

Rigo®: the cradle of culture for polyurethane foam spray guns

REG.-DESIGN-ORIGINAL-
PATENTED-**100%**
ITALY

In business for seventy years, Rigo has developed design and technology solutions that have simplified and optimized all spray application activities related to the construction industry.

Constant attention to research and development has led to the creation of devices with improved performance, often forerunners of new application processes.

This was the case with spray guns for the application of polyurethane foam, a Rigo-branded invention resulting from the specialization and expertise of the Lombard company. With this solution, Rigolio, who has always been a captain of industry, has been able to offer to the market a real innovation that has changed the way of working in

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What lies behind a gun that dispenses foam? Much more than we would expect as they tell us at Rigo®! They, in fact, aim to create a product culture and new rules for the market.”

every construction site.

“It all started over 30 years ago -in 1983- from the request of a Belgian chemist who had turned to us as an inventor and formulator of polyurethane foam and was looking for a way to apply it that could enhance its performance and preserve its characteristics, explains Riccardo Rigolio, the CEO of Rigo. For us it was a simple task to adapt a mechanism that we had already invented for low pressure painting: we had, in fact, been working on the technology behind our HVLP spray guns. Our technical and design skills enabled us to create a perfectly reliable and expertly balanced spray gun from a mechanical and ergonomic point of view, a true benchmark model,



gun PU30



gun PU40



gun PU50



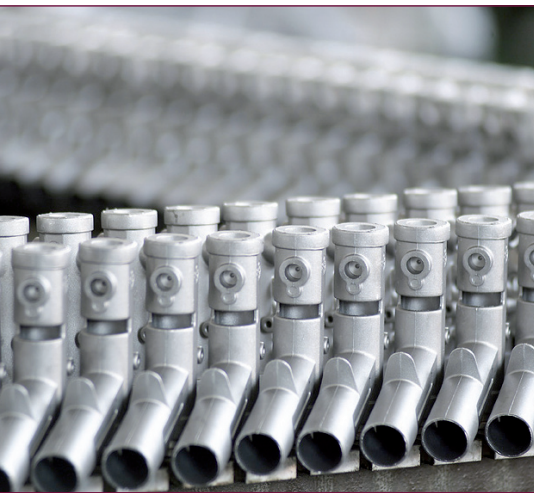
gun PU60

model PU30: it combines excellent performance with a favourable price, it is light, ergonomic, made of a non-adhesive thermoplastic material;

model PU40: professional, on an extremely light metal base, it optimises the gun weight;

model PU50: specifically conceived to solve the problems caused by screw-mounted cylinders, it uses a highly technological material and the “Safety-System” regulator;

model PU60: for professional use, featured by a unique design, it has been on top of the line for over 30 years: sturdy, excellent, constantly performing all over the time, complete with a device for regulating dispensed products, almost maintenance-free and spare parts always on hand.



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often copied but never matched in the spray gun market that developed in the following thirty years. "Rigo has always stood out with its careful analysis of the most advanced and alternative materials, making it possible to study the most appropriate and innovative solutions one at a time - continues Vincenzo Cattaneo, Sales Manager. Moreover, the reasoning behind our products and, therefore also behind our polyurethane foam spray guns, is that each piece must be able to guarantee the same, absolute performance characteristics which remain unchanged over time".

What are the characteristics of your polyurethane foam spray guns?

Riccardo Rigolio- In case of polyurethane foam spray guns, the important features are reliability, progression of force, repeatability of action, stop safety, optimization of balance between the length and diameter of the barrel, lightness and handling.

All these features are part of the models we have developed over the years and improved and implemented over time: for example, in terms of innovation and performance, we have developed new models in which the body made of die-cast aluminum, while light, has been replaced by plastic and

we have paid particular attention to customizing every little detail to really highlight the difference between high-quality products and low-quality ones.

So producing high-performance spray guns was a 'physiological' process for Rigo...

Riccardo Rigolio- I would say yes: the process of research, design and production in the name of quality is something we work on every day, just as the evolution in the choice of materials used.

It must be hard to defend the 'intellectual' content of a device like the polyurethane spray gun...

Riccardo Rigolio- Yes, it is really difficult and unfortunately our products have been copied often: however, our superiority always manages to put us in the lead by virtue of the experience and expertise that is inherent in the way we work and manage the company.

With a production capacity of over 600 thousand pieces per year, today our polyurethane spray guns, available in several hundred models starting from a base of 12 basic models customised in a suitable manner, allow us to meet any kind of requirement, enhanced with unique and innovative acces-

sories.

For the last four models we developed, we have applied for patents for every detail and in every country where they are exported to provide an absolute guarantee of Rigo quality, Made in Italy excellence and our product features.

The qualitative process thus is not limited to design and customization but also extends to post-production checks, traceability and post-sales assistance: our spray guns are checked one by one and guaranteed by laboratory tests that certify based on rigid and internationally recognized parameters.

Your assortment of polyurethane spray guns is destined for multiple uses and truly global dissemination ...

Vincenzo Cattaneo- Our products are really present around the world, customized based on specific requests in terms of colour, finishes, barrels, packaging or exclusively designed based on specific requests.

Our marketing decision today involves adding a new distribution activity to that already in place through sales networks and channels that are established, managed and governed by the brand owners the spray guns are customized with.

Rigo, in fact, intends to control distribution in the Italian market with its own initiative, through distribution channels not used by our customers.

The Italian market for polyurethane foam is particular and so our goal is quite ambitious: in addition to wanting to build a new market for our products, we aim to create a true culture of polyurethane spray guns, making professional and private clients understand the benefits obtained from the use of our devices.

A challenging goal...

Riccardo Rigolio- Definitely. Creating a product culture is our mission also in other areas of production: we want to teach professional as well as private clients the difference between a low quality product and products with proven and certified quality and we want to do with this using our business, tools and instruments as examples.

We believe that working with a quality tool is the best way to learn to appreciate its winning features.

Which also brings about



a change in the market rules...

Vincenzo Cattaneo- This is also true: today the Italian market for polyurethane spray guns is an unregulated market where production carried out by big brands alternates with the import of products of low value and a low price-quality ratio.

We have the know-how, design skills, experience and expertise to begin to sensitize the sector to the choice of suitable products. Considering all this, we have developed four models of polyurethane spray guns able to meet the needs of private and professional clients, featuring excellent performance and an excellent price/quality ratio: we plan to go directly to the market with these product offers.

It is a decision that positions us as players in a market where we are already present in an indirect manner.

So this new product range will also respond to the corporate strategy of Rigo...

Riccardo Rigolio- Absolutely. We will perform inspections and tests on these spray guns also, ensuring complete traceability and the preparation of a true identity for each product, for use and consumption by professionals in the industry. Moreover, every element that constitutes our four 1K PU models has the same characteristics of durability, robustness, completeness, strength, ergonomics, typical of our production philosophy.

And again, design solutions that are both aesthetic and ergonomic are important. For example, we try not to include screws in the assembly of the piece and work for the maximum simplification of the spray guns for safer use and easier and more effective maintenance.

We are convinced that our consistently correct, ethically transparent and clean way of working, can result in this, demonstrating the true potential of Rigo products and the company that designs and creates them. ■

58, A NUMBER, A MEANING, A STORY, A PRODUCT

58 is not a random number for those who love the world of motorcycling such as Riccardo Rigolio: it is, in fact, the number of Marco Simoncelli, the motorcyclist who is part of the history of motorcycle racing and has left a mark in the hearts of fans and others with his skill, loyalty and humanity. To commemorate Simoncelli and his clean and adventurous style in both sports and in life, Riccardo Rigolio has created a spray gun, the R58, with a particularly nice design featuring his colours and characteristics that represent the same values.



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"It's a tribute to a person -says Riccardo-, an idea that could become a way to contribute to the foundation dedicated to him. It allows me to express my passion, the same that I put into my work and feel for things that involve me in my free time, that have a deep value and meaning to me".