

Interview with A.I. Panfilov — Director of Welding Department of «Steel Work» LLC



A.I. Panfilov on the joined booth of Ukrainian companies during «Welding and Cutting» Exhibition, September 25–29, 2017. (Dusseldorf, Germany)

«Steel Work» LLC (Krivoy Rog) produces wear-resistant bimetallic plates and products from them as well as performs reconstruction, hardening and repair of different equipment subjected to abrasive wear.

«Steel Work» Company uses a Quality Management System which is certified by the requirements of International Standard ISO 9001 and Occupational Health and Safety Management System by the requirements of International Standard OHSAS 18001.

The Company supplies products to the preparation, mining and metallurgical enterprises of Ukraine and other countries.

Andrey Ivanovich, what are the origins of your company?

Initially, we created «Best Line» LLC, which dealt with repair of mining equipment with the help of welding and hardfacing as well as increase of wear resistance of components of grinding mills and blowing equipment. An idea of manufacture of bimetal and products from it has appeared in process of work. Such specialists as Panfilov I.I., Peleshko V.N., Panfilov S.A. and other people committed to this were the originators of «Steel Work» LLC.

In recent years, «Steel Work» Company demonstrates successful development and increases output of products, majority of which are bimetallic plates, produced by arc hardfacing. What can explain intensive development of your enterprise under conditions of reduction of Ukrainian market?

The team, successful management and wish to hold leading world market positions play an enormous role in the success.

What are the structures for which technologies of «Steel Work» LLC have been recently realized?

The most indicative were gas cleaning of blast furnace, Tarasov calibrator, drawdown tubes of blast furnace, hopper, chute of bell-less top, inserted cylinder, 13.5 m skip, rotors HP-7500 and HP-9000, shuttle conveyors and many other components.

The enterprise continuously carries out reconstruction of manufacturing capacities. What do you do for output of competitive products?





We use quality materials, improve production technologies, including automation and robotization of the production processes. Also, we are in process of implementation of the Quality Management System, in particular, 5S and 6SIGMA.

How does the enterprise solve staff problems, including related with outflow of professionals to Europe?

Due to successful management. We try to increase salary, improve labor conditions. Use other stimulus.

The enterprise has produced more than 10000 bi-metallic plates SWIP[®]. What have changed in the plates

quality from the start of their production till now?

Wear-resistance of products and structures has been increased due to application of quality materials and more modern technologies. Also, we have increased a range of manufactured products.

How can you explain the fact that «Steel Work» has virtually no competitors in Ukraine?

Initially, such a production requires huge investments, payback time of which is more than 15 years. Not everybody is ready to such a risk.

Do you have any benefits from cooperation with the research institutes, including E.O. Paton Electric Welding Institute of the NAS of Ukraine, and what production problems shall be solved together with them?

Cooperation with E.O. Paton Electric Welding Institute of the NAS of Ukraine has provided «Steel Work» Company with a competitive advantage on price and quality of product. This cooperation allows solving the most complex problems at customers' enterprises. Due to joint work, we are getting increase of working efficiency, operation reliability and improvement of quality of released products.

One of the directions of production diversification is explosion welding technology and production of clad bimetallic plate. What problems should be solved from point of view of production and business?

We work in this direction, but it also requires large investments and special production capacities, i.e. area, workshop and ground for explosion works.

Your enterprise virtually uses technologies of the XX century, and today in the XXI century productions all over the world use digital technologies in the context of «Industry 4.0» concept. What do you do in this direction?

We, like all over the world, try to develop in this direction, and, as I mentioned above, work on robotization and automation of production processes in order to improve product quality.

Andrey Ivanovich, you have proposed to organize a Museum of Welding in Krivoy Rog and made serious preparations. Why the Museum of Welding, not other technology and why in Krivoy Rog?

Krivoy Rog is a big industrial center. Profession of welder is very important in our production. A lot of discoveries have been made in this sphere, and, therefore, my task lies in popularizing this profession. In this connection, I and management of the Company have a great wish to create the Museum of Welding in Krivoy Rog and propose to celebrate the last Friday of May as a professional holiday — Day of Welder.

Thank you Andrey Ivanovich for you readiness to share with the Journal readers the directions of Company activities and wish you success in search and implementation of innovative welding technologies.



Interview was recorded by A.T. Zelnichenko