

MILES AHEAD...

Number 1 · August 2014



■■■ Last May 4 key persons of Komatsu Ltd. Japan visited us in Spain as part of a training course



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XCENTRIC RIPPER INTERNATIONAL, S.L.

Landalucia, 1
01015 Vitoria-Gasteiz
Spain
Tel.: +34 945 290 555



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**XCENTRIC
RIPPER**



The Xcentric® Ripper

A unique attachment for hydraulic excavators.
A full range from 8 tons up to 150 tons.
A revolution in Rock Excavation.

The Xcentric® Ripper is an excavator attachment developed with the latest advances in excavation and demolition systems in mind.

It meets the highest standards. It was patented by Grado Cero Sistemas, a trailblazer in the industry. Through its design, an outstanding performance can be achieved, allowing more efficient work.

Made completely of wear-resistant steel, this attachment device is almost maintenance free, less noisy than any other excavation tool, can be used under water without any damage risk and be adapted to countless work sites. Thanks to its uncomplicated mechanical design, which has no pricey components, the maintenance cost are very low and down times are ignorable.

The Xcentric® Ripper widely exceeds the hydraulic hammer production in 80% of job applications. In up to 70% of the job applications, a 2 to 5 times higher production can be achieved.

Available in sizes larger than any current range of hammers and also on demand Giant units can be supplied.

In quarries with a limited volume of production or where drilling and





blasting is not longer permitted for environmental or safety reasons, the Xcentric® Ripper is the only real way to get reasonable production costs.

The Xcentric® Ripper is developed with a patented "Impact Energy Accumulation Technology", which makes it in 80% of the job applications more productive than any Hydraulic Breaker available on the market.

The Xcentric® Ripper's closed energy chamber cannot be influenced or damaged from the outside by dust, water, dirt or what so ever. This means that it can work without any problem in the most severe conditions in tunnels, foundations, muddy and wet places.

Even all kinds of work underwater in for example harbours, canals

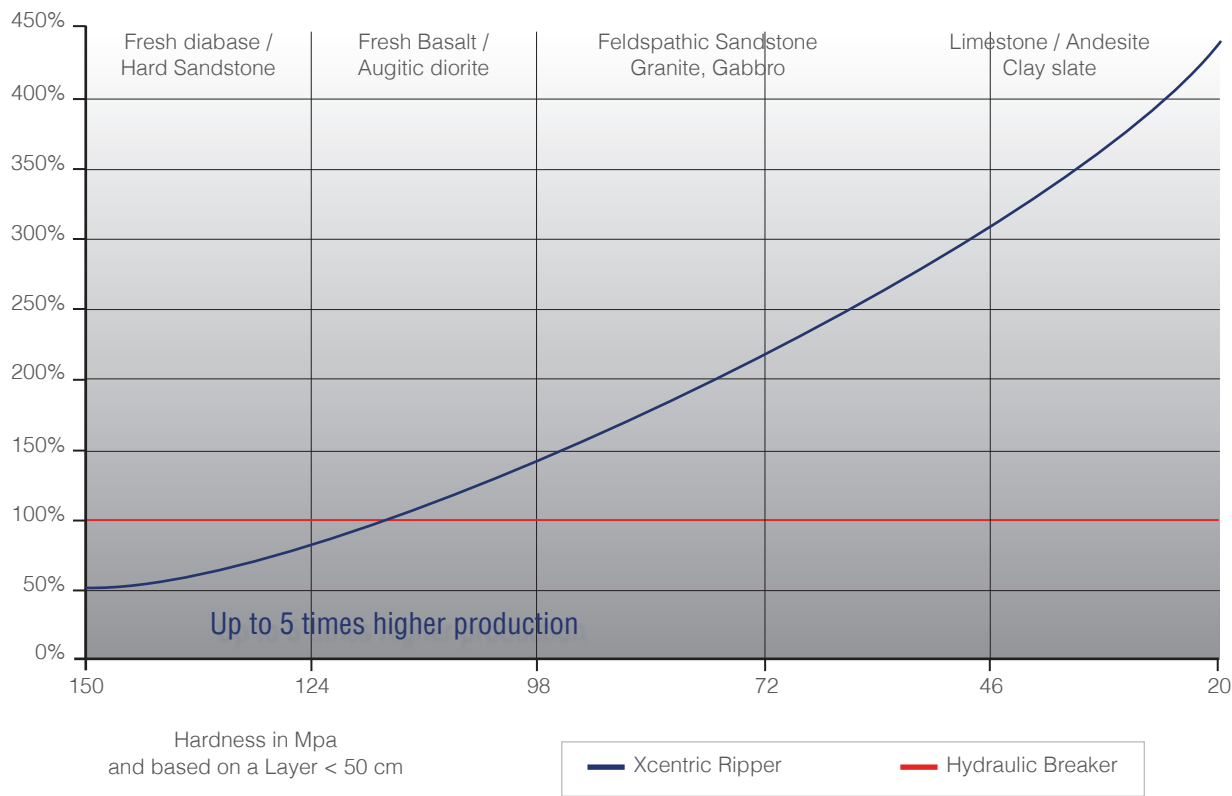
and open sea can be done without making any special expensive and complicated preparations. This is where and why the Xcentric® Ripper saves so drastically the high expensive maintenance and repair cost, that normally appear in such working circumstances.

For more information visit:
www.xcentricripper.com

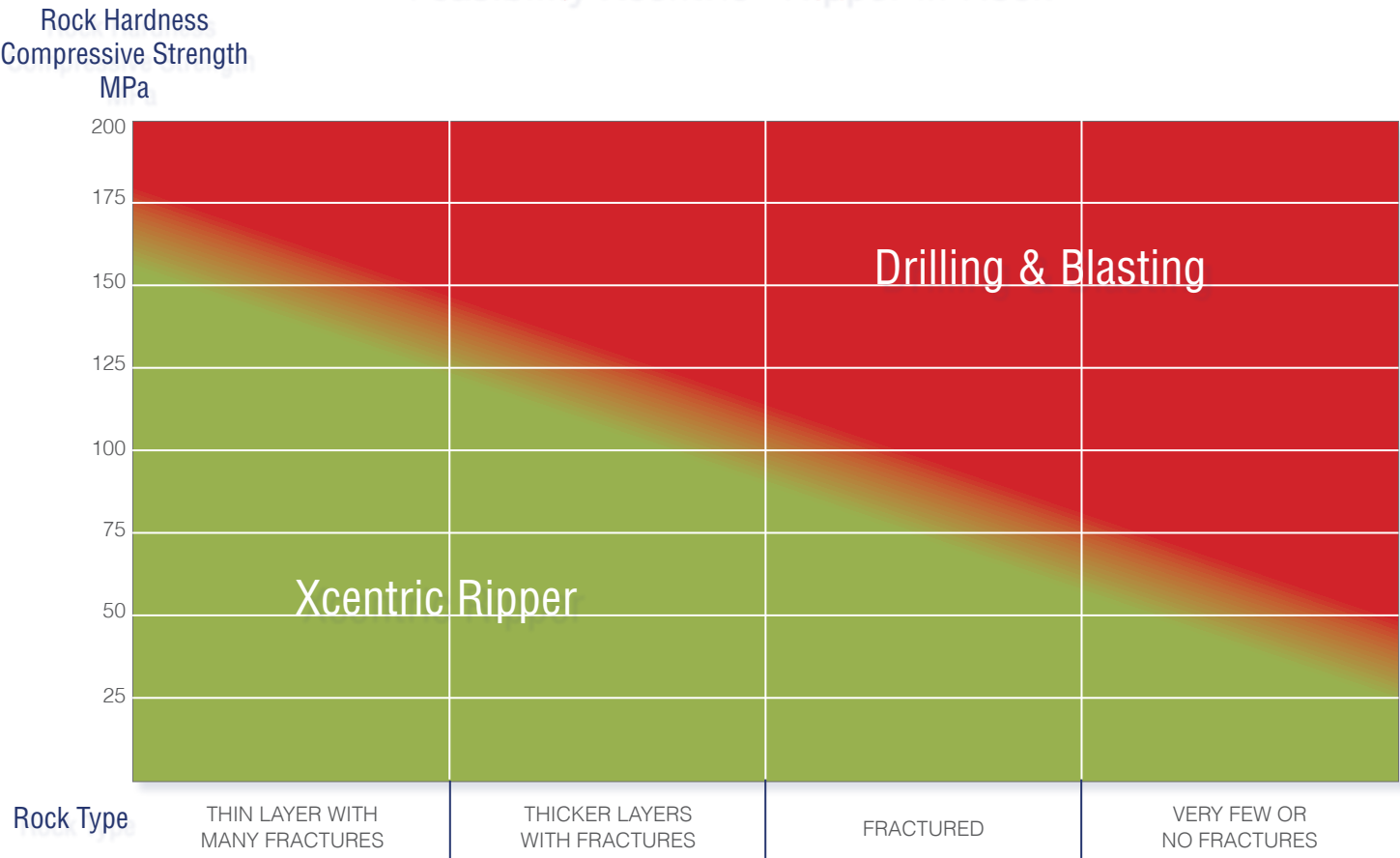
Xcentric® Ripper Benefits

- ✓ 3 to 5 times higher production
- ✓ Minimum noise levels
- ✓ Minimum maintenance
- ✓ No daily lubrication required
- ✓ Minimum wear parts consumption
- ✓ Long life components and materials
- ✓ Less fuel consumption per produced m3/ton
- ✓ Less emission per produced m3/ton
- ✓ Environmental protection (Bio Lubricants)
- ✓ Economical alternative for "Drilling and Blasting"
- ✓ Marine/underwater operation
- ✓ Easy operation
- ✓ Increased operators comfort

Comparison chart



Feasibility Xcentric® Ripper in Rock





Komatsu in our factory

Last May 4 key persons of Komatsu Ltd. Japan visited us in Spain as part of a training course to handle with the Xcentric® Ripper

Last May we received the visit of four employees from Komatsu Ltd. during a training course for handling the Xcentric® Ripper. The meeting took place in our company. The close relationship with Komatsu Ltd. began in 2013 when the two companies reached an agreement, under which the well-known Japanese firm exclusively acquired the distribution rights for Xcentric® Ripper attachments for use in rock breaking

and demolition, in 82 countries all over the world. Therefore, we find it highly advisable, that staff from both companies keep a continuous training, so that they can have an updated knowledge of our products.

During the course, the following contents were developed:

- Technics for disassembly and reassembly of the different models of XR.

- Analysis and understanding of workshop manual.
- Execution process of different mounting tests during the assembly.
- Knowledge of XR operating, as well as detection and resolution of problems.
- Taking contact with all models and corresponding parts.
- XR manufacturing knowledge as well as the reason of its design.
- Setting up instructions of



Tomoyuki Ikari

- * 37 years old
- * One son
- * Experience: 6 years but in the office



Saori Ibi

- * 28 years old
- * Single
- * Experience: 1 year

In GO communication between workers and CEO is more fluent than in big companies in Japan.

I had never thought about rocks before. Now I find myself all the time looking at rocks when I travel on the road.

the excavator for the perfect performance of the ripper.

- Handling instructions of the ripper on the ground.

The purpose of this course is, therefore, to train workers both in technical and practical scopes, providing them with the necessary instructions to handle Xcentric® Ripper efficiently.

Tomoyuki, Saori, Yoshihiro and Ryouma wanted to share their experience with us. It has been two weeks of hard training and learning, but they could also take advantage of their free time to go sightseeing in our town and surroundings. They told us what surprised them most about our traditions, our way of working

We like the close relationships that the CEO has with all his workers. This is always good for the company.

and our leisure time. After all, we are two different cultures joined together by the same commercial project.

■ **What have you learned in this two weeks training?**

RYOUMA: Before coming to Vitoria I had no experience with Xcentric Ripper, only a little information. Now I know the most efficient method for excavation and I've got a lot of confidence from our trainers to be able to

work in the right way, theoretical and practical.

YOSHIHIRO: I've learned many things, but I think I need more practice in different types of rocks, in different places. We only worked in one type of ground.

SAORI: I had never thought about rocks before. Now I find myself all the time looking at rocks when I travel on the road, to imagine how they are, what kind of material, how the layers are lying underneath, how I would work on them with the ripper... (laughs).

■ **So, do you feel confident now to work with the XR or you feel you need much more?**

YOSHIHIRO: I think we need

On training...





Yoshihiro Koutake

- * 30 years old
- * Married. One daughter
- * Experience: 6 years, in the testing department



Ryouma Kajiya

- * 23 years old
- * Single
- * Experience: 4 years

I think it would be interesting to go to more demos with Jaime and Fernando to keep on learning.

Now I know the most efficient method for excavation and I've got a lot of confidence from our trainers.

more practice. Doubts will arise when working and that will teach us more. I also think it would be interesting to go to more demos with Jaime and Fernando to keep on learning.

■ **What do you think about our company and Spanish way of working?**

TOMOYUKI: We are surprised to see that you don't work overtime regularly like we do in Japan, and you don't wear formal clothes in the office, although we like this way. We also like the close relationships that the CEO has with all his workers. This makes communication more fluid, which is always good for the company.

That is very different in Japan in a big company like Komatsu Ltd.

■ **And what about your private time after your work? What have you done and visited?**

TOMOYUKI: It was the first time abroad for Saori, Yoshihiro and Ryouma, so it's been a great experience for them. Also for me, but I miss Asian food, specially eating rice daily... We found it shocking to see so many people of different ages all together in the

same kind of bars. That is very different from Japan. But we liked it very much, specially Kalimotxo! (laughs).

SAORI: It's been first time for some of us in a night club. We live in small towns where there are only normal bars.

RYOUMA: We visited La Rioja last weekend and we liked it so much. We have vineyards in Japan, but the ones we saw in La Rioja are huge. And we loved 'patatas con chorizo'.

YOSHIHIRO: And now we also know how to do a barrel! (laughs).

We found it shocking to see so many people of different ages all together in the same kind of bars.

Thanks for counting on us and we look forward to helping you. Good luck guys!

Sightseeing...





Power and productivity
for a better world™



IRB 2600 Industrial Robot

The IRB 2600 is the second model in the sharp generation range with enhanced and new capabilities. It is a compact robot with a high payload capacity.

In December 2013, Xcentric Ripper started to use this model of welding robot by **ABB** company. It offers great advantages and developments in the welding process of medium-sized components. We should keep in mind that our units XR30 and XR40 are made up of such size of components.

IRB 2600 consists of 6 different axes as well as 2 axes driving the positioner so it can almost reach

every welding position. Therefore, it provides an easy handling of components.

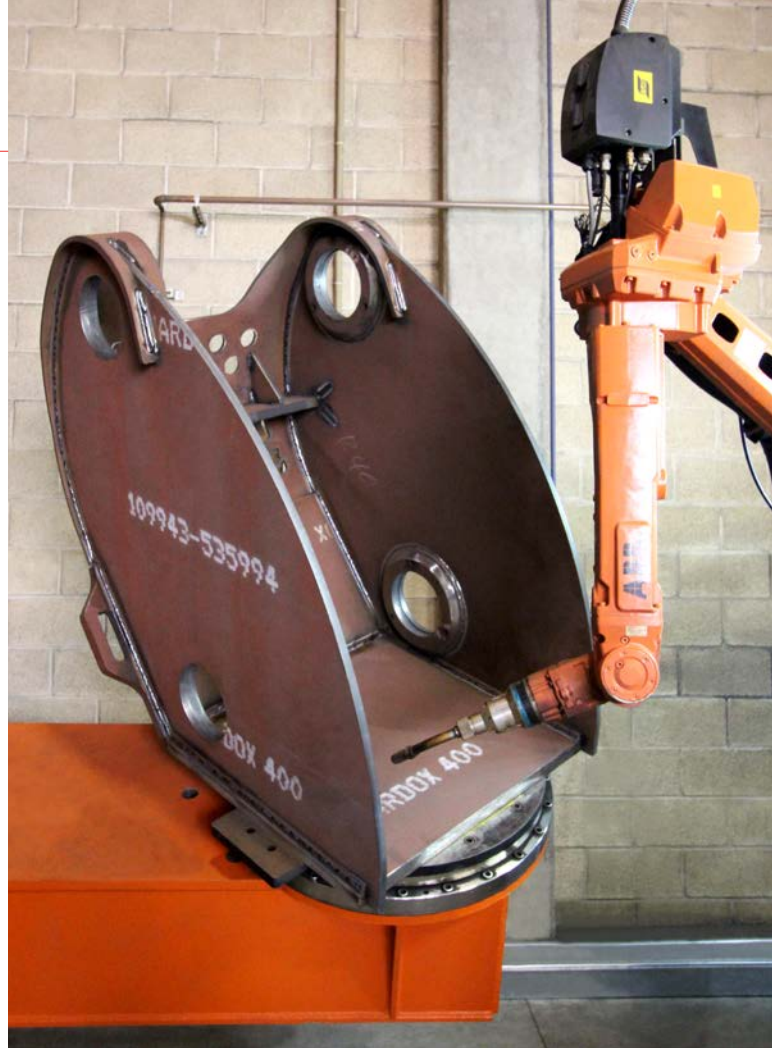
Arc welding equipment is supplied by **ESAB** and the sort of welding is known as MIG/MAG ArcoSpray, which obtains a faster and better finish. It creates a basic welding bead supported by two protective beads, which strengthen the piece and make the joint smoother. These sort of beads are of better quality

than handmade ones, and you can obtain better aesthetic results. The gas is made up of 85% of CO₂ and 15% of argon. It requires a welding wire of Ø1.2mm.

The robot is equipped with a piece-detection system, which works out the position of a given piece before starting to work on it. It can automatically set on different points along the piece to determine this position with high precision.

The IRB 2600 robot range

- 4th generation robot, based on 37 years experience.
- Compact, lightweight and flexible for maximum space utilization.
- High performance delivering up to 25% shorter cycle times.
- Accurate motion for increased process and product quality.
- Highly reliable with the best in class protection.
- Payload increased 20-70% from 3rd generation.
- Reach below the base increased 110-150% from 3rd generation.
- Easy to use, easy to integrate.
- Four field buses, digital signals, air and power to the upper arm and electronic position switches.



Another remarkable feature of IRB 2600 is its capacity to track down the joints. The robot is led along the joint thanks to the variation of tension, readjusting its position on its own, no matter how different the pieces are.

In addition, it holds an anti-collision system which makes the working process stop in case it detects any object or person for security reasons, as well as a self-cleaning and an auto-adjustable torch system.

Overall, the greatest benefit that you can get from IRB 2600 is to save time in the welding process. Accordingly, you can **increase production** and be able to finish a piece in half a shift.

We trust in best brands to get the best results



- Worldwide leader in power and automation technologies
- Since 1988 as ABB.
Asea (1883) + Brown Boveri (1891)
- Branches in more than 100 countries.
- Objectives: contribute to sustainable development by providing technology solutions which enhance energy efficiency, electric grid reliability and productivity of industries and facilities.



- A world leader in the production of welding and cutting equipment and consumables.
- Since 1904. For more than 100 years, ESAB has been powered by the will to continuously seek new and improved ways of serving our customers.
- Branches all over the world.
- Objectives: Continuous improvement is our way of life. Individual and organizational creativity will drive breakthrough ideas for technology, products, solutions, and processes.

Fernando Rodríguez



Name: Fernando Rodríguez

Age: 49 years-old

Job: teach how to operate a Xcentric® Ripper and perform demos to customers

Years with us: for five years
(since the birth of the company)

In this section we feel proud to interview to a historical member of our staff. Fernando Rodríguez, who is one of the workers who has been linked to the company for longest, played an important role in the testing process which eventually made it possible the production of the first Xcentric® Ripper. In fact, it was him who for more than two years made the trials to update the

Ripper as responsible of Finerlan, our own excavators firm. Thanks to his background, a product of great efficiency an innovation could be achieved. We have talked to him:

■ **Fernando, what is your current responsibility in the company? What do you do now?**

My key role is to teach how to handle a Xcentric® Ripper and perform demos of its use. I also teach how to install the machine. Therefore I travel if necessary wherever our customers or dealers are, to perform demos in quarries, public works, etc... We teach to operators how to handle

a XR in their own workplace. I usually travel alone though Javier Aracama (*Xcentric® Ripper CEO*) sometimes comes with me too.

■ **What would you highlight from Xcentric® Ripper international as a firm?**

In general, I think positively. No doubt it's a great company, it's well-organized and it's growing fast. It counts on highly-qualified staff in every department and it's constantly investing in Research and Development, what is always good for any business.

“ I travel if necessary wherever our customers or dealers are, to perform demos. ”



“Customers are often amazed at how much production is done with the Xcentric® Ripper.”

■ **What do you like most and least about your work here?**

I don't obviously like what travelling long distances implies, I mean, airports, flight times, delays, jetlag... What I like most is the work itself. I'm mad about excavators and XR... Therefore I find it easy because the product is really reliable and trusty so I

feel confident when performing demos. The Xcentric® Ripper never lets you down.

■ **All along these years, can you come up with some good memories which you can tell us?**

As for the bad side, I remember once travelling to India when the tyres from landing gear blew out... just a moment before taking off... It was so scary!!! As for the good side, I'd choose customers' reaction when they see Xcentric® Ripper perform in demos. They are often amazed at how much production is done. In fact,

they can easily check that XR production is sometimes much higher than the one done by their hydraulic breakers.

■ **And finally, if you were not part of Xcentric Ripper, what would you do for a living?**

I really love my job and I'm passionate about machines and excavators. Anyway, I guess I would do something related to construction for sure... I may be a truck driver. I also like electromechanics. But definitely, I would do something related to machines.

Close up on Xcentric® Ripper France

Human & technological success



Team picture with resellers

In 2009, **Florent Gerland** is multi-regional dealer specializing in the sale and rental of construction equipment. He distributes particularly the equipment from *Grado Cero*. It is the President of this company, Javier Aracama, who will help them discover the prototype Xcentric® Ripper. Therefore convinced of the exceptional nature of this tool, he creates with his wife a new company to ensure its importation into the French territory. In 2011, **Xcentric® Ripper France** was born.

Show & demonstrate

Since then, Florent Gerland travels through France in every sense, multiplying demonstrations convinced that it is proving the effectiveness of Xcentric® Ripper the way to convince professionals to adopt this revolutionary tool.

Through its network of clients, it is in his region (Rhône Alpes, around Lyon) where he made his first sales,

primarily in the quarries, where the high yield production of the xcentric Ripper makes wonders.

It is in 2012 that sales took off. Many independent professionals adopt Xcentric® Ripper followed by great Public Works and Extraction Companies. With Xcentric® Ripper France, our rippers are present on many important projects such as the construction of Tanger Med (Bymaro Bouygues), extraction of Gypsum (Placo Saint Gobain) or the



1. Cyril Despres

2. One of our first sales

3. One of our first demos

4. One of our first shows

5. Florent Gerland & Séverine Gerland

6. Sponsoring

7. Florent Gerland

construction of the Odeon Tower in Monaco (Garelli).

Promoting the brand

Aware that the tool is completely revolutionary, but it remains unknown, **Séverine Gerland** sets up a communication plan to promote Xcentric® Ripper with French professionals. She uses all the tools at her disposal: website, social networks, sales brochure and specialized press, transmit the extraordinary performance of this new tool from Spain.

In 2012, Xcentric® Ripper moved for 5 days to the largest French lounge reserved for the construction sector, Intermat Paris. Part of the range of rippers is exposed, some of them on excavators. The stand is a real

success and the tool convinces many professionals that demand for demos on their sites.

End of 2013, to ensure media visibility, the company Xcentric® Ripper France together with the factory in Spain, bet on sponsoring the motorcycle champion Cyril Despres, Rally Raid driver and five times winner of the Dakar, for the 2014 edition. This way Xcentric® Ripper could be seen by millions of people worldwide. Since then, Xcentric® Ripper France is the sponsor of motorcycle events across the country.

Develop the network

Early 2014, following the success of the Ripper in France, Xcentric® Ripper International chose to share

the capital of its French distributor to create a new company capable to accelerate its presence throughout the territory.

Therefore, the network of official distributors is reinforced. With the aim of selecting industry leaders (Curty Matériels, Somatec MTPI, SAMI TP...) featuring teams of top technicians.

This is in order to ensure the promotion and sales as well as the installation, operator training, fast spare parts distribution and monitoring of rippers from customers will be done with the same commitment to excellence that characterizes design and production in the factory.

Today we can say that France has finally adopted the Xcentric® Ripper. And the adventure is just beginning.



Feed back on a recent sale

Another satisfied customer with its Xcentric® Ripper.

■ **Client:**
Chardot TP
departement 55, France

■ **Xcentric® Ripper:**
XR80 et XR30

The Company **Chardot TP** based in Commercy, La Meuse is a family business that employs about fifty people. Specialised in public works and mining, the company has its own quarry, but it also acts as a service provider in the careers of neighboring companies.

Limiting the use of explosives

In 2013, following the tightening of environmental standards, **TP Chardot** looks for an alternative to the Mining, whose permissions are increasingly limited. Following a successful demonstration, the



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