

# SEALS

TECHNOLOGY



0210

客户杂志 *Magazine for customers and partners*

HOT COOL

Serial Success

Lean Management

Registered Brand

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



我们来过这儿! **We'll be there!**

# 有人喜欢热 Some like it hot



亲爱的读者们!

欧洲中部今年天气反复，几乎不见夏日美好。对密封行业来说，不仅正置仲夏，好势头将纵贯全年。在我们苦等温度升高的同时，业绩正在扎扎实实地节节攀升。如此，给我们带来的喜悦自然是双倍的。因为我们知道，如果我们的业绩变好，我们客户的业绩也在变好。

很多地区的投资意愿明显提高，原有的生意亦持续发展，我们从中看到向上的发展趋势。最主要的原因在于我们，更直接的是我们的客户，为市场所做的，坚持不断的工作。

我们增加工作人员数量，扩大设备区，优化组织，这将为您带来前所未有的灵活性和生产力。

说到灵活性和效率。我们特别高兴，SML 500e系列设备显然是很多客户此时最需要的。这是一个独创的全新产品，具有前所未有的性价比。要将此产品做到可批量生产，为我们的设计师们带来极大的挑战。今天我们自豪地宣布：我们成功了。SML 500e满足您的需求，达到我们的质量标准，完全具备上市资格。

借此机会，我祝愿您有一个美好的夏日，并祝愿我们在南半球的客户们、朋友们有一个“舒适”冬季。希望，在这期的杂志中有您感兴趣的专题。

您的

Johann Glocknitzer

Dear Reader,

even if this year's early summer here in Europe does not present itself in the best light with quite a lot of weather caprioles, it seems – at least in the sector of seal industry – to be not only a good summer, but looks set to become a good year overall. While for now we have to hope for nicer temperatures, it seems to be a fact that the sales figures are already increasing. For us, this is a double delight. Because with our business booming we can assume that our clients' businesses are booming, too.

The rising preparedness to invest in several areas, as well as the development of our core business, make us realize a clear upwards trend. The continuous work and efforts done in the market by us, and namely by our clients, is without a doubt one more reason for this development.

Your very own commitment is now gaining additional support. We have continuously raised the number of employees, and can now offer you more flexibility and higher capacity than ever before with a widened machine outfit and an improved organization.

Pertaining to flexibility and performance: I am very pleased to see that our new machine model SML 500e is obviously the best suitable product for many clients, in the right place and at the right time. The aim to bring an unrivaled machine system within the shortest possible time up to serial production standards was a big challenge for our machine designers. Today we may state, and we do so with pride, that we have succeeded in the marketability of the SML 500e with the quality features requested by you and demanded by us.

On this note I wish you a nice summer, respectively a “bearable” winter to our customers and friends in the southern hemisphere, and I hope that in this issue of our newsletter you will again find some topic or other of interest for you.

Yours

Johann Glocknitzer





## 成功的延续 Serial Success

蓝色、黄色或者法拉利红：个性是SML 500e的标志。可能，这是新一代设备备受客户青睐的原因之一。或许是因为无可比拟的性价比，或许是因为“100%奥地利制造”的质量保证。无论如何，SML 500e的生产正如火如荼。每个月都有几台新设备运往世界各地，投入使用。

无止境多的个性色彩选择，简单且实惠地给予您的设备有别于竞争者的独特标识性。为您的SML打造属于您自己的Corporate Design。

Be it blue, yellow, or Ferrari red, with the SML 500e individual design is within reach. Maybe this is another reason why our new machine series appeals to many of our customers. But maybe it is the outstanding price-performance ratio, or the quality guarantee "100% Made in Austria". Either way: the production of the SML 500e is going strong. Every month several of these machines are being put into operation all over the world.

Your personal color choice is nearly unlimited. This is undoubtedly an easy and cost efficient way to differentiate the design of your machine from your competitors, and to "polish up" your SML machine in line with your Corporate Design.



## SML 加维护包 SML Inclusive Service

Seal Maker的加维护包使您不需再为维护、损耗维修和相关开支而操心。您可以在购买SML系统的同时，或之后申请。

更多关于SML加维护包的讯息 >>  
cnc-service@seal-maker.com

With the Inclusive Service Package offered by Seal Maker you will no more be bothered by machine maintenance, repair of wear parts, and the resulting costs. This package is offered with every purchase of an SML machine system, but of course it is also available subsequently.

More Info on your SML Inclusive Service Package >>  
cnc-service@seal-maker.com

### SML系统软件升级 3.5

新的升级软件3.5即日起可从[www.seal-maker.com](http://www.seal-maker.com)加密区下载：

此次的08.07.2010升级软件为您提供一个全新的和两个经过修改的截面。另外，0-38 mm 直径的加工范围，内径先于外径车削，以提高车削稳定性，优化外观。工料数据库经过更新，新的工料已加入。

欢迎咨询详细内容 >>  
+43 2626 20085 | sml-software@seal-maker.com

### SML System Software 3.5 NEW UPDATE 08.07.2010

A new update for the SML System Software 3.5 is now available for download in the log-in section at [www.seal-maker.com](http://www.seal-maker.com).

The 08.07.2010 update comes with one new and two improved seal profiles. Furthermore, the order of ID and OD turning has been swapped on the 0-38 mm diameter range, so as to provide greater stability during machining as well as for a better surface finish. The material database has also been updated, with one new material having been added too.

Should you have a question, the Seal Maker Development Team will be pleased to help you >> +43 2626 20085 | sml-software@seal-maker.com

UPDATE



# 精简管理 Lean Management

Seal Maker 认为,企业的品质和效率与其员工息息相关。我们以“精简管理”为根本,与员工协力提高各部门的效率。明确的目标有助于避免空转,并精简企业内部信息传递和工作进程。

At Seal Maker, we firmly believe that a company is only ever as good and efficient as its employees. To us, "Lean Management" is therefore a starting point to increase the efficiency in all departments in cooperation with our employees. Clearly defined goals help us improve communication and work processes and avoid idling.



Help Desk



SML-Development



Assistant



Product Development



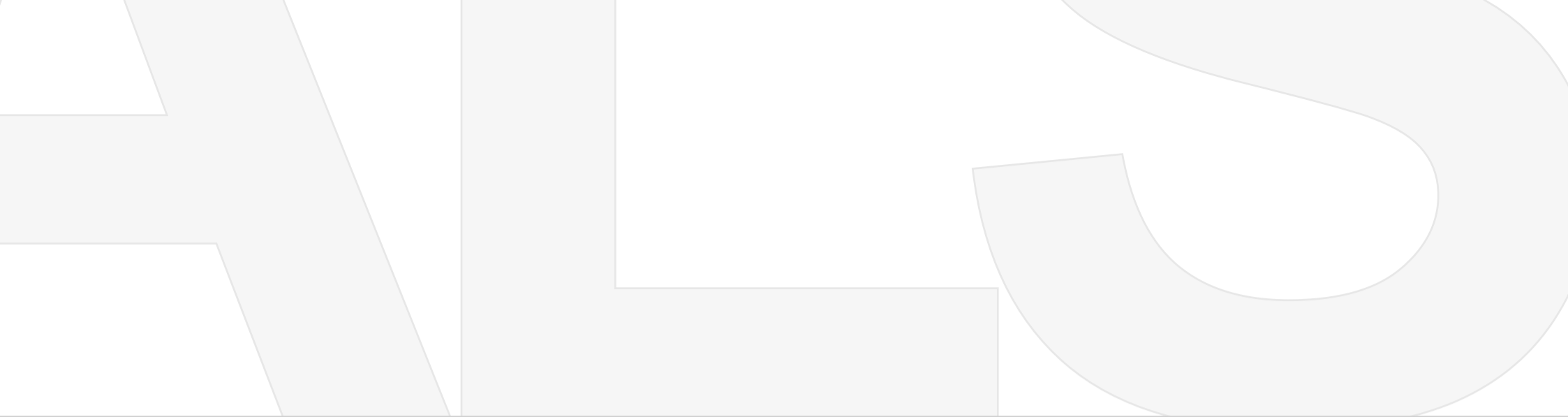
Sales &amp; Distribution



Software Engineering







Accounting Department



IT



Marketing



Export Division



Storage



Raw Material Production



Shipping Department



Team Player



# 新颜色 New Colors

先说重点：只有颜色是新的。

我们的聚氨酯工料，红色的U203 R95和蓝色的U203 B95，保留原有配方和你熟悉的高品质。

到底什么东西使我们的聚氨酯看起来不一样了？

更换色系。这使颜色更明亮、更鲜艳，表面有些许透光。除了漂亮的外表，此举还同时带来一系列优化效果：

**提高加工准确度**

新的色素与聚氨酯基料的联系更加紧密，使材料结构匀质。超声波检测显示，材料无可侦察缺陷。材料生产过程中的误差偏向明显减少，显著地降低了工料废品的产生。

**新色素和我们的聚氨酯系统兼容性极佳**

新色素浓度高，几乎不含加工助剂，使聚氨酯更纯净，能够更好地施展工料性能，因为它们不会受到添加色素和杂质的影响。

**更好的车削加工性能**

整洁的表面，以及明亮、浓郁的色彩，使产品更引人注目，更有力感

**First of all the most important: Only the color is new.**

**The basic composition of our Polyurethane U203 R95 red and B95 blue remains unchanged and with the same high quality standard of our seal materials you are accustomed to.**

So, what has changed then about the appearance of our Polyurethane materials?

The colors are brighter, more brilliant, and the surface is characterized by a slight translucence. The reason for this is the change-over to a colorant offering an attractive appearance in addition to some other positive effects.

**Enhancement of the process safety**

The new colorant is better stabilized in the polymer matrix and allows a more homogeneous material compound. This helps avoid material defects which could no more be detected by ultrasonic material tests. The defect proneness of the production process is also remarkably reduced, leading to a minimization of rejects in the production of both materials and seals.

**The new colorant has an optimal compatibility with our Polyurethane system**

It has a higher concentration and contains hardly any processing additives. The PU is therefore of higher purity, can develop its full potential, and its properties are not



**可用于食品加工**

通过替换色素，PU U203 R95现在可以用于食品加工。它的认证工作正在进行中。

如果您对此主题有问题、意见或建议，请来电或至邮。我们感谢您的反馈 >>

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

influenced by additional colorants or additives.

**Better performance during the machining process**

The surface becomes cleaner and appears – in combination with the brighter, more intensive color – more attractive and more dynamic.

**Food grade**

Due to this change of colorant, the PU U203 R95 red is also suitable for use in contact with foodstuff. The tests required for the corresponding certification are currently being carried out.

In case of questions, remarks or suggestions regarding this topic, we appreciate your feedback >> +43 2626 20085 | [office@seal-maker.com](mailto:office@seal-maker.com)



# 什么是 CIP?

## What's the meaning of CIP?

### CIP – Continuous Improvement Process

连续工程改善

“最简单的想法常常是最好的”这句话说得很对。Seal Maker 努力寻找身边有待改进之处，改进之。所谓“连续工程改善”的目的很简单，两个字：质量。

我们承认，“连续工程改善”（简称 CIP）听起来有点空洞。事实上，CIP 之于 Seal Maker 员工，是一种态度，日日往复。激励企业的每一个部门，持续不断地自我改进。

CIP 如何实施？每个人都会有这样那样的想法，如何把一件事做得更好。比如更好的信息传递，避免走弯路，又比如提高某一工作步骤地效率。

我们动员所有 Seal Maker 员工，提出他们的改进意见。将这些想法收集起来，继而进行讨论、评分，最终付诸实施。通过这种方法，我们在 2 年里实施了 125 个策略和方案，另有 23 个项目正待实施。

许多涉及岗位规划的想法为日常工作带来改善，比如改善工具排列和设备陈设。由于员工所带来的经验和点子，我们的生产和工作流程得到很大程度的优化。

### CIP – Continuous Improvement Process

“The simplest ideas tend to be the best”, as the saying goes. At Seal Maker we do our best to detect any obvious potential for improvement, and to adopt it. The main aim of the “continuous Improvement Process” can be explained in one single word: Quality.

Admittedly: The term “Continuous Improvement Process” – CIP – seems like a hollow term. But for the staff at Seal Maker, this is quite different; it is the expression of an attitude, of our daily commitment to the challenges ahead. All sectors of our company are spurred on to sustainably and continuously further their own development.

How this is done in practice? Every single one of us tends to have some idea or another about possible improvements. These ideas may contribute to improving the information flow, to help reduce unnecessarily long paths, or to improving the efficiency of some work steps.

All employees at Seal Maker are encouraged to submit their suggestions for improvements by means of “idea cards”. These ideas get collected, discussed, evaluated and realized. Over the last two years alone, 125 such projects and suggestions have been implemented. A further 23 improvement suggestions are currently being carried out.

For example, various ideas pertaining to workplace organization have led to a more efficient arrangement of work tools, or to an improvement in the alignment of machines. Thanks to the experience and recommendations submitted by our employees, we have already succeeded in substantially improving the production processes and work flows.



# 版权和设计 Copyright & Design

企业形象设计代表您如何面对客户的选择。专业、美观的设计是各种手册、信件和宣传资料的首要指标。

Seal Maker 的宣传资料，比如截面表、工料手册、图片或者文字均受版权保护。如果您需要使用这些资料，请在设计您的宣传用品前，先与我们的营销部联系。

Corporate Design is the decision how to present yourself towards your customers. The professional and attractive design of your brochures, mailings and advertising material is therefore a must.

In case you wish to make use of Seal Maker advertising materials protected by copyright, such as profile surveys, material brochures, pictures or text, in order to create your own advertising materials, please contact our advertising department.

We give you support for the professional design of your advertising materials, for the adaptation to your own corporate design, and also for the legal aspects of using photos, text, and videos.

After consultation the following Seal Maker advertising materials can be put at your disposal: Product brochures, company folder, posters, photos, videos, merchandising stuff.



我们帮助您打造专业的、适合您公司形象的书面资料，并为您提供有关使用图片、文字以及短片的法律咨询。

经商讨后，您可以选择使用以下 Seal Maker 宣传资料：产品手册、企业宣传册、海报、照片、短片、行销宣传物品

关于宣传资料、使用规定和生产资料的问题，请与我们的营销部门联系 >>  
+43 (0)2626 20085-88 | [marketing@seal-maker.com](mailto:marketing@seal-maker.com)

For questions dealing with advertising materials, terms of use and ways of production, our marketing department will be at your disposal:  
+43 (0)2626 20085 - 88, [marketing@seal-maker.com](mailto:marketing@seal-maker.com)

## 我们会在这里！ We'll be there!



俄罗斯MDA, 莫斯科  
28.09. – 01.10.2010  
All Russia Exhibition Center  
[www.itfm-expo.ru](http://www.itfm-expo.ru)



PTC 亚洲动力展, 上海  
25.10. – 28.10.2010  
Shanghai New International  
Expo Centre (SNIIEC)  
[www.ptc-asia.com](http://www.ptc-asia.com)

今年我们也将全球最重要的工业展上与您会面。

动力展首次在莫斯科举办。我们正在筹备，并期待您光顾 Seal Maker 展台。

不仅在莫斯科，在上海的亚洲动力展上您亦能近距离看到 SML 500e。上海 PTC 是亚洲规模最大的展会，1.300 多个企业将会参与展出，预计参观人数近 5 万。

门票预定和其它有关展会的咨询，请联系 >>  
[marketing@seal-maker.com](mailto:marketing@seal-maker.com)



This year, again, we will exhibit at the world's most important industrial exhibitions.

For the very first time the „Motion, Drive & Automation“ will take place in Moscow this year. Our representatives will be there and are looking forward to welcoming you at the Seal Maker booth.

You can experience at close range our SML 500e and some more novelties not only in Moscow, but also at the PTC Asia in Shanghai. With more than 1.300 exhibitors and an awaited attendance of 50.000 visitors this is one of the biggest exhibitions in Asia.

For the reservation of entrance tickets, and for any question pertaining to both exhibitions, we will be at your disposal >> [marketing@seal-maker.com](mailto:marketing@seal-maker.com)