

STELMA & PHENICS : WINNING PARTNERSHIP



**SUCCESS
STORY** with



**"Phenics is the most reliable system
we know for starting new projects"**

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HOW DID IT ALL BEGIN ?

STELMA is a renowned industrial painting contractor with headquarters located in Greece and branches in France, the UK, Bulgaria, Poland and Middle East. Specialized in surface preparation projects, STELMA leads important projects in various industries such as ship construction and refurbishment, electro mechanical sector and construction.

Today a WinoA customer, STELMA is an avid user of Phenics suction and recycling systems. The company has two Phenics units dedicated to the STX's ship construction project in Saint Nazaire, France and 2 units in Greece for oil tank refurbishment. In addition to Phenics units, STELMA uses exclusively WINOA Premium Product Profilium 45 designed specifically for surface preparation works in both countries.

The collaboration between WINOA and STELMA started in April 2016 with the delivery of the first Phenics Unit : Combi 7113 !

THE PROJECT AND CHALLENGES

STELMA had prior experiences with suction and recycling systems and has long adopted steel abrasives whenever possible as they preferred blasting media. However they were working with a competing system that did not give them full satisfaction. The suction system was not very powerful, thus slowing down the job and the separation process of the recycling machine was not capable to ensure the cleanliness of the recycled media.

This is why STELMA was immediately interested when Mickael Rodriguez, Phenics Business Developer, introduced them to Phenics during a visit at the Saint Nazaire shipyard.

In Saint Nazaire STELMA currently has signed a frame contract agreement with STX until 2024 for the execution of surface preparation and coating works (Tanks and Engine Room) on the largest cruise ships in the world. One of the jobs they realized is the famous cruise ship "Harmony of the Seas"! In Greece STELMA works with Hellenic Petroleum for refurbishment of oil tanks also for long term project.

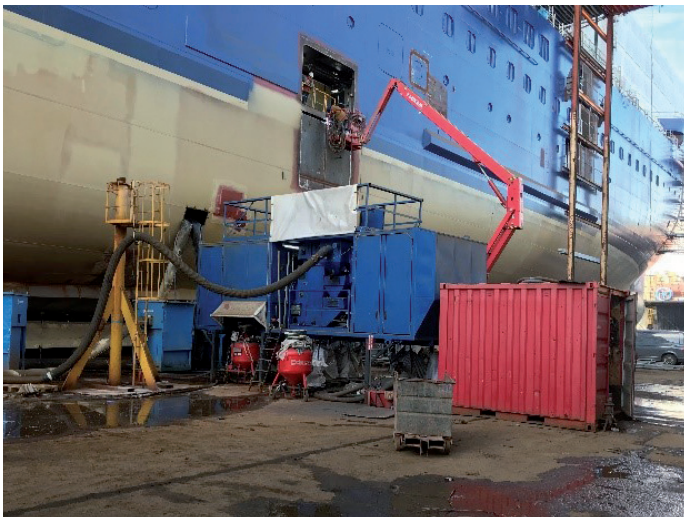
Being the choice of leading companies is not a coincidence! It was for STELMA the result of hard work and a clearly set up objective : stand out against fierce competition and win long-term contracts by always being the best and delivering quality work.

THE WINNING SOLUTION

STELMA knows very well that being the best and delivering a high quality service is strongly related to the systems and techniques they use.

This is why they did not hesitate to choose Phenics system since it offered them

- Easy transportation/mobilization, compact machines: essential in long-term contracts where the machine has to be moved for the next jobs on a frequent basis.



- Suction process : critical process in abrasive recovery since when the suction is slow and not efficient, it has an impact on the overall job. Phenics with a high suction capacity enables not only vacuum high volumes of abrasive in relatively short time but also provides a clean, dustless environment for the operators to work
- Continuous discharge system makes it possible to have an uninterrupted blasting process and it is a true advantage when compared to other systems which needs to stop the blasting process during vacuum.
- Recycling system: recycled media cleanliness is ensured thanks to a 3 staged separation system: scalping drum, air separator and magnetic separator. It provides a perfectly clean operating mix, critical for a quality surface preparation.

Combined with a powerful and efficient equipment, WINOA provided STELMA a Premium abrasive, Profilium 45, the best ready to use operating mix for air blasting jobs. Having used previously expendable abrasives before such as coal slags or garnet, STELMA has reported to be able to blast faster with Profilium 45 than with standard steel grit ; the dust generation was significantly reduced,

another important consideration for optimum surface cleanliness which leads to improved coating adhesion ; simultaneously the surface roughness was more consistent allowing to observe reduced painting consumption.

THE BENEFITS

STELMA enjoyed savings in installation and mobilization costs of the both projects. Continuous, uninterrupted blasting process thanks to the Phenics system has been a real game changer for them.

Here are the main advantages by project customer has observed :

Saint Nazaire Shipyard Project

- Drastic dust reduction and improved working conditions.
- Increased blasting efficiency measured in terms of sqm per hour.
- Reduced blasting costs
- Reduction of noise pollution

Hellenium Petrol Oil Tank Refurbishment Project.

- Better blasting efficiency: Customer observed that depending on the surfaces to be treated (ceiling or floor) the speed of blasting reached a level between 80 to 110 sqm per blaster which represents 25% more than expendable abrasives.
- Thanks to the Phenics system total waste amount generated after abrasive blasting 6000 sqm was only 10 tons compared to the previous system which created 300 tons of waste.

Today the end customer relies on STELMA since STELMA has been the only contractor to provide them solutions with Phenics system and Profilium 45 creating so many added value for the final customer.

