

SEALS

TECHNOLOGY



0212

客户杂志 *Magazine for customers and partners*

PU 500
NEW

SML Family

Special Tools

Get together!





亲爱的读者：

希望您的这个夏天是在愉快中度过！也许燥热的天气并未让您留下太多美好的回忆，但可以令您欣慰的是清爽的秋天已经来临，还有 **Seal Maker** 推出的许多新产品也会让您的精神振奋起来。

我们不仅会在莫斯科和上海举行的展会上展出 **e** 系列中的杰出代表 **SML 500e** 机床，而且会在亚洲国际动力传动与控制技术展览会 (PTC Asia) 上额外展出我们的全新产品 **SML 1000e**！

与它的“兄长”（已成功经历了各方面考验的 **SML 1800e**）一样，**1000e** 是一台立式转塔车床。其直径范围为 **450mm** 至 **1100mm**，完美地填补了 **SML 500e** 和 **SML 1800e** 之间存在的断档空缺。此外，该产品也提供驱动刀具，从而可以在短时间内生产出该直径范围内的复杂零部件。您不仅可以在展览会上现场体验全新的 **SML 1000e**，而且可以直接亲临我们位于 **Pöttelsdorf** 的工厂。在那里，我们的咨询顾问将为您提供现场指导。

针对所有始终希望进一步满足其客户需求的制造商，我们自即刻起为其提供三种不同的配备了所有适用且非常实用的专用工具的手提工具箱！专用工具的选择基于我们自身积累的生产经验和来自客户的建议，所选专用工具具有极高的实用性。

作为过去几个月内成功完成的最重要的研发成果，我在这里隆重介绍在所有特性方面均有卓越表现的全新的 **U500** 聚氨酯。这应了那句老话，“好事多磨”。我可以向您承诺：这样的等待是值得的！**U500** 的出众之处不仅在于其卓越的机械特性和扩展了的化学稳定性，而且还在于其极佳的可加工性。凭借所达到的参数值，**U500** 材料完全有理由成为全新的行业标准！

基于这些卓越的新产品，我非常期待着在我们公司内或在即将举行的展览会上与您相见，并为您详细展示我们的新产品。

诚挚祝愿
Johann Glocknitzer

讣告：谨以此刊献给我们不久前辞世的同事和朋友 **Ruben Plaza**。他不仅是 **Seal Maker** 大家族不可或缺的一员，而且将会受到众多客户的缅怀。

Dear Readers,

I hope that you have had a good summer! If the weather has not entirely played along, you can simply look forward to the autumn and many new Seal Maker products.

As part of this, we are not only bringing the successful SML 500e model from our e-series to trade fairs in Moscow and Shanghai, but are also presenting our brand new model – the SML 1000e – at PTC Asia!

Like its »big brother«, the tried-and-tested SML 1800e, the 1000e is a carousel lathe. With a diameter range of 450mm to 1.100mm, it is placed perfectly between the SML 500e and the SML 1800e. In addition, this model also offers driven tools – you can thus now quickly manufacture complex parts in this diameter range. You can, of course, experience the new SML 1000e live in action not only at the trade fair, but also directly at our factory in Pöttelsdorf, where our advisors will be happy to help you.

For all those who wish to offer their customers a little MORE, three different box sets with all the indispensable relevant special tools are available with immediate effect! Our in-house manufacturing team's experience and our customers' suggestions are the basis for the selection of special tools, which can be obtained very cheaply.

I can justifiably highlight our new polyurethane U500 as probably the most important successful development of the last few months - all of its features are outstanding. »Good things take time«, or so the saying goes. And I can assure you that the wait has been worth it! The U500 impresses not only with its excellent mechanical features and expanded chemical stability; it also distinguishes itself through particularly good processability. With the values achieved, the U500 material definitely has what it takes to become the new sector standard!

This superb innovation is the reason that I will be happy to personally welcome you to our factory or one of the upcoming trade fairs in the near future in order to present our new product to you in detail.

Yours,
Johann Glocknitzer

Obituary: In the light of recent events, we have dedicated this edition to our recently deceased colleague and friend Ruben Plaza. He was not only a key figure in the Seal Maker family, but also has a permanent place in the hearts of many customers.

PU 500 NEW

全新的 U500

最重要的新产品：**U500** 不仅是一种新型 **PU** 材料，而且是一项全新的研发成果。该研发项目的目的在于找到一种适用于切削加工生产密封件的符合最高要求的最佳材料。从化学角度来看，**U500** 是一种基于聚碳酸酯的聚氨酯。凭借着聚碳酸酯和聚醚所具备的优点，新型材料 **U500** 在所有产品特性方面表现更佳。

尽管新型 **U500** 材料具有令人信服的优势，但供货目录中仍继续保留了受到众多客户欢迎的 **U203** 材料。

自即刻起开始提供

Seal Maker 现库存有全部常见标准尺寸的 **U500** 材料，可随时订购。即便是特殊尺寸也可根据要求在短时间内供货。价格可在最新价目表中明确查出。**Seal Maker** 的半成品用户在收到我们寄出的样本后可以对 **U500** 新材料的质量充分信赖。更多疑问，请向我们的销售部咨询！» office@seal-maker.com

The brand new U500

The most important innovation first: U500 is not only an additional PU material – it is a completely new development. The aim was to create the perfect material for producing machined seals that exceed even the strictest requirements. From a chemical point of view, U500 is a polycarbonate-based polyurethane. Thanks to the advantages of polycarbonate and polyether, the new U500 material displays improved results in all product features.

In spite of the convincing advantages of the new U500, the U203 material, which is demanded by many customers, will continue to be delivered.

Available with immediate effect

U500 is readily available from Seal Maker in all typical standard dimensions. Custom sizes are also available at short notice upon request. Prices can be seen in the current price list. Seal Maker's semi-finished product customers have had the opportunity to be convinced of the quality of the new U500 thanks to the samples that were sent. Our sales staff will be happy to answer any further questions! » office@seal-maker.com

优点汇总

- ▶ 更佳加工性能
- ▶ 极低的刀具磨损
- ▶ 更佳的化学稳定性
- ▶ 独具魅力的表面外观
- ▶ 颜色和光泽方面的改善
- ▶ 更佳的耐油性
- ▶ 极低的膨胀率
- ▶ 改善的物理特性：

抗拉强度	60N/mm ²
断裂伸长率	350%
DVR 70°C / 24小时 / 25%默认值	30%
回跳弹性	40%
- ▶ 更广的适用温度范围
-30°C 至 120°C

COMPREHENSIVE OVERVIEW OF ADVANTAGES

- ▶ improved machinability
- ▶ reduced tool wear
- ▶ improved chemical stability
- ▶ visually appealing surface
- ▶ Improved colour and gloss
- ▶ improved oil resistance
- ▶ reduced moisture expansion
- ▶ improved physical properties:

Tensile strength	60N/mm ²
Elongation at break	350%
CS 70°C / 24hr / 25% def.	30%
Rebound resilience	40%
- ▶ suitable for wide temperature ranges
-30°C to 120°C



The SML Family

Seal Maker 的 SML 系列共有五个型号，加工密封件简单迅捷。加工密封件外径可从0至1850毫米。可为客户加工任何需要的标准或特殊剖面。适用于各种塑料或橡胶材料。

选择SML产品，您即可获得配置完备切实能满足您个性化需求的数控车床。最先进的技术，易于使用，随时可升级至最新软件。奥地利品质。同时我们还可以根据您的需要，提供贵公司所需的色彩，并打上贵公司的标志。

每一款 SML 产品出厂交付时均已配备整套刀具与配件。车床安装后，即可立即全面投入运营，您更会体会车床的无障碍运行！

您可立即开始启用！

With a total of five machine types to choose from, Seal Maker enables you to rapidly and simply produce machined seals with outer diameters of up to 1,850 mm for any required standard or special profile from every application-related plastic or rubber material.

If you decide in favor of SML, you will obtain a perfectly configured, tailor-made CNC lathe that meets your individual requirements. The unit is equipped with the latest state-of-the-art technology as well as featured with user-friendly and always up-to-date software. Quality tested in Austria. Upon request, we are also more than happy to supply the unit in the colors of your business or already branded with your company logo.

Each SML is delivered ex works with a comprehensive set of tools and accessories. Hence, there is nothing that will jeopardize the prompt start of full operation after installation has been performed.

Let's get started!



SML 700 & SML 700plus The flagships

凭借SML 700 和 SML 700+, Seal Maker 从此在车削密封生产的整套加工系统中都具备了动力单元。没有任何机器能胜过这两款旗舰产品，无论在产能上还是在应用范围上来说均是如此。

事实上，使用这些机器来制造特殊产品，在精度与灵活性方面不存在任何限制。

SML700 和 SML 700+ 的亮点不仅在于生产高精度密封件的外径最大可达720mm，还包括可使用独立传动刀具进行塑料工程产品铣削钻削操作的简单快捷性。

这两款型号的车床具有同样的品质与性能。SML 700+ 系列的特征在于配备了插电式动力工具，因此在加工方面更具灵活性。

With the SML 700 and SML 700plus Seal Maker presents the power pack in the range of complete machining systems for the production of lathe cut seals. No machine outperforms the flagships, neither in capacity nor in the range of applications.

There are practically no limits pertaining to precision and flexibility for the manufacture of special products when working with these machines.

The highlights of the SML 700 and SML 700plus are not only high precision production of seals with an o.d. of up to 720 mm (!), but also the simple and fast milling and drilling operations of engineered plastic products with the live tooling.

Both models are interchangeable in terms of quality and performance. The PLUS-variant only differs due to its motorized tooling module, which allows for yet more machining flexibility.



SML 500e Winner of innovation

Seal Maker 以 SML 500e 带来了数控车床加工系统的革命，该产品重新定义了密封技术的极限。

高效率：已得到充分验证的工件。

绝佳奥地利品质。超高的性价比，堪称罕见。

With the SML 500e Seal Maker presents a revolutionary CNC machine system, which redefines 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.



SML 1000e The power pack

SML 1000e 是基于我们通过验证的巨型车床 SML 1800e 的概念。

车削直径在 450毫米至1100毫米之间（18至43英寸），该款产品是我公司对 SML 500e 和 SML 1800e 型号中型尺寸车床的完美补充。

The SML 1000e is based on the concept of our proved lathe giant, the SML 1800e.

With its turning diameter ranging from 450 mm to 1.100 mm (18 to 43 Inch), it is the perfect mid-size addition to our SML 500e and SML 1800e models.



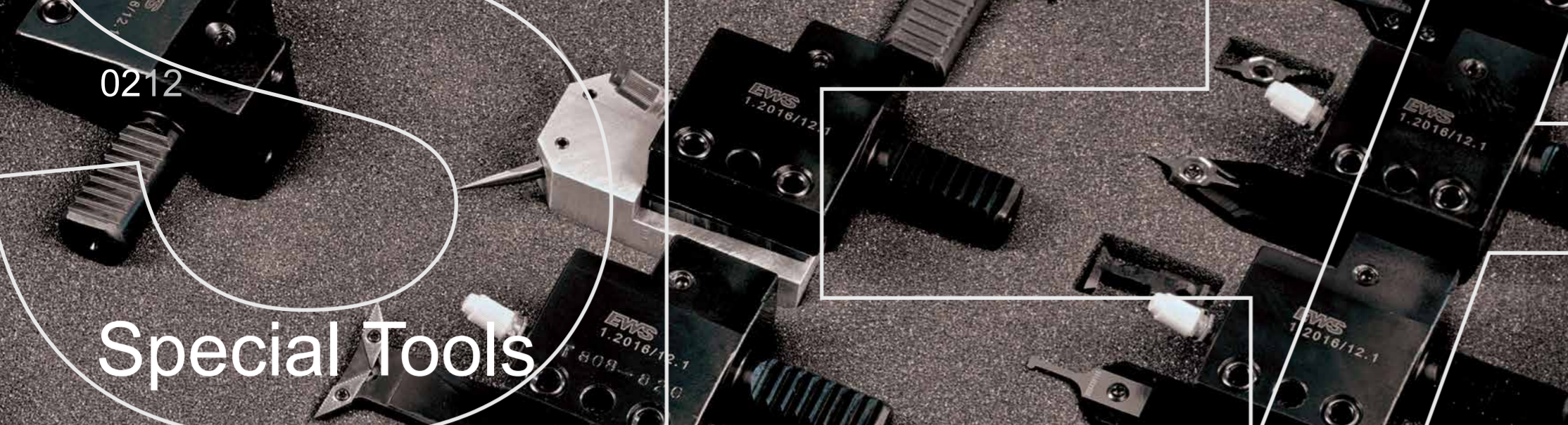
SML 1800e The lathe giant

多年经验加上在全世界得到验证的技术使此型号产品成为最高效的密封件数控车床加工系统，其加工件外径最大可达 1850毫米。

Many years' worth of experience and technology proven all over the world turn this model into the most efficient CNC machining system for seals with an outer diameter of up to 1.850 mm.

欲了解更多信息，请随时联系您的 Seal Maker 顾问，电子邮件：office@seal-maker.com

For more information your Seal Maker adviser will be at your service >>> office@seal-maker.com



Special Tools

齐备的手提工具箱套装

在 Seal Maker 的专用工具手提工具箱内备有专业加工材料所需的所有工具。所有工具与 Seal Maker 的成套系统完美匹配。它绝对是在所有在工作中对工具匹配性要求严格的制造商的不二选择。

► 更加灵活和快捷

使用 Seal Maker 专用工具套装可以快速而轻松地进行凹陷形成、微型钻孔、特殊轮廓以及更多加工工序。

► 通用性

Seal Maker 专用工具是设计专家为专业用户量身定制的工具。其卓越的品质蕴含了我们的客户和行业专家数十年的经验积累。因此，这些工具在实践中适用于任何可以想到的用途。所有零部件的详细信息请咨询售后服务人员。» office@seal-maker.com

Everything complete in the box set

You will find everything you need to professionally process your materials in the special tool box sets. All tools are perfectly tuned to the entire Seal Maker system. The first choice for all manufacturers who like to work with the genuinely compatible tool.

► Even quicker and more flexible

Recesses, small diameter holes, special contours and many other machining stages can be realised quickly and easily with Seal Maker's special tool set.

► Universally implementable

Seal Maker's special tools are tools by professionals for professionals. They are the quality result of our customers' and sector specialists' decades of experience. The tools are therefore suitable for every conceivable practical application. Ask our account managers for detailed information on all individual parts. » office@seal-maker.com



基础套装

SML 500e, 420, 600, 700 和 700plus

齐全的基本装备可以应对实践中的所有特殊任务。由此可以省时省料地完成特殊沟槽、底切钻孔或大批量制作 O 形环。

The comprehensive basic equipment for all special practical tasks. Special recesses, undercuts, bore holes and producing O-ring batch sizes are therefore cheap and save material.

扩展套装

SML 500e, 420, 600, 700 和 700plus

针对于更大的咬边、更大的导向环和微型钻孔不可或缺的、实用的附加装备。

The indispensable practical supplementary equipment for even larger undercuts, guide rings and micro-boring.

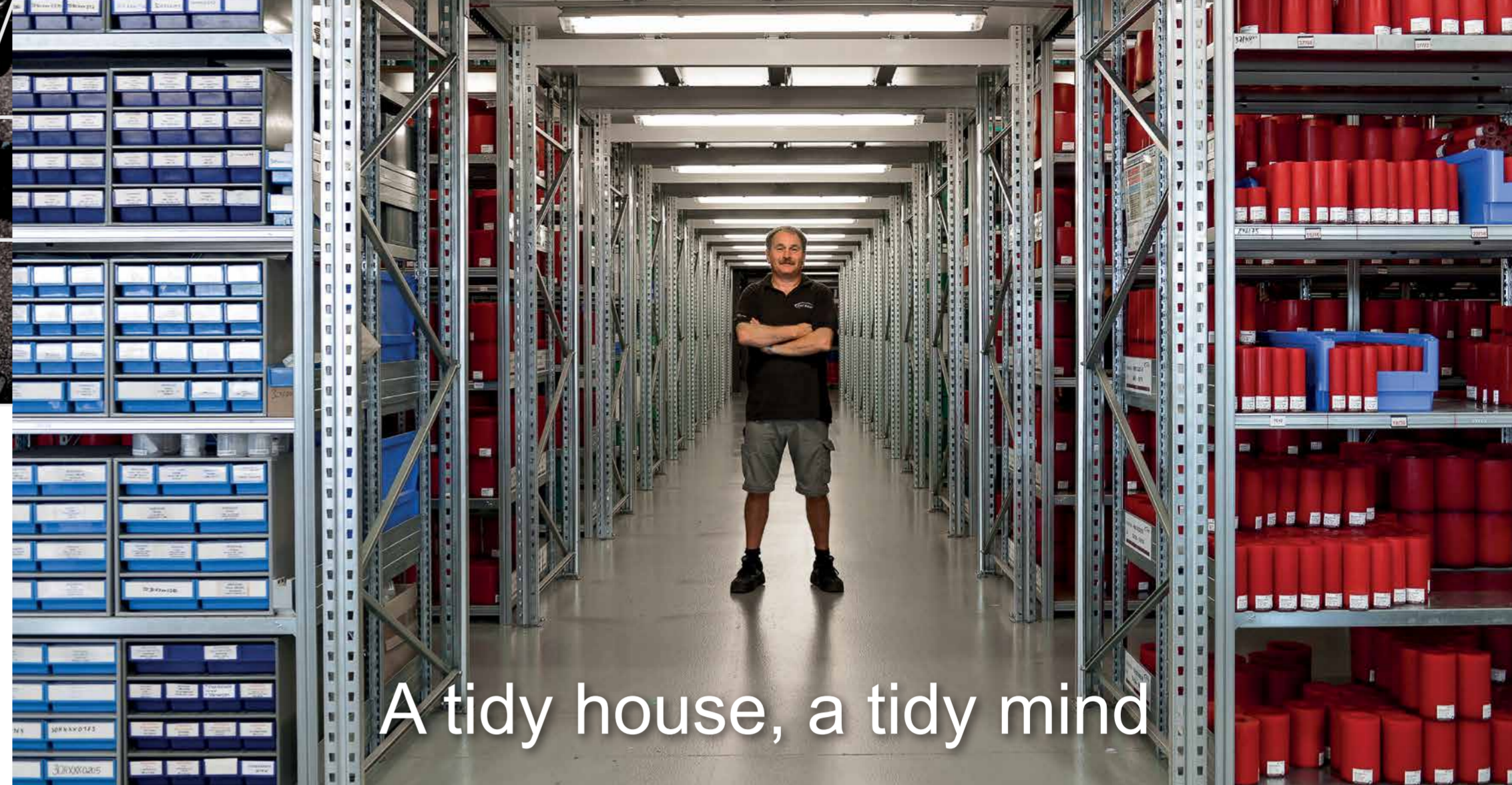


VDI 套装

SML 420, 600, 700 和 700plus

使用超长尺寸的镗削工具和车外圆工具以及特别省料的穿孔工具，这类原本令人头痛的特殊订单现在可以轻松应对了。

Oversized inner and outer lathe tools as well as tapping that provides particularly efficient use of materials thus go from tricky special order to simple standard cases.



A tidy house, a tidy mind

整个仓库库存布局烂熟于心

仓库中的所有库存吗？当然！Seal Maker 最终要确保尽可能缩短从厂方到客户的交付时间。为了使所有环节能够完美顺畅地进行，首先需要满足两个前提条件：最优的仓库配置 - 和能够将货架存货熟记于心的聪敏的工作人员！

幸运的是，Seal Maker 刚好具备了这两个条件。一个庞大的仓库，自 2010 年起，足足扩大到原来的三倍。一组业务娴熟的六人团队，分两班二十四小时轮流负责仓库调配。

数千种货品可以根据需要随时调配。这对仓库管理提出了与时俱进的要求“我们用手写发货单的时代已经一去不复返了”，仓库经理 Gerhard Hölzel 说。

“在 Seal Maker，我们的工作通过计算机辅助完成，完全实现了自动化。我们先进的垂直升降货柜设备和传送带简化了我们的工序。尽管如此，我们还是需要来回走动。我平均每天要走 6 至 7 公里的路程。我的最高记录是 11 公里”，Gerhard Hölzel 笑着说，他用步进计数器来测量自己的身体情况。“但这会让我们的工作多一些乐趣。我们使用计算机工作，乘坐叉车行驶，运动带给我们健康，一切尽在掌握。”

Seal Maker 仓库管理专家：从左至右 Wolfgang Schiffer, Christian Hirschmann, Josefa Lovranich, Gerhard Hölzel 另外还有: Ewald Hombauer, Michael Brandlhofer

A portrait of stock professionals

Everything in stock? Of course! Seal Maker ultimately endeavours to keep the delivery time from the factory to the customer as short as possible. Two main conditions are required for everything to run perfectly: an optimised stockroom - and speedy employees who know the contents of the shelves inside out!

Luckily Seal Maker has both: a huge stockroom, which tripled in size in 2010, and a perfectly trained six-man team that ensures action in the stockroom 24 hours a day on a two-shift basis.

A thousand items are available upon request at any time. This brings modern requirements of stock management with it. »The times of hand-written delivery notes are long gone«, says Stock Manager Gerhard Hölzel.

»At Seal Maker our work is PC-supported and automated. Our modern Lean Lift elevator system and conveyor belts reduce our work steps. However, there is still a great deal of legwork to do. I walk an average of between 6 and 7 km every day. My personal best is 11 km«, laughs Gerhart Hölzel, who measures his fitness performance with a pedometer. »But it is also what makes our job so varied. We work with computers, drive forklift trucks - the exercise keeps us fit and we have everything under control.«

Seal Maker's stock experts: (from left to right) Wolfgang Schiffer, Christian Hirschmann, Josefa Lovranich and Gerhard Hölzel. Not pictured: Ewald Hombauer and Michael Brandlhofer





»让我们相聚在一起« ...

... 是今年 Seal Maker 夏季嘉年华的主题。180 多名狂野的牛仔、漂亮的印第安妇女和印第安少年为赢取大奖踏上征途。为赢取大奖，需要长途跋涉到达纽约。

在通往美国的征途上经过六个游戏环节，从投掷战斧到驾驭公牛。因公务恰巧来到 Seal Maker 的意大利和南美客户也应邀参加了这次盛会并留下了美好的回忆。

我们诚挚地欢迎您参加 2013 年的 夏季嘉年华会!

... was the motto of this year's Seal Maker summer festival. Over 180 rugged cowboys, beautiful squaws and little Indians went on the warpath for the main prize. There was a trip to New York up for grabs.

The way to America led via six game stations, from tomahawk throwing to bullriding. Customers from Italy and South America, who were by chance on business at Seal Maker, were made very welcome and were there in the best of moods.

Perhaps you will also make our next festival in 2013. We look forward to your visit!



悼念 Ruben Plaza

2012 年 7 月 13 日，现年 53 岁的 Ruben Plaza 在没有任何先兆的情况下突然与世长辞。随着他的离去，我们不仅失去了一位兢兢业业的员工和同事，更失去了一位可亲可敬的挚友。

Ruben Plaza 于 2004 年开始在 Seal Maker 出口部工作。凭借着与生俱来的超凡的沟通能力，他总是可以用对方的语言拉近彼此之间的距离，不论是德语、英语、法语，还是西班牙语、葡萄牙语和意大利语。



凭借着在与人沟通方面的天赋，他很快便晋升为分管意大利、西班牙、葡萄牙以及南美洲和中美洲地区的出口部经理。

凭借着自己在职业体育运动方面长期积累的经验，Ruben 具有极其突出的团队精神。在我们与他共事的近八年中，他不仅受到同事的爱戴，而且也征服了他的每一位客户。

他将永远活在我们的心里。

On 13.07.12 Ruben Plaza died unexpectedly at the age of 53. With him we have lost not only one of our most worthy employees and colleagues, we have lost a dear friend.

Ruben Plaza began his successful career with Seal Maker in the Export division in 2004. With the open-mindedness that he practised, he always proved himself to be a man who knew to approach others in their language - whether in German, English or French, or even in fluent Spanish, Portuguese and Italian.

With his natural talent for communicating with people, he was quickly promoted to Export Manager for Italy, Spain and Portugal as well as South and Central America.

With the experience he gained from many years in professional sport, Ruben constantly proved himself to be a real team player. In the almost eight years in which we were able to work with him, he won a place not only in the hearts of his colleagues, but also in those of many customers.

He will remain unforgettable in our company and our hearts.

Save the date!

HOT



MDA Russia in Moscow
Hall 6 | Booth A231

When: 25.09. - 28.09.2012
Where: Crocus Expo, Moskau
Info: www.mda-russia.com



PTC Asia in Shanghai
Hall E7 | Booth B1

When: 29.10. - 01.11.2012
Where: Shanghai New International Expo Centre (SNIEC)
Info: www.ptc-asia.com