

Moldavian Pipe Works "PROTOS" JSC

PRESENTATION



2017



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HISTORY OF THE ENTERPRISE

MPW "PROTOS" JSC was registered on January 11, 1994 in the form of a joint stock company on the basis of unused production spaces of the pavement cleaning machines plant, which was built in the late 80's of the last century.

At the time of formation, the shareholders were:

- The Government, through the Ministry of Privatization - 98.83% of the shares;
- Commercial bank "Moldindconbank" – 1.17% of the shares.

On MPW «PROTOS» JSC, it was planned to organize the production of electric-welded pipes, for which purpose in 1996 a tube mill TESA 30-76 was installed. However, during the period from 1996 to 1997 only about 60 tons of pipes were produced. In 1998, the company «Orvento Metal Trading Co» LLC began to collaborate with the plant, as its strategic partner, and in 1999 the company privatized MPW «PROTOS» JSC, restoring the process of production of electric welded pipes in a short period of time.





ABOUT THE ENTERPRISE

The enterprise is specialized in manufacturing of steel water and gas pipes, electric-welded pipes and longitudinal welded tubes that comply with the world quality standards.

At the moment, the Moldavian Pipe Works “Protos” JSC is the only branch-forming enterprise of the tube-rolling industry in Moldova. The enterprise organized manufacturing process for release of water and gas pipes, electric-welded pipes and longitudinal welded pipes in the volume of circa 6 000 tons per year. Being competitive both from the point of view of the price and quality, the production of the Works is successfully sold in the markets of Moldova, Romania, and Latvia through the official dealer of the Works – the Joint-Venture “Orvento Metal Trading Company” LLC that is the largest metal trading and metal service enterprise in Moldova.

The MPW “Protos” JSC purchased a longitudinal cutting line that allowed realizing cutting of steel coils into steel strips directly at the Works and that led to significant reduction of primecost of final products.





ABOUT THE ENTERPRISE

There was launched a new rolling mill of electric pipe-welded rig 6-40 designed for manufacturing of pipes with diameter from 6 to 40 mm. By the present moment, MPW “Protos” JSC has developed release of 21 sizes of tubes and pipes. All manufactured tubes and pipes are subjected to 100% non-destructive examinations and quality control tests in compliance with the international standards requirements. High quality of final products is achieved due to the well-adjusted technology and Works’ system of incoming control of raw materials, as well as due to the output quality control in compliance with international quality certificate ISO 9001:2008 received at the end of 2010 by the companies JV “Orvento Metal Trading Company” LLC and MPW “Protos” JSC. The present certificate confirms implementation and use of the quality management system that assures stable manufacturing of high-quality electric-welded water and gas pipes and realization of system metal servicing in the whole territory of the Republic of Moldova. In the course of all subsequent years both companies have been confirming their right to possession of this certificate.





ABOUT THE ENTERPRISE

Location:

The pipe works is located in Falestii Noi village, in the southwest outskirts of Falesti town. Falesti town is situated in the northwest part of the Republic of Moldova, at a distance of 129 km from the capital of the Republic of Moldova – Chisinau city. A big customs point – Ungheni – is situated at a distance of 48 km from Falesti town, and they are connected by an asphalted motor road. The railway road that connects the big railway junctions Balti and Ungheni and the western and eastern border of Moldova (European Union – Ukraine), as well, passes through the town. A branch line is laid from the Works to the railway station.





ABOUT THE ENTERPRISE

Thus, the geographical position and existing transport infrastructure contribute to minimization of transport expenses, as well as of temporary expenses for export of products in the countries of the Southeast Europe and import of raw materials from the CIS countries by railway and motor transport.

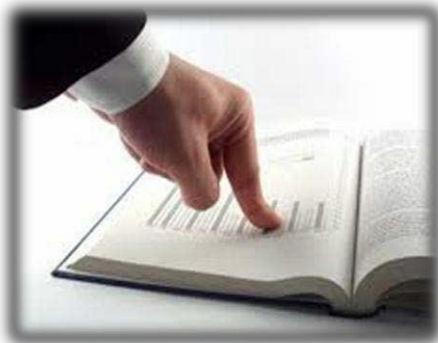




ABOUT THE ENTERPRISE

Mission of the enterprise

To support processes of restoration, reconstruction and development of infrastructure of the countries from the Balkan and Baltic regions, in general, and those ones of Moldova, in particular, through release of competitive and high-quality products.



Goal of the enterprise

To support the efforts of the metal manufacturers and metal processors in the Republic of Moldova for promotion of their metalware and metal constructions in the above-mentioned markets. In medium-term and long-term perspectives – to create necessary conditions for increase of competitiveness of these branches of the Republic of Moldova by the way of offering qualitative and economically feasible raw materials (tubes and strips).

For long-term planning of the business of the MPW “Protos” JSC – to create necessary conditions for increase of competitiveness of metal processing manufactures of the Balkan and Baltic regions, in general, and those ones of Moldova, in particular.



ABOUT THE ENTERPRISE

Tasks of the enterprise



FITING SA



Manufacturing and promotion on the above-mentioned target markets of steel electric-welded pipes of the MPW “Protos” JSC, as well as proposal of metal servicing for fanning out of steel hot-rolled coils and cold-rolled coils into strips. Long-term programs of collaboration with processors of pipes into final products both from among affiliated enterprises (“Incomas” JSC, “Fiting” JSC, “Consam” JSC) and non-affiliated ones – colleagues and partners, for the purpose of effective participation of the MPW “Protos” JSC in manufacturing, supply and promotion of final HVA products of the third and fourth process stages. Satisfaction of current and perspective demands of metal consumers (clients) in the target markets.

Incomas S.A.



ABOUT THE ENTERPRISE

Target sales markets



At the present moment, the products of the MPW “Protos” JSC are sold in Moldova, Romania, and Latvia; capacities of these markets considerably exceed current manufacturing capabilities of the MPW “Protos” JSC.

Increase of the manufactured products volumes up to 12 000 tons per year will allow MPW “Protos” JSC to satisfy demands of the Moldavian market and expand covering of the markets in Romania and Baltic countries from the level (share) that has been reached by the present moment and makes less than 1%, up to 2.5-3.0%.

Besides existing export directions, it is planned to promote the products of the MPW “Protos” JSC in the short-term perspective of 3-7 years to the countries of the Balkan and Baltic regions and in the long-term perspective – to the countries of Central and Western Europe.





PRODUCTION

Main phases of pipes' production

Use in production of certified raw materials only

Cutting of roll strips on LCL (longitudinal cutting line) 0.4-4.0

Rounding out the strip at low speed and preparing blank for further pipe welding is carried in the forming mill unit
TƏCA 30-76 (TƏCA 6-40)

Blank electric welding with current of high frequency (HF), followed by cooling occurs in the welding unit HF-7-10-044 of mill TƏCA 30-76 (TƏCA 6-40)

Pipes' calibration and cutting is carried out at calibrated unit mill TƏCA 30-76 (TƏCA 6-40)



PRODUCTION

Main phases of pipes' production

The board of the finished pipe is carried in the right mill of the «Адьюстаж» ("Finishing sector") line

Testing of the finished product ends with passing through a 100% non-destructive control flaw VD-40P and testing for leaks on a hydraulic stand under the pressure of $55 \div 60$ kgf/cm² $4,9 \div 5,9$ MPA

External visual control and dimensional inspection

Labeling and packaging of finished products

Warehousing



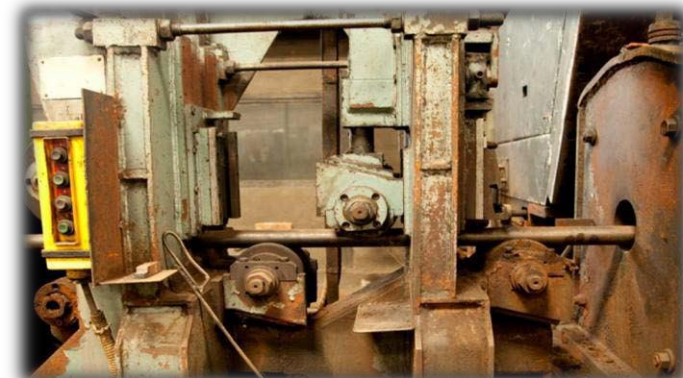
PRODUCTION

Separate business processes

Production on the LCL (longitudinal cutting line) 0.4-4.0 and subsequent sale of hot and cold rolled strips

Production and subsequent sale of small diameter pipes (tubes) in the mill ТЭСА 6- 40

Production and subsequent sale of medium and large diameter pipes in the mill ТЭСА 30-76





PRODUCTION

Separate business processes

Production and subsequent sale of profiles (shapes) in the mill ЛПП 6-14

Recovery of conforming finished products out of non-conforming products in the repair and recovery area (RRA)

Production and sale of the metal square and stripes in the mill ЛПП 6-14





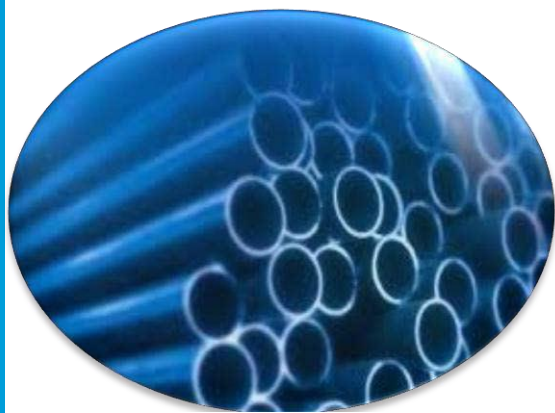
PRODUCTION

Products

MPW «PROTOS» JSC produces pipes according to the following sizes (mm, diameter): Ø21.3, Ø26.8, Ø33.5, Ø42.4, Ø48.3, Ø60.3, Ø57.0* , Ø76.0*. Ø21.3, Ø26.8, Ø33.5, Ø42.4, Ø48.3, Ø60.3, Ø57.0* Ø76.0*.

16x16x2,0, 20x20x2,0, 25x25x 2,0-2,5, 30x20 x 2,0-2,5, 40x20x2,0 -2,5, 40x40x2,0- 3,0, 45x45x 2,0-2,5, 50x40 x 2,0-2,5 60x30 x 2,0-2,5 60x60 x 2,0-3,5 80x40 x 2,0-3,5.

The products of MPW«PROTOS» JSC conform to the following quality standards: GOST 3262-75, GOST 10704-91*, GOST 10705-91*, STAS 7656-90, STAS 7657-90, DIN 2440-78, DIN 2458-81, ASTM A120-83, ISO 4200-80, GOST 8639-82, GOST 8645-68.





PRODUCTION

Products

Tubes are packed in a hexagonal shape. Each lot is connected to four seats, pipe length - 8 and 6 m, ± 10 mm. Each lot comes with a label indicating the manufacturer's name, logo, country of destination, consignee, size, pipes' wall thickness, standard, steel grade, delivery number, category, lot number, net weight of the lot, pipes length and manufacturing date.

Each client receives a factory certificate in the original and, in the case of pipes' export, a certificate indicating the country of origin is issued.





DEVELOPMENT PROSPECTS

Industrial and technological prospects

Improving quality and ensuring an adequate provision of raw materials

Refurbishment of the production process to achieve the current level of its organization

Completion of the industrial infrastructure development

Hiring new people, ensure interchangeability on separate production sites, improving the knowledge and skills of the existing personnel, preparation of work and administrative and managerial personnel rotation.





DEVELOPMENT PROSPECTS

Industrial and technological prospects

Periodic inspection of the work, engineering and technology qualifications of the personnel with the assistance of external experts

Periodic maintenance inspection and repair of production equipment ensuring the continued availability of the required number of spare parts and tools for organizing an interrupted production process

Administrative and production-technological discipline





DEVELOPMENT PROSPECTS

Economic prospects

Increased internal and external orders

Optimal cutting schedule (from the standpoint of minimizing losses and maximizing productivity)

Remuneration system that encourages a challenging performance indicators, as well as the proposal and implementation of innovations and inventions



Household production and labor protection prospects

Fulfillment of the requirements of labor protection, periodic inspection of the relevant knowledge of staff.

Conditions of work and rest, providing household needs for personnel



DEVELOPMENT PROSPECTS

Planning and Economic Prospects

Ensuring an automated management accounting, compilation and comparison of planned and actual production and financial indicators, including costs of the finished products with the subsequent approval of the Board of MPW «PROTOS» JSC, preparation and submission of periodic managerial reports

Enforcing the "Regulations for the movement and storage of goods and materials"

Control of raw materials, expendable materials, spare parts and transportation costs

Organization of production process in terms of ensuring reasonable savings of expendable materials, spare parts, general and administrative expenses





CONTACT INFORMATION

Date of registration with the State Chamber of Registration: January 11, 1994

Fiscal code of the registration: 1003602022729

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