

SECO / SPACE

SECO/WARWICK'S NEWSLETTER

SECO/WARWICK Destined for success

The SECO/Warwick Group conquers America

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SECO/WARWICK is positioned for success in 2023

After an excellent year's results in 2022 when [SECO/WARWICK](#) realized an 81% increase in net profit y/y, the time has come to summarize the activities in the first quarter of 2023.



The great results of the Group were influenced by several factors: the growth of production activities in China, dynamic market development in America, and the huge number of orders related to the electromobility industry expansion. In the first three quarters of 2022, the company had over 100% more profit than in the previous year, and sales revenues amounted to PLN 448.87 million in this period (PLN 335.09 million in 2021).

SECO/WARWICK, the first choice among metal heat treatment and vacuum metallurgy solution manufacturers, is not slowing down and boasts a record order portfolio at the end of last year - PLN 566 million (an increase of 66% y/y). This success is influenced by balanced development, well-thought-out investments, and a long-term strategy to support green technologies.

The Group's excellent results last year were influenced by growth in the production activities in China, dynamic development in the American market, and the huge number of orders related to the electromobility industry expansion. In 2022, the company had an increase of over 80% net profit compared with the previous year, and sales revenues amounted to PLN 622 million in this period (PLN 463 million in 2021). Such results set the bar high, but this year's first quarter summary shows that SECO/WARWICK does not intend to rest on its laurels and consistently implements long-term growth strategies.

"We hope to continue this positive momentum this year. The order portfolio for 2023 promises to be record-breaking, and the year itself will be a breakthrough. Two companies: American and Indian, changed their headquarters and gained more space, opening the door for further development. Retech increased its production space as well. Moreover, improving macroeconomic factors means that we are acquiring more and more orders from Asia and North America, and interest in our green technologies is growing."

- said [Sławomir Woźniak](#), President of the SECO/WARWICK Group.



SŁAWOMIR WOŹNIAK
CEO of SECO/WARWICK Group.

"This is the America's year, and we want to make a strong presence on this market. Three SECO/WARWICK Group US companies: SECO/VACUUM, SECO/WARWICK USA and Retech - each representing distinct business units in separate locations - contributed a 37% share of the Group's sales in 2022 and continue growing stronger in every segment. Each of them made significant progress in terms of efficiency in 2022, and although they produce technologically separate solutions, they all share one common system of family and American values. The Group's family tree roots come from the United States, so it is good that these new branches share this heritage."

Market development in the USA - changing locations, expansion, and birthdays

For SECO/WARWICK, 2023 is the year of American companies. The SECO/WARWICK Group boasts customers in 70 countries, while the American branch - SECO/VACUUM - serves 125 customers, after only five years of operation! Development also means the need to hire additional engineering and production personnel and the need to increase production capacity, hence the company's move to a new headquarters with a 50% larger office space and 300 percent more spacious production halls. SECO/WARWICK

USA also moved to a larger headquarters this year. Now, both companies are located in the same business park on Technology Drive in Meadville. The new headquarters is 5 times larger, and the move is a part of Managing Director - [Marcus Lords](#) larger strategic plan.

The Group's third American company - **RETECH** - celebrates its 60th birthday this year. The official celebrations are scheduled for **June 2** and will be an opportunity to show customers and partners the newest Retech headquarters, the assembly zone, the R&D department and new production and warehouse space. **The [three American companies](#) belonging to the SECO/WARWICK Group are jewels in the crown and show strong growth potential.**

"The American market in our portfolio has grown by nearly 100% year over year. It's a spectacular success. Both the Asian and European markets are growing (revenues 34% and 46% respectively y/y), which makes us optimistic about the future. It is worth mentioning that we are growing in all product segments; the Aluminum segment grew the most (58%), which is related to the increased production of electric vehicles worldwide. The vacuum solutions segment is growing (39 percent) as well as the melting furnace segment (19 percent)," explains [Piotr Walasek](#), CFO of the SECO/WARWICK Group.

SECO/WARWICK INDIA continues to grow, beginning with their new headquarters

In 2023, SECO/WARWICK will develop additional production capacity in India based on cooperation with local partners. In January 2023, the Indian company was headed by a new Managing Director - Binoy Koshy, who will oversee the entire transformation process of the Indian company.

SECO/WARWICK INDIA this year not only doubled its office space but also more than doubled its employment, currently having 35 employees in four regions. They are planning to open an assembly hall and start the implementation of the first furnaces projects which will be manufactured in India this year. SECO/WARWICK INDIA wants to be the market leader in this region and to have an efficient ecosystem of partners and teams ready to support the Group in strategic areas in Asia.

"India is a perfect export hub, and in this respect, it will certainly help the entire Group to optimize costs. Larger office space and expanding the team with experienced experts is the first step in building the company's capital," - sums up the CEO of the SECO/WARWICK Group.

Thermprocess 2023 – SECO/WARWICK plays green

The SECO/WARWICK Group presently focuses on promoting ecological solutions in heavy industry, which are not only an opportunity, but also an obligation for socially responsible enterprises. SECO/ECO is not just a slogan, but a fact, which the Group will present in June at the Thermprocess 2023 fair in Dusseldorf, presenting the green side of heat treatment and metallurgy technology.

For years, SECO/WARWICK has been trying to actively protect the environment, not only by sorting waste, investing in green power sources, saving water, introducing electronic document circulation, or involving its partners in the SECO/ECO idea.

SECO/WARWICK primarily implements innovative, ecological technologies allowing users to make many pro-environmental changes in the [energy](#), [aviation](#), [automotive](#) and recycling industries.

SECO/WARWICK makes world a better place – an ecological place. SECO/WARWICK will show these solutions at the German fair, where it will show how they change the heat treatment color to green.

Green furnace technology will change the face of the industry

The innovations implemented at SECO/WARWICK directly related to the manufacturing of furnaces are designed with concern for the principles surrounding the concept of ecology. **ZeroFlow® technology** is an example. **The process enables users to achieve reductions in technology costs and process gas emissions by up to several dozen percent.** Another solution – **Vortex®** - reduces component processing time by up to 30% compared to other available technologies. This increases productivity and thus reduces energy consumption and costs. In turn, **LPC technology considerably shortens cycle time while reducing energy and process gases consumption.** This directly decreases production costs and reduces CO₂ emissions to negligible values while improving the quality of results when compared to traditional technology.

Another ecological solution example is the **JetCaster furnace**. It is used for multi-variant and large series casting of gas turbine blades with a monocrystalline microstructure for the aviation industry. The JetCaster furnace allows users to **shorten the casting crystallization time, increase production efficiency or reduce production energy consumption.** At the same time, it allows the production of twice as many castings with a comparable level of energy demand.

The **vacuum technology advantages in terms of environmental protection** cannot be overestimated. The vacuum heat treatment ecological features include the lack of intercrystalline oxidation (no additional mechanical treatment), no need to use protective gases (lower costs and emissions) and zero CO₂ emissions.

Green CAB technologies from SECO/WARWICK are distinguished by zero-emission air-jacket cooling systems and unique controls, reducing operating temperatures. It is worth noting that the furnaces do not remain in standby mode during production breaks, which leads to a reduction in energy consumption and in the case of natural gas heating systems - reduction of CO₂ emissions.

In the case of SECO/WARWICK, taking care for the environment does not apply only to its products. **Sustainable production** and **ecological innovations** are part of a long-term strategy.



KATARZYNA SAWKA
VP of Marketing
of SECO/WARWICK Group.

*"Caring for the environment is an important value for the SECO/WARWICK Group. It is understood not only as **sustainable production of ecological and innovative solutions**, but also as **care for energy savings, involvement in ecological social campaigns and supporting Partners who contribute to improving the natural environment.** This is a part of our long-term strategy. We provide furnaces which save energy and reduce emissions in many industries. Heavy industry can be ecological, and we consistently want to prove this thesis,"*

The SECO/WARWICK Group conquers America

The SECO/WARWICK Group roots are deep within the United States of America, where in 1963 Retech was established, in 1984 SECO/WARWICK was founded, and in 2017 SECO/VACUUM was born.

In 2022, SECO/WARWICK and its employees planted thousands of trees, pro bono designed and manufactured metal constructions for the State Fire Department and funded the ongoing SECO/HEARTS recycling program.

Our American route 66 begins in sunny California, where Retech began its metallurgical adventure 60 years ago in the town of Ukiah on the west coast, and on the east coast, in Meadville, Pennsylvania, SECO/WARWICK USA was founded. It was also in this region in 2017, where the Group's youngest child - SECO/VACUUM was born.

However, settlement lifestyle is not in the American nature. That is why in 2021, Retech built its second haven, near the brothers in Buffalo, New York. Today, all of the Group's companies are located on the east coast.

Why?

Because there is strength in a group, and close cooperation allows us to provide comprehensive solutions. What's more, business units cooperating with each other within one family can integrate in the scope of purchasing raw materials, production, logistics and service, thus becoming a more competitive and attractive equipment supplier.

"We want to build one, common and strong SECO/WARWICK Group brand. In business activities, we want to speak with one voice. That is why one business, executive, and operational approach standard is important to us,"
- said Sławomir Woźniak, CEO of the SECO/WARWICK Group.

On the American continent, the SECO/WARWICK Group is represented by 3 companies, under 3 brands and 3 different technologies. This strong trio includes the oldest company with the parent brand **SECO/WARWICK USA**, focusing on technologies in the aluminum brazing, CAB, and atmospheric furnace segments. The American family's youngest child - **SECO/VACUUM** - focuses on vacuum technologies. **RETECH**, on the other hand, has been a supplier of vacuum metallurgy solutions for 60 years.

The SECO/WARWICK Group as the customer's first choice for heat treatment and metallurgical technology

"This is the American year; we want to make a strong presence on this market. Three of the SECO/WARWICK Group companies, SECO/VACUUM, SECO/WARWICK USA and Retech -- each representing distinct business units in separate locations - contributed a 37% share of the Group's sales in 2022 and continue growing stronger in every segment. Each of them made significant progress in terms of efficiency in 2022, and although they produce technologically separate solutions, they all share one common system of family and American values. The Group's family tree roots come from the United States, so it is good that its new branches share this heritage," - added S. Woźniak.



PLAY VIDEO



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Currently, both companies are located in the same business park on Technology Drive in Meadville. The new headquarters is 5 times larger, and the move is a part of larger strategic plan developed by SECO/WARWICK USA Managing Director - Marcus Lord.

The Group's third American company - **RETECH** - **celebrates its 60th birthday this year.** The planned celebrations are an opportunity to show customers and partners the newest Retech headquarters, the production zone, the R&D department, and the new manufacturing and warehouse space. **The three American companies belonging to the SECO/WARWICK Group are jewels in the crown and show strong growth potential.**

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SECO/WARWICK USA is on the move



Retech Growth Exceeds Expectations



SECO/WARWICK USA, a SECO/WARWICK Group division, has outgrown its century-old current Meadville office after over 60 years as tenants.

They are moving into the recently rehabilitated Crawford Business Park occupying the former American Viscose Corporation textile mill, just about two miles away. A combination of good timing, good fortune, and good negotiating has scored SECO/WARWICK the entire top floor of the old plant's office building.

Fresh Start in a Meadville Landmark

While it may be a new home for SECO/WARWICK, it is not a new building. The sprawling plant opened in 1930 as a Viscose mill, now more commonly known as Rayon. At its peak it employed nearly half of Meadville. After many decades the mill closed and significant funding was put into cleaning, remodeling, and subdividing the million-square-foot plant into more than 50 smaller commercial and industrial spaces.

"The larger space will certainly be nice, but I'm really looking forward to the expansion this will enable. I'll probably bring on 3 or 4 more employees right after the move. From there on, as sales and installations increase, I'll continue to staff up accordingly."

-said **Marcus Lord**, SECO/WARWICK USA Managing Director

Room to Grow with Familiar Roots

Prior to the move, SECO/WARWICK's Meadville team of 24 employees were packed like sardines into a 2200 square foot office space. The new space at 18360 Technology Drive, Meadville, PA 16335 is 11,000 square feet, with tall ceilings and windows on all sides offering tons of light and 360° views. Another big advantage of an in-town move is that none of the employees will need to relocate. Beyond enjoying the extra elbow room and conference calls uninterrupted by freight train whistles 15 feet away, the move is also part of a larger strategic plan for the company. In addition to the office space, there is enough room to bring in the electronics assembly operation where they build their furnace control panels. The move, expected to be complete by the end of May 2023, also puts SECO/WARWICK in the same business park as their sister company, SECO/VACUUM, which will be very convenient as they often collaborate on projects that have some overlap.

SECO/WARWICK has Meadville roots that go back nearly as far as this building, so the move really underscores the role SECO/WARWICK has always held as a Meadville company.

Retech is set to expand into a larger space yet again.

The 60-year-old company relocated most of their operations to Buffalo, NY just five years ago as part of parent company SECO/WARWICK Group's long-term planning. Now, they have already outgrown their new home and will be taking over a second space that is over 60% larger than their current building, which they will continue to occupy as well. In addition, they still maintain a modest office space for their west coast staff where they began, in Ukiah, CA.

Perfect Timing

Earl Good, Retech Managing Director, anticipates starting the move by May 1st, 2023, just in time to host this summer's big Retech 60th anniversary celebration, including all the SECO/WARWICK Group companies.

Earl reports that competition for industrial space like this has been fierce in Buffalo recently, so he feels particularly grateful to have landed this deal. They spent 8 months looking for a suitable space prior to finding this one. For a tense moment, they even thought they had lost it and would have to start over at square one. Then, all of a sudden, everything just fell into place.

Perfect Fit

The building is really quite ideal for Retech's needs. Aside from a few cosmetic changes, it checks all the boxes. The new building will house the fabrication, welding, small assemblies, and other manufacturing machinery, which they will be able to move in right away. In contrast, the current building will continue to house the R&D operations, large assemblies, and factory acceptance testing operations.

The new 70,000-square-foot building has 5000 square feet of office space and a huge 65,000 square feet of high-roof industrial space, including approximately 30,000 square feet under a bridge crane with 45 feet of floor-to-hook clearance and 40,000 square feet under roughly 25 feet of floor to hook clearance. 3 ground-level bay doors and 3 dock-height bay doors. They even have access to railroad siding should they ever need it.

"When we moved into our new Buffalo headquarters, we anticipated an upward trajectory, but this really exceeds expectations. This move puts us at 113,000 total square feet of R&D, manufacturing, assembly, and storage space, which allows us to stay ahead of that growth instead of catching up to it"

-said **Earl Good**, Retech Managing Director

Everybody Wins

Speaking of growth, as they grow into the new space, they will also be staffing up accordingly. Earl estimates that they will eventually hire on 30-60 new staff at all levels, including entry-level, experienced trade technicians and engineers. He's found that Buffalo has a great pool of talent to draw from, so beyond just raising the company to another level, it is also a rising-tide-raises-all-boats situation for Retech, for the city of Buffalo, and most importantly, for the customers.

LET's meet our American Leaders



MARCUS LORD

Managing Director

MEET HIM

PETER ZAWISTOWSKI

Managing Director

MEET HIM

EARL GOOD

Managing Director

MEET HIM



Go to the INTERVIEW with the Managing Directors

[Heat Treat Radio #94: A North American Alliance 3 Managing Directors Speak | Heat Treat Today](#)



RETECH 60th Anniversary



On June 2nd, a special event took place in Buffalo.

Retech, one of the SECO/WARWICK Group babies, had a birthday. And when the baby has a birthday, family and friends (suppliers, customers, employees, media) should be present. Among the guests, we had one of the Group's former fathers – Jeff Boswell, SECO/WARWICK's Member of the Supervisory Board, SECO/WARWICK Group CEO Sławomir Woźniak, Katarzyna Sawka SECO/WARWICK Group Marketing Vice President and the brothers from Meadville: Piotr Zawistowski – Managing Director of SECO/VACUUM, and Marcus Lord – Managing Director of SECO/WARWICK USA.

This year, Retech is not the only STAR with a 60-year birthday. Michael Jordan, Johnny Depp, Brat Pitt, and Quentin Tarantino also turned 60, so among those stars, **Retech was born on the 3rd of June 1963**. Since 1963, Retech has been a global leader in the supply of metallurgical processing equipment.

A lot of special activities were planned for guests, including special presentations, a tour of our manufacturing plant, a glass of sparkling wine with birthday cake, a press conference and special entertainment -- special photos to commemorate the event and funny portraits made by a caricature artist. Niagara Falls was waiting for us and afterward, we had a gala-dinner and magic show.

Thank you, local guests, and those from abroad, customers, partners, media, employees, and friends for joining us on this very special day to celebrate the 60th Anniversary of Retech.



GALLERY

The SECO/WARWICK Group's Chinese company dynamic development



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SECO/WARWICK China is one of the most dynamically developing companies in the entire Capital Group. From the very beginning, it has doubled its production plants' area, reaching nearly 10,000 m² in 2022. In just two years, the employees number has increased by over 50%. In 2023, SECO/WARWICK China will employ 102 people. Liu Yedong has been the Managing Director since 2017.

The new plant official opening took place in January, and in mid-April the first seminar for customers organized by SECO/WARWICK in China was held. It was attended by 24 customers, as well as the media representatives who covered the event. The seminar main topic were SECO/WARWICK technologies from the vacuum and vacuum metallurgy segment.

SECO/WARWICK in China achieves a spectacular result. The entire Asian market grew by as much as 34% y/y. Both the Asian and European markets are growing (revenues 34% respectively). This is the result of expanding the production activities in China and a large increase in the orders number related to the electromobility industry's expansion.



PLAY VIDEO

SECO/WARWICK INDIA spreads its wings

SECO/WARWICK INDIA has moved to a larger headquarters and announces plans to launch production in the South Asian region.

In January 2023, the Indian company was headed by a new Managing Director - Binoy Koshy, who will oversee the development process of this Group's location. Later this year the SECO/WARWICK Group plans to develop production in India based on cooperation with local partners.

SECO/WARWICK INDIA this year not only doubled its office space, but also more than doubled its employment, currently having 35 employees in four regions of the country. In the second half of the year, it is also planned to start the furnaces' assembly and ultimately also production in India. SECO/WARWICK wants to be a leader in this region and to have an efficient ecosystem of partners and teams ready to support the Group in strategic areas in Asia.

The Indian company's new and modern offices have a total area of over 320 m² and include spaces for employees and well-equipped conference rooms. The complex is located in Mumbai.



BINOY KOSHY
SECO/WARWICK India
Managing Director

"India is a perfect export hub and in this respect it will certainly help the entire Group to optimize costs. Larger office space and increased employment are the first step in building the company's capital in this region. Ultimately, we want to start production in India, which will logistically support the company in China. In the first stage, our team, supported by the Headquarters in the field of critical components and design, will start-up the assembly line. We plan to enlarge employment by expanding the team with experienced production associates and design engineers. The company will support not only the South Asian market, but will ultimately provide solutions wherever the SECO/WARWICK Group's interests require it"



GALLERY



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