

Rigo® polyurethane foam guns: simply peerless!

Thanks to the study work carried out by Rigo® and its hands-on field trials, we may now present these top-performing polyurethane foam guns. Since 1983, manufacturing has complemented the activities of the company. Like all Rigo® spray painting devices, the foam guns, too, are the fruit of the rigour and skills base of their designers, and their deep knowledge of the raw materials used, the products to be applied and the surfaces for application.

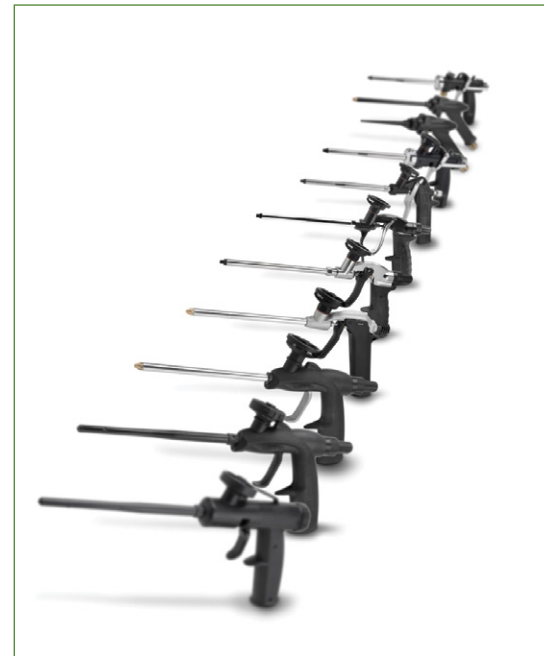
The 'fan base' for Rigo® polyurethane foam guns includes major international players renowned for their track records and reliability. Designed and manufactured solely in Italy, these guns are not only marvellously user-friendly; they're attractively designed too!

2019 sees the arrival of two new models, produced to supplement the already well structured supply side that Rigo® has already developed in order to enhance the efficiency and effectiveness of the work of our customers.

But let's hear what Riccardo Rigolio - the managing director -, Vincenzo Cattaneo - the sales manager -, and Elisabetta Morelli - the Italy marketing, communication and customers manager - have to say about all this!

Riccardo Rigolio, Rigo® polyurethane foam guns fully reflect your corporate

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Rigo® polyurethane foam guns are fully and transparently guaranteed by a truly reliable company - the products of relentless research, and development of new solutions.
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RIGO® STRENGTHS

- **Rigo® guns for dispensing polyurethane foam (1K PU) are 100%: made in Italy.** The entire production cycle, from design work to manufacturing and testing, takes place on the premises of Rigo®, thus ensuring constant quality over time.
- **The plastics and/or metals used have been optimized** as regards their mechanical and ergonomic characteristics, lightness and sturdiness. A perfect blend of components and qualities.
- **Specific surface finishing solutions** for the targeted sector. Please note the use of PTFE, simplifying maintenance.
- **Guarantee of user safety**, 'wired in' from the design stage on, through to manufacturing (flow adjustment system for occupational and user safety).
- **Original technical solutions** - enabling optimal use of Rigo® guns with most polyurethane foam (1K PU) cans available in the marketplace.

RIGO®

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COMMERCIAL INFORMATION

philosophy and strategies. That much is very clear. Furthermore, these criteria apply to all the equipment you design and manufacture ■ ■ ■ **Riccardo Rigolio-**

Right! One of our bedrock principles is that if our equipment is to be successful it absolutely must provide optimal solutions for the needs arising out of the marketplace and expressed by users.

We at Rigo® closely monitor developments within the marketplace, and regarding raw materials and systems for construction. Our interactive approach means we can see how our equipment might get used in any given situation. We team up with people in the trade and with producers. This means we can cater for all the day-to-day needs of users as and when they arise.

Tell me about what sets Rigo® polyurethane foam guns apart from what your competitors offer?

Riccardo Rigolio- First and foremost, the absolute quality of the components. This is a must for us as manufacturers. We don't cut costs when it comes to the quality and performance ratings of our products, not to mention maintenance and durability. A further fundamental factor is the design stage. The fact that we have an in-house office that works on design and feasibility issues means that the work for each project is done in



RIGO® FOAM GUNS, SINCE 1983

On the strength of the experience gained since **1944** in the field of design and manufacture of top quality high- and low-pressure painting equipment, in **1983** the production capabilities of **Rigo®** were broadened out to include single-component polyurethane foam guns (**1K PU**) with screw-attachment canisters for the **trade sector**, using the "private label" formula.

In the construction sector, these guns are used for installing fixtures and fittings, windows and doors; setting imbrexes and roof tiles in general; insulation (sound and/or electric insulation panels, lagging); infilling, sealing cracks or cavities, gluing panelling and so forth.

Rigo® manufactured the very first gun in the world for polyurethane foam, derived from models for spray painting. This gun led to the development of many other models, worldwide.

Thanks to its **know-how**, **Rigo®** assists the major international foam producers and distributors with its top quality, innovative, patented, specifically customized products. This is why **Rigo®** stands out from the competition with its unique, original items.

The **philosophy adopted** by **Rigo®** is one of respect for its social context, ethical and regulatory. Indeed, all its products are manufactured using only the most modern technological resources. **Rigo® guarantees CE conformity**, and uses eco-friendly, non-toxic, 100% recyclable materials.

The **mission** that **Rigo®** sets out to fulfil as a market player is that of providing products that target the specific needs of their users. **Rigo®** guarantees functionality and quality for all users.

real time. We test all proposals, and each stage is stored away for future reference. This means our 'toolbox' is always full of decidedly valid solutions, proposed or suggested. Our manufacturing facility is implemented and re-organised constantly over time, as a function of our need to manufacture our goods flawlessly and in line with increasingly efficient time schedules. This rounds off a virtuous circle that translates into benefits for the users of Rigo® equipment. Each and every detail that facilitates use and ensures greater durability (in performance and life-cycle terms) is fundamental. Moreover, just look at our guns. They're attractive. These attractively modern design features are a real plus.

Tell me about polyurethane foam guns as a product, structurally speaking, within the Italian marketplace and also elsewhere. ■ **Vincenzo Cattaneo-** Rigo® 1K (i.e. single-component) polyurethane foam guns are sold as a private label product with considerable potentials for customizing the item for the major foam producers worldwide and major distributors of construction materials and equipment. We sell our 1KPU gun in more than 40 countries in Europe and the American continent. The big international brands consider the 1KPU gun a high added-value piece of equipment for their foams (foams are practically always their core business). Due the quality

POLYURETHANE FOAM GUNS – THE TRULY GREAT RIGO® FAMILY!

New entries: FOX A1 and RXR

The new **FOX A1** and **RXR** models will soon be launched. Their original, ergonomic design features, embody the experience gained by Rigo® in more than 35 years spent faithfully serving the marketplace as a manufacturer. These models may be 'new-born babes', but they'll soon set the new global standard for the polyurethane foam market!



The great favourites – RLR/P50

The **PU50** model's uniqueness lies in the type of adjustment included for dispensing the products. The model was devised as an answer to a current problem in polyurethane foam guns. The Safety-System adjustment mechanism enables precise setting, constantly over time, of foam dispensing. This improves the overall yield. This patented system puts an end to a number of risks (safeguarding both the workplace and the user). Our unique, original, registered design solution brings together the best materials and provides a satisfactory quality/price relation.



RLR

Our top bestsellers: FOX/PU30

The **PU30** model provides performance ratings of excellence at a great price! We've registered the design, and the materials are of the highest order. Lightweight but sturdy, user-friendly and ergonomic - the body and lever are entirely in thermoplastic. The slim extension is in metal, with a diffuser.



FOX

Two more good reasons for loving Made in Italy: ECO/PU40 and MULTIFOX

The **PU40** model was designed and industrialised for a product in metal that was to be as lightweight as possible. Given the materials used - aluminium and thermoplastics - and the technological finishings, this is an extremely lightweight gun for trade users.



ECO

The **MULTIFOX** gun is perfect for certain more challenging tasks. It's a real "concept gun" that you can configure according to your own needs. This foam dispensing gun is markedly compact and sturdy. It can be used with plastic diffusers and tips, varying in form and function. It was designed for work in cramped, awkward spaces or when a gun with a cannula of a normal length - with the addition of a disposable tip or extension, in plastic - takes up too much space.



MULTIFOX CON SET UGELLI

58: a number, a meaning, a story, a product

58 is a very special number for fans of competitive motorcycling, like Riccardo Rigolio. The number 58, is Marco Simoncelli's number. Simoncelli's name is part of the annals of competitive motorcycling. His admirers, fans and others, remember him fondly not only as a marvellous biker but also quite simply as a person for whom the principles of loyalty and humanity meant so much. To commemorate Simoncelli and his approach to sport, and to life itself, Rigo® devised its R58 gun. The marvellously elegant design features of this gun, sporting his colours, are a tribute to these values. "We celebrate the person," says Rigolio. "An idea that might serve as a contribution toward the foundation dedicated to his memory, and a means for me to express my passionate dedication to what I do, not only at work but also when I'm away from work. For what moves me from within, and is of value and deeply meaningful".



R58 MARCO SIMONCELLI

and reliability of Rigo® products (100% made in Italy), these brands consider them a resource capable of boosting their own fortunes. The way they see it, they don't want to risk their foam market share by presenting their own brand in their catalogues alongside perhaps cheaper but less high-performance products (the quality of which often leaves much to be desired). The market share may indeed be in the nine-zeroes or even ten-zeroes bracket. That's why they look to us. And we deliver rapidly and most efficiently via a logistical and manufacturing system capable of minimizing use of customer storage space.

An analysis of the Italian market conducted some years ago indicated that, at the paint products and hardware stores, and the retail outlets here that deal in polyurethane and the pertaining equipment, not only are there products bearing the major brand names, but also imported 1KPU guns (no brand or the importer's brand), manufactured on south-east Asia. These products are often very low quality. They are practically identical to each other design-wise. However, the distributor or importer applies a high price to the retailer. In other words, for these imported models, the price the retailer pays has to do practically entirely with the various mark-ups along the long chain that brings the product to the customer, as opposed to the original cost of the product. Rigo® therefore decided to launch a family of guns dedicated specifically to the Italy market: four basic models, with added characteristics and prices that rise accordingly, also for minimal quantities, the prices for which are as for the imported goods and often even lower. This move was fairly successful. Now, three years on, the family of articles

RIGO® AND POLYURETHANE GUNS – IT ALL BEGAN LONG LONG AGO...

Riccardo Rigolio explains: “The first polyurethane gun came about to meet the need of a Belgian chemist who was seeking a system to efficaciously apply polyurethane. A device that would conserve the characteristics of polyurethane while enhancing its potentials. The prototypes and solutions that we had already studied for low pressure painting work provided an excellent starting point from which to manufacture polyurethane guns. The consistency we had achieved, technically speaking, enabled us to immediately manufacture reliable guns that were perfectly balanced in the mechanical and ergonomic senses. That’s how the world’s very first metal foam gun came into being – from our MRI/MRS airbrush!” He adds, “The PU60, model boasts unique design features, and we’ve been manufacturing it now for more than three decades. It’s emblematic of our history. It’s a sturdy gun. The yield over time is constant, unvarying. It’s unique for its type, given its fully metallic structure, derived from our MRS/MRI painting product, in use since 1968. Thanks to the metallic materials used and the outer finish in PTFE, this product is practically indestructible. It’s also very easy to clean. Which means it’ll last... it’ll go on practically forever”.

MAD >
MRS V



for the Italy market has risen to six items, with blister-packed consumables. We are satisfied with the effort we made here.

What new entries can we expect for 2019? How will you position them alongside the already existing Rigo® supply side? **Vincenzo Cattaneo-** We’ll try to be even more competitive in 2019, launching innovatively designed products with enhanced performance ratings and improved ergonomics. These new models were designed so that they become the new reference standard for 1KPU guns. In keeping with the principle of genuine innovation, according to which technological progress goes hand in hand with increased economic and productive efficiency, we shall improve the quality/price relation. The new model will replace the current supply side in due course.

■ **We at Rigo® closely monitor developments** within the marketplace, and regarding raw materials and systems for construction. Our interactive approach means we can see how our equipment might get used in any given situation.

“One of our bedrock principles is that if our equipment is to be successful it must provide optimal solutions for the needs arising out of the marketplace and expressed by users”, Riccardo Rigolio.

Elisabetta Morelli, tell me about the added value that comes with a continuous-cycle process - from design through to production - in such a competitive ambit as polyurethane foam guns? **Elisabetta Morelli-** If you want to be competitive, you must provide top-quality, user-friendly products with high performance ratings. Since we are capable completing the entire cycle internally - either starting from a request received from the customer or from our own experience, or an innovative idea - we can improve our products, perfecting them detail by detail and stage by stage. This enables us to offer the marketplace ideal products that have been looked into from all angles, down to the very last detail.

To what extent does ‘made in Italy’ factor into all this, in such a tough marketplace, both in Italy and abroad? **Elisabetta Morelli-** Made in Italy is an added value for our guns. Italian products are great favourites, internationally speaking. Much more so than in Italy itself. It’s not just a question of design. Actually, it’s the quality of the materials and the performance ratings that count most. In our sector, Italian manufacturers are considered providers of high quality standards. This is especially the case abroad. Indeed, in many cultures, to be able to say ‘made in Italy’ – is in itself – a guarantee. Three years ago, starting out from this precept, we successfully applied for the “Italian Identity Index” seal, acknowledging our status as an Italian company. We’re delighted to be included in this index. As regards our own field of activities, with our strictly ‘made in Italy’ goods, we hope to bolster or boost our culture and our know-how globally’. ■