

SEALS

TECHNOLOGY



0110

客户杂志 *Magazine for customers and partners*

on the move



SML 500e

PU Advanced

New Sealing Systems



Live up to expectations



亲爱的读者们!

2010的开端至于Seal Maker, 前所未有地令人紧张、振奋。很多大项目将要完成。顺应天时地利, 推出满足市场需求的产品。为SML 500e进驻市场, 我们做了多月紧密的筹备工作。

在印度孟买的MDA展上成功推出此设备, 所收到的反馈以及国际上的共鸣, 充分证明我们对现有市场需求和时代精神的准确认知。

岁末年初之际, 我们及时推出相应的新系统“ERP System”, 并投入使用。此系统优化我们的生产管理, 并使您的询价和订货能够更快、更有效地得到处理。

为了满足日益增加的需求量, 我们扩建Pöttelsdorf总部。

生产基地的扩建工作即将完成, 现已有多个分区的新厂房投入生产。新建筑最重要的部分莫过于设备组装大厅。处于中心位置, 为我们的组装、客服、研发部门提供足够的空间和条件, 圆满完成他们的任务。

SML 500e、新的ERP软件和新扩建的厂房: 所有这些, 加上改良的聚氨酯工料和无数新构思, 都给予我们信心, 在2010年可以一如既往地满足您所有需求和期望。

您的

Johann Glocknitzer

Dear readers,

Rarely has a year begun for Seal Maker in as exciting a manner as 2010. After all, the aim is to complete a number of substantial projects simultaneously. At the right time. At the right place. With the appropriate choice.

Months of intense preparation had been invested prior to the market introduction of our most recent machine generation, the SML 500e.

The global feedback we have received since the successful presentation at the industry trade show MDA India shows that we interpreted the signs of the times correctly.

Just in time for the New Year, our new „ERP System“ was switched on. The system allows us to further improve the control of our production as well as a more efficient processing of inquiries and orders.

By building the extension of our headquarters in Poettelsdorf, we have also upgraded our capacity to handle increased demand and order quantities. The construction of the extension to our production facilities has advanced to the point where some elements of our operations could already be relocated to the new building.

One of the most important parts of the new facilities is undoubtedly the machine assembly. It is placed centrally and offers our assembly, service and development department sufficient space for completing your purchase orders and fulfilling your requests and requirements.

The SML 500e, the new ERP software and the extension to our production facilities: all this in combination with improved PU-billets and numerous new ideas will help us fulfill all your expectations for 2010!

Yours,

Johann Glocknitzer



双重密封



仓库：扩大3倍，上下两层，运输带和垂直升降货柜。

实验室：扩大2倍，最新式的科研设备

设备组装：更多空间使CNC设备的组装更具效率和速度。

由此，即将在几周后竣工的生产和管理大楼，将为总部Pöttelsdorf带来可观的生产力提升。

四月底，上述部门将与CNC研发、客服、IT和筹备等各部门共同进驻新大楼。同时，新厂房的物流和库存系统也将投入使用。

The warehouse: 3 times bigger than before, with two floors, belt conveyors and a modern Lean Lift elevator system.

The Lab: twice bigger than before, complete with cutting edge research equipment.

Machine assembly: more space for efficient and fast assembly of our CNC machines.

No doubt: the new production and administration facilities signify a substantial extension of our capacities at the headquarters in Poettelsdorf, even weeks before their completion.

The departments mentioned above will start operations in the new buildings in late April, together with CNC-Development, the service, IT and production planning departments. Our modern logistics and and stock management systems are also about to be switched on.





designed to
be efficient

SAVE
up to
-30%
with our
Full-System-Package*



***FSP – 标价七折**

多数Seal Maker 客户在订购SML 500e时，选择了Full-System-Package。这为他们节省30%的设备置办费用

获取有关SML 500e和Full-System-Package的具体信息，请登陆此网页：
<http://www.seal-maker.com/SML500e>

我们很乐意为您提供咨询服务
office@seal-maker.com | +43 (0)2626 20085

***FSP - 30 % discount on List price**

Most Seal Maker customers choose the Full-System-Package when ordering their SML 500e. This way, up to 30 % off the list price can be saved when placing the order by means of a bonus discount!

For more information about the new machine generation SML 500e and our Full-System-Package please consult <http://www.seal-maker.com/SML500e>

In case of enquiries, please contact us at
office@seal-maker.com | +43 (0)2626 20085

TIP



飞速成功：SML 500e

刚刚在印度孟买MDA展上公诸于众，新一代设备SML 500e现已进入批量生产。

结合了效率和奥地利品质的SML 500e具有极高性价比。

在孟买的展会上，客户和有关各方有机会亲自试用SML 500e。他们为此CNC设备的功能所征服。SML 500e适用于各种规模的企业，填补了当前车削密封制造业的空缺。

我们收到的询价和订货足以证明，Seal Maker推出SML 500e，不论从价格或者性能上，都实实在在地满足了许多应用者真正的需求。

从五月起，新设备将陆续运往各客户处，并投入使用。当然，出厂的设备包含了性能优异的Seal Maker原版系统软件、品种齐全的配套设施，以及就地安装和操作培训。

Having just very recently been presented at the MDA India in Mumbai, the serial production of our new machine system SML 500e is already under way.

Thanks to its combination of performance and Austrian build quality, the SML 500e offers an exceptional price-performance ratio.

Clients and prospective buyers, who had the opportunity to test the SML 500e in Mumbai, were immediately convinced of the performance spectrum of this CNC-lathe. The SML 500e opens up new application possibilities for companies of various sizes and thus closes the existing gap on the market for lathe cut seals.

As the inquiries and orders prove, Seal Maker is offering a solution with its SML 500e which corresponds ideally to the requirements of many a user in terms of price and performance.

The first machines will be delivered and installed at our customers' locations from May. Of course powerful original Seal Maker system software, various accessories as well as installation and individual training are part included in the delivery.

PU advanced



从我们研发部传来的好消息，这对所有材料客户都颇具吸引力：

过去几年，聚氨酯材料的车削以及相关力学性能属于我们实验室的研究重点。最新的物理测试表明，我们已经再一次优化我们聚氨酯的要求性能。

Seal Maker的聚氨酯材料比以前更适合车削加工，更在抗拉强度和压缩永久变形方面具有特别优秀的性能。

在2009年10月U203聚氨酯工料（涉及尺寸0/25至44/94）的生产已经开始使用改良品种。巨大的回响告诉我们，这种材料非常受客户欢迎。

收到的肯定促使我们进一步研发，现已成功地将优化配方应用于所有聚氨酯材料。

以下材料即日起供货：

- PU green U203G95
- PU FDA light blue U203-B95
- PU FDA natural U203-95FDA
- PU MoS2 grey U203-GM95

所有新材料都将有0/25 至 44/94 的各种规格供应。

请联系客服，获得更多关于我们聚氨酯工料的讯息：

+43(0)2626 20085 |
office@seal-maker.com

For more information concerning our PU material types, please contact our customer care at:

+43(0)2626 20085 |
office@seal-maker.com

For our raw material customers, we have got some interesting piece of news from our Research Department:

The improved machinability of our PU-materials as well as the optimization of relevant mechanical characteristics were at the center of last year's development projects in our laboratories. As recent physical tests prove, we were able to further improve the desired characteristics of our PU materials.

This means that Seal Maker PU billets are not only easier to machine, but also show excellent properties in terms of tear strength and compression set.

In October 2009, the production of our PU U203 red with dimensions of 0/25 to 44/94 was switched over to the improved formulation. This found great approval with our customers. Our raw material customers readily embraced the new formulation.

The positive feedback received in the meantime led us to conduct tests to see whether the new formulation could be applied to all our PU types – with success.

The following materials are now available with the new formulation:

- PU green U203G95
- PU FDA light blue U203-B95
- PU FDA natural U203-95FDA
- PU MoS2 grey U203-GM95

The new material will be available in the dimensions 0/25 to 44/94.

2010年价目表 | 材料参数

请登陆www.seal-maker.com的密码区，获取所有工料的价格和参数。

您想知道，您所需要的工料供货期是多久？

在官网密码区的客户咨询中心，您可以方便迅捷地在线查询库存！

Price list 2010 | Material data sheets

The prices and material data sheets for all our materials can be found in the log-in section at www.seal-maker.com ready for download.

Customer Information Center

You would like to know how quickly your desired billets can be delivered? You can quickly and easily check availability via the Customer Information Center in the log-in section!

TIP

新一代密封系统和材料

一份Seal Maker & Systems 罗马尼亚的经理Titus Faur博士和Cristian Goga博士的报道

建筑业、机动车行业、农业、食品业以及更多其它行业 ...

它们都有一个共同点：它们必须符合高标准的环保条例，才能够为对抗工业环保污染做出积极反应。

环保意识的加强致使现今越来越多的设备使用环保液压油。随之而来的问题是，这些液压油对现有的密封材料具有化学攻击性和破坏性。

“我们的密封件将会被投入到更广泛、更复杂的应用范围。与此同时，我们更加注重研发环保密封系统。” — Titus Faur博士

持久的密封系统 | 结实的截面设计

虽然液压密封向来需要面对高压、高温和不相容的液体。严格的排放规定促成了新一代的生产设备。这些设备，有的工作在更严苛的条件下(比如高温)，需要相应的密封系统，比如抗高温以及抗附加氧化剂。

为了满足越来越多的挑战，工业需要不断更新的密封材料和设计。持续研发，并在与合作客户的合作中认真听取意见，构成研发适用材料最重要的基础。

我们清楚认识到自己的目标：设计更加结实、使用寿命更长的密封。他们的维护费用低效地降低制造成本。



A report by Dr. Titus Faur and Dr. Cristian Goga, CEO/President Seal Maker & Systems Romania

Construction, automobile industry, agriculture, food industry and many more ...

What all these sectors have in common: they all have to fulfill very stringent requirements in order to actively combat the constant problem of industrial pollution.

The growing ecological awareness has led to more and more machines now working with eco-friendly hydraulic liquids. The problem herein is that these liquids tend to chemically corrode and destroy traditional sealing materials.

„The range of applications for our seals are increasing in complexity and ever more far-ranging. This is why we pay great attention to the development of eco-friendly sealing solutions.“ Dr. Titus Faur

Sustainable sealing solutions | Robust profile design

On the one hand, hydraulic seals have always worked at higher pressures and temperatures and were exposed to incompatible liquids. On the other hand, ever more stringent emission regulations have led to the creation of a

new generation of production machines. Machines which work for instance at higher temperatures, but still require sealing solutions that also resist oxidizing agents.

To tackle those ever increasing challenges, the industry constantly needs new sealing materials and designs. Continuous research and lending an open ear to customers form the very basis for application-oriented development of suitable materials.

We have our aim before our eyes: Designing more robust seals with a longer service life, which aid towards cost reduction by means of reduced maintenance requirements.

... 得奖者是 ...

... Seal Maker! 在印度孟买的MDA工业展上 荣获最佳展台第一名!

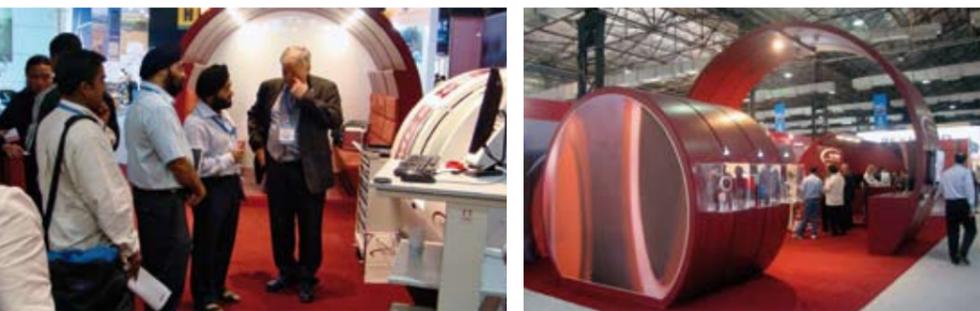
Seal Maker庆祝, 在2009年印度MDA工业展上成功地将SML 500e引入市场。
在400个展商中, Seal Maker的展台被荣获桂冠。第二和第三名分别由西门子和Italian Pavillon公司的展台获得。



... Seal Maker! First prize for the best trade fair stand at the industrial trade fair MDA India in Mumbai!

One especially pleasing award was presented to Seal Maker during the market introduction of the SML 500e at the MDA India 2009.

The Seal Maker Trade show lounge was selected among 400 participants as the best trade fair stand. Ranks 2 and 3 went to an equally impressive design by Siemens and to the Italian Pavilion.



未来是网络电视的世界。这个理由足够充分, 让我们建立一个自己的YouTube频道。

从现在起, 您可以在YouTube频道“SealMaker1”上面看到所有最新的产品视频和密封加工短片。搜索“Seal Maker”即可。

以下小片已经在线可视:

- + Seal Maker公司介绍
- + 密封加工过程
- + 新一代设备: SML 500e
- + 灵活应用: SML 700plus的工具
- + 迅速打磨车削刀具: Accu-Finishn 2
- + 简易激光标签: Accu-Engraver 3



The future belongs to Internet TV. Reason enough to go on air with our own YouTube channel.

All current product movies and video clips about our seal production facilities are available as of now at the YouTube channel „SealMaker1“ or simply by typing „Seal Maker“ into the search mask.

The following movies are currently available:

- + Company presentation by Seal Maker
- + Seal manufacturing facilities
- + The new machine generation: SML 500e
- + Flexible use: the tools of our SML 700plus
- + Quick sharpening of tools: Accu-Finish 2
- + Simple LASER engraving: Accu-Engraver 3



请收看Seal Maker <http://www.youtube.com>