

SEALS

TECHNOLOGY



0309

客户杂志 *Magazine for customers and partners*



为您服务
vision becomes reality

www.seal-maker.com

为您服务 | For your assistance

优化聚氨酯 | Optimized PU

突破 | Groundbreaking



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BE OUR GUEST!
Visit us at the MDA in Mumbai

MDA
INDIA



Good News!



亲爱的读者们！

没有比本期杂志更令我期待的了。为了向您展示多量新闻，我的团队努力了很长时间：此刊公布多处改良、创新和拓展。非常值得期待！

我们对聚氨酯工料U203-R85的改良是其中最重要的一项。一些客户提出，在不使用新型SML设备时，特别是在加工非常小的尺寸时，曾出现车削问题。

此次这个问题已经彻底解决：我们的化工师成功改良标准工料。使其易于加工的同时，保持所有物理和化学特性。甚至，在某些方面产品质量更加优化。

但这仅仅是好消息之一。接下来的几个星期里，我们将全面拓展供货系统。不久将推出新工料的各种供货规格。面对我们客户中的塑料专家，Seal Maker将跻身One-Stop供货商首选之列。即日起，在已有产品之外，Seal Maker向您提供各种棒状、管状和板状塑料。

十二月，我们邀请您前往印度。印度动力展——对于我们的行业来说，是亚洲地区最重要的专业展——将在孟买举行。我们将带着Seal Maker展会Lounge参展。若想在圣诞前夕做点特别的事，我们的展台值得一去。因为今年Seal Maker将给您一个大惊喜。

如此变化，不禁疑问，现有的公司大楼能否满足我们所需？当然不能。

因此，自八月起很多勤劳的手（和设备）正将扩建计划付诸实施。建成后，使用面积将会增加3000平米，以满足将来的需求。

您看，我们尝试，在经济危机的大环境中做到最好。比起停滞不前，Seal Maker带着积极的基本态度，走自己的路。不久，这段时间里我们的目标将要达成。我深信，对您我来说，经济危机都将成为过去时。

您看，我们尝试，短时间里做到这么大的进步的只能是一个出色的团队。我感谢我的每一个员工。感谢他们在过去的几个月里，不知疲倦的工作和优异的成绩。

我希望，亲爱的读者们，翻阅此期刊（03/09）能为您带来愉悦！

您的Johann Glocknitzer

Dear Readers,

I think I never anticipated an edition of our SEALS TECHNOLOGY magazine as much as this one. Our team has worked arduously on all those great new developments: this edition presents you many improvements, innovations and enhancements to make our customers and partners happy.

The most important part is, undoubtedly, the improvement of our polyurethane U203-R95. Some of our customers, who have not yet converted to our new SML machines, reported some occasional problems concerning the machinability of our material, especially with small diameter seals.

Those occasional problems are now definitely a thing of the past. Our chemical engineers successfully modified our proved standard material to improve its machinability while at the same time maintaining its physical and chemical properties. We were even able to improve its properties in some aspects.

But that is just the first of the good news. In the upcoming weeks you will see a substantial amplification of our product range. Soon, additional materials will be available in a number of shapes and sizes. This way, Seal Maker becomes first choice as a one-stop-shop even for those customers specializing in plastics. In addition to our well established products, we will soon be offering various plastics in bar, tube and sheet form.

In December you'll be welcome to visit us in India. The Motion, Drive and Automation India – undoubtedly the most important trade show on the subcontinent for our industry branch – will be taking place in Mumbai. We will of course attend as an exhibitor, with our Seal Maker Lounge. A visit to our fair booth will definitely be worth it for all those who are looking for something special before the holidays: Seal Maker will attend the show with a surprise that will leave you speechless...

All those good news bring up the question whether our current facilities still comply with our requirements – of course NOT.

That is why, since August, we are working on an extension to our building. A further 3.000 m² floor space are being added for our future requirements.

As you can see, we have tried to make the best of the economic crisis. Rather than having our activities grind to a halt, we at Seal Maker remain motivated and have pressed on with our positive outlook. We are also about to turn our plans from those times into reality. I am convinced that you, as well as us, will soon refer to the phenomenon of "economic crisis" only in the past tense.

Finally, I would also like to point out that so many positive developments in such a short time are only possible with an excellent team. I would thus like to thank all our employees for their tireless efforts and fabulous achievements over the last few months.

I hope you'll enjoy perusing edition 03/09 of Seals Technology!

Yours,
Johann Glocknitzer



进入未来！ Enter the future!

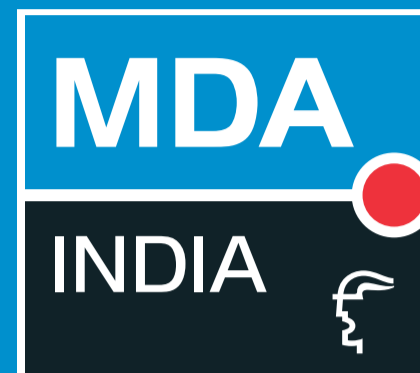
The Countdown!

2009.12.10 | 09:00 a.m. IST (Indian Standard Time)

WE'LL BE THERE! STAND 1G 708

MOTION DRIVE AND AUTOMATION _ 10 - 13 December 2009

International Trade Fair for Motion, Drive and Automation _ Bombay Exhibition Centre (BEC), Goregaon, Mumbai



请记住这个日期：2009年12月10日

随着国际动力展在孟买开始，Seal Maker 第一次公开介绍新的设备理念 "DESIGNED TO BE EFFICIENT"。以经过实践证明的元件为基础，将现有理念全部翻新，创造无可匹敌的性价比。

便捷 / 高效 / 富有现代感的设计

请您参与此项全新理念的首次面世，并亲自领略我们“奥地利制造”的质量和功能。

孟买国际动力展——2009年12月10-13日，www.seal-maker.com/vision

Remember this date: 10 December 2009

At the International Trade Fair for Motion, Drive and Automation in Mumbai, India, Seal Maker will present its new machine concept "DESIGNED TO BE EFFICIENT" to the world. The complete redesign of the existing machine concept, based on trusted and proved components, will become a benchmark for price-value ratios of such systems.

COMPACT | EFFICIENT | MODERN DESIGN

See for yourselves the quality and possibilities that our "Made in AUSTRIA" systems can offer you, and attend the inaugurative presentation of this groundbreaking concept.

MOTION DRIVE AND AUTOMATION, MDA INDIA 2009
10 - 13 December 2009, Mumbai | www.seal-maker.com/vision.



总部 Headquarters 2.0

八月起，Pöttelsdorf的总部大楼后面不断传出汽锤、挖掘和碾压得声音。看着挖出的土堆，可以想象工程规模：扩建包括3000平米的使用面积。

新建部分除了办公室和休息室之外，还容纳了附加车间和很大一个设备组装空间。增建面积和功能相当于现有生产能力和仓库容量的两倍。单单新建的仓库面积就有1300平米。另外还增加了50个停车位和用于分流的空地。

建成时间预定2010年4月。扩建后将为Seal Maker客户和合作伙伴带来更好供货效率和更短的供货期。

Since early August, the noise of jack-hammers, excavators and steamrollers can be heard emanating from the construction site behind our main headquarters. A quick glance at the site is enough to realize the scale of the project: the extension being built will add a further 3.000 m² floor space.

The new building will comprise additional office space, a tea room but also additional workshops and a large machine assembly area. In terms of size and capacity, the current production and storage facilities will be doubled with the new extension. The new storage space will amount to 1.300 m², and the open space will consist of 50 additional parking spots and a new driveway for goods delivery.

Completion is planned for April 2010. Seal Maker customers and partners will benefit from the extension by means of improved efficiency and even shorter delivery times than current ones.

0309

New
quality!



聚氨酯工料 PUre material

十多年来我们的密封工料聚氨酯PU U203应用于全球各业。理由足够充分，重新审视材料的可优化性。

加工小规格时，车削技师更加需要经验和技巧，来保持成品的表面光洁度。这是一个棘手，但Seal Maker科研组可以解决的课题。目标是调整现有的PU材料，使之容易车削。但是，材料的其他性能不可以受到影响。

我们制定了全面的测试、检验方案，用以检测车削塑料的，特别是聚氨酯的物理原理。由此来客观判断撤销表面。由测试结果推断出添加剂的分子结构。添加剂优化车削性能，却不影响密封材料的主要力学性能。

我们找到多种不同的混合配方。它们符合所需特性，同时展示出多元的材料属性。

与本公司车削技师和密封专家的紧密合作，筛选出三种最佳配方。不仅车削性能优化，其他材料特性也比现有的PU U203更加优秀。

现在，我们正全面测试这三种工料在各种条件下和各种介质中的长期稳定性。测试结束后，我们将选出一种值得信赖的，在各方面最符合客户需求的材料。

新的聚氨酯将于十月推出小规格筒料。我们邀请所有的客户，试用这种材料，认识它优秀的车削性能。我们将感谢每一个回馈！

Our PU U203 polyurethane has been sold very successfully over the last 10 years for use in a variety of applications all over the world. That was reason enough to have another look at the material and look for opportunities to improve on its properties.

It was mainly the machining of smaller dimensions that required a certain experience and dexterity of the machine operators in order to achieve a high quality surface finish of the seal. It was a difficult, but solvable, task for our R&D department. Its aim was to modify the existing PU in such a way that machinability be improved without causing any adverse changes to the material's characteristics.

A substantial number of experiments had been conducted to investigate the physical basis for the machining of elastomeric materials, and especially PU, and processes have then been developed to allow for an objective evaluation of machined surfaces. A number of chemical structures for additives could thus be obtained that would improve the sealing material's machinability without simultaneously deteriorating its mechanical properties.

A number of blends were found that would fulfill the required criteria while at the same time presenting a wide spectrum of different material properties.

The three best blends, offering the biggest improvement in terms of machinability and other critical properties compared to our existing PU U203, were then chosen in close cooperation with our most experienced machine operators and sealing application experts.

Those three materials are currently being scrutinized with regards to their long term stability under different conditions and in different media. After completion of the evaluation the blend, which we believe will most closely represent our customers' requirements, will be chosen.

From October, the new PU will be available at first in smaller dimensions. We invite all our customers to test the material extensively, to assure themselves of its excellent machinability – and of course will be very keen on receiving your feedback!

和特殊材料 PEEK and special materials

Seal Maker扩充产品种类！

新增工料PEEK（聚醚醚酮），部分有FDA认证。库存其所有常用车削规格，能够迅速发货。

新增一系列特殊工料。均为挤压成型的高品质塑料半成品。另有大量热塑性塑料供选择：板料、棒料和管料，可提供所有常规尺寸。各项材料均能提供所有规格和指定公差范围。

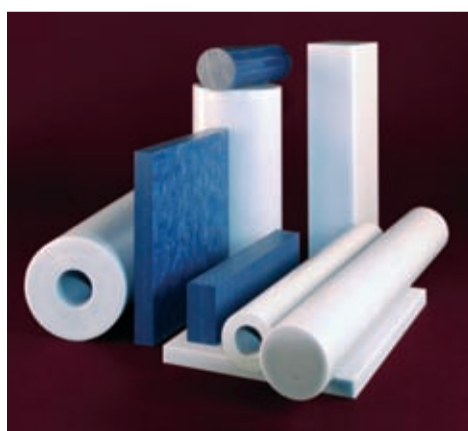
更多信息将于我们的产品手册发布，或者请您登陆：
www.seal-maker.com

Seal Maker widens its product range!

New standard materials in our product range:
PEEK (polyaryletheretherketone) billets, some even in FDA-approved qualities. Of course all dimensions with a high sales volume will be available from stock and with short delivery times.

New special materials in our product range. These semi-finished products consist solely of plastic billets produced by means of extrusion. The wide range of thermoplastic materials is also convincing: plates, bars and tubes in the most sought-after dimensions are available. The different material types are available in a large variety of standard and intermediate sizes as well as with clearly defined tolerances.

For more info, see our upcoming product catalogue as well as our website: www.seal-maker.com



SML润滑！ Lubricate your SML!

您的SML设备经由升级，可自动润滑，加工更顺畅、更持久！润滑囊为X和Z轴提供润滑，分量精确。润滑囊所含可使用一年以上，即使频繁加工。安装价格优惠，可在下一次的设备维护时，由我们的技师安装。若您自行安装，请先咨询我们的客服部。

X和Z轴自动润滑系统，包括：

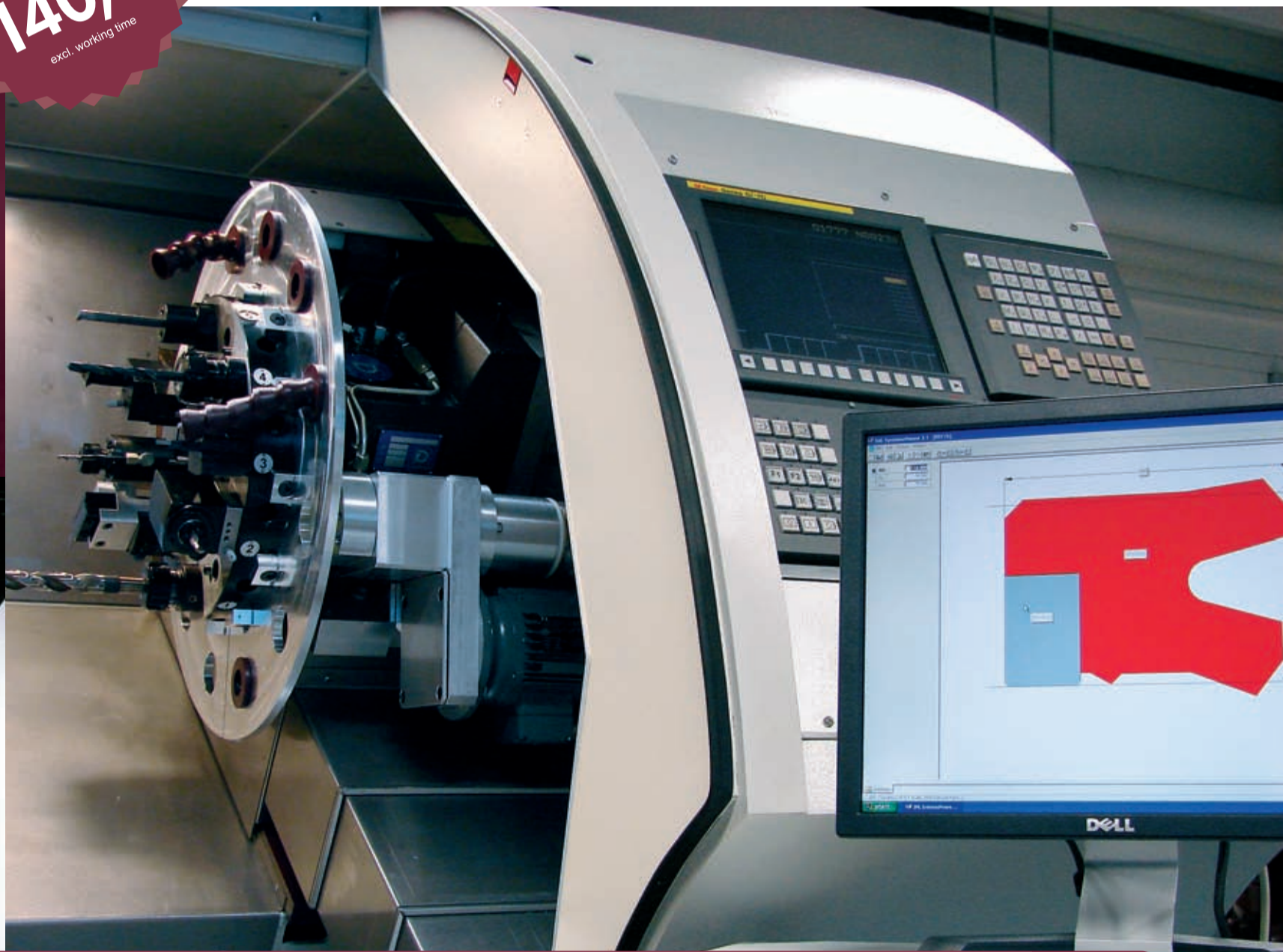
- ✓ 2个润滑囊
- ✓ 2个润滑囊固定装置，包括连接线路
- ✓ 2根铜管

Your SML lathe would certainly appreciate the upgrade to the automatic lubrication system for a smooth operation and prolonged durability! The efficient lubrication cartridges supply both the X and Z axes with just the right amount of grease. The cartridge's content easily lasts a whole year, even in case of extensive machine use. The inexpensive installation can be made either by one of our technicians as part of a machine service, or by yourself after consultation with our service department.

Automatic lubrication of X and Z axes, including:

- ✓ 2 lubrication cartridges
- ✓ 2 cartridge supports and required connectors
- ✓ 2 copper tubes

**SPECIAL OFFER
NOW AVAILABLE**
140,- €
excl. working time



升级 Update

SML系统软件3.5版 - 09年9月9日升级
SML系统软件3.5版的新升级可即时下载。请注意，此次升级仅适用于SML系统软件3.5的最新版。

如有问题，请咨询我们的客服部：
+43 2626 20085 | office@seal-maker.com

SML System Software 3.5 - Update 09.09.09

The new update for our SML System Software 3.5 is now available for download. Please bear in mind that this update is compatible only with the current Version 3.5 of the SML System Software.

If you have any questions do not hesitate to contact our customer service desk:
+43 2626 20085 | office@seal-maker.com

HOT

用心服务 Service by heart



好消息第一：Seal Maker 的SML设备为您提供无干扰、无间断生产。实践中几乎不出现设备问题。我们客服部收到最多的问题，是关于设备维护的咨询。

即使这样，设备组仍继续辛勤运作：所有客户咨询和问题必须最快得到解决。继电话、电邮咨询和手把手的辅导后，复杂的问题将通过三维维修指导得到解决。

设备组员6人，组长Michael Kopecky。他的主要任务是协调所有内部和外部的 workflows，以及安排客户培训。客户培训可在Seal Maker培训室或者直接在客户当地进行。

安装、扩充基础机成为SML设备，以及加工测试和发货准备，都有经验丰富的设备组技师执行。也许您已经认识其中的一位：Andreas Pultz、Adam Paroczai、Jürgen Bauer、Mario Steiner 和Reinhard Werfring，为客户在当地提供专业的安装。设备使用中，将由他们执行所有的维护和修理。问题咨询也由他们负责服务。

正在施工中的扩建部分，将为设备组增加效率。用于设备组装的场地将会扩大三倍，可同时加工多台设备。

Some good news straight away: your company is set up for hassle-free operation with Seal Maker SML machines. Machine problems are extremely rare on our SML units. The majority of communication with our service department deals with requests for machine service.

Nonetheless, the service department is always bustling with activity: all customer enquiries have to be handled and solved as quickly as possible. In addition to technical support via phone, e-mail and step by step guides, 3D animated repairing instructions are also available.

Michael Kopecky is the head of the service department. His main responsibilities are the coordination of all internal and external work-related processes, as well as the organisation of operator training courses for our customers, whether those take place at Seal Maker or at the customer's location.

The installation and upgrade of basic lathes to the SML machine system as well as running all tests and readying the system for despatch are all done by our experienced service technicians. You might already have met one or the other personally: Andreas Pultz, Adam Paroczai, Jürgen Bauer, Mario Steiner and Reinhard Werfring perform the careful and professional installations at the customer's location. During regular business hours, they are in charge of machine maintenance, the occasional repair job and of giving advice to our customers for trouble shooting.

An increase in efficiency can be expected from the building extension which is currently under construction. After all, the area for machine assembly will be tripled and will thus provide more overview and possibilities to work on more machines simultaneously.

www.seal-maker.com

设备客户区

密码区为所有设备客户新增：更多活动讯息、刀具和刀把一览（可下载）、SML设备软件升级讯息。

设备组很乐意为您提供咨询：

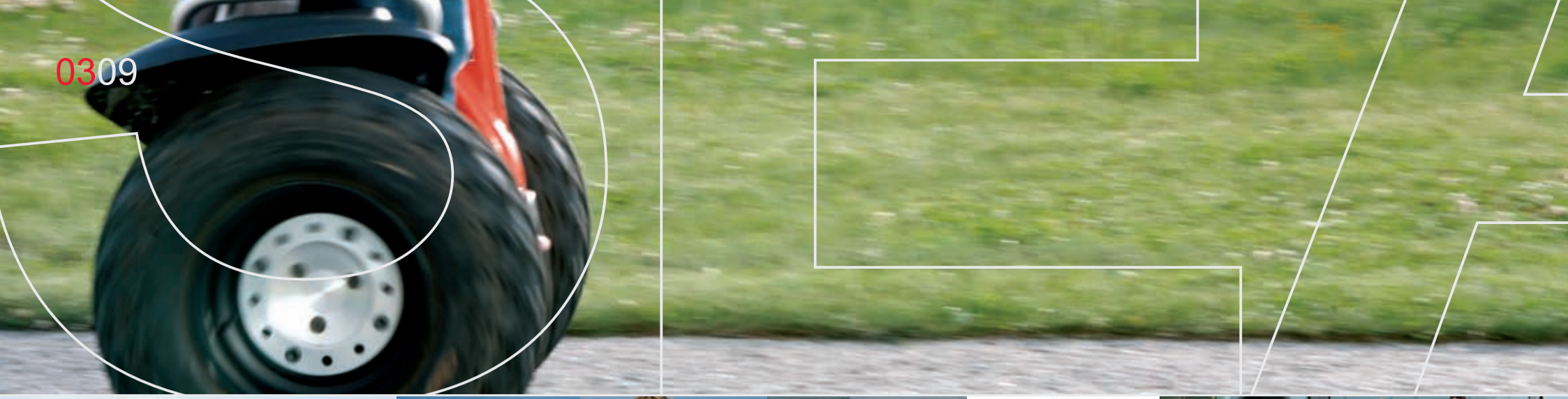
请来电 +43 2626 20085 或来信 office@seal-maker.com 预约

Machine Customer's Area

New in the login section for machine customers: Yet more info about special offers, tools and tool holder overview available for download as well as information about the SML System Software Updates.

Our service department will gladly respond to your queries at +43 2626 20085 | office@seal-maker.com

NEW



挑战Segway Segway Challenge

有些人得了瘀青，有些得了胜利。Seal Maker夏日庆上大家都非常愉快。参加Segway Challenge杯，我们的员工不仅需要证明自己在两轮车上的平衡能力，而且需要很大的勇气战胜速度。激动与辛劳过后，用鲜美的牛排、烤鱼和扎啤慰问参赛者和观众。兴致高昂、趣味横生的聚会直至深夜！

Some only earned bruises – others earned cups for winning... Either way, all guests at Seal Maker's summer party had lots of fun! In the Segway Challenge, our employees had to prove not just their balancing skills on two wheels, but also their fearlessness when it came to speed.

The participants and spectators could then recover from the competition's strain with juicy steaks, fresh grilled fish and beer fresh from the tap. Thus, everything was provided for a good atmosphere and great entertainment!

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获得更多密封技术的新动态，新产品和关于全球应用的报道。获得最新资讯，得到有价值的提示，如何优化您的密封生产。

下一期的SEALS TECHNOLOGY将与在孟买的印度国际动力展同时发布。

免费获得一年四期的SEALS TECHNOLOGY，请寄邮件致 office@seal-maker.com



Sign up today for your free subscription of SEALS TECHNOLOGY – the magazine for our customers and partners!

Learn more about recent developments in seal design, new products and read about users' experience from around the world. Stay up to date and receive valuable hints and tips on how to improve your seals production.

The next edition of SEALS TECHNOLOGY will be released in time for the opening of the International Trade Fair for Motion, Drive and Automation in Mumbai/India.

In order to receive SEALS TECHNOLOGY 4 times a year, free of charge and without any further obligations, just send us an email at office@seal-maker.com

PTC ASIA Shanghai 26.-29. October 2009

所有中国的客户和有兴趣者，总经理Johann Glocknitzer将在参加上海PTC的同时，为您提供谈话与咨询。

请来电 +43 2626 20085 或来信 office@seal-maker.com 预约

Our Managing Director, Johann Glocknitzer, will gladly meet customers and prospective customers from China in person at the PTC Asia in Shanghai.

To arrange an appointment, please call us at +43 2626 20085 or contact us via e-mail at office@seal-maker.com

MEETING