

# “We are open to technologies of the future”



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**Paweł Wyrzykowski** is Chief Executive Officer of Seco/Warwick S.A. with headquarters in Świebodzin, Poland. In this interview with heat processing, he talks about research and development, new technologies and innovations in the heat treatment industry.

## **What is the core competence of your company?**

**Wyrzykowski:** For more than 25 years, Seco/Warwick has been providing the global metallurgical industry with new technologies, which enable producing light in weight and high quality components of aircraft, cars and many other devices.

The Seco/Warwick Group consists of several manufacturing companies as well as service and sales offices located in countries such as Poland, USA, India, China, Germany, Russia and France where Seco/Warwick S.A., based in Świebodzin, plays the leading role and is also a holding company.

Nearly 4,000 units of the supplied equipment in 70 countries are used for manufacturing of control systems elements, gears, landing systems for aircrafts, turbines, aircraft engines, heat exchangers in aircrafts and cars as well as surgical instruments.

## **Seco/Warwick is a fast growing company. What is the secret of your success?**

**Wyrzykowski:** Our success is due to knowledge, experience and passion – both of founders and our team – not only in terms of technology and engineering, but also in the quest to build and develop the global power of Seco/Warwick. Our advantage lies in the flexibility and individual approach to the customer, as well as quick response time when it comes to developing or adapting technology solutions needed.

Seco/Warwick cooperates with technical universities, institutes of technology, universities, research centres and research institutes around the world, both in Western Europe and in China and throughout Asia. It actively

implements cooperation programmes with the Technical University of Lodz, Poznań, with the Electronic Materials Technology Institute in Warsaw, Institut für Metallformung TU Bergakademie in Freiberg in Germany, Warsaw University of Technology, Central South University in China and National Research Saratov State University in Russia.

## **What kind of research & development projects do you support?**

**Wyrzykowski:** Seco/Warwick invests in research and development, cooperates with the most important research centres in the country and in the world. The company runs two R&D centres in Poland and California, which are equipped with modern test furnaces for such applications as plasma melting. It allows customers to explore ideas and objects including pilot production, material development, process technology, and toll melting services, providing process development and advancement required

by market growth. Seco/Lab, the latest metallographic laboratory, opened in 2016, allows for conducting quick and professional technological tests. The metallographic studies performed

at Seco/Lab and their conclusions help to develop new technologies, for example Seco/Lens, which were introduced last year.

Seco/Warwick has seen tremendous opportunities in Microsoft's holographic solutions, invented even its own name – Seco/Lens – and is preparing for global deployment. Seco/Lens, though worn on the head like traditional glasses, are not glasses at all. It's a magic belt filled with sensors, display and processor producing data – all in one. Seco/Lens can be used to superimpose previously created

*“Introducing virtual technologies to manufacturing will bring significant benefits”*

## RÉSUMÉ

### Paweł Wyrzykowski

Paweł Wyrzykowski is a graduate of the Faculty of Foreign Trade of the Warsaw School of Economics. In the years 1992–1998, he worked at Bank Creditanstalt Group in Vienna and Warsaw. Since 1998, he continued his professional career with Pfeleiderer AG, a leading manufacturer of materials for the furniture industry. In the years 1998–2001, Mr. Wyrzykowski held the position of Financial Director and Member of the Management Board of Pfeleiderer Grajewo S.A. to assume in 2003 the post of President of the Management Board of this company. In the following years (2009–2011), Mr. Wyrzykowski was a Member of the Management Board of Pfeleiderer AG in Neumarkt, Germany. Since 2012, he has been the President of the Seco/Warwick Group.

3D model of any device into a real view of it. There is a number of practical applications which are being developed but about which I cannot speak at the moment.

#### ***What do you want to achieve with your company in the long term?***

**Wyrzykowski:** Our priority is to further develop, both in terms of strengthening our market position and continuously improving our products and customer relationships. We put a great deal of emphasis on research and development, as well as actively gaining new contracts, especially on the prospective markets of Europe, China, India and the United States. Last year, we set up a new Seco/Warwick Services business operator to provide after-sales service to customers for heat treatment solutions. The purpose of setting up a new company is to provide customers with professional and constant service of the equipment, which will ensure high cost-effectiveness and quality.

#### ***What is your strategy for this development?***

**Wyrzykowski:** Due to the huge service needs we continue our development and consequently appointed the Indian company Seco/Warwick Systems & Services (India) Pvt. Ltd, which will focus on sales and servicing of equipment and systems in vacuum segment, vacuum metallurgy and aluminium.

As for products and markets, Seco/Vacuum Technologies LLC joined the group starting this year to serve the vacuum segment in the US market. The purpose of this entity is to provide current and future customers with products and services that meet the standards and expectations of the North American market in the highly specialized vacuum equipment segment.

#### ***How will production change due to digitalization of the economy?***

**Wyrzykowski:** It is worth pointing out that Seco/Warwick, though representing quite traditional industry, is open to technologies of the future like IoT or Industry 4.0. We think that Seco/Lens is a good example of this.

We have a strong foundation to develop heat treatment technologies, and thanks to passion for looking for new solutions, we have become the creators of some trends. Our rich history is the continuous development of the product and technology to meet our customers' expectations.

Inspired by the vision of Industry 4.0 and IoT and moving some of its work into the digital realm, Seco/Warwick is helping to design specialized software. Tests, simulations, and numerical analysis reduce design time and cost. They allow to develop and optimize the design of the equipment.

#### ***What will be the advantages of IT-tools in the heat treatment sector?***



**Wyrzykowski:** There are two basic directions we want to continue. The first is continuous improvement of technology and product through improvements in design and optimization of the process itself. The second challenge is the development of automation, standardization, and eco-based technologies that combine economic and ecological approaches at the same time. We believe that this two-pronged operation can be dubbed the Industry 4.0 stream. Seco/Lens – the latest Seco/Warwick invention – fits perfectly into this strategy.

Introducing virtual technologies to the manufacturing, training and servicing of our equipment worldwide will bring significant benefits to our customers. We are counting on even more intuitive handling of our devices, increased mobility, improved efficiency and reduced response times to service requests. You can imagine that a Seco/Lens service technician could move to the other end of the world

and see the device without having to undertake a costly and time-consuming journey. With Seco/Lens it is possible to remotely repair or monitor the device and, similarly, to support the production process.

**How does your company deal with the globalization?**

**Wyrzykowski:** Seco/Warwick does not plan further development in the geographical sense. We believe we are present in the world's most important metallurgical markets. In the coming years we want to focus on the further development of technology. One example of this direction is our UCM technology, where the traditional furnace is replaced by a modern line that can work in a technological process that encompasses the entire manufacturing process. The UCM line will communicate intelligently with the next CNC process stations through modern IT solutions. We are currently thinking of many similar directions using 21<sup>st</sup> century technology.

*“Our rich history is the continuous development of the product”*

