

# ARCA REDUCED COSTS BY 40% WITH BRUSCHI CO-DESIGN SERVICE

## PROJECT GOALS

ARCA needed to cut costs for its product “CM18 Reader”, the most advanced Teller Cash Recycler (TCR) available today. The main goals of ARCA production were:

creating a device which could be seamlessly integrated into any cash teller environment

dedicating more attention to their customer

increasing security levels

reduce costs without compromising the product quality

ARCA decided to reduce the costs by minimizing the number of components and asked Bruschi a solution which could help them reaching the goal.



## **BRUSCHI'S SOLUTION**

Based on its vast experience in High Pressure Die Casting, Bruschi proposed the following approach in order to achieve the desired result:

Switching from Stainless Steel to Zinc

Using the advanced Co-design services of Bruschi

### **SWITCHING FROM STAINLESS STEEL TO ZINC**

Thanks to its exceptional qualities, Zinc alloy allows manufacturers to push Die Casting limits to levels that other metals cannot reach.

Zinc is castable to tighter tolerances than other alloys, thus enables to reduce or eliminate machining.

The extraordinary casting fluidity offered by all Zinc alloys provides superior thin-wall castability; the thin-wall capability results in smaller and lighter components at lower costs

High machinability qualities of Zinc allow to fasten process and minimize tool wear and machining costs

Low casting temperatures result in minimal thermal shock and extended life for die casting tools

### **USING THE ADVANCED CO-DESIGN SERVICES OF BRUSCHI**

The co-design activity lead to a special component which replaces three different parts, therefore during production phase there's no need of assembly anymore, scrap rates have been reduced and are now close to zero.

ARCA took the opportunity of co-designing the component and now they have a great result in terms of technology and saving.

The new project developed product and process designs which increased mold duration, avoiding the most common defects in die casting and extra costs for mold maintenance or secondary operations in manufacturing.

**FOR ARCA THE CO-DESIGN SERVICE OFFERED BY BRUSCHI MEANT SAVING UP TO 40% WHILE DELIVERING THEIR CUSTOMERS AN INNOVATIVE PRODUCT.**

## ARCA

ARCA is a leading company in cash recyclers ARCA helps businesses streamline their cash processing with profound impacts on their customers and their bottom lines. Since 1998, ARCA has been committed to helping people control and streamline cash operations in bank branches, retail stores and self-service kiosks. By focusing on technology and services, ARCA delivers thoughtful solutions to make transactions simpler, more efficient and more secure.

## BRUSCHI

For over 70 years Bruschi has been working in industrial production in the field of Zinc die casting.

Over time Bruschi has distinguished itself for efficiency, accuracy, ability to listen to customers' needs and its innovative drive in design and technology.

Working together with ARCA, focusing their attention in the first step of the project, the co-design activity allowed Bruschi to develop extraordinary components. The cooperation lead to a major confidence that working with customers from the beginning of the project means to be able to accomplish exceptional tasks.



# NADCA

NORTH AMERICAN DIE CASTING ASSOCIATION



Bruschi wins the  
**International Die Casting  
Competition Award 2016**  
for Excellence in Zinc Die  
Casting Over 6 oz



## NADCA International Die Casting Award 2016

For this component, on 27th September 2016 at Columbus, USA, Bruschi won the International Die Casting Competition Award for Excellence in Zinc Die Casting Over 6 oz the North American Die Casting Association at the 2016.

This award is the result of an important collaboration with ARCA, thanks to a project developed with CTS Cashpro, which has been acquired by ARCA Worldwide, for its RS22 reader and all the CM18 line.

ARCA Global Technology Lead Link Allen Shaver said: "This achievement award is a significant industry recognition of innovative thinking that resulted in a better product and value to our customers, as well as an example of working closely with innovative supply chain partners to find better ways to manufacture ARCA products."

Bruschi Vice President & Head of Sales Simone Maggiori noted: "The project was awarded thanks to the innovative process and the extraordinary mold: but this could not have happened without the collaboration of ARCA and their technicians. We are grateful for their cooperation."

Bruschi Technical Manager Ermo Fusè said: "These components are a great success for us. Me and my team worked very carefully over the customer needs, from the technical design to the mass production. We have developed the moulds that allowed several advantages in terms of saving, obtaining critical shapes directly by die-casting. The change of material, from several parts in stainless steel to two parts in Zamak , allowed us to meet the required precision while considerable cost reduction has been achieved."

## Let's keep in touch:

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