"Technological progress creates a favourable business climate"

Sławomir Woźniak, Deputy CEO of Seco/Warwick S.A.
Here you can find Seco/Warwick: **Hall 9, Booth C26**

What is the significance of GIFA, METEC and THERM-PROCESS trade fairs for your company?
Woźniak: Every four years, the trade fairs define and set the direction of the metal heat treatment market. Hence, it is not only an opportunity to exchange experiences, but a place to present the company's achievements. They often pose a challenge for traditional methods, applying numerous systems that maximize energy efficiency, reduce costs, and streamline production processes. Seco/Warwick will present solutions that are unique on a global scale.

What products are you going to present?
Woźniak: In addition to our best-sellers, we plan to present two new products: SuperIQ and UCM 4D Quenching will be launched. These two solutions suit the most demanding industries. SuperIQ is a combination of key features. It is a universal chamber furnace of the latest generation, with an integrated quenching and carbonizing tank, combining the attributes of a conventional and vacuum furnace. Thus, it is a hybrid of both, offering a unique heat treatment.

UCM 4D Quenching minimizes quenching deformations, due to the use of a chamber dedicated to individual details, equipped with a system of cooling in gas medium with omni-directional nozzles and simultaneous rotation of parts.

What trends or technologies are shaping the industry?
Woźniak: Augmented reality, algorithms supporting the decision-making process, predictive maintenance systems, repairs, workshops and cooperation in different time zones, AI and IoT usage in production processes. These are only some of the factors and trends that make up Industry 4.0.

Seco/Lens is an example of this approach. It uses augmented reality (AR) technology for remote repair, monitoring, diagnostics, as well as planning the most optimal layout of the production line. It allows for an accurate visualization and for conducting device operation training without the need for expensive and time-consuming travel. It is worth adding that it is the first such application in Poland and one of the first in the world for the use in heavy industry.

Another system is Seco/Predictive, a device control system that can detect potential failures before they occur.

Unforeseen production downtime means billions of dollars of lost revenues. The task of Seco/Predictive is to predict failures that previously seemed unpredictable.

'Heavy industry does not have to mean heavy thinking', this is a slogan reflecting the strategy chosen by Seco/Warwick. The company has developed many tools using artificial, augmented reality, IoT.

The booth will also be kept in this way: In order to see the solutions, visitors will use AR technology and scan dedicated markers. Thereby, the product will be visualized in 3D.

What do you expect from this trade fair?
Woźniak: In 2015, Seco/Warwick presented a new strategy called 'Invention meets Reliability'. Now we prove what it means that inventiveness meets reliability and efficiency.

In our opinion, innovation is adapting a technological solution or a way of managing to a new reality, other expectations of the industry and customer, or changing environmental standards. This approach is a driving force in the implementation of R&D projects, such as the analysis of construction and technological issues or process optimization and implementation of achievements of science and technology. This is the direction we will present this year.

How do you evaluate the business climate?
Woźniak: To put it in one word – positively. Our financial results confirm this. A significant increase in sales and a record order portfolio show that last year was very successful.

Technological progress creates a favourable business climate. However, this often forces to change the business model and shows that only those will survive who adapt to these changes, providing solutions where innovation meets reliability.