



RB pump installed in a bioethanol production plant

New investments, sustained growth

by Francesco Goi

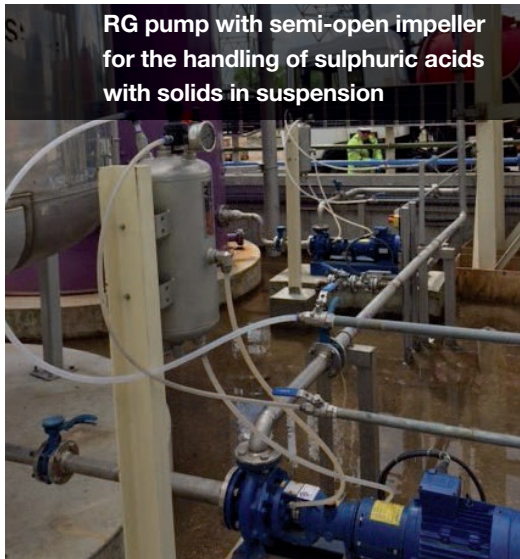


Cantilever pump for aggressive media collection

Salvatore Robuschi confirms the positive trend (10% growth on average over the past 22 years) underlying new investments aimed to increase its production capacity and strengthen its presence on the markets.

Recent years have seen all the activities of the company Salvatore Robuschi involved in a process of growth that is proving to be ongoing. "At the moment we are developing plans to purchase a new painting line, which will also incorporate two robots, in order to double our production capacity, taking it from 50 to 100 pumps a day," remarks CEO

Giulio Schiaretti. "We are already carrying out 4.0 testing with new benches and more innovative technologies, which ensure greater speed and precision and also offer the possibility of carrying out tests using externally connected cameras. Our system will also use larger tanks and a larger number of terminals to enable us to test line pumps as well".



RG pump with semi-open impeller for the handling of sulphuric acids with solids in suspension



Growth on all fronts

“2017 ended with a 16% increase in turnover, and we also saw a positive trend as regards our orders. The first months of 2018 confirmed the excellent results recorded last year and although there was a slowdown in April, in May things picked up again, both in Italy and abroad.



RB pump for caustic soda ultrafiltration

RB pump for ultrafiltration

Cantilever pumps installed in metal washing and degreasing plants



RDM pumps installed on mobile skid for jet fuel refilling

Our foreign market share is increasing, but we are also getting a very positive response on the Italian market.

We have also established an agreement with a major company that has around ten branches in Central European and Eastern countries. We are consolidating this connection offering a lot of training to their technical and sales staff: our machines are custom made, and even sales staff must have a good level of technical knowledge.

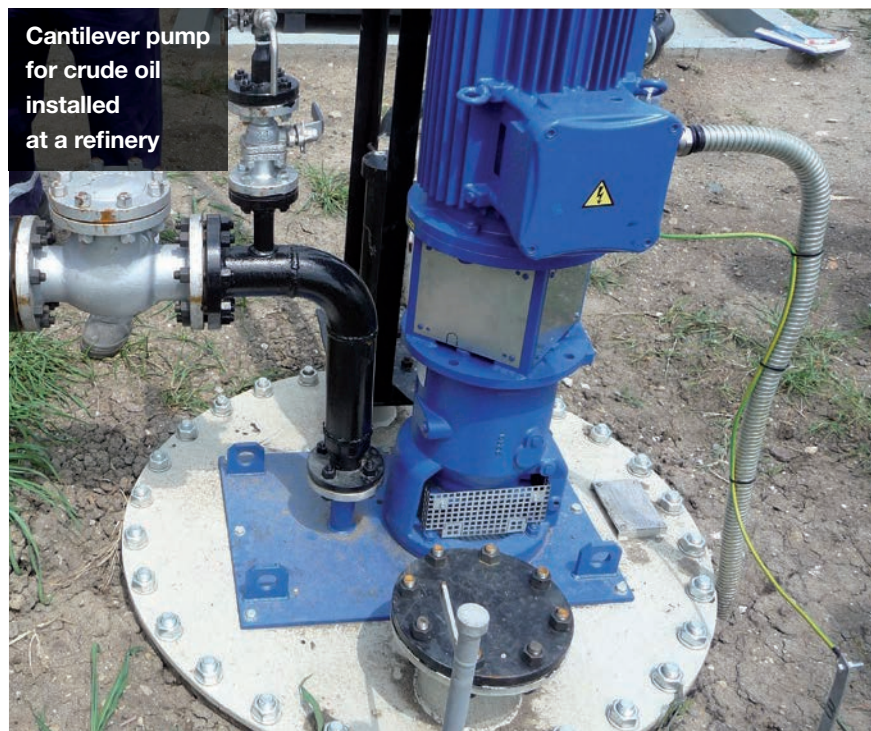
These partners, can even draw quotations directly, through the configurator tool, but they must have the necessary expertise."

Participation in the main international exhibitions

The company's expansion on foreign markets has been achieved, in part, thanks to its presence at some of the leading international exhibitions in the sector.

"We recently did very well at Anuga FoodTec in Cologne and IFAT in Munich. In June we will be exhibiting our products at the Achema fair in Frankfurt. One of the reasons we take part in smaller fairs during 2017 is to understand which markets we should be focusing on most in order to increase our international presence."

Cantilever pump for crude oil installed at a refinery





Pump with vortex impeller for cane sugar treatment plants



Achema: the main point of reference

"Achema remains a must and a key point of reference not only because it is, for our sector, the most important fair in the world, but also because it has strategic value, as a place where we can meet nearly all our agents," Schiaretti adds.

As far as our products are concerned, this year we have introduced improvements into the latest vertical

machines. This year, or in 2019 at the latest, we will be introducing new product lines.

This year's Achema will allow us to consolidate the results we have achieved, i.e. average growth of 10% over the past 22 years in business; these are figures that speak for themselves and encourage us to continue in the direction we are following. By setting an ambitious but realistic budget, we have, so far, achieved re-

warding results.

Compared with our early appearances at Achema, which dates back around fifteen years, we have enhanced our range of pumps, first of all completing our range for centrifuges: in this field, we are in a strong position both on the Italian market and, increasingly, on the European ones too.

As well as enhancing our range of products, we have also made im-

HD pumps used in the production of bioethanol



From left: monoblock pump installed on a tangential filter employed in wine production plants; pumps installed on a tomato juice concentrator

Cover story



RD pump (ISO 5199) installed in a urea plant

provements to our corporate organization: today we have around a dozen individuals in house who have key roles and act autonomously. Above all, they 'are made in our mould', which is to say they are absolutely correct, furnish reliable data, and respect competitors."

RD pump installed in a demineralisation plant



Recent successes in applications for the chemical industry

"Last year in the chemical industry we won a major contract in Egypt to supply an energy company with vertical pumps for extracting contaminated water.

Last year's order was for 56 vertical pumps; this year the number of pumps in this plant has already been doubled."

Investing in training

"Attention to human resources is another key part of how we organise our work," Schiaretti concludes.

"We have invested in this area this year, introducing, in the company contract, an undertaking to provide training for all employees, not just for managers.

In addition to 20 hours' training a

year for the next three years, we have are also offering, in the next two quarters, English courses to be attended on a voluntary basis after work hours." ●

Pumps with channel impeller for sludge treatment



RG pumps with semi-open impeller for digestate recirculation



From left: RS pumps installed in flotation units (DAF); RB pump installed on a pontoon for handling effluents from mining sites

