



SOFT SERVE PROPOSAL

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D I S C O V E R

NEW 161 SOFT MACHINE



SOFT 161 SOFT





STAINLES
STEEL

15 KG

PER

HOUR

GRAVITY
FILLING

42 DAY

CLEAN

13 AMP PLUG

SOFT 161 SOFT



Feeding tube for Overrun
control

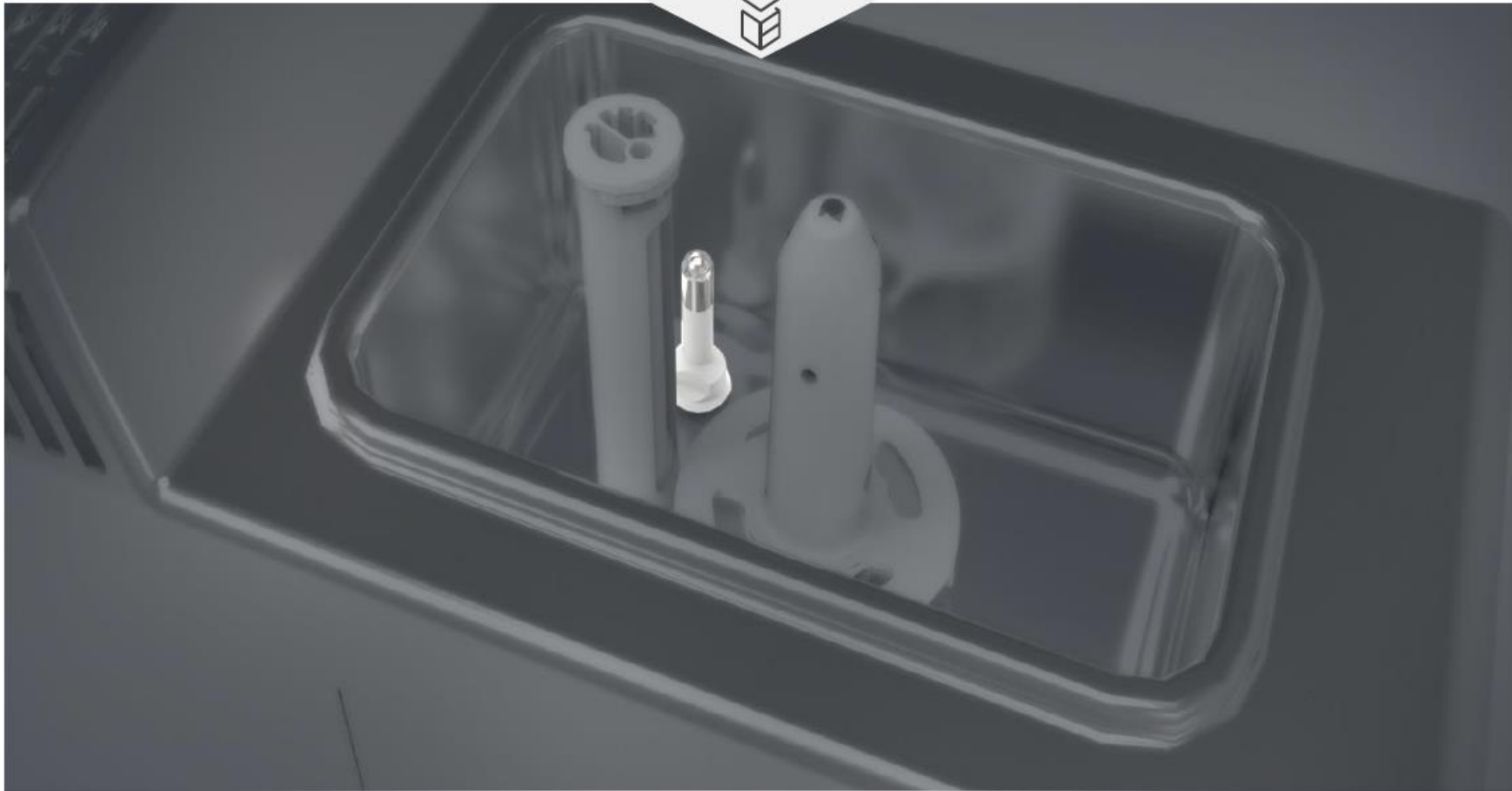
Over run up to 40%-
50%

SOFT 161 SOFT



Removable Hopper mixer Avoid separation
Easy cleaning

SOFT 161 SOFT



Level sensor

Pasteurization at: 1L
Filling alarm at: 1L
Machine Stops at: 0.5L


HIGH QUALITY
COMPACT DESIGN



Placement is not  A problem

HIGH QUALITY

VERTICAL AIR FLOW

No clearance space needed
Save space, save money 



HIGH QUALITY

AIR FILTER



Easy to
remove

HIGH QUALITY

SECURITY SYSTEM



Tap incorrectly mounted
alarm
Avoid leaks

SOFT 161 SOFT



LOGICAL
PLACEMENT

EASY
OPERATION

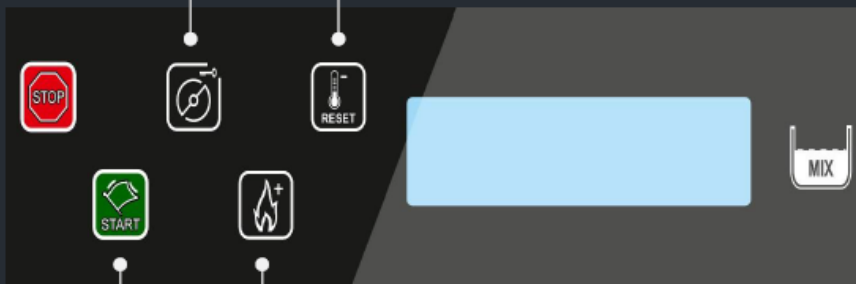
HIGH-QUALITY
MATERIALS





MIX

STAND BY MODE
(SAVE ELECTRICITY AT
NIGHT)



START
PASTEURIZATION

START
SOFT CREAM
PRODUCTION

SOFT 161 SOFT



MULTILINGUAGE

INTERNAL TIMER

CONSISTENCY CONTROL

DIMENSIONS



Aesthetics of Soft-serve

How to personalize extraction shapes



Aesthetics of Soft-serve

How to personalize extraction shapes



Aesthetics of Soft-serve

How to personalize extraction shapes



Carpigiani 161G soft serve machine

Gravity feed

3 day cleaning schedule



	Flavours	Mix Delivery System	Hourly production (kg/h)	Tank Capacity (lt)	Nominal Power (kW)	Fuse Size (A)	Power Supply	Cooling System	Refrigerant	Net Weight (kg)
161 G SP	1	Gravity	15*	5	1,8	16	230/50/1**	Air	R404A	98

* production capacity depends on the mix used and the room temperature

** other voltages and cycles available upon request

Features

Benefits

Mixing in tank	Standard, to avoid separation of the mix
Tank	5 liter capacity
Air cooled	Air flow transfers vertically through fresh air suction from the base and hot air exiting to the top
Easy to position	Thanks to the innovative solution the machine can be placed next to other equipment reducing wasted space
Heated cleaning of the cylinder	Possibility of heating the cylinder to simplify cleaning
Extremely reduced dimensions	W. 30 x D. 63 x H. 85 cm
Multifunction display	The machine displays operational parameters: mix temperature, gelato consistency, dispenser ready, and insufficient mix, etc.
Control panel	Multilanguage display

- **List Price £8,516+vat**
- **Discounted Price £4997+vat**
- **Add a trolley to make the 161 floor standing £495+vat**

Carpigiani 161GSP soft serve machine

Gravity feed

Self pasteurising up to 42 day cleaning schedule



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* production capacity depends on the mix used and the room temperature

** other voltages and cycles available upon request

Features

Benefits

Auto pastuerization

Wash cycles reach up to 42 days

Mixing in tank

Standard, to avoid separation of the mix

Tank

5 liter capacity

Air cooled

Air flow transfers vertically through fresh air suction from the base and hot air exiting to the top

Easy to position

Thanks to the innovative solution the machine can be placed next to other equipment reducing wasted space

Heated cleaning of the cylinder

Possibility of heating the cylinder to simplify cleaning

Extremely reduced dimensions

W. 30 x D. 63 x H. 85 cm

Multifunction display

The machine displays operational parameters: mix temperature, gelato consistency, dispenser ready, and insufficient mix, etc.

Control panel

Multilanguage display

- **List Price £9,316+vat**
- **Discounted Price £5997+vat**
- **Add a trolley to make the 161 floor standing £495+vat**

OPTIONAL CONFIGURATIONS



Self-pasteurization

With our self-pasteurization system the machine can be cleaned and disassembled only 9 times per year



Teorema Remote Control

It gives very important info about the machine, it facilitates the service system and helps the cleaning schedule



Single portions kit

Optional nozzles to fill cups and tartlets and to produce ice cream single portions



Mixer

Optional mixer with disposable spoons to swirl toppings into the ice cream



Self closing device

The dispensers close automatically stopping the flow of ice cream, eliminating any waste and preventing mess



Only You

Customize your machine with your colours and logo



Wash Kit

Optional tap above the tank to facilitate the cleaning operations



Dry Filling System

Possibility of preparing the mix directly in the hopper by adding water and dry mix

5-Year Carpigiani Total Care Part & Labour Warranty (CTC) with annual service. Can be added at an additional cost £2100+vat

The standard Service visit will consist of;

1. Visual Inspection of the machine parts.
2. Tightening all internal electrical connections where applicable.
3. Fitting of all relevant and supplied PM related parts.
4. Cleaning and brushing of the air-condenser.
5. Sanitising of the unit.
6. Running the unit with product and testing the refrigeration plant.
7. Check of finished product temperature. Adjusting if required and noting this change on the sheet.

service contracts

Increasingly popular, a fully inclusive service contract is a great way to ensure you can plan for all costs associated with your equipment at the outset and reduce any unwanted surprises. As well as extending the warranty period, all our service contracts incorporate a planned preventative maintenance visit further enhancing the smooth running and reliability of your equipment and minimizing costly downtime. We offer service contracts for all new equipment purchased of up to 5 years.

All Carpigiani equipment comes with a minimum 1 year parts and labour warranty.

- You will be supported by our service department and team of 55 factory trained engineers.
- Technical telephone support is also included via our UK service desk.
- The warranty cover is 7 days per week, 364 days per year excluding 25th December.
- Callout is within 24 hours from the time the call is placed.

We have invested heavily in CRM systems (Servicemax), training and spare parts provision (both 'van stock' and warehouse / mail order stock holding).

Our own service desk directly manage, track and deployment of our nationwide team of expert engineers who use hand held devices for all system administration and communications (electronic signature & reporting). We pride ourselves in delivering sector leading levels of service and aftersales expertise.

BUSINESS SUPPORT INFORMATION



500
Service Centers


We are present in
110
Countries


Expert engineers
1.500


9
Subsidiaries worldwide


100 
Training courses
400 
Engineers trained every year

75
Audits each year


11
Strategically placed original parts warehouses


Carpigiani News in
10 languages


14 
Toll-free numbers for assistance

BUSINESS SUPPORT INFORMATION



BUSINESS DVP MILESTONES



Founded by the Carpigiani Brothers



Entry into the Ali Group

1989



Carpigiani Gelato University foundation

2003



Gelato Museum opens



Launch of Gelato World Tour

2012 2013

TECHNICAL DVP MILESTONES

1946



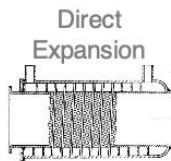
Sed 20

1955

The first soft serve machine with the unique gears pump

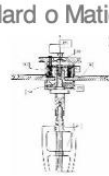


1961



Direct Expansion

1962



Hard O Matic Soft self pasteurizing



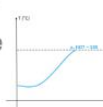
1980 1982

Pastomaster Design with Cylinder exchange



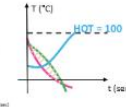
1999

Hard O Tronic



2000

Hard O Dynamic



Teorema E-Maint remote monitor and diagnostics



2006 2007

2013

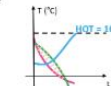
EVO Technology The most efficient soft serve quality



Ideatre system to produce, store and



Hard O Dynamic Adaptive



2013 2016 2018

Born in **1946**, Carpigiani quickly established itself as the **market leader** in the **production of machines for gelato and soft serve.**

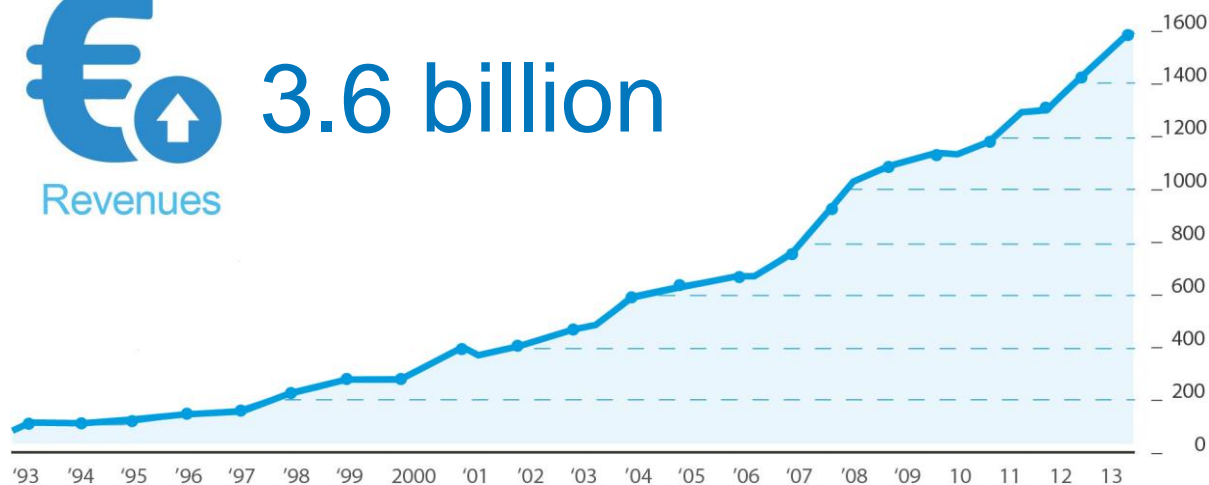


During the 1960s and 1970s, **Carpigiani began to expand rapidly all over the world**, opening its first overseas branches and developing a sales network of exclusive dealerships which have since guaranteed widespread distribution and continuous, prompt support for end users. In **1989** Carpigiani became part of Ali-Group.



Every day 100 millions people in the world eats Gelato made with Carpigiani machines

€  3.6 billion
Revenues



Ali Group is the world's largest and most diversified foodservice equipment manufacturer.

Ali Group develops, manufacturers, markets and services a broad line of equipment for commercial food cooking, preparation and processing.



55 manufacturing
Facilities (ali
group)



over
10000
dedicated,
talented people
worldwide



26 countries

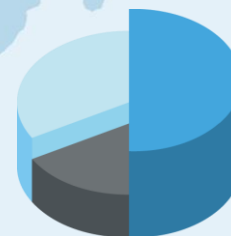


100+

countries that
Ali Group services
and distributes to

3.6

billion € annual
consolidated
sales



50% Europe
30% America
20% Africa, Asia and Oceania



Sales

27% Domestic
73% Export
110 Markets
180 Distributors
400 Service Providers



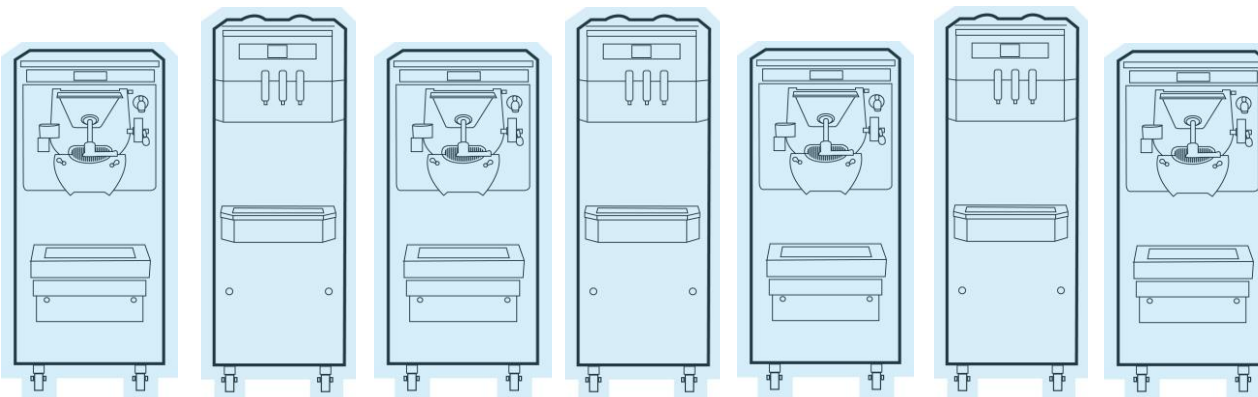
Market Share

49% Worldwide

More than

1,200,000

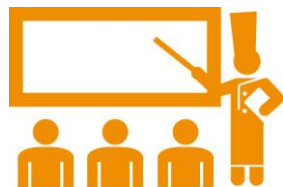
machines sold to
the market since the
foundation



- UK Head office in Hereford
- Development kitchens in Park Royal London and Edinburgh
- 55 factory trained engineers.
- 364 day per year support
- 24 hour response time



The school of the successful entrepreneurs



500
courses



11
subsidiaries in the world



7.000
Students



HISTORY, CULTURE AND TECHNOLOGY OF GELATO



Opened in September 2012, is a center of **cultural excellence** dedicated to the understanding and study of the **history, culture, and technology of gelato** and the expertise of the innovators who drove its evolution over the centuries.

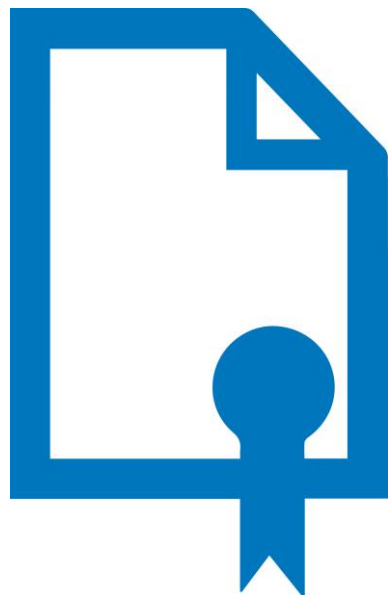


HISTORY, CULTURE AND TECHNOLOGY OF GELATO



Visit, learn, taste

- 10,000 visitors per year
- Guided tours and gelato workshops
- The first of its kind to delve into the history, culture, and technology of artisan gelato
- 1000 sq m and more than 20 original machines
- 10,000 historical images and documents, precious accessories and tools of the trade from ages past and video interviews



>170 Patents Currently Active

>400 Patents Internationally Granted



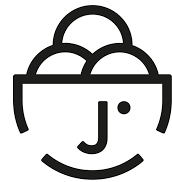
Most Important R&D Cooperations:

University of Bologna: Food Sciences

University of Ferrara: ICT

University of Padova: Refrigeration

ENEA Italian National Agency for New Technologies, Energy and Sustainable Economic Development : LCA



The Fat Duck
heston blumenthal



What is Soft Serve



The most important differences between Soft Serve and Gelato lie in the amount of incorporated air and in the temperature of the final product.

Italian Gelato Vs Gelato Soft (Soft-Serve)

25-45% Incorporated air 30-80%

-11°-15°C Temperature -6°-8°C

Soft Serve is becoming increasingly popular, since it requires a smaller initial investment compared to Gelato AND THE PREMIUM SOFT VERSION HAS BEEN DEVELOPPED FOR COMPARING IT TO THE ARTISAN GELATO QUALITY.

What kind of Soft-serve Gelato you can have?

Commodity

- Standard, repeatable
- Without added value
- High speed and easy to prepare
- Lower investment: cone + mix

VS

Premium

- Unique product, studied ad hoc: Suitable for marketing
- High added value
- It requires a higher investment in raw materials (topping, cone, and add-on ingredients)



What is Premium for soft-serve?

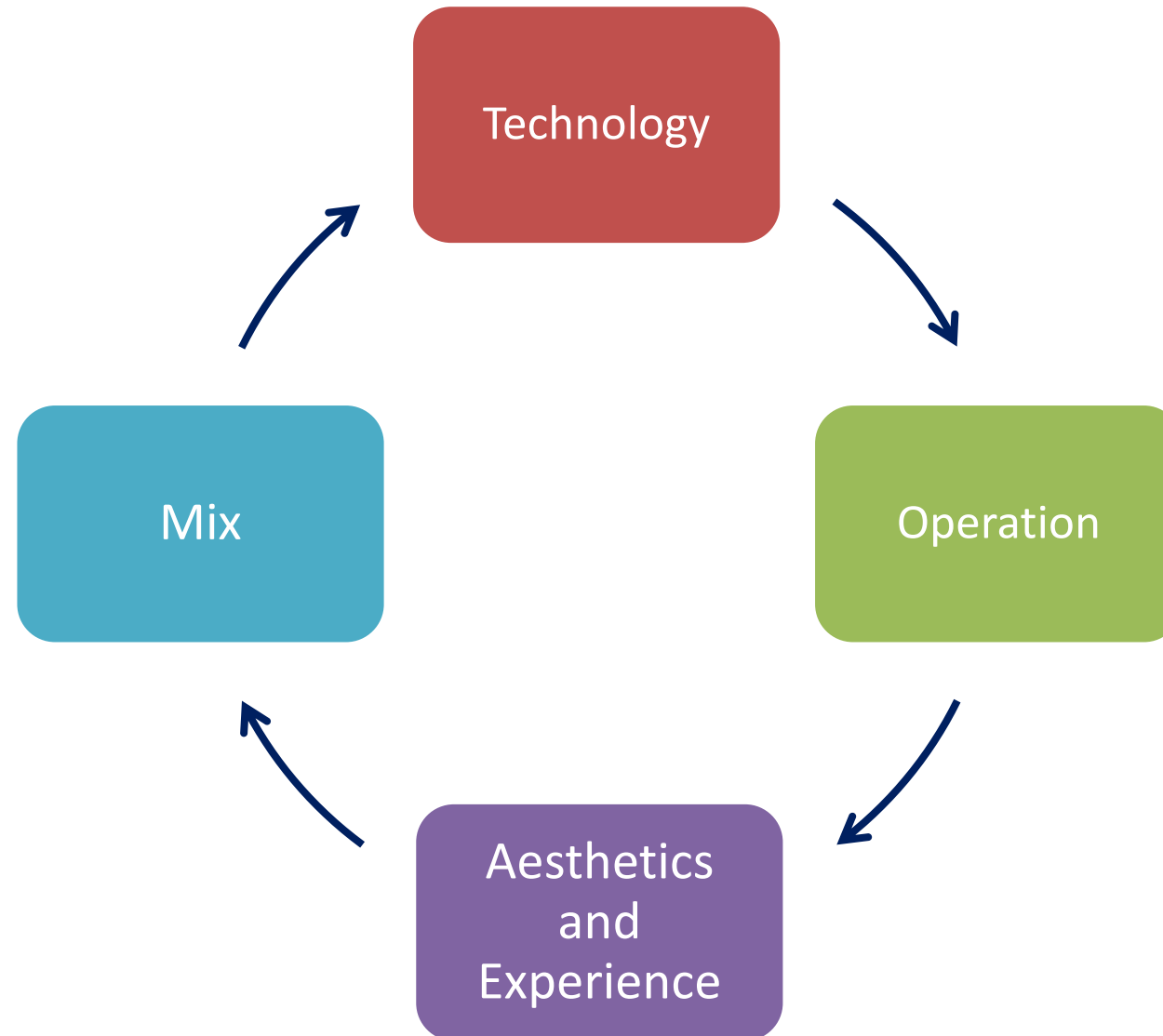


Key Factors of SUPERIOR QUALITY



- ◆ Creaminess
- ◆ Dry surface
- ◆ Product stability
- ◆ Flexibility of consistency
- ◆ Stability of consistency
- ◆ Smaller ice crystals
- ◆ Fast production time
- ◆ Fast recovery time
- ◆ Creamy and smooth
- ◆ Smaller ice crystals
- ◆ Dry surface
- ◆ Rich of air

What makes a soft-serve from commodity to premium?



What is Soft Serve?

BATCH FREEZER FOR GELATO



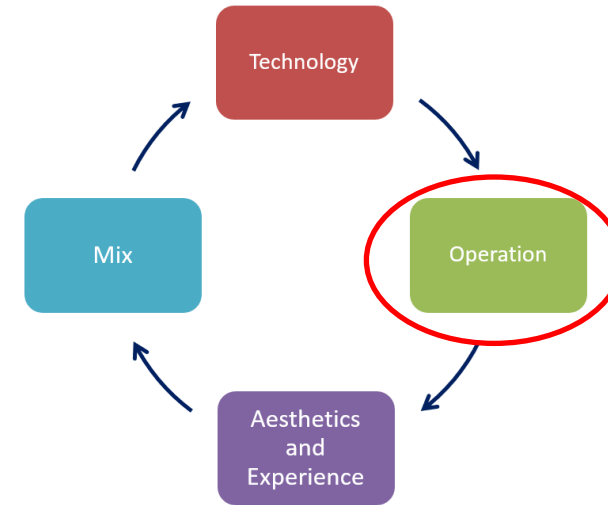
SOFT-SERVE UNIT



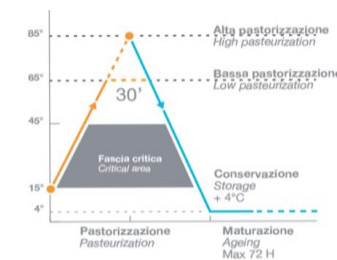
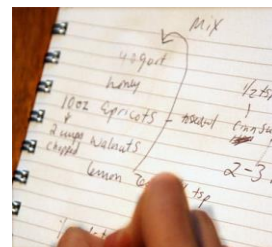
Production Methods of Mix

Process

Pasteurize fresh ingredients



- 1 Select ingredients
- 2 Recipe balancing
- 3 Mixture preparation
- 4 Pasteurization Aging
- 5 Freezing/Service
- 6 Conservation



Production Methods

Ready mix powder



Process:



+



+



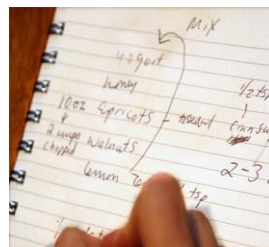
=



~~1~~
Select ingredients



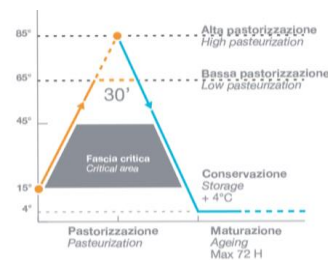
~~2~~
Recipe balancing



3
Mixture preparation



~~4~~
Pasteurization
Ageing



5
Freezing/Service



6

Conservation



Production Methods

Process

Ready mix
UHT



~~1~~
Select
ingredients

~~2~~
Recipe
balancing

~~3~~
Mixture
preparation

~~4~~
Pasteurization
Aging

5 6
Freezing/Service Conservation



Production Methods

Process

Pasteurize fresh ingredients



Ready mix powder



Ready mix UHT



Technology



Pasteurizer



Soft-serve unit



Soft-serve unit



Soft-serve unit

Production Methods

Process

Pasteurize fresh ingredients



Ready mix powder



Ready mix UHT



- ✓ High quality Gelato
- ✓ Uniqueness of the recipe
- ✓ Low food cost

- ✓ Skilled personnel required
- ✓ Higher initial investment
- ✓ More difficult standardization

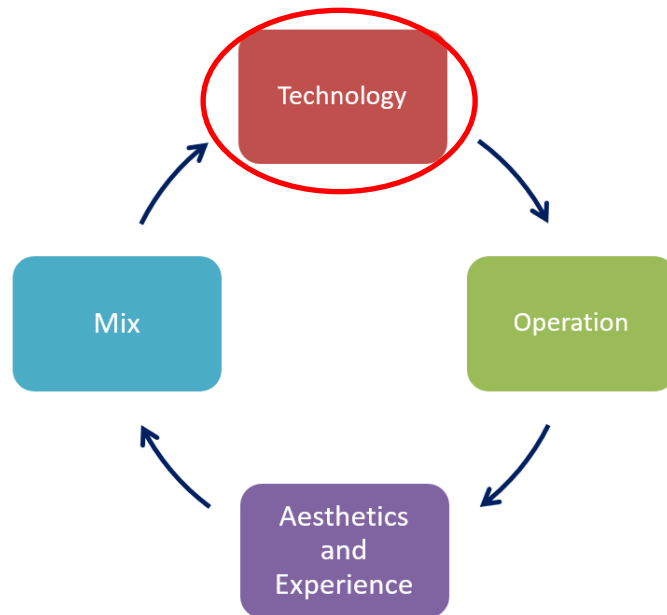
- ✓ Standardized quality
- ✓ Conservation at room temperature of powder bag

- ✓ Food cost can be high
- ✓ Difficult to have dedicated recipes
- ✓ Skilled personnel in every shop

- ✓ Standardized quality
- ✓ Don't need skilled personnel
- ✓ UHT allows a long shelf-life

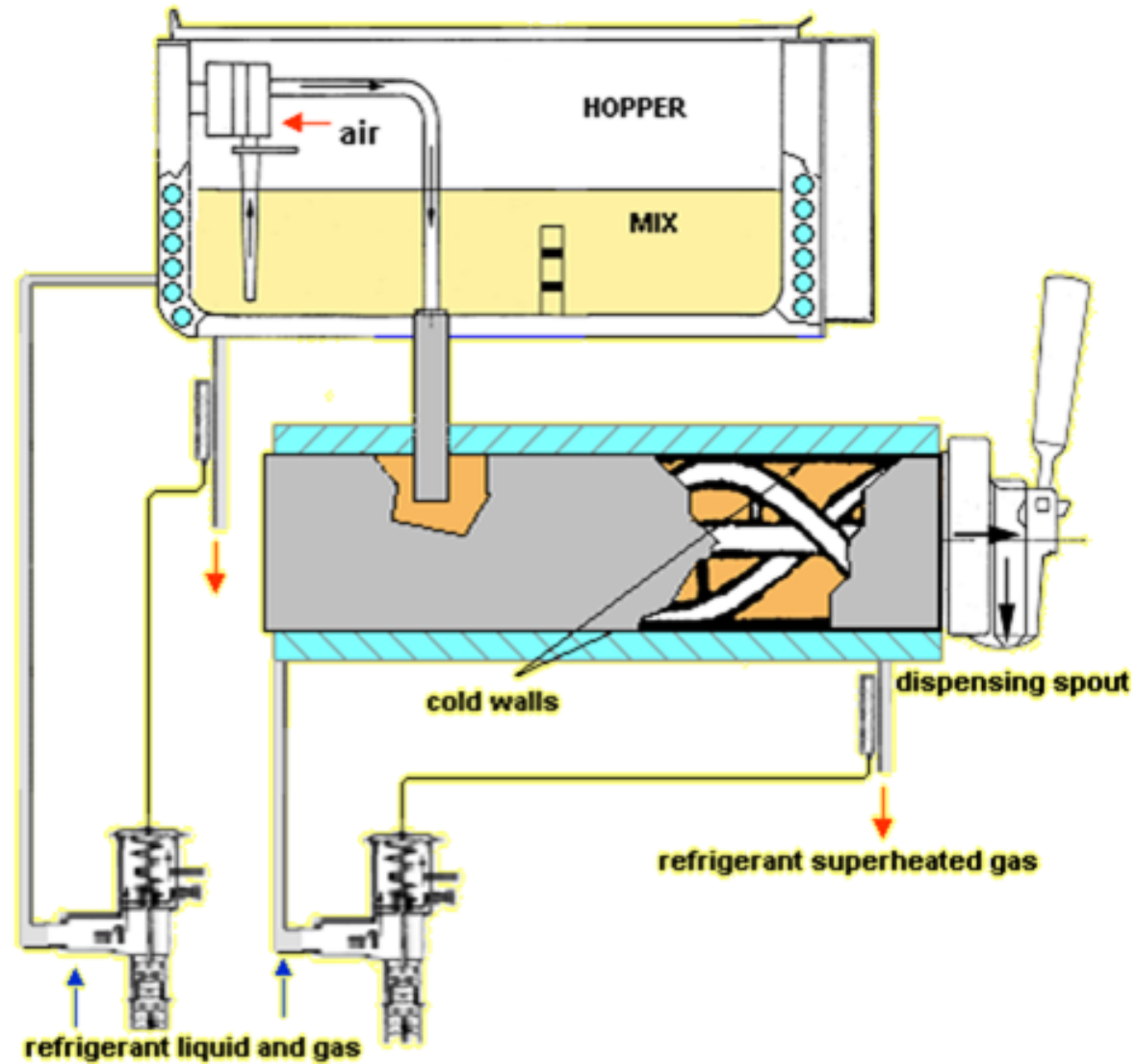
- ✓ High quality difficult to reach (according to the technology)
- ✓ Food cost can be high
- ✓ Difficult to have customised recipes

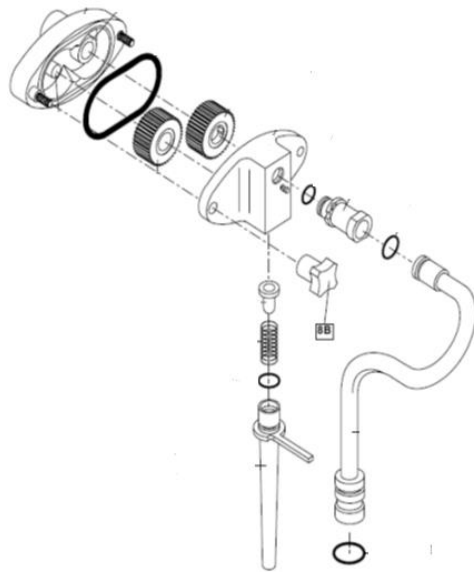
KEY PARAMETERS OF SOFT-SERVE TECHNOLOGY



- 1. Feeding systems**
- 2. Beater**
- 3. Self-pasteurizing**
- 4. Unit types**

Feeding System– Pump





TECHNOLOGY

Gears pump

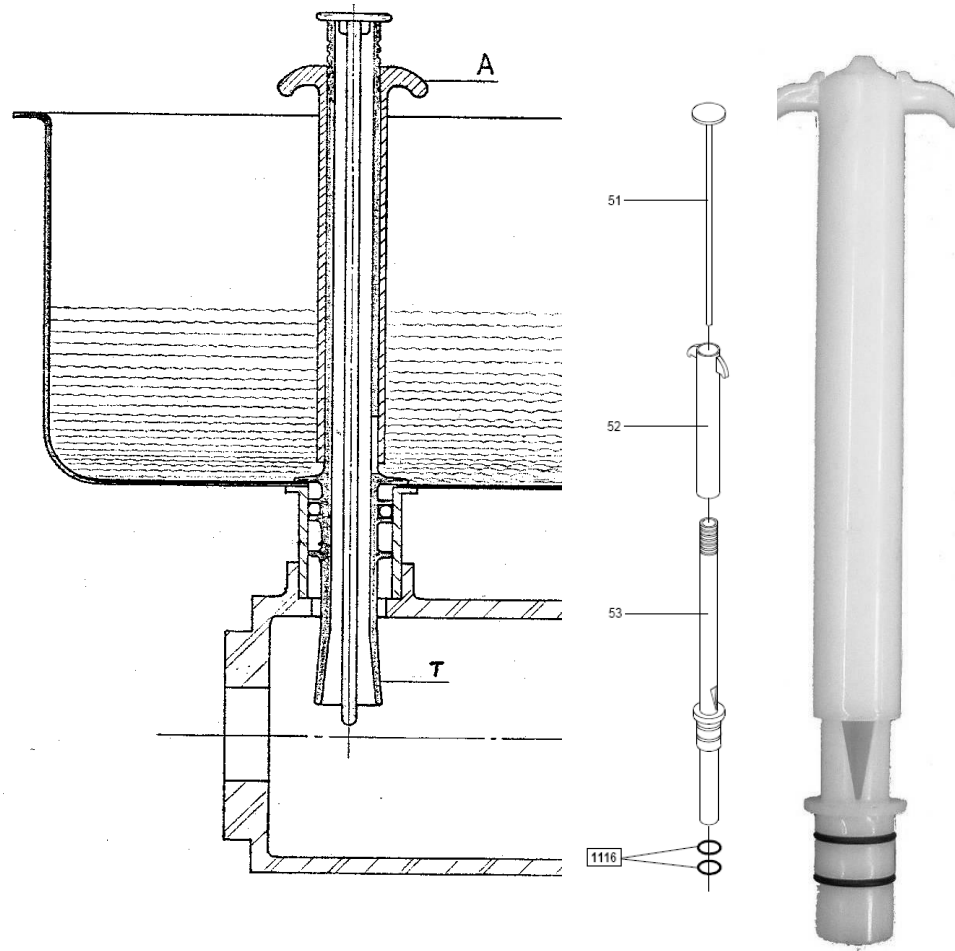
CHARACTERISTICS

Breaks the molecules and forces the mixing through narrow passages.



To adjust overrun changing the quantity of mix; the quantity of air is fixed

FEEDING SYSTEM – GRAVITY FEED SYSTEM



TECHNOLOGY

Gravity feed system

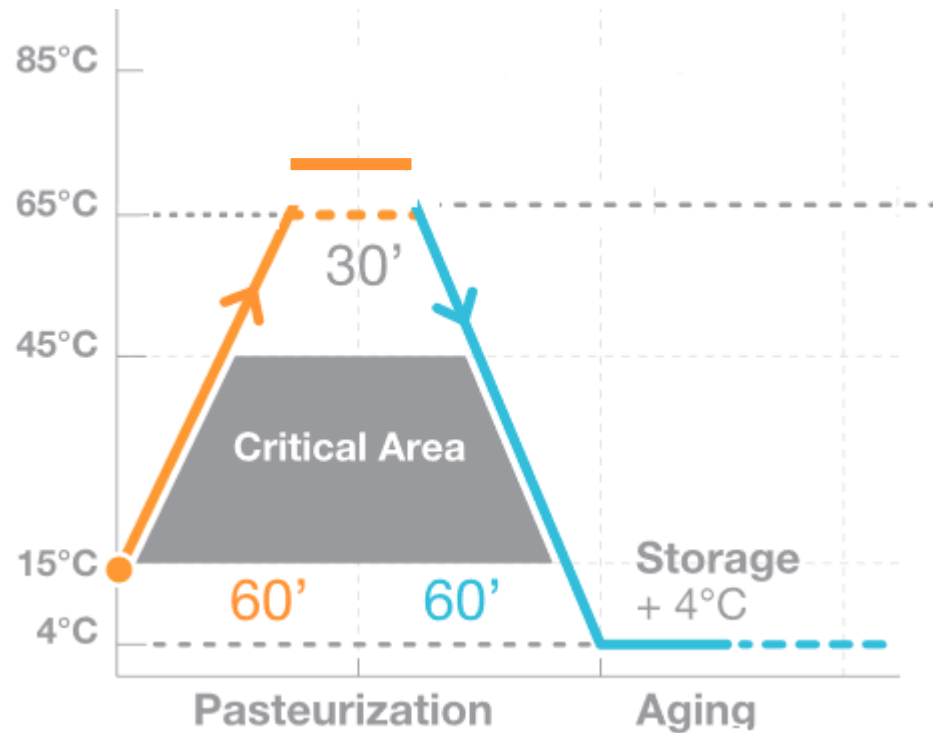
CHARACTERISTICS

Easy to assemble and disassemble.

Different holes to adjust overrun.

To manage products with seeds and fibers.

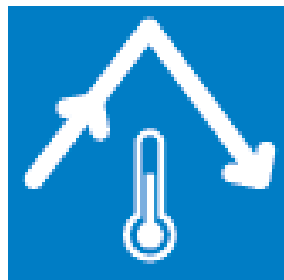
SELF PASTEURIZING



CHARACTERISTICS

To guarantee the maximum hygiene.

Flexibility on the time interval of cleaning and disassembling.



Carpigiani Cylinder – for the perfect product



TECHNOLOGY

Direct expansion evaporator of the cylinder

VALUES

To guarantee the best temperature exchange.

Patented by Carpigiani

UNIT TYPES - COUNTER TOP



161G SP



XVL 1 COUNTER



191 CLASSIC



191 STEEL



241 STEEL



243 EVO



193 CLASSIC



193 STEEL

Key Parameters

- ✓ Production capacity
- ✓ Number of portions
- ✓ Portion weight
- ✓ Rush
- ✓ Maintenance

UNIT TYPES - FLOOR STANDING



Tre B/P



**TRE BP
AV EVO**



**SUPER 3
AV EVO**



**XVL 1
CLASSIC**



**XVL 1
STEEL**



**XVL 3
CLASSIC**



**XVL 3
STEEL**



**241
MAGICA**



**241
MAGICA COLORE**



RAINBOW 3

Key Parameters

- ✓ Production capacity
- ✓ Number of portions
- ✓ Portion weight
- ✓ Rush
- ✓ Maintenance

Air in the soft-serve gelato

- It improves the structure of the soft-serve gelato
- It reduces the perception of the cold
- It increases resistance to dripping
- It increases resistance to temperature changes
- It reduces the perception of the sweetness

WITH THE SAME WEIGHT, IT IS COST EFFECTIVE

Pump vs Gravity- Why do you need air

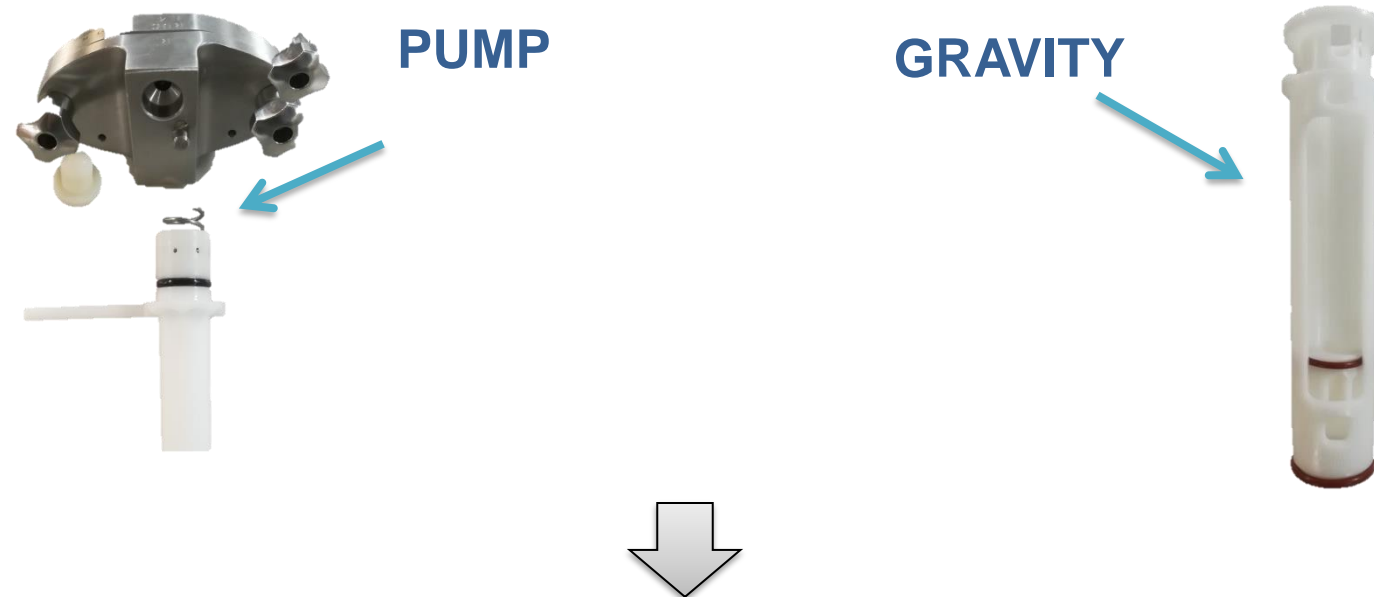


- **Gravity =40%, Pump = 40-80%**
- **Added air makes the soft serve more “whipped” and less dense**
- **More air from the pump = warmer eat**
- **It increases resistance to melting**
- **It reduces the perception of the sweetness**
- **For every 1L you can achieve a maximum of 80% over-run**
- **Meaning 1L =1.8L of finished product, (increased yield)**

How to adjust Overrun

Overrun: the increase in volume of the finished product due to the incorporation of air.

- ◆ The system allows to adjust the quantity of mix that goes in the cylinder, while the quantity of air is maintained constant.
- ◆ Overrun can be adjusted independently from the machine's feeding system.
- ◆ The overrun depends also on the type of mix used.



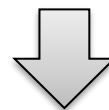
- ◆ The control of overrun permits to produce a creamy and smooth soft cream.
- ◆ Lower overrun results in a cold, wet and heavy product.
- ◆ With higher overrun the surface of the product becomes dry.

How to adjust compactness

H.O.T: a series of parameter linked to the power (P) applied by the beater motor in order to measure the change of consistency of the mix from liquid to finished product.

It is measured using a fictitious value between 0 and 120.

- ◆ Easy adjustment of the parameter set by customer.
- ◆ Repeatability and constant consistency independently by the mix recipe.
- ◆ The consistency is measured independently by the temperature.



- ◆ In general, increasing the H.O.T means lower overrun if other factors remain the same.

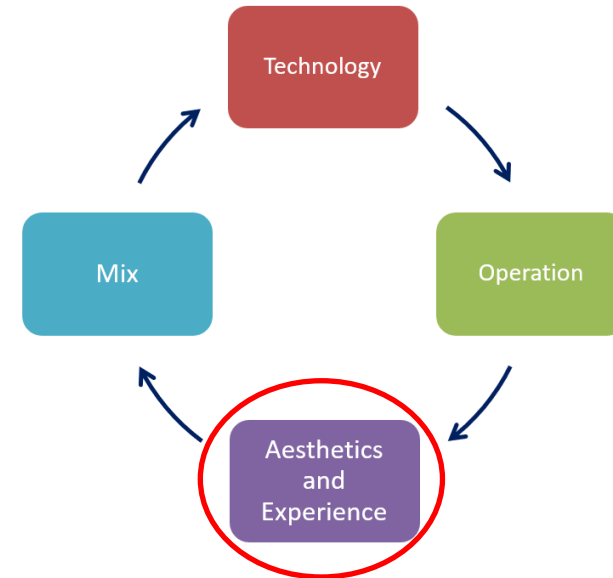
Aesthetics of Soft-serve

How to personalize extraction shape

Round



Round





CARRIERS

The waffle cone has always had a simple, sweet taste with no distinct character or flavour. And as ice cream has evolved, sadly the beloved cone has remained unchanged.

This is now changing

SOFT - SERVE CARRIERS



CONES

SOFT - SERVE CARRIERS



SOFT - SERVE CARRIERS



BOWLS

SOFT - SERVE CARRIERS



TACO

SOFT - SERVE CARRIERS



ICECREAM BUNS

BISCUIT SANDWICHES



GELATO CANNALONI



JARS

Jars or vessels similar I have seen to great effect, they can add to speed of service, used for the character of the restaurant, to tell a story of the ingredient or an offer to take home after a meal.



Aesthetics of Soft-serve

Customer Experience Trends by Future Food Institute

#2 Flavored milk

- Chai milk
- Matcha milk
- Golden milk
- New international market trends



Aesthetics of Soft-serve

Customer Experience Trends by Future Food Institute

Particular attention
to edible - zero waste
approach

#1 Biscuits

- Cookies and ice cream burgers
- Pastry tartlets
- Palmiers

#2 Fruit

- Fresh
- Dried



Aesthetics of Soft-serve

Customer Experience Trends by Future Food Institute

Particular attention to edible - zero waste approach

#3 Chocolate

- Bowls
- Spoons



#4 Other

- Muesli wafer
- Meringue



Aesthetics of Soft-serve

Customer Experience Trends by Future Food Institute

#1 Crunchy

- Chia
- Muesli
- Dried fruit
- Puffed cereals

#2 Spices

- Cinnamon
- Turmeric
- Ginger powder

#3 Add-ons

- Flowers
- Fresh fruit
- Dried fruit cream
- Fruit compotes



Aesthetics of Soft-serve

Customer Experience Trends by Future Food Institute

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Ideas and way to package and deliver soft serve

Hot Dog Brioche
Hot doughnuts
Doughnut holes
Candy floss
Pop corn
Waffles
Crepes
Shake
Pretzels
churros



Ideas and way to package and deliver soft serve



Dessert station concept



Dry Food Dispensers | Large 2L



Dessert station concept

HOME DELIVERY SOLUTIONS



Mixer

Optional mixer with disposable spoons to swirl toppings into the ice cream



FLAVOURED MILKS



CHAI MILK, MATCHA MILK, GOLDEN MILK, INFUSIONS



Aesthetics of Soft-serve

Customer Experience Trends by Future Food Institute

LUXURY SUNDAES

MADE TO ORDER WITH REAL ITALIAN GELATO ICE CREAM

£4.49
Extra toppings: 50p

APPLE AND CINNAMON FUDGE CRUMBLE

Real Italian soft serve gelato with crumble, fudge and an apple cinnamon sauce. Topped with a wafer curl.



CHOCOLATE COOKIES AND CREAM

Real Italian soft serve gelato with Oreo crumbs, chocolate curls, cocoa dust and a chocolate sauce. Topped with a chocolate flake.



BANOFFEE TOFFEE POPCORN PIE

Real Italian soft serve gelato with crumble, melted milk bells, toffee popcorn and a banana toffee sauce. Topped with a wafer curl.



WILD STRAWBERRY ETON MESS

Real Italian soft serve gelato with crumble, meringue drops and a wild strawberry sauce. Topped with a wafer curl.



BLACK FOREST

Real Italian soft serve gelato with chocolate curls, cocoa dust and a cherry sauce. Topped with a chocolate flake.



CUPS & CONES

A CUP OR CONE FILLED WITH REAL ITALIAN GELATO ICE CREAM WITH A CHOCOLATE FLAKE

£2.99
Extra toppings: 50p



CHOCOLATE COOKIES AND CREAM

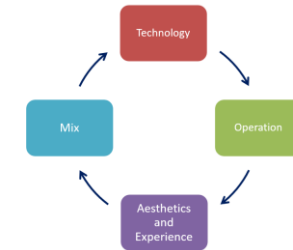
Real Italian soft serve gelato with Oreo crumbs, chocolate curls, cocoa dust and a chocolate sauce. Topped with a chocolate flake.



Produce concept development



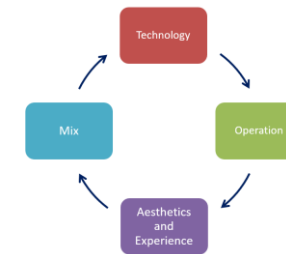
LOVE



Produce concept development



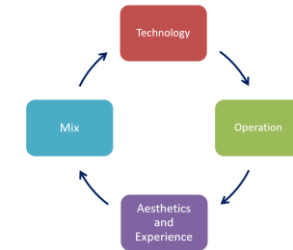
CINEMA



Produce concept development



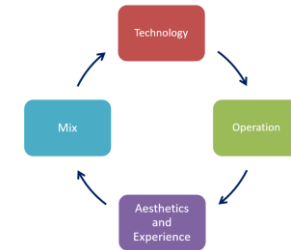
SPRING



Produce concept development



JEWEL



Retail Formats

Stand-alone Soft-serve Shop

- Rich variety of toppings
- Unique world creation



Fresh Fruit



Retail Formats

Stand-alone Soft-serve Shop

- Rich variety of toppings
- Unique world creation



Fresh Fruit



Ice cream shakes



Shake	Sales price	Food Cost	First Margin	Food cost split	
Shake	£3.95	£0.60	85%	Soft Ice Cream	£0.30
				Milk	£0.10
				Syrup or sauce	£0.10
				Cup & straw	£0.10



The image features four milkshakes in clear glass mugs with handles, arranged in a row against a dark background. Each milkshake is topped with a pink straw. From left to right: the first is a caramel milkshake with a large swirl of whipped cream and a croissant; the second is a chocolate milkshake with a thick layer of chocolate, pretzels, and whipped cream; the third is a vanilla milkshake with a thick layer of whipped cream, a donut with colorful sprinkles, and a drizzle of vanilla sauce; the fourth is a chocolate milkshake with a thick layer of chocolate, a marshmallow, and whipped cream. The word 'SHAKES' is overlaid in the center in a bold, white, sans-serif font.

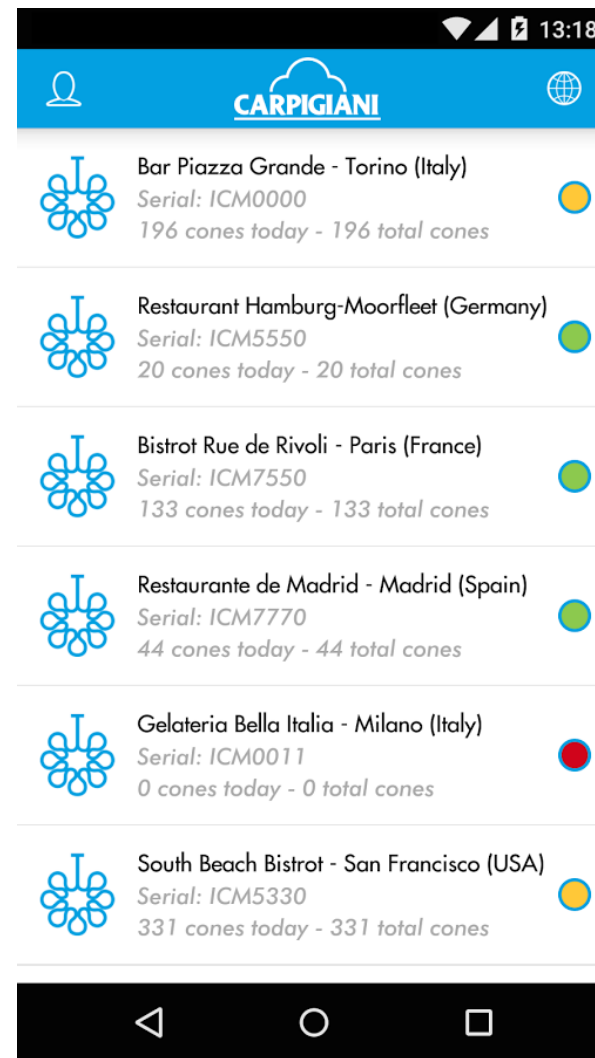
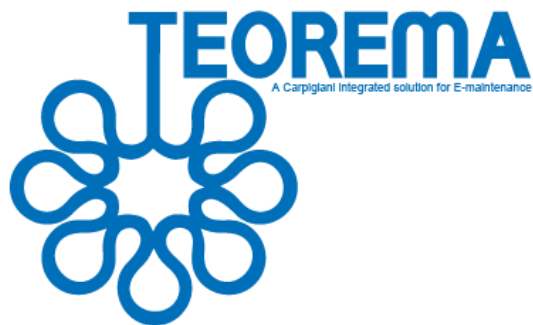
SHAKES

SHAKES FLOATS FROZÉ AND BLENDED DRINKS



MODULE NUMBER 8





All Carpigiani equipment comes with a minimum 1 year parts and labour warranty.

- You will be supported by our service department and team of 55 factory trained engineers.
- Technical telephone support is also included via our UK service desk.
- The warranty cover is 7 days per week, 364 days per year excluding 25th December.
- Callout is within 24 hours from the time the call is placed.

We have invested heavily in CRM systems (Servicemax), training and spare parts provision (both 'van stock' and warehouse / mail order stock holding).

Our own service desk directly manage, track and deployment of our nationwide team of expert engineers who use hand held devices for all system administration and communications (electronic signature & reporting). We pride ourselves in delivering sector leading levels of service and aftersales expertise.

