ

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FARM

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