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7

REPORT

ZOOM The evolution of the professional coffee machine • **MARKET** The production of white and brown goods in Poland • **CERTIFICATIONS** A universe of services to approach global market • **TECHNOLOGIES** The added-value of collaborative robotics • **INDUSTRY** Matching people, technology and processes

SARRINA PIACENZA



Safe chef-proof quality

Protagonist in the world of professional burners thanks to the know-how gained in over three decades, years characterized by craft care of each detail, materials included: ARC, since 2016 part of Sabaf Group, pursues safety and efficiency.



uality and performance, excellent professionalization of human resources employed, use of the best NC machines in production and the accurate selection of its suppliers. Since 1981 ARC has produced gas burners for professional stores, including their components and accessories.

Thirty-seven years of research and development, of studies and new products, have consolidated a company of absolute level, acknowledged by the sector and by reference partners, resulting two years ago (in June 2016) in the takeover by Sabaf Group, manufacturer of components for household appliances like gas burners, taps and thermostats for the gas cooking. An operation that has allowed Sabaf to enter a new sector, close to the traditional one of components for gas cooking appliances, and



to enhance the consolidated international presence of the Group, ARC is a "small" but precious jewel that employs around twenty workers and reaches over 5 million Euro of turnover (40% in Italy, the rest abroad) and that today represents the leather in the cap of one of the main players in the burner market and, more in general, one of the primary world manufacturers of gas appliance components. Efficiency, safety, reliability and long service life, four guidelines that have made ARC production renowned as reference point on the international market. A long course characterized by the development of several ranges of gas burners to meet all the requirements demanded by stove manufacturers. Fundamental characteristic of all series is the high energy efficiency that allows optimizing the quantity of energy needed to accomplish the food cooking cycle. An indispensable aspect to face the demands of consumers increasingly aware of the energy balance management in the kitchen environment. High efficiency of burners means short cooking times and saving in the energy bill, two factors that exert a strong impact on the economic management of the kitchen of a restaurant, a hotel or of a community in general.

The second focus aspect is safety. ARC burners grant a safe and sound operation for the chef who must use them every day as fundamental instruments in his job, for several hours a day, because they are designed to release very low emissions. Their continuous use is guarantee of safety and is free from environmental impacts (there are no electromagnetic fields).

Besides, all products are designed to grant excellent reliability in the professional use. Not only the used materials are appropriate, by typology and sizing, for the heavy-duty use of a professional kitchen environment but the design itself of burners ex-



Loris Gasparini,
managing director of ARC

cludes any malfunction caused by the fall of liquids or of a particular food, thus granting a perfect cleanliness and then hygiene of the worktop, facilitating error-free disassembling and reassembling in daily maintenance operations. As a European leader in the production of gas burners, ARC's target consists in supporting on a global scale the steeply rising requirements of household appliances and of the catering industry. Today ARC, with its excellent products, supplies the primary manufacturers of professional gas appliances and equipment for catering in Europe and in the world, with a complete range of burners (with powers ranging from 1.0 to 50.0 kW), gas valves, gas thermostats, gas cast iron pilot flames, saucepan supports. However, ARC does not just produce efficient, performing and technological state-of-the-art burners but it provides also a service of equal level, supporting its customers in the installation of products, in order to assure the highest performances. To analyse thoroughly all the aspects of ARC's activity, we interviewed Loris Gasparini, managing director of the historical Partha company.

What is precisely the core activity of ARC? What is your corporate mission?

ARC has produced for thirty-seven years gas burners for household and professional cookers, where professional means kitchens for restaurants, hotels and communities.

What is your most important market?

Italy, meant as single market, has the major weight in our turnover, with an approximate 40% percentage. Then, various European Countries follow, with an overall 60%. Italy has always been a leader in the production of both household and professional appliances. Still nowadays Italian products are synonym of quality, excellence, reliability but also of aesthetics and design, both in the household and in the catering sector. In the last years, the weight of Italy has decreased to full benefit of Countries with more competitive manufacturing costs.

What are the strong points of ARC?

Taking quality for granted, I dare say the highlights acknowledged by our customers are know-how and passion. Our company has operated in this sector for several years now, during which we have



developed strong technical knowledge allowing us to support our customers at best: this is our first added-value. The passion that the entire corporate team lavishes in work is our second key to success. With passion, I mean the involvement and the care that our employees experience in their job, a team work carried out in synergy with our suppliers and the care and attention we pay to customers' requirements, constant focus of all of our projects.

What products/technologies have you developed as ARC?

Today ARC has 12 series of professional burners in its catalogue. A complete range, inside which every manufacturer of catering equipment can find satisfactory solutions for all of its requirements. Upon customers' designs, we can also support the companies that have their own line of burners or that need to customize them, providing them with the finished product. Moreover, we can in-house develop the necessary machines for the typical machining operations of gas burners.

What is the product that represents the best of your production?

Well, the most known product by ARC are the professional burners Series 65: dozens thousands of chefs, every day, use professional stoves that adopt these burners, become synonym of performances and reliability.

What type of materials do you use to produce your burners?

Professional burners must grant soundness and long problem-free service life in time: the thickness sizing is still important in this sector, where cast iron and brass do the lion's share. In the sector of high-end semi-professional burners for household appliances, the need of solidity combines with the requirement of a high aesthetic value: brass and aluminium are the reference materials for these burners.

When did the takeover by Sabaf take place? And how did Sabaf's interest in your company arouse?

The takeover of ARC by Sabaf occurred in June 2016. Even if on very different scales, both Sabaf and ARC are companies strongly oriented to products and customers: the collaboration and the interest emerged during years of mutual knowledge and esteem.

How has the appartenance to a sound company of excellence like Sabaf favoured your business?

Being part of a structured Group allows ARC to enjoy a series of important technical and commercial synergies. We can benefit from the knowledge and the experience of one of the major sector companies and this has very high value for ARC. We are "the small" of the Group and, as such, we are supported and cuddled by all of our colleagues.

You address different markets. Will you go on like that? Will you maintain different targets?

Sabaf and ARC productions do not coincide, they are complementary: indeed Sabaf is the excellence company in the component sector (not only burners), in the household appliance ambit. ARC operates like an "atelier" with excellent quality targeted productions in small batches. The reference market for ARC has always been, and will remain, the professional cooking one, with all specificities and demands.

What are the future projects and developments for ARC?

Due to the appartenance to Sabaf Group and to the possibility of sharing synergistic marketing actions, we set the target of developing our diffusion in foreign markets we had never explored in the past. We are working at several themes and at the development of different products. As always, the main sector exhibitions will be for us the showcase and the launch time of all of our new solutions.