

RBM ITALIA anticipates its 60th anniversary jointly with SURFACES GROUP

RBM Italia, a company that made history with its glass polishing tools, will be celebrating its 60th anniversary in 2023. From its earliest beginnings in Piedmont and now as a large International Group, RBM has always known how to merge its innovation spirit with the same start-up capacity that saw it hit the latest edition of Glasstec in joint collaboration with ADI and Vincent for the very first time.

MAKING HISTORY

RBM's story rings similar to that of many companies which contributed to making Italian entrepreneurship so famous during the 60s - driving a memorable economic boom over that historic decade. Initially a small family business, it grew steadily and, beginning from the province of Asti, has since risen in the markets to progressively sell its products all around

the world. *'Even today, in China, glass polishing wheels are generally called 9R and 10S - which makes our product the defining one of an entire category. That's much like aspirin for anti-inflammatory medicine,'* noted Stefano Macalli, Chief Operating Officer of RBM Italia.

From 1963 till today, RBM Italia has remained state-of-

the-art for float glass polishing wheels - ever maintaining its ability to develop in both ideas and applied innovation. Indeed, from the wheel that first made its appearance on the market to the company's most recent, innovative developments with hybrid bond wheels, RBM continues to make headway. As such, the



Back in 1963, Romano Reynaud conceived of, and developed, the first glass polishing tool - an invention that soon proved a big win on the market. A momentous event, it coincided with the founding of RBM ITALIA and saw the production and sale of both the company's 9R and 10S wheels. No less appreciated today, these still remain very much in demand.

drive to innovate has never waned - leaving a whopping 45 items in today's catalogue. A truly prolific production, that success has consolidated over the years - still supporting machinery manufacturers as they meet their production needs while proposing winning solutions for glass polishing. Not only. The same advances have seen RBM exporting to 55 countries, where its wheels have made significant inroads into international glass processing markets.

SURFACES GROUP

After its entry into the Surfaces Group in 2017, RBM experienced fresh development once more. A seamless transition overseen by the Reynaud family, which held the fort until 2020, the com-

pany absorbed all previous employees while expanding its workforce yet further. As a new deal, this boosted the company further - considering that, with its seven companies, Surfaces Group is a world leader in the production of tools and treatments for surface finishing - not just for the glass sector but for ceramics, stone and engineered stone as well. Integration into such an important group made it possible to develop an advanced organisational structure - also making material procurement easier whilst finding fertile ground to evolve the catalogue further to consolidate international appeal.

'We're a 60-year-old start up. We still identify ourselves as an innovative and dynamic company - still amazing our customers, who continue to repeat how they prefer our



solutions above any others. They also appreciate our very fast delivery times,' continued Stefano Macalli.

EYEING INNOVATION

Alongside its traditional values of quality and reliability, RBM's fresh progress has accelerated its historic drive towards innovation. Here the company's ongoing investments have afforded it the chance to strengthen its research & development. Characterising true RBM talent, that shared know-how, together with the ability to create synergies among its different brands and the possibility of using modern LABs, all favour this propensity.

MAKING GLASSTEC COUNT

'With the entry into Surfaces we've developed our R&D significantly - expanding our product range while opening up to other product types,' said Simona Biamino, Sales Manager of RBM Italia. 'We're

currently studying a series of new materials and bonds -also tested on products other than glass- and we're also improving the durability and performance of our tools.'

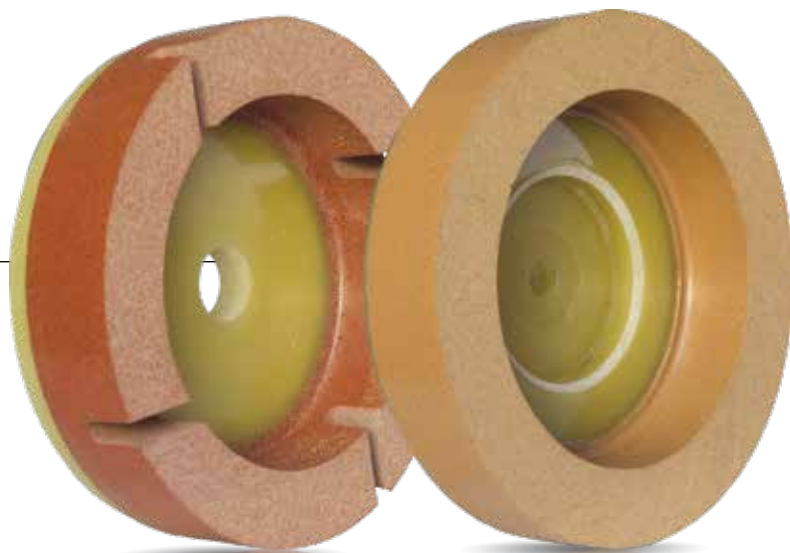
'At Glasstec, for example, we brought newly-developed products in addition to our range. We wanted to show our latest products to customers as well as the new bonds and materials we're experimenting with. Our 'hybrid' products, each versatile and suitable for use on different machinery types, attracted a lot of attention. Here we're particularly proud of the success we've achieved with our new CL 600 wheel in semi-rigid polyurethane - which is very good on CNC machines.'

'We've also seen some pressing demand for products dedicated to Low-E Glass. Here our range is available in three different materials - each based on specific needs and different machinery types,' concluded Biamino. At this latest edition of

Glasstec, RBM made its appearance for the first time with its two partners of the Glass Business Unit, namely ADI and Vincent - two historic brands in the production of diamond tools for float and laminated glass processing.

'Finally we returned to Düsseldorf where we noted some significant visitor traffic. Here the strategic choice to attend together was well received. Given the enthusiasm of our customers I can say the event was definitely a success,' said Lorenza Dal Maso, Glass Division and ADI Sales Manager. Dal Maso continued: 'Besides the attention we at ADI gave to such historic products as our UHS routers and the wheels for vertical CNC machines which are 150mm

and 200mm in diameter respectively, we noted considerable interest in the EVO cup wheel for straight edging machines, which was greatly appreciated for its versatility. We also decided to launch PXCare during this event. It's a new kit to remove damage on polymethylmethacrylate components. A scaled abrasion system, it aims to satisfy a growing demand from operators in the naval and furniture sector, where such materials as plexiglass and Corian® are widespread. Here the path taken with GlassRenu has got us successfully answer a precise need hitherto unmet in structured solutions.' PXCare incorporates different abrasive technologies. Although it requires electrical tools other than GlassRenu,





it can work dry and needs no sheets disassembled from the supports.

A TRADE SHOW OF FIRSTS

For the first time, Vincent was represented together with ADI and RBM Italia after joining the Surfaces group a year ago. That had the catalogues enriched by

its products for processing glass, ceramics, stone, and engineered stone. An historic brand born in 1974, it later returned to being entirely Italian. It also regained its original name after leaving the Tyrolit group. As for Düsseldorf, it saw the complete range for float glass tools, technical glass and the automotive industry all on display - even if the attention remained focused on a new product. As Vincent Sales Manager Carlo Crescini explained:

'At Glasstec we concentrated on the Starflex cup wheel set. Besides the 175 mm diameter, this year we launched the new 150 mm wheel. A truly universal tool set, it's available in every grit that comprises the machine set which can be mounted on all

straight-edging and double-edging machines.' Crescini went on: *'Given the mix of grits and bonds - coupled with its geometry- the tool is suitable for processing practically any type of glass: from 3 mm ultra-thin panes up to ones of 30 mm thickness - from monolithic to laminated. But that's not all. Thanks to its high flexibility, even amidst the infinite jungle of items, Starflex now shines as a unique and simple solution. As for the 175 diameter, delivery times are really swift. Indeed availability is practically immediate. Here we're also working on optimising delivery times for the new 150 diameter. Demand has exceeded our expectations in terms of large order volume, which is why I'm happy to report that we're improving our production capacity thanks to recent big investments.'*



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