

# SEALS

TECHNOLOGY



0111

客户杂志 Magazine for customers and partners

## Stars and Seals

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

CNC-Machines

Products & Benefits

Get the Power



SPECIAL EDITION  
IFPE LAS VEGAS

South Hall 2  
Booth 15201



# Editorial



亲爱的读者，

“停滞不前等于后退”，正因如此，我们Seal Maker不断地长驱直进，并以行动来证明，在北美洲提升自己的市场地位。

此刻，我们团队的一部分成员正在拉斯加维斯。确切地说：是参加我们这一行业其中最重要的展览会之一。—2011年IFPE国际动力博览会。对于我们来说，这是一架让美国市场了解我们产品的理想平台。对您而言，这是一个让您尽兴一览并发掘我们新产品的好时机。

当然，此刻我们的畅销货SML 500e是不可或缺的。一台迥乎不同的数控车削机床，凭着它绝对创新的性能，在一片不断革新的土地上一美国，掀起了一阵轰动。

虽然在90年代初，首批用于加工密封件的数控车削设备于美国安装竣工。但没得到广泛的发展。迄今，美国车削密封件的市场份额还远远落后于欧洲和亚洲。

一方面是由于密封件规范级别的高层化，另一方面，毫无疑问是由于过去市场的体系缺少了动力和经济。在“大规模生产和使用一次性商品”的时代，低成本的修理方案当时也就自然占次要地位了。

借助于Seal Maker的数控机床—SML 500e及品种繁多、一应俱全的工料，现在美国这一状况得以改变。到目前为止，SML 500e是市场上车削密封数控系统中最具高效率的。再配合Seal Maker 质量上乘，价格优惠的工料，如今推出了性价比高、供应快捷、品质一流的密封件。

此外，Seal Maker研发的难以置信的简易操作系统，使那些不具备数控车削领域专业知识的技术人员也能在短短几天内就能掌握生产U-Cups, Polypaks及其它密封元件的工艺技能。

SML 500e的与众不同之处：对密封技术领域的专家们而言，SML系统软件具备了完美的设计模块，能满足最高的要求。

“比对手好且快”的竞争方式在美国具有极高的意义。对于那些已在美国密封市场上立足的企业家，或准备在那里创业的人士，这套迅速生产密封件的系统绝对是必备的。

Seal Maker的加工系统为密封界提供了近乎不受限制的可能性—现在也在美国。

让我们相约在2011年IFPE国际动力博览会Seal Maker的展台，您的光顾我将感到无限荣幸！

您的  
Johann Glocknitzer



Dear readers,

„No rest for the wicked“, as the saying goes. This is why we at Seal Maker rather keep on moving and increase our presence on the world's markets – in this case, in North America.

Part of our team is currently in Las Vegas for this very reason. More specifically: attending one of the most important trade shows for our sector, the IFPE 2011. For us, this is the ideal platform to present our products and services to the American market – and for you, the ideal opportunity to meet us and discover new products!

Of course we've also got our big hit, the SML 500e, with us. An exceptional CNC lathe, which causes quite a stir due to its innovative value, even in the USA, the land of innovations.

The first CNC machines for seal production were already installed in the US in the early 90s. And yet, they've not become a big hit there yet. The market shares for lathe-cut seals in the US lag far behind those in Europe and Asia.

On the one hand, this is undoubtedly due to the high level of standardization in the sealing domain. On the other hand, the systems which were available so far on the market simply lacked power and efficiency. In this day and age of the throwaway society, cost-efficient repair solutions seemed secondary.

With the SML 500e and a very wide selection of raw materials, Seal Maker is about to change the above-mentioned factors in the USA. The SML 500e is by far the most efficient system for lathe-cut seals available on the market. Together with the high-quality and yet cost-efficient Seal Maker raw materials, a rapid and cost-efficient seal in top quality has come within reach.

On top of that, there's also the simple operation of Seal Maker systems. Even operators without prior knowledge in CNC-operations can, within a matter of days, produce U-cups, PolyPaks and other sealing elements.

Another huge advantage of the SML 500e: With its SML System Software, specialists among the sealing technicians have access to a high-performance design tool, which satisfies even highest standards.

Being faster and better than the competition is of high importance in the USA. For all those who have already made it on the US market – as well as for all those who want to get a share of that market – a system for rapid seal production is an absolute must-have.

Seal Maker systems offer almost limitless possibilities in the seal domain – now also in the Land of Opportunities!

I look forward to seeing you at the Seal Maker Lounge at the IFPE 2011!

Yours,  
Johann Glocknitzer



# The Magnificent Seven

Seal Maker 推出的这七款机床可加工最大外径范围为170mm – 720mm的密封件。机床匹配了8 或12 工位的刀架，及广泛的配件。如：SML软件、工具、持架、抽吸及屑片切割装置，等等，一切都一应俱全！

The seven Seal Maker machine types enable the production of seals with a maximum outer diameter ranging from 170 to 720mm (6.7" to 28"). All machines come with an 8 or 12 station turret and extensive accessories: SML Software, tools, holder, suction unit and chip cutter. All inclusive!

## SML-系统车削机床一览 | Overview

SML 170	<ul style="list-style-type: none"> <li>• Ø 0-170 mm</li> <li>• 8位刀盘</li> <li>• 可选择12位刀盘</li> <li>• 可随时改装为SML260</li> </ul>	<ul style="list-style-type: none"> <li>• Ø 0-170 mm</li> <li>• 8-station disc turret</li> <li>• Optional available with 12-station disc turret</li> <li>• Can get upgraded to SML 260</li> </ul>
SML 260	<ul style="list-style-type: none"> <li>• Ø 0-260 mm</li> <li>• 8位刀盘</li> </ul>	<ul style="list-style-type: none"> <li>• Ø 0-260 mm</li> <li>• 8-station disc turret</li> </ul>
SML 420	<ul style="list-style-type: none"> <li>• Ø 0-420 mm</li> <li>• 12位刀盘</li> <li>• 可随时改装为SML 600</li> </ul>	<ul style="list-style-type: none"> <li>• Ø 0-420 mm</li> <li>• 12-station disc turret</li> <li>• Can get upgraded to SML 600</li> </ul>
SML 600	<ul style="list-style-type: none"> <li>• Ø 0-580 mm</li> <li>• 12位刀盘</li> </ul>	<ul style="list-style-type: none"> <li>• Ø 0-580 mm</li> <li>• 12-station disc turret</li> </ul>
SML 700	<ul style="list-style-type: none"> <li>• Ø 0-720 mm</li> <li>• 12位刀盘</li> </ul>	<ul style="list-style-type: none"> <li>• Ø 0-720 mm</li> <li>• 12-station disc turret</li> </ul>
SML 700plus	<ul style="list-style-type: none"> <li>• Ø 0-720 mm</li> <li>• 12位刀盘</li> <li>• 带驱动的刀具</li> <li>• 除了加工密封件之外，还可适用于加工工程塑料零部件</li> </ul>	<ul style="list-style-type: none"> <li>• Ø 0-720 mm</li> <li>• 12-station disc turret</li> <li>• With driven tools</li> <li>• In addition to seal production, also serves for manufacturing of engineered plastic parts</li> </ul>
SML 500e	<ul style="list-style-type: none"> <li>• Ø 0-520 mm</li> <li>• 8位刀盘</li> <li>• 高性价比</li> <li>• 设计新颖</li> </ul>	<ul style="list-style-type: none"> <li>• Ø 0-520 mm</li> <li>• 8-station disc turret</li> <li>• Price and performance efficiency</li> <li>• Modern design</li> </ul>

## 全套数控系统 | Complete CNC-System



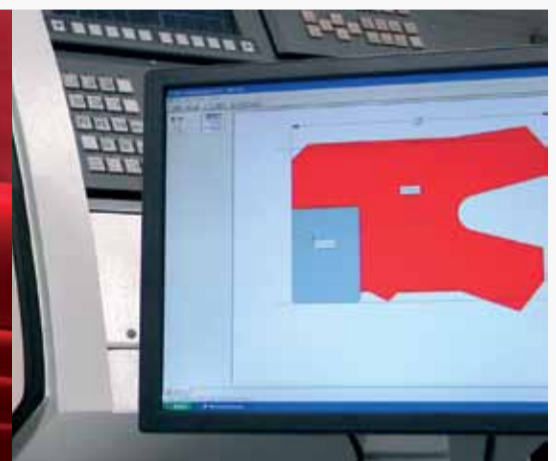
工料 | Semi-finished materials



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，以及各种量身订制的塑料工料。从工料到车床和软件到密封成品件，用Seal Maker 数控全套系统作您想要的密封件。

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 any special 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!

## MOVIE TIME!

请登录网页[www.seal-maker.com](http://www.seal-maker.com)浏览我们的视频剪辑，探索简单而高效的密封技术工艺世界。  
>> [www.seal-maker.com](http://www.seal-maker.com)

Discover the world of simple and efficient seal production! Watch our videos at >> [www.seal-maker.com](http://www.seal-maker.com)

HOT

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

# The American Dream

## Johann Glocknitzer 工程师回应9个提问:

Seal Maker 业主兼总经理

从简单的车削密封到全球性的密封系统。Seal Maker的成功史给密封工艺的极限重新下了定义。

### 01 Seal Maker是怎样成功跃入全球性的密封工艺领域?

密封件被广泛应用于世界各地，这也表明了市场对密封件的基本需求已存在。我们所要做的就是把这绝妙的车削密封系统引入并立稳于各市场。服务于人的理念正是我们成功的至关重要的因素。我们和合作伙伴携手毕力同心、研精殚力、建立互信、力争质量。短短几年，我们就丰功伟绩了，正如同当时创立公司时所梦寐以求的：如今，Seal Maker的系统设备已遍布世界五大洲了，客户广泛分布于全球60多个国家，并有幸承蒙他们多年的信赖。

### 02 Seal Maker CNC 数控车削系统的最主要的优势在哪里?

那神奇的词叫作灵活性。车削密封系统的营运商大部分都会受到巨大的时间压力。生产密封件的机床当然不能停歇。Seal Maker推出的数控车削系统使之成为可能。小数量的需求也可在短短几分钟之内完成。省去了预备工作费用和高昂的模具费用。Seal Maker的数控车削系统降低了一笔可观的存储成本，为更好地服务于客户创造空间。

## Nine questions to Johann Glocknitzer, Eng:

President and owner of Seal Maker

From a simple machined seal to a World Wide Sealing System. The Seal Maker success story is redefining sealing technology.

### 01 How has Seal Maker made the step up to becoming a global player in the sealing business?

Seals are needed all over the world. So the basic demand was already there. All we had to do, was to better establish the ingenious idea of lathe-cut seals in the different markets. Our service commitment was of decisive importance towards achieving this goal. Together with our local partners, we nurture this, by putting a lot of effort as well as a sense of quality and reliability into it. This is how, within only a few years, we have achieved what we had been dreaming of since the inception of the company: Seal Maker machining systems are now present on all 5 continents. Long-term customers in more than 60 countries remain faithful to us.

### 02 Wherein lie the substantial advantages of the Seal Maker CNC machining system?

The key word is flexibility. Users of a system for lathe-cut seals generally operate under great time pressure. Short down-times are paramount for machines requiring a new seal. Seal Maker CNC machining systems make that possible. Even small quantities can be produced within a matter of minutes – without any setup or mold costs! Furthermore, a Seal Maker system substantially reduces inventory costs and offers new possibilities to serve your seal clients.



### 03 标新竖异的SML 500e系列机床是当今市场上的绝对革新?

不错，SML 500e是迄今市场上车削密封系统中最高效的。其中的奥秘在于：高性能，简易操作，经过严密考核的元件，奥地利质量，以及它在密封市场上独一无二的高性价比。

### 03 The new SML 500e machine series represents an absolute revolution on the market.

That's right. The SML 500e is currently the most efficient system for lathe-cut seals available on the market. The secret: its high performance. Simple to use. Trusted components. Austrian Quality. And all that available at an unbeatable price-performance ratio.

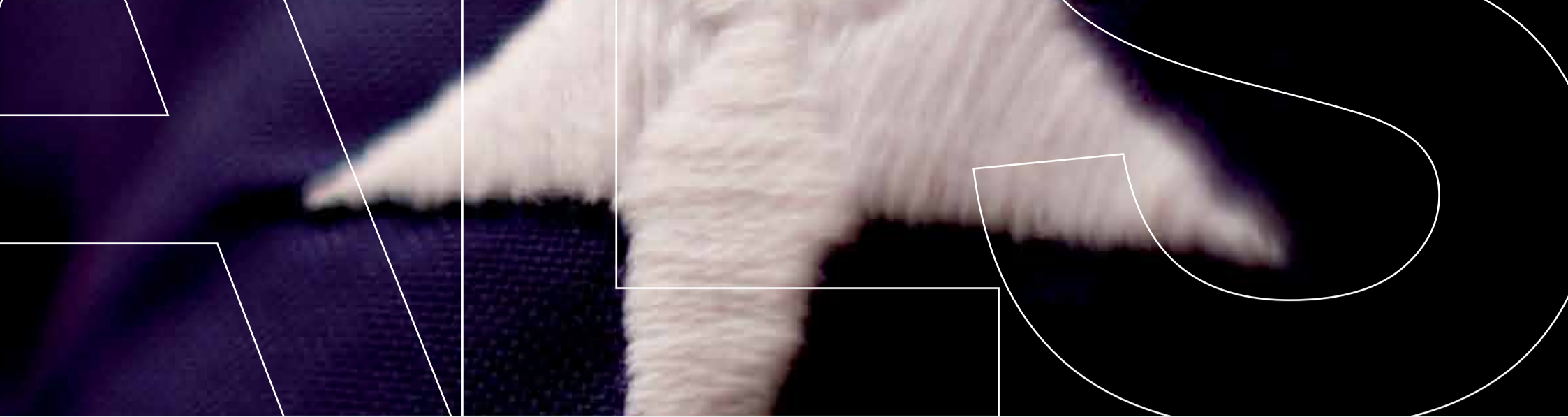
### 04 什么是整套全功能系统包?

大部分Seal Maker的客户在购置SML系列机床时，同时也选择了“整套全功能系统包”由此，客户在购买设备时，获得设备标价25%的红利折扣。

### 04 What with the Full-System-Package?

Seal Maker customers mainly opt for the Full-System-Package when ordering an SML lathe. This way, up to 25% off the list price can be saved by means of a bonus.





**05** 在Seal Maker 购买工料的好处在哪里?  
 第一, 设备的购置价明显优惠。第二, Seal Maker提供规格齐全, 品种繁多的工料, 在相应的库存系统管理下, 优化生产流程, 能更迅速地供应少需求量及特殊尺寸的密封件。由此, 保证了我们产品更高、更广泛的可用性及极具吸引力的性价比。此外, 我们不断地踔厉奋发, 力求创新和研发的精神, 确保了我们的客户始终站在技术工艺领域的最高境界。

**06** 关键词-密封质量?  
 完美的密封成品件是选材和密封设计方案这两者成功的组合。我们的系统彼此相互完美配合, 除了标准尺寸外, 用户还可以根据具体需求, 选择精确尺寸。

**07** Seal Maker 的质保体系又是如何?  
 多年以前, 我们就已认识到质量并不仅仅是逐个地针对产品而言。实现产品规范化, 争取最高的品质才是我们公司至上的宗旨。从产品研发到订单管理再到售后服务这一整套体系都向该原则看齐。Seal Maker的全体员工不但意识到遵循质量规范的重要性, 而且对之倍具责任感。

**05** Why does it pay off to purchase Seal Maker billets?  
 Firstly, because this substantially reduces the machine price. Secondly, because Seal Maker possibly offers the widest raw material and dimensional range. Aside from adequate stock management, we also make use of production processes enabling us to produce small batches and non-standard dimensions with short lead times. This way, we can guarantee quick turnover of our products at a very attractive price-performance ratio. Our continuing research and development also contributes to our clients having access to state of the art technology.

**06** Key word seal quality?  
 The quality of the finished seal always depends on a successful combination of the right material and the seal design itself. Our systems are perfectly tuned to each other. In addition to the "standard seals", the user also has the option to adapt the seal to the special requirements a specific application demands.

**07** How does quality assurance work at Seal Maker?  
 Many years ago, we realized that quality isn't just to-the-point and product-related. Standardized, top quality is our prime objective. All areas, from product development to processing of orders as well as after sales service are oriented towards those objectives. Seal Maker employees understand the importance and personal responsibility for maintaining our quality criteria and live up to them.



“  
 Seal Maker这两个词对我而言, 就是代表质量,  
 无论是产品设计还是人与人之间的共同合作,  
 都是如此。  
 ”

“  
 To me, Seal Maker means quality.  
 As much in terms of product design,  
 as in the cooperation with people.  
 ”

**08** Seal Maker也根据具体要求提供不同的密封和机床的设计方案吗?  
 是的。如今人们对密封技术的要求不断提高, 因此, 用户对机床的要求也相应地水涨船高。而此时, SML系统根据个别要求的可优化性的特征以及灵活的设计方案起了不可忽视的作用。借助于我们精心调整的系统 and 可配置的SML系统软件, 使各种更高的要求都得以满足。

**08** Does Seal Maker also offer customized sealing solutions and machine designs?  
 Yes. The sealing demands are getting increasingly complex. As a result, the requirements machine customers have got, have also increased. The individual optimization of the systems and of seal designs therefore play a very important part. With our fine tuned systems and the configurable SML-Systemsoftware, we can fulfill your requirements.

**09** 您在2011年设定了哪些目标?  
 我们将继续把近几年的光辉道路发扬光大。自我反思、开诚布公地对待客户和合作伙伴的反馈, 再结合我们奋发图强的精神, 自然能推动我们前进的步伐。对于我们的营地, 我们已经有了许多改进的想法, 以此为出发点, 2011年我们将在客服和开拓产品方面更上一层楼。

**09** What are your goals for 2011?  
 We will continue the successful path we have been following in the past. Introspection and openness for customer feedback also drive us on, as does our own desire for further development. We have a great many ideas in stock for continuous improvement. From this perspective, we strive to implement a number of innovations in terms of customer service and the broadening of our product portfolio.

# Products and Benefits

## 数控车床

### SML 170 至 SML 700plus

- + 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

## CNC Lathes

### SML 170 to SML 700plus

- + 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

## 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：聚氨脂、橡胶和塑料

## Semi-finished materials

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



## 密封件

- + 量身订制、贴合无缝
- + 所有标准规格和特殊规格
- + 供货迅捷、成本低

## Seals

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

## SML-系统软件

- + 数控车床的中心，便于使用
- + 将近150个常规截面
- + 特殊截面，简单校正

## SML system software

- + the user-friendly core of the CNC lathe
- + in excess of 150 standard profiles
- + simple modification of profiles





### 打磨机Accu-Finish 2

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

### Lapping machine Accu-Finish 2

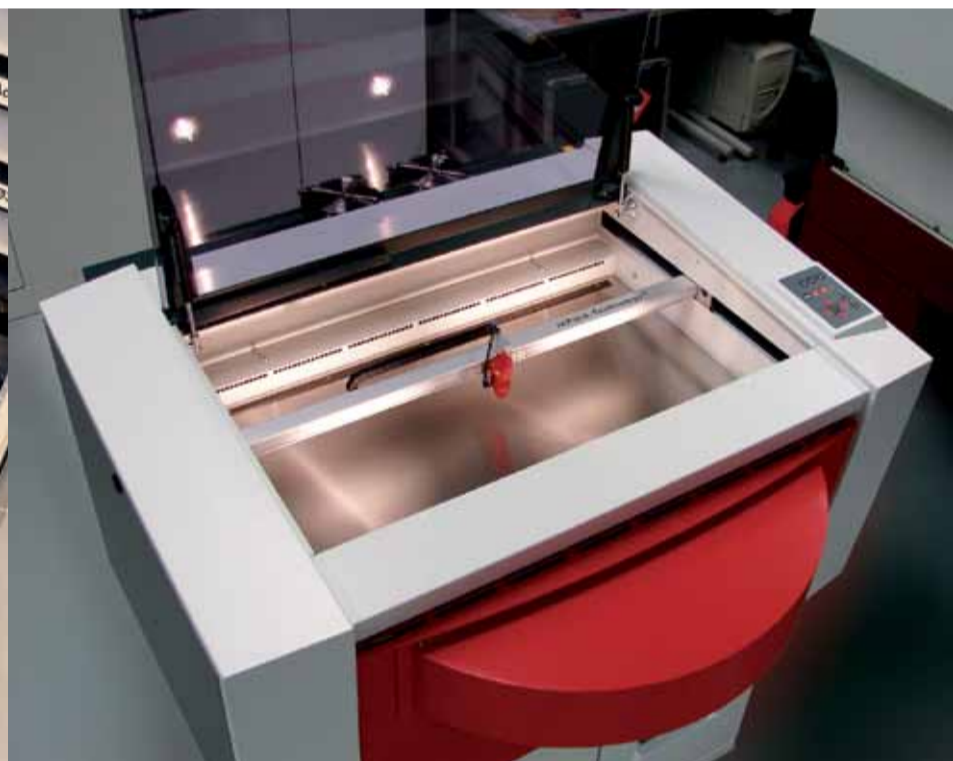
- + the best lapping machine available on the market
- + perfect sharpness of cutting tools
- + extends service life of tools

### 激光打字机 Accu-Engraver 3

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

### Laser engraving with Accu-Engraver 3

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



### 工具和配件

- + 安装时间短
- + 常规配备或特殊配备
- + VDI工具插口 (SML 500e 除外)

### Tools and accessories

- + short set up times
- + standard and special versions
- + VDI tool holders (except SML 500e)

### 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

### 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





# Social Responsibility

Seal Maker的广大员工正是我们成功背后的人。理所当然我们也努力为他们创造更好的工作条件，确保员工的健康福利，并不言自明地视之为义务和责任。绿化办公室、供应水果、定期进行健康检查及提供健康咨询是我们福利纲领的部分内容。在我们新建的健身房您还可以强身健体，充沛精力。

此外，我们自愿为员工提供更多的，远远超出法定范围的福利，借此，对那些每天为Seal Maker默默地，出色工作的员工表示感谢！

It's the Seal Maker employees who found the basis for our success as a company. We therefore consider it our self-evident responsibility to assure excellent work conditions and care about our employees' health. Plants in the offices, fresh fruit days, regular health checks and health advice form part of our health care plan. An equipped gym is available to our employees so they can improve their health and fitness.

With voluntary fringe benefits, which by far surpass the legal requirements, we show how greatly we value the excellent work Seal Maker employees contribute on a daily basis!



# It's soccer time!

欧洲人热爱足球，我们Seal Maker也不例外。除了支持本国的这项运动以外，很久以来，Seal Maker也是美国青年足球队Claymores 95的官方赞助商 >> [www.claymoresoccer.com](http://www.claymoresoccer.com)

该俱乐部是由美国匹兹堡高性能密封件公司的一位技术总监 **Derek Duncan** 先生创办的。这是一家出色的公司，在多年之前就是我们公司名下的客户兼合作伙伴。

Europeans love soccer. We at Seal Maker are no exception and support this sport not just in our home country Austria. Seal Maker has already been official sponsor for the US youth soccer team Claymores 95 for quite some time >> [www.claymoresoccer.com](http://www.claymoresoccer.com)

The club was founded by Derek Duncan, Technical Director at American High Performance Seals Inc in Pittsburgh. A great company, which is a long-standing customer and partner of ours in the United States.

