

# MILES AHEAD...

Number 27 · Autumn 2024 - Winter 2025



## XCENTRIC RIPPER TURNS 15 YEARS OLD



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



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# 15 years of the Xcentric Ripper

Time flies! This is the first thing that comes to mind when we realise that the **Xcentric Ripper** has been travelling the world for **15 years** now. 15 intense years in which both the world and our company have had to face various challenges and events that have made us change and readapt. Let's take a quick look at what has happened since that crazy idea began to take shape.

Following the 2008 crisis, the need to innovate became essential. It was either renew or die, since at that time it was not enough to manufacture buckets and couplings, as the market was suffering a hard blow.

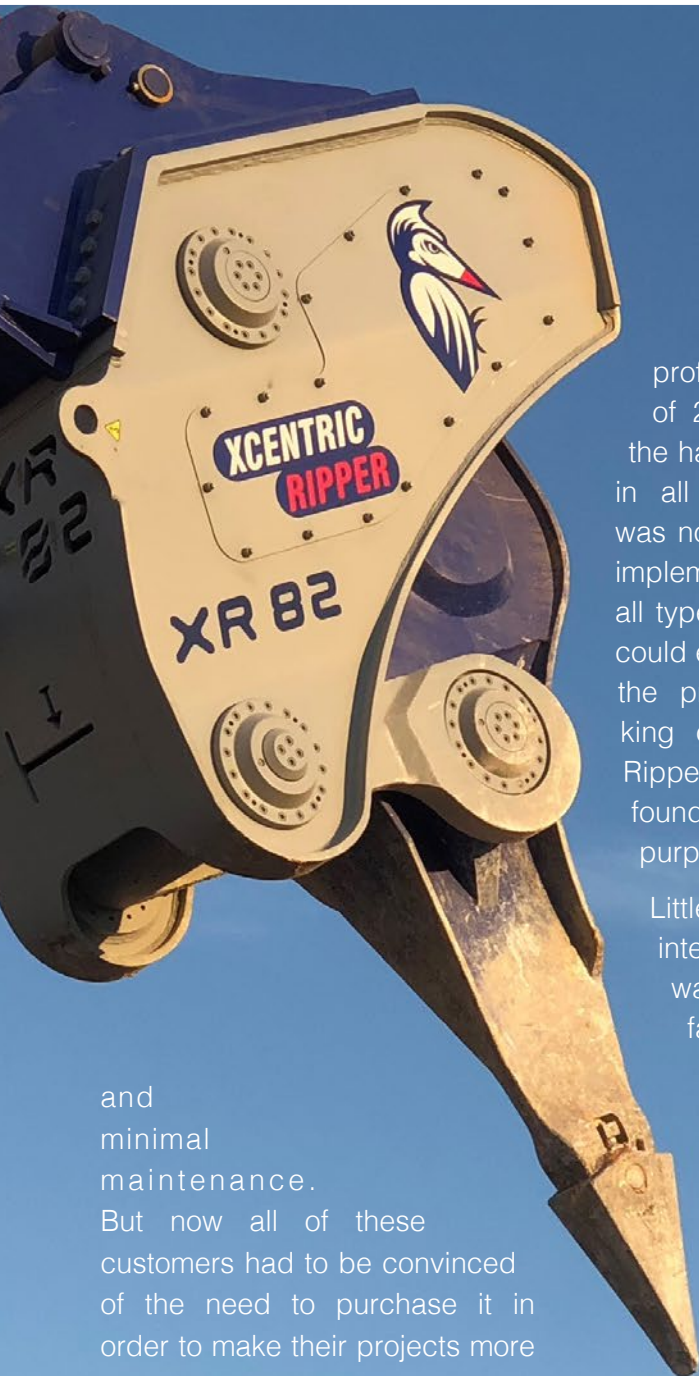
It was then when the idea of creating a machine, non-existent at that time, arose to provide a solution to certain needs in the excavation and construction sector. The idea was to create a powerful machine that would combine the benefits of the hydraulic hammer and the conventional ripper. At Grado Cero Sistemas, we saw that many of the problems with hydraulic hammers

appeared due to misuse, working with them for dragging tasks. In addition, hammers have another limitation, they are not designed to chip at any angle other than perpendicular, 90 degrees with respect to the ground. This is also another problem when it comes to causing damage to both them and the excavators, if not used properly. Hence, the idea of creating this product that covered both needs, chipping and dragging the material, as well as adding the option of chipping by changing the angle to remove more material. All this combined with minimal maintenance and greater comfort for the operator.

To do this, an **“impact technology by energy accumulation” (patented technology)** was developed together with an eccentric system. It was known that this new implement was going to be a revolution, but the great and complicated challenge of making it known worldwide was posed.

It was late 2009 and the first step had been taken: creating a machine that would inspire confidence in customers, thanks to its power, productivity, reliability





and minimal maintenance. But now all of these customers had to be convinced of the need to purchase it in order to make their projects more

profitable. At the beginning of 2010, in a world where the hammer reigned supreme in all types of materials, it was not easy to introduce this implement that, although not in all types of materials, in many could exceed by up to 5 times, the productivity of the then king of excavation. Xcentric Ripper International was then founded as a company for this purpose.

Little by little, a network of international distributors was created, who were faced with the same challenge: convincing their customers of the benefits of this new tool. The verdict, once tested, was clear: the potential of the Xcentric Ripper was incredible.

Since then, thousands of Xcentric Ripper units are being used around the world. Every year we add new distributors and customers from different countries who begin to use it in their projects.

There were also copies (as happens with almost everything) and wrong comparisons with the vibro rippers, but the Xcentric Ripper is proving its benefits and the great difference with both its competitors and other excavation tools.

At this point, we can only thank our distributors for their continuous effort trying to make this product known, and our customers for their trust in our brand and implements and for being ambassadors for them.

**For many more years to come!**







# DUROMIN, 40 Years of dedication

In July 2024, the month of its anniversary, **DUROMIN** organized a two-day event focused on external commercial relations, which was attended by more than 150 customers, as well as employees and suppliers, totalling around 200 visitors.

It was an exciting event, during which DUROMIN was able to give

surprising demonstrations and present the new services available. The highlight was the cutting of the cake, accompanied by the 3 founders, in an atmosphere of celebration and unity.

The interaction between clients, suppliers and friends was marked by good humour and a spirit of celebration, creating

an unforgettable moment. The Duromin team, tireless in their friendliness and professionalism, made this event a real success.

The **XCENTRIC CRUSHING BUCKET XC8** was demonstrated in an 8 ton machine to everyone's delight - Productivity at its best. XCENTRIC, has been a partner of DUROMIN since 2013.









- Name: Ana Osés
- Age: 42 years old
- Job position: Marketing
- Time working with us: 10 years

# ANA OSÉS

In this issue of the magazine 'Miles Ahead' we talk to the person in charge of Marketing at Xcentric, Ana Osés. After more than 10 years working in the company, she tells us about her experience.

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

I used to work in an advertising agency and we were doing several projects for Xcentric Ripper: catalogues, advertisements, some merchandising... In 2014 the advertising agency closed and at Xcentric they were looking for someone

to take care of all the Marketing from within the company, so when they found out about the agency's closure, they called me.

**In this company new products and ideas are always being developed; there are always new activities to do.**

□ **What does your job at the company consist of?**

The main tasks I perform are all related to marketing: social

networks, website, content creation (recording and editing videos, photos...), editing catalogues and manuals, advertisements and press releases for the media... And also, the management and organisation of the fairs in the years we attend them.

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

What I like most about my job is that this company is always developing new products and ideas, so there are always new activities to do and learn from. I like having new challenges and





“I would highlight the company’s ability to make new products a reality, and to be able to test them in record time”

finding solutions to them, it is very satisfying.

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

I would highlight its ability to adapt in times of market crisis. From the beginning I have been surprised by its concern for the development of new products

and its incredible ability to make them a reality and be able to test them in record time.

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

I remember one of my first experiences in the company. I came from working in a very small agency, where I rarely worked in a team or with people from outside. A month after starting to work at Xcentric we had a visit from some Japanese distributors. For me it was something new, to be able to discuss work with people from outside, to speak in English again and to work in a team with

other colleagues. It was a big change.

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

My frustrated profession is being a singer and composer. I like everything related to music and creativity. I also like to write poetry, but I have never considered making these hobbies a profession, it is too complicated... I would also have liked to work in a music magazine or designing album covers, those were dreams of my adolescence, hahaha. After all, anything related with creativity.



# DBF RIPPER

## TO THE CONQUEST OF NEW COUNTRIES

We take great pride in being part of Xcentric Ripper's 15-year success story. However, for us, this journey is not just about distribution; it is about introducing a revolutionary technology to the world's largest projects, shaping the market, and setting a new standard in the excavation sector.

Today, DBF is not just a supplier of Xcentric products but also a driving force behind their most efficient applications worldwide. As the official distributor in 11 countries—including the Middle East, Turkey, the Balkans, Kazakhstan, and Azerbaijan—we have demonstrated the superior efficiency and unmatched power of Xcentric Ripper.



Our technical team (from left to right): Suleyman Erdag (Team Leader) and technicians Veli Kucuk and Mehmet Keser. At the Ripper installation.

### DBF's Expansion: A Stronger Global Presence

In the past six months alone, we have begun to see the results of our latest expansion efforts. Through strategic growth initiatives, we have strengthened our field presence and expanded our influence worldwide.

### - Key Projects -

✓ **Major subsea natural gas projects in the GCC region**

Xcentric Ripper has proven its efficiency in breaking tough rock formations on the ocean floor where traditional methods fell short.

✓ **Underwater excavation with Aras Marine in Algeria**

Xcentric Ripper's advanced impact system delivered faster and more efficient results in complex subsea rock formations.

✓ **World's largest limestone quarries in the UAE**

A game-changing alternative to traditional blasting, providing a cost-effective, safer, and environmentally friendly solution.

✓ **Major excavation projects in Kosovo**

Xcentric Ripper increased excavation speed while reducing fuel consumption, boosting project efficiency.

✓ **Road excavation projects in Tanzania led by Turkish companies**

Xcentric Ripper outperformed hydraulic breakers in both speed and cost-effectiveness.

✓ **Participation in prestigious exhibitions in Dubai and Kazakhstan**

Strengthening Xcentric Ripper's global reputation and fostering new business partnerships.





XR42 in Qatar, Ras Laffan, where one of the largest Liquefied Natural Gas (LNG) plantations is located.

## - Messages from Our Leadership Team -



**Ferhat Zeybek**  
*General Director*

*With Xcentric Ripper, we continue to add value to projects and shape the future of the excavation sector. We move forward with confidence and ambition!*



**Ahmet Oğuz Büyüktatlı**  
*Administrative Affairs Manager*

*From the very beginning, Xcentric has challenged conventional mining and quarrying methods. Just like the Woodpecker in its logo, Xcentric Ripper has broken these barriers!  
Here's to many more years of success!*



**Mehmet Emin Kesim**  
*Technical Affairs Manager*

*Congratulations to Xcentric Ripper on its 15th anniversary and to everyone who made this possible. We are ready for more success together!*



Our administrative and technical team in Qatar Ras Laffan, with the Alhassanain and McDermott teams, deliver the XR82.

**Here's to many more years with the XCENTRIC FAMILY!**



GALICIA (SPAIN)  
**GESTRUCK  
MACHINERY**





In this issue of our magazine “Miles Ahead,” a summary of the fall and winter season, we spoke with one of our distributors in Spain. Gestruck Machinery, led by **Antonio Pereira**, handles the Galician territory in our country. Let’s learn a little more about them through what Antonio told us.

## History of the Company

Gestruck is a family business founded 50 years ago, dedicated to the purchase, sale, and distribution of new and used machinery in Spain and abroad.

Within this company, a division specialized in new equipment emerged. Today, we represent the following brands: Komatsu, Furukawa, Allu, and XCENTRIC. Although we have represented other brands in the past, we strive for the highest quality and commitment from the people we represent.



Antonio Pereira Covelo, center, with his customers from Expano, S.A.

**“We received significant support from the factory, which was key to our first sale.”**

## How did you find out about Xcentric?

In 2021, we began discussions with Xcentric to incorporate their

products into our portfolio. The references we had in our market were good, and we soon reached an agreement to begin our collaboration.

## Why did you decide to work with us?

The first product we sold was an Xcentric Ripper XR42, the first in our community. We received

significant support from the factory to close the deal, with their involvement in a personalized demo that was key to the sale.

From that first product to today, we’ve sold various models and products of the brand, highlighting the sale of an Xcentric Ripper XR82 to our client Excavaciones Expano, who returned to us after purchasing the first XR42.





### First impressions of Xcentric products

The balance after four years of working together is very positive; both sales and after-sales have always worked well. We are proud to represent a national brand with global reach that works side by side with us every day, both on delivery times and on under- and over-warranty repairs.

### Work completed so far (sales, demos, etc.)

Another important point in this relationship is the availability of equipment to organize demos. It is the main tool for showcasing the potential of all our products in different applications.

### Current events and future projects

Currently, we have managed to gain a foothold in our area

of influence; the future lies in creating the need to implement our equipment in our customers' machinery fleet.

The brand's representation at trade shows makes it easier for us to showcase our complete product catalogue, from a quick coupler to a 15-ton ripper. We are confident that the brand will continue to invest in this tool in the future.



## GESTRUCK MACHINERY

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““

*It changed  
my quarry*

““

*Out ripped  
my dozer*

““

*It's really a  
no brainer*

““

*Increased  
my blast  
recovery  
30 to 40%*

““

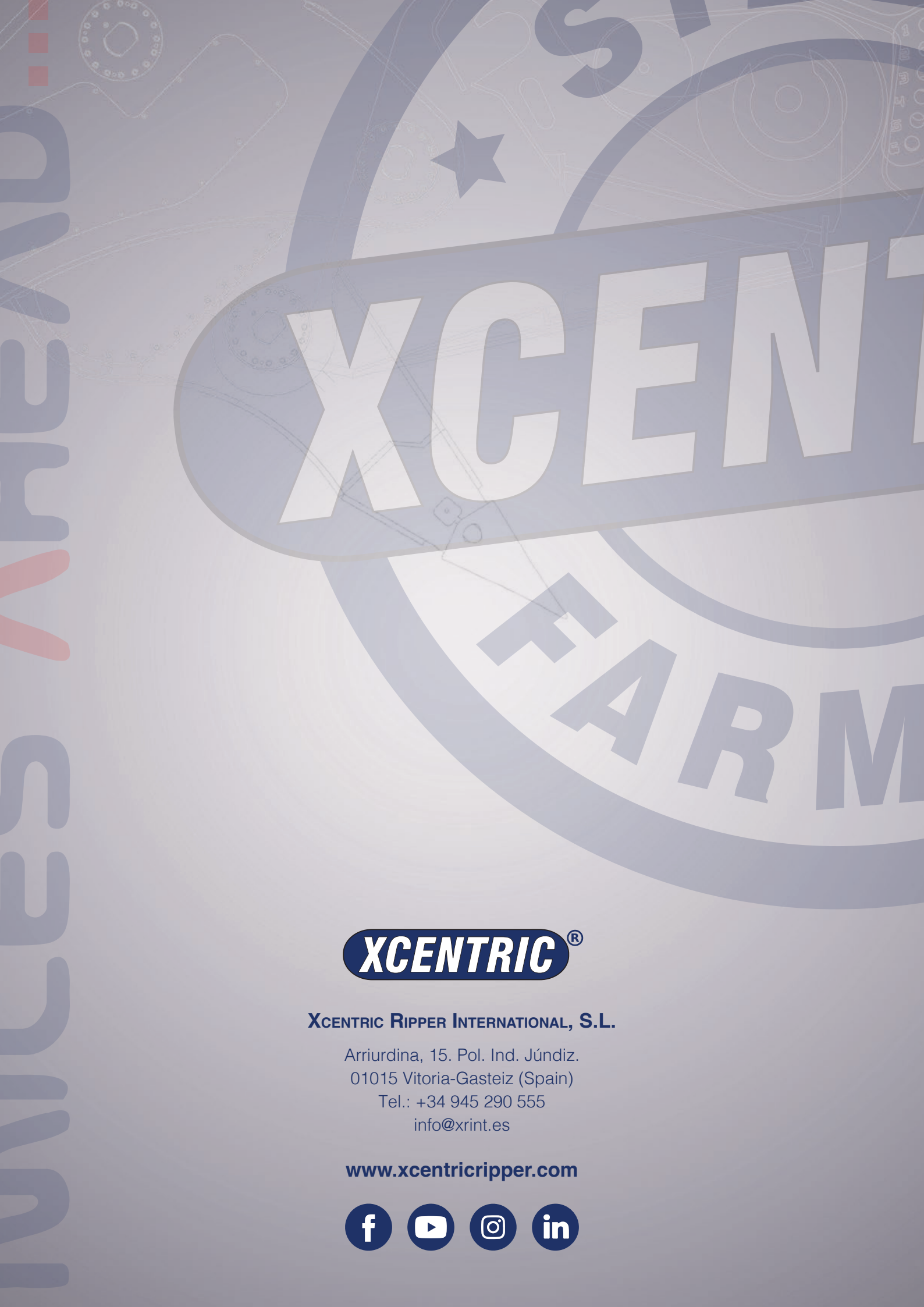
*Trims  
my bench  
perfectly*

““

*From 10 hrs.  
a day to 1 h.,  
fantastic*

**WHAT ABOUT YOU?  
WHAT IS  
YOUR OPINION?**





**XCENTRIC**

**FARM**

**XCENTRIC<sup>®</sup>**

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