

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.



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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 50% more office space and 300% more hall space. **SECO/WARWICK USA also moved to a larger headquarters** this year.

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.**

"The American market in our portfolio has grown by nearly 100% year by 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. 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.