

中文 | english

# SEALS

TECHNOLOGY



0109

客户杂志 Magazine for customers and partners

[www.seal-maker.com](http://www.seal-maker.com)



expect more

工料 | Semi-finished materials

数控车削设备 | CNC Lathes

密封 | Seals



SPECIAL EDITION  
HANNOVER MESSE  
Hall 20 | D01





# 最新技术的一手资料 Get new technology first



您一定带着最高的期望来参加欧洲最大、最重要的工业汇展。这个超大型活动的宗旨承诺，将会为您带来信息与技术的超级跨越。

先说好消息：在展区20/D01，您的期望将会得到满足，甚至有可能超出您所期望的。老朋友、旧识和一个年轻的团队，当然还有最高效的全套密封生产设备之一，附带所有产品和配件，将会在Seal Maker展会Lounge里等着与您见面。

一个提议：在您跑到脚酸前，来我们这儿坐坐，喝杯咖啡！或者来一杯出自Burgenland洲的极品红酒，如何？

我们期待您的拜访和谈话！

您的

Ing. Johann Glocknitzer  
Geschäftsführer  
总经理

You have undoubtedly come to the possibly biggest and most important industrial show in Europe with high expectations. After all, the current motto of this huge event promises its visitors a first rate advance in information and technology!

To start off with some good news: your expectations will be fulfilled, perhaps even exceeded, in Hall 20/D01. At the Seal Maker Lounge, you will be welcomed by old friends, familiar faces, a young team – and of course by one of the most efficient systems for the production of Seals, with all its accessories and base products.

A little hint: Why don't you stop by our stall for a coffee, before your feet start hurting from all that running around? Or how about a glass of excellent red wine from the Burgenland?

We look forward to your visit and a one-to-one chat with you!

Sincerely yours,

Eng. Johann Glocknitzer  
President/CEO

配件不再被生产。厂家停产。供货时间？可能还要继续等着。为什么您不自己生产所需的密封件呢？

断货和存货短缺，特别是在这经济不景气的时候变得更加无法承受。特别是对维护和修理工作来说，发货时间短非常重要。时至今日，所需少量配件的自加工已经不是秘密了。

优质的Seal Maker全套设备，由数控车床到软件、工具和工料，车削密封所需一应俱全。

用此设备，液压和气压密封件，以及各种塑料工件可以在几分钟内简单地生产出来。所有标准和非标尺寸都能加工。本公司的工料均经过质量检测具有不同物理和化学性能，适合各种应用。



The piece you are looking for is not being produced anymore. The manufacturer does not exist anymore. Delivery times? Those can take a while. Why don't you simply produce the seals yourself?

In times of economic crises such as these, stoppages and supply shortfalls are simply not affordable. Especially in the maintenance and repair sector, short delivery times are of utmost importance. Fortunately, it does not take magic to produce oneself urgently needed parts, in small to medium batch sizes.

Quality assured systems from Seal Maker contain all that is needed for the machining of seals, from CNC lathes to software, tools and material billets.

Hydraulic and pneumatic seals as well as various plastic parts can easily be produced within a few minutes on those systems. All kinds of standard and special dimensions are possible. All types of material are available in certified quality with different physical and chemical properties for every imaginable application.





Just  
make it!

自己做



Easy  
cutting

简单车削



工料 + 车床 = 密封件

Material billet + Lathe = Seal

通过一个始于 80年代，简单却意义重大的想法，第一部专业车削密封机床成功进入市场，沿用至今这一技术由 Seal Maker 不断改善、开发，并将其带给世界各地的客户。

With this brilliantly simple idea the first professional seal manufacturing lathes started their triumphant success in the late 1980's, continuing to this day. Seal Maker brings this successful technology, with constant improvements, to its customers all the world.

## 工料 | Semi-finished materials

不同的种类和使用范围，对密封件的要求也完全不同。

Seal Maker 可以为各种不同的应用提供适合的工料。每件工料都经过严格的质量检查。众多常规工料之外，特殊尺寸、不同材质的工料以及有 FDA 证明的工料均可在短时间内供货。

The sealing demands differ greatly depending on type and application. Seal Maker has the appropriate sealing material for every application. Each billet undergoes stringent quality checks. In addition to a wide range of standard dimensions, a number of special dimension of all materials, including FDA-certified qualities, are available at short notice.

## 数控车床 | CNC Lathes

Seal Maker 的 SML 系列为车削密封制造厂家提供最大的数控车床选择范围。

通过从 170 到 720mm 可加工直径和大量加工类型，令使用者拥有一台完美的塑料加工设备。设备使用寿命高、保值率高，全面的培训和最好的到点服务是我们给您保证。

Manufacturers of lathe-cut seals find the greatest choice in CNC lathes at Seal Maker. With turning diameters of 170 to 720 mm and a multitude of machining options, users dispose of a perfect tool for the machining of plastics. High durability and value retention are just as guaranteed as are a comprehensive operator training and excellent service on site.

## 密封 | Seals

防尘 | 缸用密封 | 杆用密封 | 对称密封 | 支撑和导向环 | O形圈 | 旋转密封 | 客户所需特殊密封 | 塑料工件 | 矿山用密封 以及更多。

标准和非标液压、气压密封件可快速从产房供货。诸如特殊密封件的规划、安装方案的设计等，拥有多年经验的 Seal Maker 技师都能为您提供。

Wipers | Piston seals | Rod seals | Symmetrical seals | Back-up and guide rings | O-Rings | Rotary seals | Customer specific seals | Turned plastic parts | Mining seals and more.

Hydraulic and pneumatic sealing elements are available ex works at short notice in standard and special designs. Seal Maker's application engineers, with their long experience, are always available for the design of special seals, as well as for assembly suggestions.





# 全球密封系统 World Wide Sealing Systems

密封件为世界各地所需。Seal Maker全套设备由ISO质量认证，因品质优异而倍受世界各地客户青睐。

密封经销商拥有Seal Maker全套系统，可在最短的时间里为客户提供所需密封：成本低，量身定制的规格。

修理和维护单位获益于自制液压、气压密封。数控车床会带来更好的客户服务、更加灵活和更快的订单处理。

工业企业投资数控全套设备，自制急需替换件，节约时间，工作独立。

Seals are needed all over the world. Manufacturing Systems from Seal Maker are excellent, ISO-certified quality products, which are in high demand globally.

Seals distributors with Seal Maker's manufacturing system have got the appropriate seal for their customers within the shortest time span: cost-effective and custom-made.

Maintenance and repair companies gain from their own hydraulic and pneumatic seal production. CNC lathes provide for improvements in customer service, flexibility and contribute towards faster order handling.

Manufacturing companies save time and gain independence through investing in their own CNC system for the production of urgently required spare parts.

INTERNATIONAL | Headquarters  
Seal Maker  
Produktions- und Vertriebs GmbH

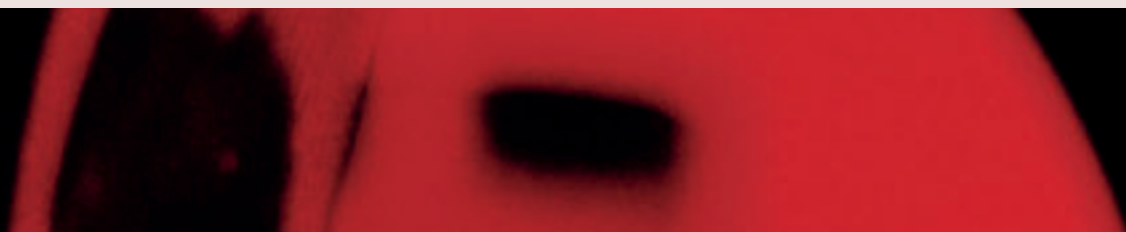
AUSTRIA | Zentrale  
Seal Maker  
Dichtungstechnik GmbH

AUSTRIA | Linz  
Seal Maker  
Dichtungstechnik GmbH

ROMANIA  
Seal Maker & Systems RO s.r.l.

● Headquarters and Service centers

● Key accounts





### CNC

数控车床

#### SML170 至 SML700plus

- + 几分钟内自制密封
- + 适用于液压、气压密封以及塑料工件
- + 大范围的车削直径和多样的加工方式
- + 高效、划算
- + 使用寿命长、保值率高

工料

- + 最好的质量才能满足最高的要求
- + 适用于任何一台数控设备
- + 适合所有应用范围的最佳工料：聚氨酯、橡胶和塑料

密封件

- + 量身定制，贴合无缝
- + 所有标准规格和特殊规格
- + 供货迅捷，成本低

#### SML-系统软件

- + 数控车床的中心，便于使用
- + 超出130个常规截面
- + 特殊截面，简单校正

工具和配件

- + 安装时间短
- + 常规配备或者特殊配备
- + VDI工具插口

#### 打磨机 Accu-Finish 2

- + 市面上最好打磨机
- + 让所有刀具保持锋利
- + 延长刀具使用寿命

#### 激光打字机 Accu-Engraver 3

- + 快速、精确、永久的标签
- + 给您的产品以专业外观
- + 塑料、金属、木材上的个性刻标

服务于合作伙伴和客户

- + 到点服务和维修
- + 全面的培训
- + 在线咨询库存
- + 免费软件升级
- + 高信息度的客户杂志
- + 以及更多

### CNC Lathes

#### SML170 to SML700plus

- + own production of seals within a few minutes
- + suitable for hydraulic and pneumatic seals as well as for engineered plastic products
- + substantial turning diameter and machining possibilities
- + efficient and profitable
- + durable and of lasting value

### Semi-finished materials

- + top quality for highest demands
- + universally applicable on CNC lathes
- + optimal materials for all applications out of polyurethane, elastomers and plastics

### Seals

- + custom-made and custom-fit
- + in all standard and special dimensions
- + available quickly and cost-efficiently

### SML system software

- + the user-friendly core of the CNC lathe
- + in excess of 130 standard profiles
- + simple modification of profiles

### Tools and accessories

- + short set up times
- + standard and special versions
- + VDI tool holders

### Lapping machine Accu-Finish 2

- + the best lapping machine available on the market
- + perfect sharpness of cutting tools
- + extends service life of tools

### Laser engraving with Accu-Engraver 3

- + fast, precise and durable labeling
- + professional appearance of your products
- + individual engraving of plastics, metal, wood and more

### Service for partner and customers

- + Service and maintenance on site
- + comprehensive training
- + online stock inquiries
- + software updates free of charge
- + informative sales bulletin
- + and much more





成为我们的合作伙伴

# Become Our Partner!

## 销售模式

在我们开拓发展中市场和地区时，我们同时寻找真正的销售专家。作为我们信任的合作伙伴，您将向我们庞大的当地客户群提供最佳咨询和即时服务。

## 同时寻找企业

您是一个企业家，并成功地在当地的密封件制造业立足或者想要立足？欢迎加入我们的网络！我们协助您建立自己的企业并配置设备。

请联系我们！我们很乐意抽时间与您单独谈话。

服务热线 +43 2626 20085  
office@seal-maker.com  
www.seal-maker.com

## Sales professionals

We are looking for sales professionals for our expansion in emerging markets and regions. As our trusted partner you supply the large customer base with best advice and on-site service.

## and entrepreneurs sought

You are a typical entrepreneur, who has already established himself successfully, or plans to do so, in his home country as producer of seals? Welcome to our network! We will aid you in establishing your company and installing your machine outfit.

Contact us! We'll gladly take time out for a personal talk with you.

Serviceline +43 2626 20085  
office@seal-maker.com  
www.seal-maker.com





## 成功的方案

# Concepts 4 Success

„进入新领域并将可行的界限一再扩展已成为我们的企业文化。2003年我们购入第一台Seal Maker设备SML420，为我公司历史设下一个里程碑。”

从技术性贸易到密封技术行业的生产者，解决密封问题：Seal Concept有限公司的成功故事。

„Conquering new areas and constantly pushing the limits of what is feasibly a little further is part of our entrepreneurial culture. In 2003 we have marked a significant milestone in our company history with the acquisition of our first Seal Maker machine, an SML 420.” Christian Kron (Grad. Eng.), CEO Seal Concept



在那些通过动力传递起重的地方，在那些需要专业技术支持的地方，Seal Concept GmbH是您正确的选择。移动机械液压应用行业的领先企业为其客户提供的不仅仅只是顶级的液压配件。这家来自德国Bobingen的企业更是因为专业密封和工料闻名并备受欢迎。

库存超过3万种产品，Seal Concept GmbH可以迅速提供所有液压、气压和启动机密封。明年这个成长中的企业将要迎来20周年庆。

开发和随时配备高品质密封和液剂是Seal Concept GmbH的主营业务。自从五年前安装了Seal Maker的数控密封加工设备，这个企业已经能够为客户订制车削密封，而且供货迅速。这样，客户能够在同一家买到标准密封件、车削密封件，以及特制密封件。

生产车间在几年间逐渐扩建，并增添了2台SML700和1台SML170加工中心。今天这四台设备全天轮班生产。使用所有常用工料，加工各种密封和特殊件。

“先锋”SML700plus显然是一次效益特别高的投资。附带自转工具，在车削以外还能钻、铣各种工件。

自从开始加工特殊件，Seal Concept GmbH和Seal Maker紧密合作，慢慢从技术性贸易公司转为制造者，密封技术和密封解决方案的专家。通过合作和加盟Seal Concept GmbH在土耳其和波兰继续他们的发展之路。不久前，伊斯坦布尔的PSC公司成功启用了又一台SML700。

From dealership for technical products to producer of and problem solver in sealing applications: The success story of Seal Concept GmbH.

Wherever loads are transferred with the aid of hydraulics and when competent technical advice is required, Seal Concept GmbH is the right partner. But the leading provider for applications in mobile hydraulics supplies his customers not just with first rate hydraulic components. The German company from Bobingen is also well known as a specialist for seals and semi-finished materials. With more than 30.000 articles in its product range, Seal Concept GmbH has the complete range of seals for hydraulic, pneumatic and drive systems available from stock.

Next year, this constantly growing family-owned company will celebrate its 20th year in business.

Part of the core business of Seal Concept GmbH is developing and providing of high-quality sealing solutions. Since its acquisition of a Seal Maker CNC lathe five years ago, the company is in the position to manufacture machined seals according to customer plans – and to deliver them rapidly. This way, the customers obtain their standard seals as well as machined seals and individual solutions from one single supplier.

Over the subsequent years, the production facilities have been constantly expanded, and within a short time two SML700 and one SML170 have also been added.

Those four machines are now in constant use by means of shift work. Seals and custom solutions are today produced out of all types of semi-finished materials. The SML700plus, with its motorized tools, proved to be an investment of special value, as it allows to produce plastic parts not just by turning, but also allows for milling and drilling at the same time.

With the introduction of the in-house production of special parts, Seal Concept GmbH has transformed itself, with the collaboration and partnership of Seal Maker, from a dealer of technical products to a manufacturer of and specialist in sealing technology. Seal Concept GmbH continues its expansion in Turkey and Poland with partnerships and co-operations. For instance, they have just recently put into operation an SML700 at PSC in Istanbul.



Seal Concept GmbH  
Dichtungen und Halbzeuge  
Hans-Sachs-Straße 2  
D-86399 Bobingen

电话 phone: 0049 8234 / 967 1 - 30 bis 34  
传真 Fax: 0049 8234 / 967 1 - 39  
电邮 E-Mail: info@sealconcept.com

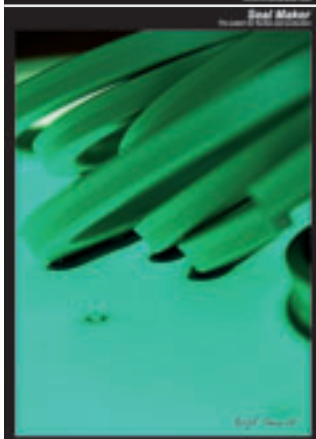
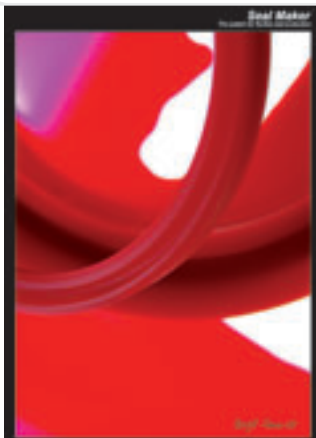
请在汉诺威会展与我们会面  
Come visit us at the  
HANNOVER MESSE  
展区 Hall 20 / 展台 Stand D09

更多信息 more information:  
[www.sealconcept.com](http://www.sealconcept.com)





# 卓越! Excellent!



草案 | 设计  
CONCEPT | DESIGN  
[www.c-more.at](http://www.c-more.at)

您的意见是肯定的：“当然更好”

四次“当然比同行更好”

在“产品质量”、“服务”、“合作”和“竞争”这些评分项目：这是最新一次对客户满意度的调查所获得的优秀成绩。

此为 ISO 质量监督 9001:2000 的调查范围。

我们很高兴得到一致的正面评价并感谢您的信任

**2 x 金 = 优秀!**

被紧张期待的 Seal Maker

年度画报被奥地利最重要的广告奖评为“最佳画报”。

同时 Seal Maker 为汉诺威展设计的会展台在“最佳会展建筑学”一项夺冠。

Your verdict is definite: „Clearly better“

Four times „clearly better than the competition“ in the categories „product quality“, „Service“, „Cooperation“ and „competitors“: This is the excellent result of our latest customer satisfaction survey, which we conducted as part of our ISO 9001:2000 certification. We are very happy about this positive feedback and would like to thank our customers for their confidence in us and our products!

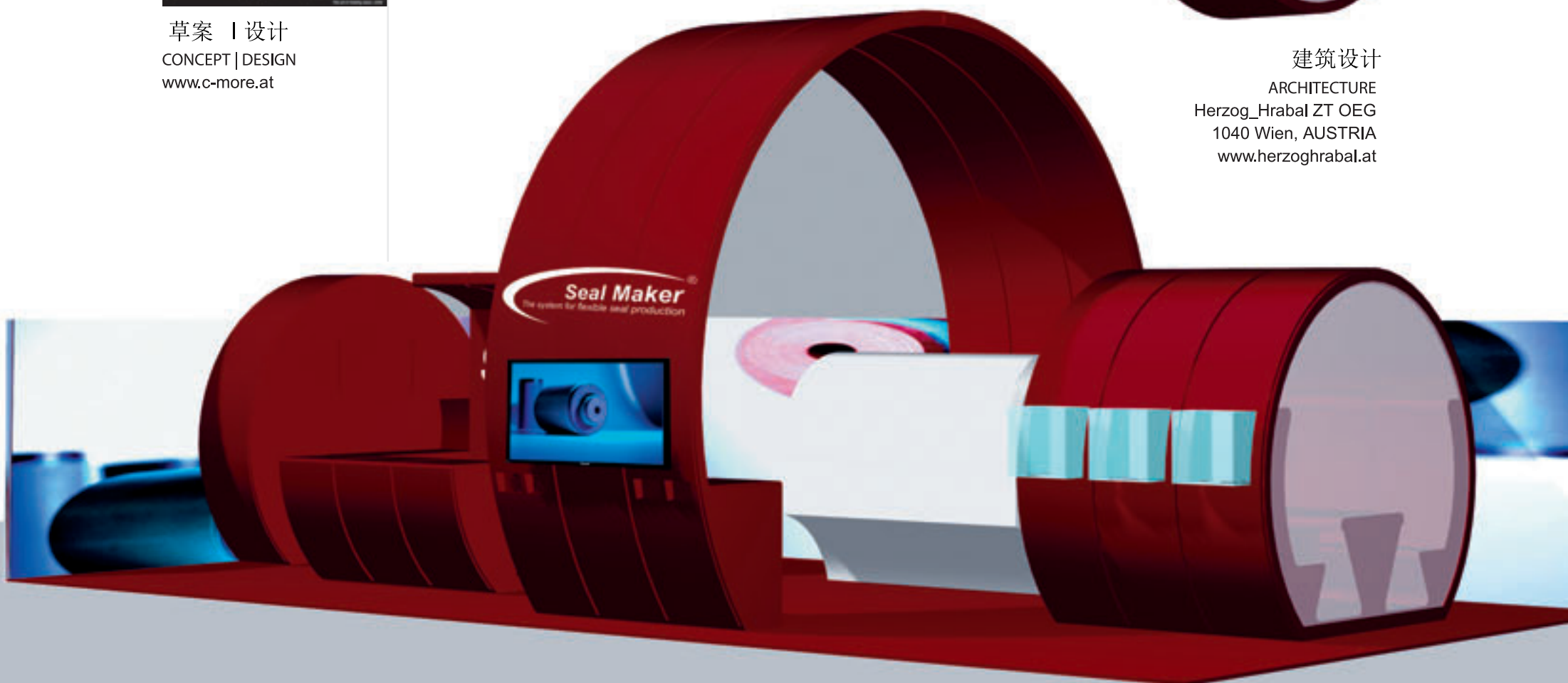
**2 x Gold = excellence!**

The eagerly anticipated yearly poster series was recently awarded the top spot in the category “best poster” at one of Austria's most important publicity awards ceremonies. Seal Maker's trade fair stall for the Hannover industrial trade show has been awarded gold in the category “best trade fair architecture”.



建筑设计

ARCHITECTURE  
Herzog\_Hrabal ZT OEG  
1040 Wien, AUSTRIA  
[www.herzoghrabal.at](http://www.herzoghrabal.at)





服务是质量的密封

# Service is the seal of quality

94%的出口份额，在各大洲的显著市场份额和60多个国家长期满意的老客户并不是偶然。特别高的产品质量和合理的性价比只是基础前提。

成功的业务关系只能通过信誉、真诚和实在的质量建立起来。**Seal Maker** 真正的成功在于信任、尊重和友谊。整个团队都会把这些带给所有客户和合作伙伴。

**Seal Maker** 的客户受益于特殊件加工经验、交货周期短和快捷的订单处理。作为可靠的系统提供者，**Seal Maker** 一贯尊重设备和工料客户的地区性业务。

最好的服务、到点维修、全面的培训和专业的咨询亦是本企业的强项。

提示：在 [www.seal-maker.com](http://www.seal-maker.com) 您能找到更多服务内容，比如在线咨询库存、特价供应二手设备，以及免费软件升级和我们的季刊。

An export quota of 94 %, impressive market shares on all continents and satisfied long-term customers in more than 60 countries are no coincidence. But exceptionally high product quality and a sensible price-value ratio are a prerequisite for this to happen.

A successful business relationship can only develop through reliability, honesty and trustworthiness. The real Seal Maker success relies on trust, valuing of customers and a friendly approach, which the whole team offers all our customers and partners.

Seal Maker customers benefit from our know how in the production of special parts, short delivery times and a smooth order handling. As a reliable supplier of machining systems, Seal Maker always respects the regional circumstances of their machine and material customers' domestic market conditions.

Best service and on-site maintenance are just as much part of the strong points of the company as are comprehensive training sessions and competent technical advice.

A little hint: For more detailed information, be it about other services, such as the online stock inquiry, special offers for used machines or free software updates and our newsletter, please see our website at [www.seal-maker.com](http://www.seal-maker.com)

订阅我们的免费客户杂志 “

获得最新讯息！

现在免费订阅：服务热线

**+43 2626 20085 | [office@seal-maker.com](mailto:office@seal-maker.com)**

Stay informed!  
With a free subscription to our customer magazine „Seals technology“

Order now for free at:  
Serviceline +43 2626 20085 |  
[office@seal-maker.com](mailto:office@seal-maker.com)





# 您身边的团队! The team on your side!



Your individual contact person is always there for you:  
In all countries, in ten languages, for all technical and organizational aspects.

您专属的Seal Maker联系人会一直为您服务：  
在每个国家，用10中语言，不管是专业问题还是组织事宜。

更多的了解我们，赢得一次来 Pöttelsdorf 考察的机会和在水利温泉高尔夫酒店 Balance Resort Stegersbach \*\*\*\*\* 的三天休闲住宿。

Learn more about us and win a factory tour in Poettelsdorf, including a 3 day long stay at the Spa Thermen Golf Hotel - Balance Resort Stegersbach \*\*\*\*\*



★★★★★

## 获得最新信息、获得胜利 Stay up-to-date and win

我希望得到更多关于产品和价格的讯息。

I'm especially interested in

- 数控车床 CNC lathes  
 工料 Semi-finished materials  
 密封件 Seals  
 工具和配件  
 Tools and accesories  
 .....

我希望得到更多关于产品和价格的讯息。

I would like to receive further information about products and prices and would like to

- 请安排专人会谈  
 arrange a personal discussion  
 请给予包含所有详细信息的  
 Seal Maker 产品手册  
 receive the Seal Maker product catalog with detailed product information

我希望获得关于密封行业发展趋势、技术和市场的最新资讯，并订阅免费客户杂志“Seals technology”：印刷版 | 电子版

I would like to be kept up to date about trends, technologies and markets in the sealing sector and subscribe to the free magazine for customers and partners „Seals technology”:  
 Print version  Online edition

名字 Name

职位 Position

公司 Company

地址 Address

电话、电邮、网址 Phone, E-Mail, Web

### 抽奖参加条件

请将您的咨询寄到Seal Maker Produktions und Vertriebs GmbH, Viktor-Kaplan-Allee 7, 7023 Pöttelsdorf, Austria 或者发往 office@seal-maker.com office@seal-maker.com。

标语：“Hannover Messe” 收件截至：31.05.2009

不包含路费。奖品不可转送，不可兑现。抽奖活动不接受法律诉讼途径。员工不可参加抽奖。获奖者将会得到书面通知。奖品有效至31.12.2009

### ELIGIBILITY REQUIREMENTS

Please send us your inquiry with the key word “Hannover Messe” before 31.05.2009 addressed to Seal Maker Produktions und Vertriebs GmbH, Viktor-Kaplan-Allee 7, 7023 Pöttelsdorf, Austria or by Mail to office@seal-maker.com

Travel costs are not included. The prizes are non transferable and there is no cash alternative in lieu of the prize. This drawing is held without legal prejudice. Seal Maker employees are excluded from participating. The winner will be contacted in writing. Offer ends till 31 December 2009.