

Rigo® and its high performance spray guns

Spray guns is what Rigo® is all about, and has been ever since the company started operating.

Over the seven decades of its activities, the company has adopted the most advanced design and production technologies to create increasingly high-performance models to fully meet all end-user needs.

"As far as our spray guns are concerned," says Riccardo Rigolio, managing director at Rigo®, "from the 1950s to the present day we've seen **the species evolve**. This has enabled us to embed the most advanced technical and performance specifications into the latest models on offer within the marketplace. We can now provide our resellers and those who use our products with ACT spray guns incorporating HVLP PRO (professional grade) technology, which can be used with Rigo® Turbine products, and AXV spray guns incorporating LVLP, which can be used with line compressors".

Rigo® sales director Vincenzo Cattaneo adds, "These products fully meet the needs of the Rigo® **painting systems project**. They're the outcome of our skills and our knowledge of the sector - skills and knowledge consolidated and constantly implemented with an eye always on end-users".

Rigo® and its spray guns

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The new generation of Rigo® ACT and AXV are high performance spray guns, and their HVLP and LVLP technologies enable ever-increasing performance ratings.”



are co-protagonists in the history of the company and of the sector...

Riccardo Rigolio- Rigo® is currently able to provide the market with high performance spray guns. This is because, over time, we have probed and tested all the technologies used for spray application, the HP system (air compressor feed), the HVLP system (turbine feed), and the LVLP system (a hybrid of these two systems). We developed these alternatives with our know-and our choice of materials at all times in accordance with our corporate policy of ensuring maximum efficiency at all stages of the production chain, from design to product distribution.

A coherent track record that goes back a long way ...

Riccardo Rigolio- In the 1950s, my grandfather bought the first paint spray guns from a local company, in order to broaden

On these pages, some spray guns which belong to the history of Rigo® and have contributed to building up the entrepreneurial successes; lower right and on the following pages, more recent and higher performance models able to meet any application requirements.



L7R



RAA

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RAD

the range of products on offer, commercially. Soon afterwards, in the 1960s, he realised this was no longer an advantageous business practice. He therefore decided to manufacture the paint spray gun himself. He used a shell mould and a casting process that ensured satisfactory results, but also many rejects: only about 150 out of 500 casts could be used. The guns, bored, were produced to target the market of professionals. Distribution was still restricted to a more modest level than the huge mass distribution of later days. Rigo® guns were mainly distributed abroad, in the Greek and Venezuelan markets. Given the lack of a sales network and of a sufficient number of representatives, the guns were sold only in a few areas in Italy. During these years, Rigo® managed to make a name for itself, and the market responded positively, due, above all, to the quality of

production. So, Rigo® managed to get a foothold in an arena occupied by major competitors. Marketplace veterans shall recall the velvet samples box. Furthermore, during this period, paint spray gun production diversification took place, given the new demands and new materials. A second generation of guns was devised during the 1970s. These injection die-cast guns featured a built-in handle and grey Teflon. There was a boom in sales during the 1980s, above all within the consolidated South American market. Entire containers of guns, with 9000 production items each, were shipped out by the company on a regular basis! Thanks to the new production systems and recent automated machinery, as many as 17 new features appeared on the body of the RAA guns. These features were to set our products apart from our competitors'.

So, everything was going just fine until...

Riccardo Rigolio- It was when we stopped producing high pressure guns between 1992 and 1993 with sales therefore ending between 1995 and 1996. The reasons are complicated. It was a tough choice. The decision was made on the basis of certain inescapable conclusions. The main market, Venezuela, was now missing. The

moulds were damaged and worn, and the production machinery was becoming obsolete. The costs were no longer sustained by demand. Rigo® therefore focussed on low pressure (HVLP) guns, and guns for polyurethane foam (1KPU). It was a decision which upset many among our loyal customer base.

It was at that stage that you began to constantly monitor market movements and moods...

Riccardo Rigolio- In line with our strategy of constant improvement and a close tie-in with the needs of our customer base (paint shops and hardware operators catering to the car body shop, industry and steelwork sectors), and following reorganisation of the sales network, we decided to go back to producing and selling guns with line compressor feed.

At this point something truly important happened. While we were



ACT HVLP



ACT-S HVLP



ACT-AS HVLP



AXV LVLP



AXV-AS LVLP

working on development of the HVLP PRO gun, we discovered we already possessed LVLP technology. So we created the new AXVs, meeting the most state-of-the-art needs of the marketplace.

The first step was to combine ACT spray guns with HVLP PRO technology and Cart Turbine. We then created two more HVLP PRO guns, one with a lower fluid cup with bayonet closing and the other with an upper fluid cup with air regulator, which we then replicated in the AXV models with LVLP technology. The AXVs were flexible spray guns for tasks ranging from large-scale work to finishing work, which was already possible with the RAA and RBC guns.

The new generation of high performance spray guns has a lot to tell the marketplace ...

Riccardo Rigolio- Right! The ACT and AXV spray guns are suitable for application of all paints, whether water or solvent based, on supports of all kinds, providing smooth, uniform surfaces. The technology with which they were designed ensures extremely precise results with minimal waste, thus improving the performance ratings for painting operations.

The HVLP system is what placed us among the most highly qualified competitors in the field of

spray application. Accompanying the high volume of air handled, we have a low pressure generating high transfer of the product while curbing overspray.

The LVLP system is a new development in the field of spray system engineering with a low volume of air corresponding to a low pressure generating very high transfer of the product with practically no overspray.

All the new spray gun models are backed up by a Rigo® mechanical innovation, namely a system that blocks the output air when

the lever of the spray gun is not deployed, enabling separate capacity and pressure adjustment and, in turn, optimisation of the application -as a function of the density and viscosity of the product to be applied- and, therefore, optimisation of results.

All the new spray gun models are fitted with an air cap that can be turned to obtain various types of sprays (vertical oval, horizontal oval or round) with a markedly limited mist effect.

Furthermore, the spray guns are constructed in die-cast metal, with components in metal, and PTFE (Teflon)-coated body, reflecting the attention we constantly pay to the robustness and durability of our equipment. Lastly, the colour differs so that this gun can be readily distinguished from the current black HVLP guns.

So, it really is an evolving species...

Vincenzo Cattaneo- It's an evolutionary stage which came about spontaneously as a result of the corporate strategies of Rigo®. Since we've always been in the spray guns sector, we're used to looking out for the best performance ratings and best safeguards for workers and environments. The sector's operators are already familiar with the strengths of the HVLP system. With the new LVLP,

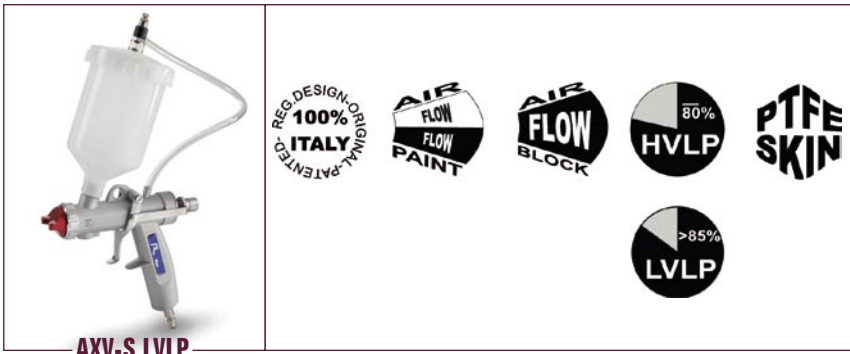
THE THREE-PARAMETERS RULE

SYSTEM	bar	Lt/min	TRANSFER EFFICIENCY
HP	4 - 8	100 - 500	35%
HVLP	0,2 - 0,5	1500 - 2500	70-80%
LVLP	1,5 - 2,5	180 - 360	>85%

TRANSFER EFFICIENCY

HP 35% HVLP 70-80% LVLP >85%

The enclosed diagram clearly shows that the parameters of pressure, capacity and transfer efficiency performance rating, are vital in distinguishing between the various Rigo® spray gun systems. Each system is characterised by these three parameters (over and above the other variables). The combinations of these parameters enable a variety of results.



we have quite simply directed our thinking and our design practices toward elements that were already a part of our know-how in order to combine them, and respond to new performance-rating needs while providing the right quality-price ratio.

What are the benefits of the new spray guns for sector operators?

Vincenzo Cattaneo- There are many positive aspects of this new generation of high performance spray guns. These aspects are important from both the operational and economic angles.

The operators using these spray guns see the benefits in the results, with limited overspray and little waste of material. This translates into material and time savings during the stages of preparation, maintenance and work.

The environmental and user-health benefits of this new generation of spray guns are equally significant. With these spray guns, no extraction is required for painting. There are fewer emissions in the air and lower vapour levels to inhale.

Economically speaking, optimal transfer reduces waste, labour time and quantities of material to be used.

market is ready to accept the new spray guns?

Vincenzo Cattaneo- For the market, we are now proposing the top of the range for spray painting equipment, and we believe we must also create a culture in this field because high performance spray guns might really be a milestone for painting techniques. We firmly believe that, when people understand the added value of these products, operators will increasingly come to bear them in mind as an aid in the work they do on a day-to-day basis.

But Riccardo, you're also looking to 2.0 generation spray guns ...

Riccardo Rigolio- When we say evolution of the species, we're perfectly aware that our spray guns are products of the corporate philosophy of Rigo®.

It's perfectly normal for us to tend toward constant improvement and renewal!

We're already working on the ergonomic aspects of the AXV-LVLP spray guns, as well as their look and the performance ratings. We're testing modifications and additional design features that will make our equipment even more efficacious and efficient!

In a nutshell, our aim for the immediate future is to be protagonists once more in the sector of painting for the crafts sector, boating and boatyards, thanks to the new AXV (LVLP) project, deploying all the knowledge available to us to create a top quality product. ■

A HISTORY OF HIGH-PRESSURE GUNS THAT STARTED UP MORE THAN FIFTY YEARS AGO!!

1950s - Rigo® buys first paint spray guns from a local company, in order to broaden the range of brand products on offer.

1960s - 1st generation: Rigo® makes own guns with own brand, mainly selling abroad (Greek market and Venezuela), and in some in sales areas in Italy.

1970s - 2nd generation: evolution of Rigo® guns. The company manufactures guns by injection die-casting, featuring a built-in handle and grey Teflon.

1981 - Boom in sales to the South American market: entire containers, with 9000 items each, shipped out on a regular basis by the company in Olgiate Olona!

1993 - High-pressure gun production interrupted between 1992 and 1993.

1996 - High-pressure gun sales interrupted between 1995 and 1996.

2014 - 3rd generation: alongside spray guns with HVLP PRO technology, the new AXVs, embodying LVLP technology.



Do you think that the