

MILES AHEAD...

Number 26 · Spring - Summer 2024



XCENTRIC RIPPER

SOUTH AFRICA

Getting to know better our distributor in the African country



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BETTER • FASTER • STRONGER



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OUR PRODUCTS

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TRAINING

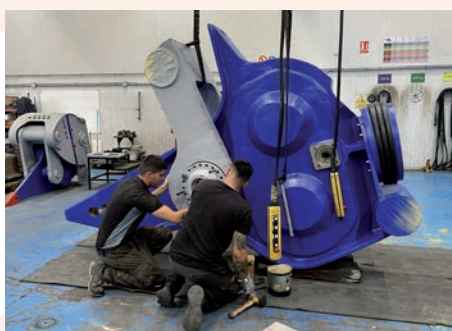
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XR122



The “big brother” travels to Abu Dhabi to work underwater

Between May and June, the manufacture of this “monster” was carried out together with two top brackets, to work mounted on a Liebherr LH995 in Abu Dhabi in a dredging project, through our distributor in the Netherlands, SAES.

It is impressive to see the manufacturing process of this large machine, which is entirely made in our factory in Vitoria-Gasteiz in Spain, from the cutting of the sheet metal to its final assembly.

Here you can see the characteristics of this Xcentric Ripper model, in which no modifications are necessary to work underwater, one of the advantages of this attachment.



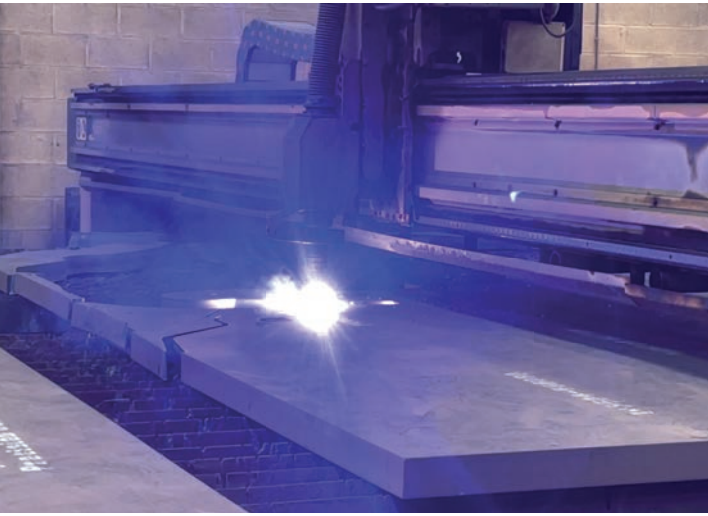
TECHNICAL SPECIFICATIONS

XR122

Excavator weight	Tons	100 - 140
Ripper operating weight (incl. top bracket)	kg	15.950
Ripper operating weight (top bracket not included)	kg	14.000
Hydraulic working pressure	MPa	30
Hydraulic oil flow	L/min	500
Frecuency	1/min	600

MANUFACTURING PROCESS - XR122

CUTTING · WELDING · MACHINING · ASSEMBLY





TRAINING WEEK AT XCENTRIC

Our distributor DBF Limited visited us in April to receive training in the assembly of our products





Last April, Ferhat Zeybek (director of the company DBF Limited) together with two of the workers, Burcu Zeybek and Mehmet Emin Kesim, visited our factory. The purpose of this trip was to improve their knowledge about the assembly of both the Xcentric Ripper and the Xcentric Crusher, in order to be able to solve possible problems or incidents with their clients in the countries where they are distributors of Xcentric.

They had already visited our factory on other occasions, but this time they came accompanied by Mehmet Emin Kesim, who is also

an administrator and a translator, to improve their understanding and learning of the more technical aspect of our machines.

**It is essential
that our distributors know
how to handle
our products as well as
how to assemble and
disassemble them**

At Xcentric we consider it essential that our distributors have first-hand knowledge of both the handling of our products and their assembly,

disassembly and the parts that compose them, in order to provide efficient and fast solutions in their respective countries and distribution areas. That is why we are always available to train them. Our assembly workshop workers have a lot of experience in training other mechanics and technicians.

With this training, we can provide quality customer service while reducing costs by not having to rely on factory mechanics if a problem arises, and a clear reduction in response times. We try to ensure that the customer has the best possible after-sales service.

PREDATORE

visit from Germany



Predatore visits the Xcentric plant in Spain for technical training of its employees

As the only German supplier of the proven and powerful Xcentric Crushers and Rippers, it is naturally important to **Predatore Machines GmbH** that the service area for the high-performance devices is also optimally covered. For this reason, two employees visited the Xcentric plant in Spain in July 2024.

This included an impressive tour of the plant. They tell us, first-hand, about their experience during the visit and training.

HOW THEIR VISIT WAS

Our workshop manager **Lutz Hügelmeyer** and our marketing manager **Evelyn Marzano** were impressed by the optimally organised and high-tech, automated processes in production.

Starting in the design department, where the components are nested, we moved on to production. The first step in production is carried out by laser and plasma

cutting machines, which cut the components out of solid Hardox steel with high precision and produce hardly any waste.

The next production step is the further processing of the components. The components are tapped and welded to create a solid and highly wear-resistant body made of Hardox steel.

The next station is the turning and milling shop. In the assembly department, the tested

components are mounted and assembled into the finished end product.

TRAINING

This was followed by a training session for our workshop foreman.

In order to keep our workshop technically up to date and to be able to offer the best service in the long term, our workshop manager was able to assemble a new crusher together with Xcentric fitters for training purposes on site. This gave him an even better understanding of the design and technology. *'It's important to me to be able to offer an all-round service for Crushers too, and every detail and every new piece of knowledge is helpful,'* says Lutz Hügglemeier. *'For me, technical expertise means knowing and understanding a machine inside out. For this reason, regular training from our partner in Spain is very important.'*

He speaks for the entire Predatore Team, for whom consulting, sales, service and training form a single unit.

Our employees had an extremely exciting and informative day at the Xcentric plant in Spain. We would like to thank the entire Xcentric team for their support and look forward to continuing our trusting collaboration.



anayak | VH-PLUS-3000-MG



- Name:
Alain García
- Age:
39 years old
- Job position:
Machining operator (milling)
- Time working with us:
9 years

ALAIN GARCÍA

In this issue number 26 of our magazine 'Miles Ahead' we go back to machine level to talk to one of the operators of the machining workshop, Alain García.

After more than nine years with us, he tells us about his experience and his vision of the company.

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

I have a friend who is working at the company and he spoke very highly of it; I sent my CV twice

and, the second time, I was lucky and they called me. It has been more than nine years now.

“ My job is to machine the largest parts, such as the ripper arms, the housings, or the top brackets. ”

□ What does your job at the company entail?

My job consists of machining large pieces, such as the

Rippers' arms and housings, or the top brackets, for example. They are the largest pieces of our products, so I work with large machining machines as well.

□ What do you like most about your job here?

What I like most about my job is that the pieces that are machined are varied and precise pieces, although sometimes it is a bit stressful... You have to



get the best finishing, and that sometimes is stressful in some way. But at the same time, it is very gratifying to see the good results.

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

What I would highlight most about the company would be its innovation and its ability to improve products that already exist on the market. We always

try to go one step further, to offer the best solutions. Observing what customers need and they can not find on the market.

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

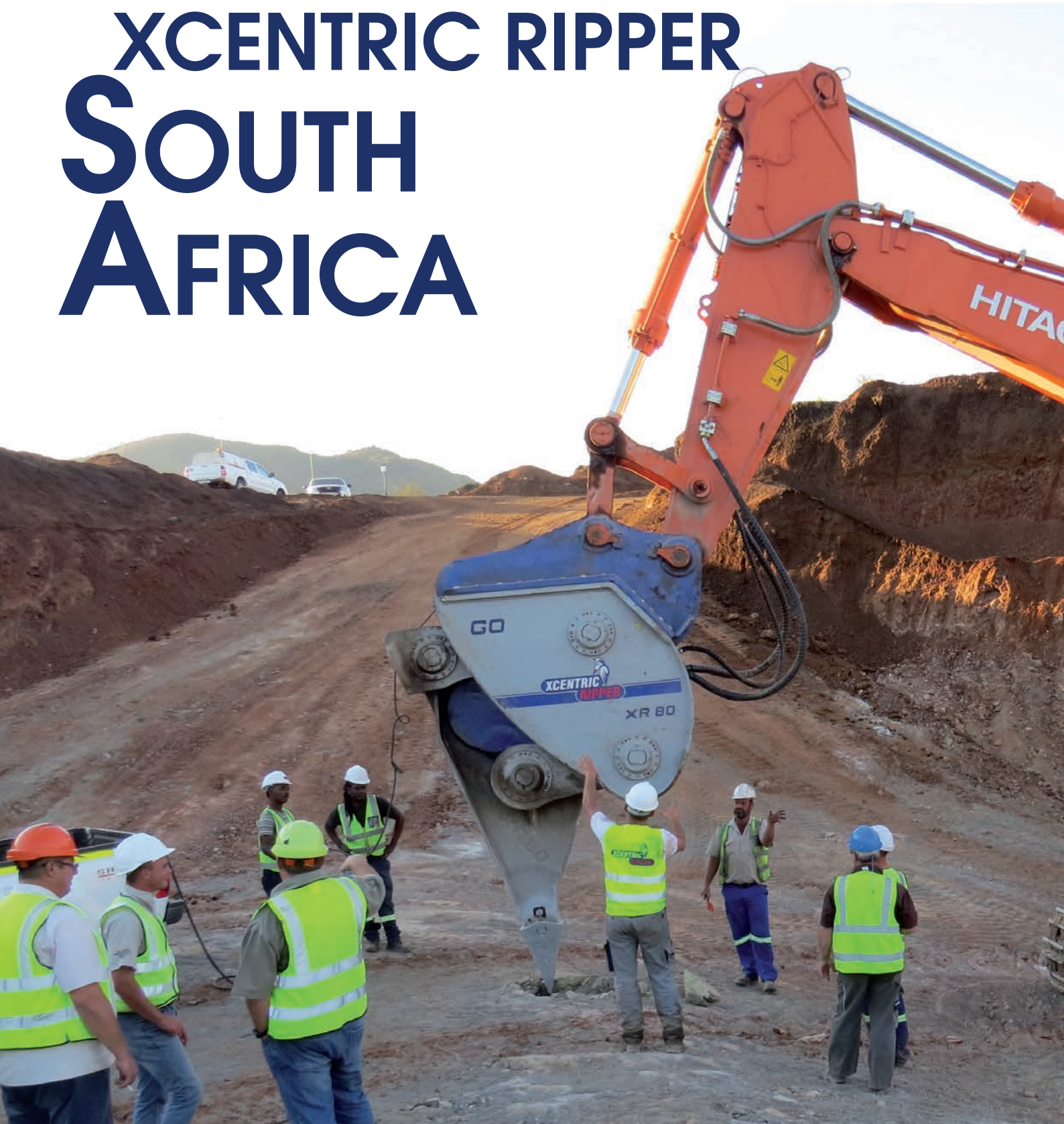
I bought a new pair of safety boots, which were quite expensive, and the first day I used them I slipped and broke my toe, they were so good that they didn't grip the ground...

“ I would highlight the company's ability to improve products already existing on the market.”

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

I would have liked to be a fire-fighter, for the adrenaline and to be able to help people.

XCENTRIC RIPPER SOUTH AFRICA



Pieter Van Der Merwe is in charge of Xcentric Ripper South Africa, as a distributor of our Xcentric products.

We are introducing one of our distributors in South Africa, Xcentric Ripper South Africa. This company is run by **Pieter Van Der Merwe**, who tells us about his career and how he became an official dealer of Xcentric products in the African country.

History of his company

My company was registered in March 2016, after I returned from my factory visit in Spain.

How he got to know about Xcentric International

I met Javier in 2014/2015 when he came to SA. During that time, I was employed by KOMATSU SA as a product specialist, and I was given the responsibility to look after the marketing of the Xcentric Ripper, when it was introduced to KOMATSU TOKYO. Javier signed a two year sole distributor agreement with KOMATSU head office 'TOKYO', and KOMATSU SA was instructed to do the marketing of the ripper from head office.

I arranged site demos at two sites, and Javier was the operator of the KOMATSU PC200 equipped with a XR20 ripper. We travelled together for 3 days, and we talked a lot about the future of the product in SA. During my time at KOMATSU SA, I managed to sell 5 rippers of which I am very proud of, because it was extremely difficult, because of all the politics in a commercial company.

I asked Javier, if I can become his main dealer in SA after the contract with KOMATSU TOKYO expired, and the rest is history.

I took a week leave in the beginning of the 2nd week of March 2016, and I visited Javier to finalize our business relationship, flew back to SA and registered the company **XCENTRIC RIPPER SOUTH AFRICA**.

Why he decided to work with Xcentric Ripper International

Once I saw the ripper working, I loved the product, and I immediately realized the endless possibility for the product in SA.

I immediately realized of the endless possibility for the product in South Africa

I was extremely impressed with Javier when I met him, with his hands one approach, work rate, and leadership. I immediately knew that we would become friends and business partners. I realized that the XCENTRIC products are world class; and it is worldwide the market leader.

First Impressions

During my first factory visit, I noticed that I am at a world class facility, with all the latest innovative technology and state of the art machines, backed by highly skilled operators.

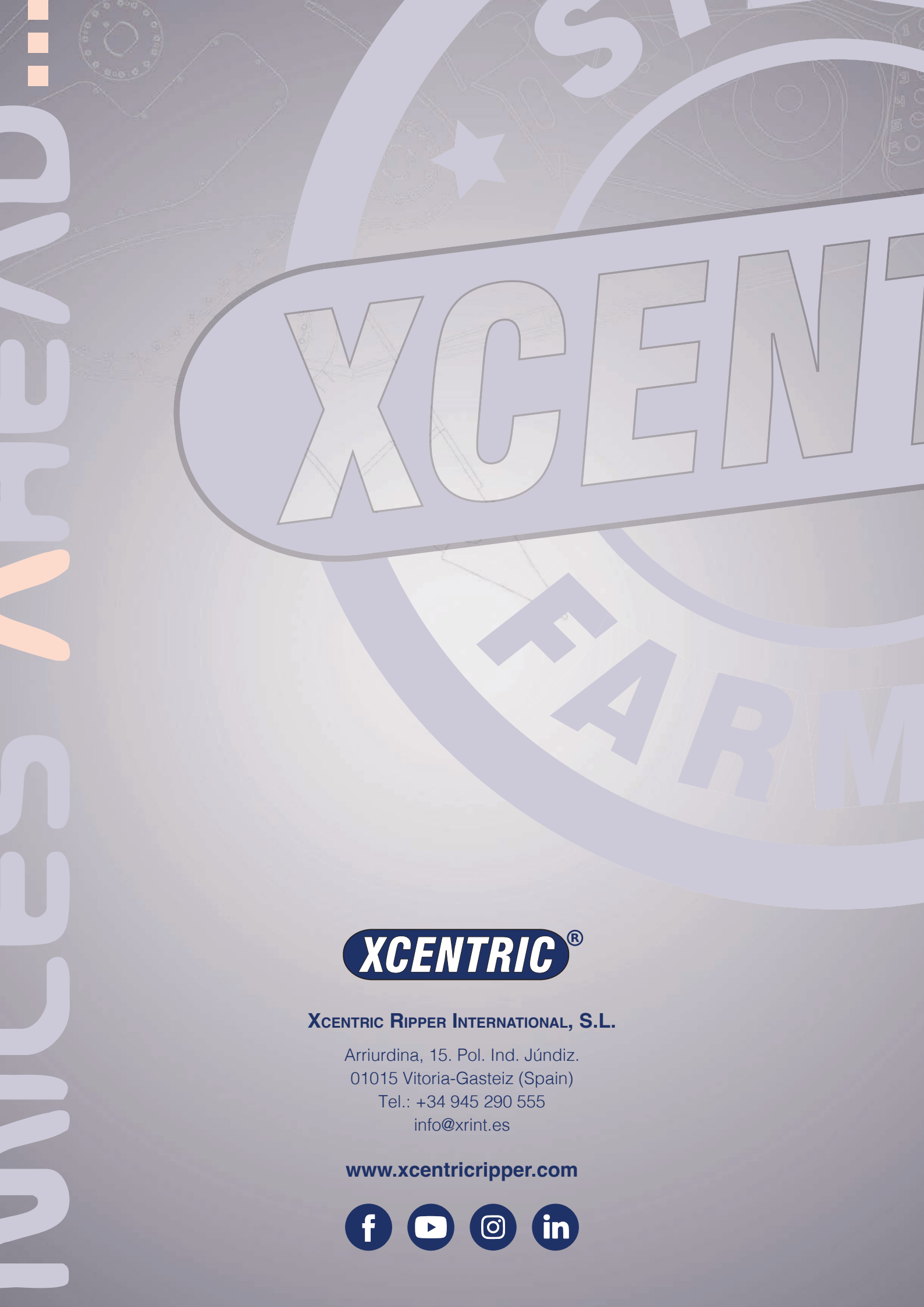
The factory is working like a Swiss Clock, and the work force are working as a big family. Every time I visit the factory, I am impressed with the immense scale of the operation, and the new products that are developed. It is a true honor for me, to be part of the XCENTRIC family, and I am really looking forward to the future.



XCENTRIC RIPPER SOUTH AFRICA

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