

SEALS

TECHNOLOGY



0409

客户杂志 *Magazine for customers and partners*



designed to be efficient

www.seal-maker.com

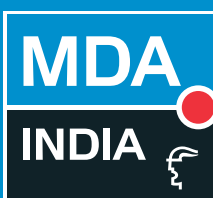
印度首次亮相

质量、监督、信任

名列前茅



特刊
MDA 印度 | 展位1G 708



More innovation. For YOUR business.



亲爱的读者们！

自车削密封发明以来，已经成功走过了20年的发展史。“工料+车床=密封”，这个具有革命性意义的想法无疑已经成了最具意义的创新。它的简单和绝妙，彻底颠覆了全球的密封行业。

20年后的今天，我们仍可以称车削密封为创新吗？我们，Seal Maker的答案是肯定的。很多理由可以证明。

“车削密封在全球的需求度正在节节攀升。”

我曾有此荣幸，在80年代，从第一次试车起全程参与这一技术的研发。当然，我们无法将20年前在一个车库的起始和今日的密封技术相提并论。但是，单靠供货迅捷，以及设计灵活与高效率并存这两项，就让我们自始至今深信这一技术的存在的理由。随着技术的成熟和加工系统、软件、以及刀具的不断研发，车削密封的市场份额正在逐年增加。

用以车削密封的工料品种繁多、规格齐全，可满足各种不同需求。从经济学角度出发，面对高品质标准件，车削密封有着多方面的优势。若想在密封行业立足，几乎没有一个企业现在能够完全不涉及车削密封。不管企业面对的是国际还是地区市场。那些自始就发现了此项产品的创新潜力的人，事实证明他们判断正确。

“创新并不单是指前所未有的第一次……”

此次2009印度动力展的口号“**Innovative ideas for YOUR business**”表现出这些年我们和客户的共同经历。创新并不单指前所未有的第一次。

对个人、各个企业或一个国家来说，一项新技术的首次购入、研发、展示或者应用，都属于创新。车削密封在世界各地仍旧被视为经营上具有启发性的创新。

在安哥拉，全国第一台用于车削密封的，出自Seal Maker的数控全套设备，今天投产。不仅成就了我们在当地的客户，也带动了整个地区经济。

“完美的SML 500e设备计划是经过多年市场观察得出的结果。”

Seal Maker全体员工都极重视与客户和合作伙伴间定期的经验交流，以及友好关系。理所当然，Seal Maker将出席全球最具代表性的专业展会。因为客户的需求、观点和意见都将融入我们的创新理念。

希望我们的网站和我们的季刊SEALS TECHNOLOGY将成为和客户以及合作伙伴交流信息的平台。

此刊SEALS TECHNOLOGY将是今年的最后一刊。借此，对于在这个不寻常的2009年里能够合作愉快，我向所有的朋友们、伙伴们、客户们和员工们表示感谢。同时我祝愿大家2010年万事顺利，并期盼着能在下一次的期刊里向大家报道2009印度动力展、SML 500e成功进入市场，以及更多新消息。

您的

Ing. Johann Glocknitzer
总经理

Dear Readers,

The success story of machined seals now goes back more than 20 years. The revolutionary idea “raw material + lathe = seal” can undoubtedly be referred to as an important innovation. After all, it was the ingenious yet simple idea, which has transformed the world wide seal market for good. But is it justified to keep calling machined seals an “innovative product”, twenty years on? We at Seal Maker believe it is. For a number of reasons.

„Machined seals are now in higher demand than ever.“

I was fortunate enough to present from the earliest development stages, starting with the very first attempts at machining seals, in the 80s. Of course one cannot compare what started 20 years ago, literally in a garage, with today's sealing technology. Nonetheless, the short term availability as well as the possibility for customization, combined with high efficiency, have never given reason for doubting in this product. Thanks to its high technical proficiency and constant, ongoing development of production system, software and tools, machined seals gain a bigger market share, year after year. A range of raw materials of all shapes and sizes and all kinds of properties are now available to producers of machined seals. The commercial competitiveness, compared to high-quality standard products, is very good. Hardly can a company nowadays be successful in the seal market without also employing this technology. This holds true, regardless of whether it is an international corporation or a regionally oriented company. This is a fact, which gives backing to those, who saw the potential of the product from the early stages.

„Innovation isn't just when something happens for the first time...“

The motto of the MDA INDIA 2009 „Innovative ideas for YOUR business“ states what we have experienced, together with our customers, over the course of the years: Innovation does not just take place when something happens, or is presented, for the first time. To the individual, a company or even a country, innovation also manifests itself when a new technology is being sold, developed, presented or employed for the first time. Machined seals still serve as the basis for innovative business ideas in all of the world's regions.

A Seal Maker CNC system for machined seals is being commissioned this year in Angola, making it the first such facility in that country. This is not just a huge step for our Angolan customer. He also gives an important impetus for the whole region as well as for the country's local economy.

„The well-thought-out machine concept of the SML 500e is the result of a long-term market observation.“

The regular exchange of ideas and friendly relations with our customers and partners is of high importance to all Seal Maker staff. After all, the different requirements, points of view and suggestions from our customers are a central part of taking up new ideas and developing them into new and improved products. We also see our website and our magazine SEALS TECHNOLOGY, which is very popular with our customers, as indispensable communication channels which support us in exchanging know-how with you, our customers and partners. As this present issue of SEALS TECHNOLOGY is the last one for this year, I take this opportunity to thank all our friends, partners, customers, and of course our staff, for the excellent collaboration during this, sometimes not so smooth, year 2009. I would also like to take this opportunity to wish you all the best for 2010 and already look forward to giving an account of the MDA INDIA 2009, the successful market introduction of our SML 500e and many more interesting news!

Yours,

Ing. Johann Glocknitzer
President



World Premiere in India

10th of December 2009

12月初全球密封行业最关注的无疑就是印度最重要的专业展会。在孟买举行的2009印度动力展向参观者打开全球首次亮相的平台，必定会引起极大的关注：

Seal Maker将首次向公众展示出自创新设备理念“DESIGNED TO BE EFFICIENT”的数控全套系统 SML 500e。

SML 500e 结合了高科技、高品质、具设计感的外观，以及极其诱惑的性价比。这样的设备在密封行业前所未有。

和客户所熟悉的其他Seal Maker系统设备一样，SML 500e也将包纳全面的整套配置。因为即便是最好的设备、价格最优惠的工料和最优秀的密封件，也能通过优质的服务和专业的咨询得到加分。

新的SML 500e是多年市场观察和深入分析客户反馈的结果。我们深信，这个精明的设备理念会将车削密封技术引入一个全新的纪元。我们热诚的邀请您，亲自见证SML 500e的功能和强项。

All over the world, members of the seal sector will turn their attention to India's most important trade fair in December. For all visitors, the MDA INDIA 2009 held in Mumbai will be the arena of a world premiere with a lot of furore.

With the innovative machine concept DESIGNED TO BE EFFICIENT, Seal Maker will present to the public for the first time their unique CNC machine system SML 500e.

Never before in the history of lathe-cut seals was there a machine system which combined cutting-edge technology, highest quality level and attractive design with such an extraordinarily attractive price-performance ratio like the SML 500e.

Utmost attention was paid to the all-embracing total package for the SML 500e machine system, similar to what Seal Maker customers are already accustomed to from the previous machine models. In the long run, even the best machine, the best suitable materials and the most efficient seal, will gain additional performance when optimal customer relations and competent advice are combined.

The new SML 500e is the outcome of market research over many years, and of a thorough analysis of the feedback received from our customers. We are convinced that our introduction of such a clever machine concept will mark the beginning of a new era in the sector of lathe-cut seals, and we invite you to come and find out yourself the many advantages and features of the SML 500e.

Designed to be efficient: SML 500e

新的SML 500e是多年市场观察和深入分析客户反馈的结果。我们深信，这个精明的设备理念会将车削密封技术引入一个全新的纪元。我们热诚的邀请您，亲自见证SML 500e的功能和强项。

With the SML 500e Seal Maker presents a revolutionary CNC machine system, which will re-define the limits of seal technology. Highest efficiency. Well-proven components. Best Austrian Quality. **Available at a price level which gives an absolutely unique price-performance ratio in the seal market.**

关注点

- 高性能数控全套系统，用于加工最大直径为520 mm (20 inch) 的密封件
- 设备电脑配置操作简便的SML系统软件
- 高效率八位刀盘，换刀迅速，准备时间短
- 设备配置全套密封加工刀具
- 精确的维护、安装和使用说明
- 切割和抽吸
- 大量配置

HIGHLIGHTS

- High-performance CNC machine system for seals up to 520 mm (> 20") diameter
- user friendly SML System software, pre-installed on the PC which comes with the machine
- efficient 8-station disc turret for a rapid tool change and set up time
- complete set of cutting tools for seal production included
- exact documentation for maintenance, installation and operation
- chip suction and swarf cutter
- wide range of accessories

全套数控系统



工料 | Semi-finished materials

SML设备 | SML machines

密封件 | Seals

SML系统软件 | SML System Software

工料 + 车床 = 密封件

几分钟完成：液压和气压密封，以及各种量身定制的塑料工料。从工料到车床和软件到密封成品件，用Seal Maker 数控全套系统做您想要的密封件。

SML 系统软件里包含了将近150个常规截面。这些截面可以很简单地按照需求进行修改，不需要特殊的数控知识。这代表着，使用Seal Maker的SML全套系统，您可以在最短的时间里加工任意一个密封件！

Material billet + lathe = seal

Available within a few minutes: Hydraulic and pneumatic seals, as well as various engineered plastic products made to order. Seal Maker CNC machine systems allow for the efficient production of the required seal, on a fine-tuned entity encompassing the semi-finished products, machine and software down to the finished product.

Nearly 150 standardized profiles from the data base included in the SML System Software can be called up – even without specialist CNC knowledge – and adapted to specific customer requirements. With the SML machine systems, the availability of practically every seal is guaranteed within the shortest possible time span.

Color up your SML!

选择您自己的样式 >>>

为新的SML 500e 涂上您自己的颜色！

选择颜色：» www.seal-maker.com/sml500e

Create your own design!

The new SML 500e is also available in the colors you prefer!

Color configurator » www.seal-maker.com/sml500e



HOT

选择我们的
整套系统
优惠率
可以达到
-30%



www.seal-maker.com/sml500e

* 请与我们联系office@seal-maker.com，获取有关整套系统的信息
For information on our Full-System-Package FSP please contact us » office@seal-maker.com

技术参数

GE FANUC Oi-Mate-TD操控系统
总功率18 kVA
供电电压 3x400V +6% -10%, 50Hz (可提供变压器)
操控系统电压 24V
总尺寸: L x W x H 1710 x 1365 x 1650 mm
冷却液缸容量: 40 l
设备重量: 1500 kg

生产能力
最大床身上回转直径: 520 mm (> 20 inch)
最大车削长度: 225 mm
常规三爪卡盘直径: 250 mm (最大 3500 U/min)
棒料最大直径: 43 mm

刀盘
8个刀位
刀把 8 x 12

主轴箱
主轴锥形头部 A2-5
主轴孔径 45 mm
主轴发动机功率 3.7 kW (S1), 5.5 kW (S2)
主轴转速范围 30 - 6000 rpm
最大主轴马达扭矩 22 Nm

Technical data

Control system GE FANUC Oi-TD
Total connected load 18 kVA
Power supply voltage 3x400V +6% -10%, 50Hz
(optional: Transformer for other power supply voltage)
Control system voltage 24V
Overall dimensions: L x W x H 1710 x 1365 x 1650 mm
Coolant tank capacity 40 l
Machine weight 1500 kg

Capacity
Maximal turning diameter over bed 520 mm (> 20 inch)
Maximal turning length 225 mm
Diameter of standard 3-jaw chuck 250 mm (max. 3500 U/min)
Bar capacity 43 mm

Tool turret
No. of stations 8
OD turning tool shank 8 x 12

Headstock
Spindle nose conical A2-5
Spindle bore 45 mm
Main spindle motor power 3.7 kW (S1), 5.5 kW (S2)
Spindle speed range 30 - 6000 U/min
Maximal spindle torque 22 Nm

Status: 11/2009. Errors and omissions excepted.

A 3D rendered image of a construction vehicle's hydraulic arm, shown in a semi-transparent grey wireframe style. The arm is extended upwards and to the left. A thick, green cable with a black outer sheath is looped around the upper part of the arm. The background features a light grey grid pattern and a soft, glowing light source from the left. The overall aesthetic is technical and futuristic.

Go for precision!

Now available

列奥纳多·达芬奇已经知道：精密的要领在于细节。500年后他的名言仍不失时效。

相反的，在我们的时代，几乎所有技术的成功都取决于最细微组成部分的完美结合与互动。

Seal Maker 2010年的口号“Go for precision!” 献给伟大的、值得信赖的成就——在高低温中受尘、受潮，抵抗着无法想象的外力，日以继夜工作着的密封件。

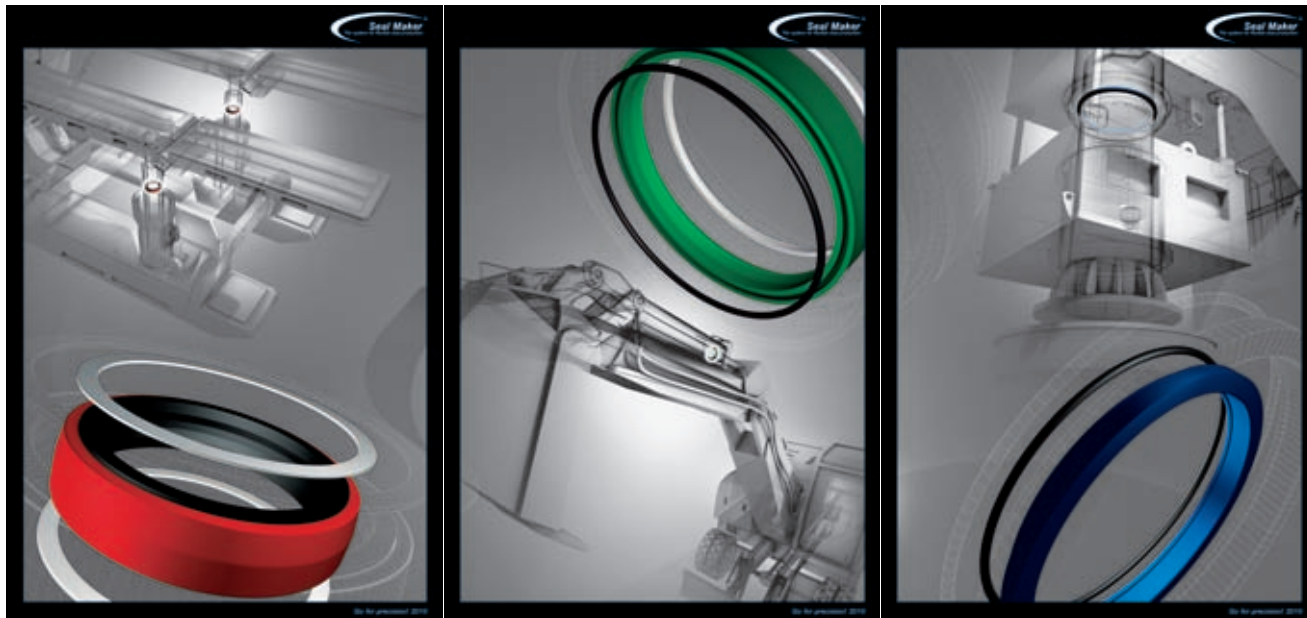
是我们全体同仁的努力、坚持和奉献成就了如此的精密度。在Seal Maker，我们深知此项重任，日复一日地全方位细密关切着。

Leonardo da Vinci knew already that the essence of precision was founded in detail. Even after more than 500 years, this universally true quote has not lost any of its poignancy.

Quite the contrary: The perfect interaction of microscopic components nowadays forms the basis for nearly all technological advances.

The Seal Maker slogan for 2010 „Go for precision!“ is therefore dedicated to the impressive and reliable performance, which machined seals deliver on a daily basis in high and low temperatures, dusty and wet conditions and under extreme physical stresses.

This perfection is made possible not least because of our staff's commitment, perseverance and willingness to perform. We at Seal Maker are aware of this responsibility and prove it on a daily basis with our meticulous care.



Order now

现在开始，您可以免费索取新的海报系列“Go for precision!”

office@seal-maker.com

The new poster series „Go for precision!“ is now available free of charge, in three versions, for ordering at »»»

office@seal-maker.com

Trust is good, control tastes better!

Seal Maker在生产食品用聚氨酯和橡胶工料的过程中，一直非常注意遵守FDA条例。美国食品与药物管理局（Food and Drug Administration）颁发的FDA条例包括对所有与食品接触的材料和物品的规定。

在欧洲也有一个相对应的条例，以保护食品免受污染为主：欧盟条例（EG）1935/2004。

相对于FDA，欧盟条例要求更加严格，监督更紧密，依据均为最新科学认知。

为了对消费者负责，Seal Maker请独立的监测机构对所有的食品用聚氨酯工料按照EG 1935/2004条例进行检测。预期合格。在下一期刊里我们将作相关报道。

When producing PU and rubber materials for applications in the food industry, Seal Maker has always paid full attention to maintaining full conformity with FDA regulations. The US government agency's FDA (Food and Drug Administration) regulations on materials and goods which are in contact with foodstuffs contains very tough provisions.

In Europe, too, there exists a regulation analogue to the American one, which deals with the protection of foodstuffs against contamination: this is the EU by-law (EG) 1935/2004.

In comparison with FDA, the European regulation implements even tougher compulsory rules, more efficient controls and provisions in line with the newest consolidated scientific findings.

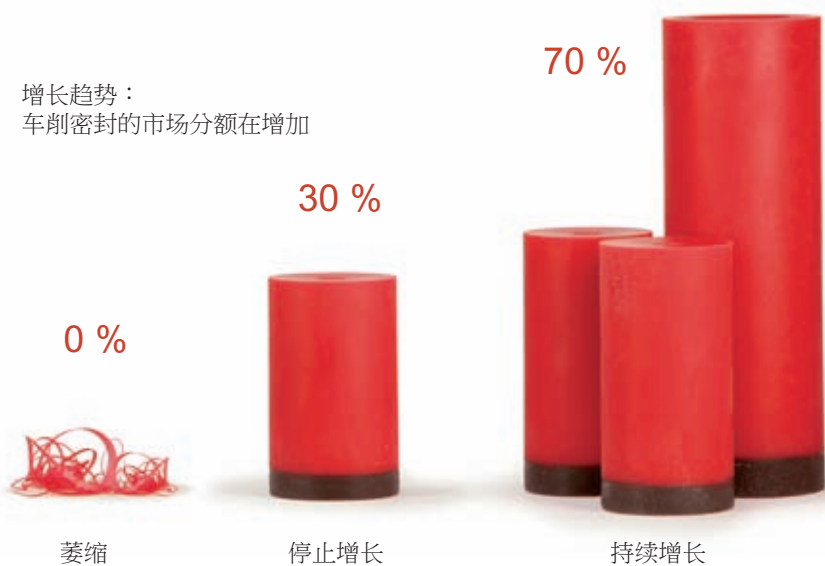
In order to ensure consumer safety in line with the (EG) 1935/2004 regulations, Seal Maker is having all of its PU-types and rubber materials destined for applications in the food industry tested at an external research institute. We count on a positive test result, and in the next issue we will inform our readers about the outcome.

Never tired of beating yesterday's performance

趋势走向？70%的客户对我们的提问给出了肯定的答案：

趋势走向车削密封。需求量越来越大，车削密封市场正在全球性地增长，趋势良好。30%深信，车削密封已经处于无可取代的地位。调查结果令人十分满意。换一个角度证实：没有人认为，撤销密封将要引退出密封市场。

增长趋势：
车削密封的市场份额在增加



以上只是我们每年例行的客户意见调查结果之一。

客户满意度调查结果非常令人欣慰。90%以上的客户认为Seal Maker 比同行业优秀或与其相当。

在产品质量、性价比、供货期、服务和员工能力方面Seal Maker获得最好的评价。

其中获得最优秀好评的是我们相较于同行业者的性价比。

对于需要改进的意见，Seal Maker非常关注。各个客户的期望可以马上由研发小组采纳，并分别融入设备、材料、软件等部门的研发中。

我们诚挚地感谢所有参与调查的客户们。感谢您给与我们如此高的评价，并将随时听取您的意见！

Where to does the trend lead? 70% of the customers we contacted are unwavering:

Definitely towards machined seals. The demand is still increasing, the market for machined seals is growing worldwide and presents good business opportunities. 30% of respondents are convinced that the machined seal has reached a constant market share, and that it is here to stay. Overall, a very positive result, which is yet reinforced by the fact that not one customer sees a declining market share for the machined seal.

This is just one of a number of exciting results we obtained from this year's customer satisfaction survey.

Especially pleasing: as the analysis of our customer satisfaction proves, more than 90% of our customers rated Seal Maker clearly better than or equal to the competition. This is just one of a number of exciting results we obtained from this year's customer satisfaction survey.

Especially pleasing: as the analysis of our customer satisfaction proves, more than 90% of our customers rated Seal Maker clearly better than or equal to the competition.

In the areas of product quality, price-performance ratio, delivery times, service and staff competence, Seal Maker received top ratings.

Outstanding was the rating of our price-performance ratio in comparison to other suppliers.

We at Seal Maker also find valuable feedback in suggestions for improvements. This way, individual customer requests can immediately be taken on by our R & D team and introduced into a future development.

We would like to thank all those customers who participated in the survey for their excellent rating of our services, and will, at any time, remain at your disposal to lend you an ear!



Free subscription to our services

我们的客户杂志SEALS TECHNOLOGY 为一年四刊。请致信 office@seal-maker.com，免费订阅。

To receive SEALS TECHNOLOGY – our popular and informative magazine for customers and partners – 4 times a year, free of charge and without obligation, just send us an email to office@seal-maker.com

HOT