

SEALS

TECHNOLOGY



0114

客户杂志 *Magazine for customers and partners*



Time to set milestones

Teampayers



Time for celebration



More efficiency for your business





亲爱的读者：

我非常高兴能够为您奉上 2014 年的第一期《密封件科技》杂志。希望您能同我们一样，在新的一年里有一个成功的开始。

在 2013 年的强劲业绩表现支持下，即使到了去年最后几个月中，我们仍能从日常业务营运和个别的项目中明显感受到一股更大的推进动力正持续不断地凝聚。可喜的是，这个强劲势头在今年的前四个月不仅持续不减，甚至更进一步提升，确保了我们的订单持续满档。

幸好 Seal Maker 早已体认到这项趋势，并已适当地调整了我们的架构和产能。为能继续确保所需的弹性和交货准备度，我们已适当调整我们的销售组织、提高原料储备量，并将每个月的机器装配排程增加 2 至 3 部机器。如此一来，我们将可确保您的半成品、密封件和机械设备能在接下来的几个月中准时送达。

我们很高兴宣布我们的第 100 部 SMLe 机器将于/日期/? 交付给客户，这是一个值得我们引以为傲的辉煌记录。对我们来说，它证明了我们早在几年前便已作出了一个正确（但不容易）的决定。出色的价格/性能关系，以及可借助升级让我们现有的机械系统技术在产能和产量上与最新趋势持续并进的可能性，使 SML500e 在近几年被认可为密封件贸易商 / 制造商和液压密封件维修者的不二选择。多亏 Seal Maker 为 SML500e 型机器最新开发的技术，我们又再次朝向更高的效率迈进一步，并还能将此成果转移给我们的客户。

“当孩子长大后，他们通常会离开家里自立更生！”这正是位于罗马尼亚的 Seal Maker & Systems 公司的最佳写照。坚守明确的公司策略，以及在罗马尼亚密封件市场所创下的佳绩，都是促成罗马尼亚 Seal Maker & Systems 在朝向未来走着自己的路的同时，继续成为我们的优良客户的原因。详见第 3 页。

最后，但也同等重要的是，我想请您关注我们即将在未来几天内正式启用（或已经启用）的全新网站。我们的网站采用了全新版面设计，一方面可为访客提供更佳的网站概览，另一方面也将通过现代科技的运用，更快速地传达所需的信息，让我们的客户能享有更快获取 Seal Maker 产品和服务详情的优势。此外，登入页面也将在接下来的几星期里全面改版，并将为已注册的用户提供各种信息和机会。当然，这个新网站也将完全由我们的姊妹公司 LOGORHYTHMUS 的专业人员设计和执行。

立即浏览新版网站：www.seal-maker.com

谨上
Johann Glocknitzer

Dear readers,

I am delighted to be able to present the first edition of SEALS TECHNOLOGY in 2014 to you and hope that you are enjoying as much of a successful start to the year as we are.

Even during the last months of the previous year it became apparent that additional momentum was starting to gather in day-to-day business and individual company projects, based on the strong business performance in 2013. This has fortunately not only continued during the first 4 months of this year, but even improved slightly, ensuring that our order books are full.

Luckily, Seal Maker identified this trend very early and we have adapted our structures and capacities accordingly. In order to continue ensuring the necessary flexibility and delivery readiness, we adapted our sales organisation accordingly, raising raw materials reserves and increasing the machine assembly monthly schedule from 2 to 3 machines. In this way, we will also ensure over the coming months that your semi-finished products, seals and machines will arrive on time.

We were delighted with the delivery of the 100th SMLe machine on 3rd march 2014 and it gave us good reason to be proud. For us, this was proof of the right, but not necessarily an easy decision we made several years ago. Through the excellent price/performance ratio and the possibility of constantly bringing the technology of our existing machine systems up to date, both in terms of capacity and production possibilities by means of upgrades, the SML500e has proven in recent years that it is the right choice both for seal traders/manufacturers and hydraulic repair businesses. Thanks to the most recent developments from Seal Maker made for the successful SML500e model, we have once again taken a step towards greater efficiency, thus allowing us to pass our success on to our customers.

When children grow up, they usually leave home! This might well describe the story of Seal Maker & Systems in Romania. The adherence to a clear company strategy, as well as the success achieved in the Romanian seal market are reasons why Seal Maker & Systems Romania will be going its own way in future, whilst remaining a good customer of ours. More about this on page 3.

Last but not least, I would like to draw your attention to our new website, which is about to go online over the next few days. The new design of our web presence should, on the one hand, provide a better overview for the visitors, and on the other hand, convey the desired information more quickly through the use of modern technologies. Our customers thus have the advantage of getting detailed information about the products and services of Seal Maker even faster. In addition, the log in section will be fully redesigned over the coming weeks and will offer registered users a variety of information and opportunities. The new website was of course completely designed and implemented by specialists from our sister company LOGORHYTHMUS.

Take a look at the results now: www.seal-maker.com.

Yours
Johann Glocknitzer



Teampayers!

2014 年 1 月，Seal Maker 针对客户服务的订单处理流程方面作了一些变动。在实际的合并行动和新团队的成立下，出口经理与销售团队现在可更密切地互相参与各自的日常工作流程。

这项团队合作的主要优点在于：清晰的组织结构、缩短沟通渠道，以及出口经理、管理人员和客户之间所创造的协同效用。这项正面的改变使 Seal Maker 的员工能更快速且个别化回应客户的要求。我们的销售团队将非常乐意解答您向 sales@seal-maker.com 提出的任何询问。

In January 2014, changes to order processing were made at Seal Maker with regard to customer service. As a result of the physical merging and the forming of new teams, export managers are now able to be more closely involved in the daily working procedures of the sales team and vice versa.

The major advantage of this teambuilding: clear structures, short communication lines and synergies between export managers, administrators and customers. Due to this positive change, the employees of Seal Maker can react more quickly and on an individual basis to customer requirements. Our sales team will be happy to assist with any enquiries you may have at sales@seal-maker.com.

Changes in Romania.

Seal Maker 延续营销战略！

从一开始，Seal Maker 的战略目标便是成为密封件生产商的可靠供应商及伙伴，而不直接参与将密封件销售给最终客户的活动。要做到完全遵守公司政策和营销战略，并没那么简单。为了在这方面制定一个明确的政策，Seal Maker 决定通过“管理层收购”的方式让出罗马尼亚子公司的所有权。

Seal Maker 在罗马尼亚的前子公司成立了一家独立公司，以专注发展罗马尼亚的密封件市场。他们将会在接下来的几个月中全新规划出公司的整体营销战略。Seal Maker 谨此祝愿 Brasov 的团队能在未来的业务发展道路上取得最大的成功！

Seal Maker continues with its marketing strategy!

Seal Maker pursued the strategy of being a reliable supplier and partner for sealing producers from the outset, not being a part of direct sales of seals to the end consumer. 100% compliance with company policy and marketing strategy is not always easy. In order to establish a definite policy here, Seal Maker decided to cede ownership rights of the Romanian subsidiary with the "management buy out" strategy.

An independent company is being formed from the former Seal Maker subsidiary in Romania, which will from now on be focussing intensively on the development of the Romanian market. The entire marketing approach of the company will be newly organised over the coming months. Seal Maker wishes the greatest success to the team in Brasov for its future business ventures!





Time for celebration! More than 100 produced SMLe machines!

四年前仍被视为市场新秀，如今已成为全球密封件市场上的知名领导品牌：Seal Maker 的 SMLe 机器以其多功能、坚固且可靠的特性赢得了客户的青睐，并提供了一个值得庆祝的理由！在 2014 年 3 月 3 日上午 10 时 29 分，序号为 14SML0100 的第 100 部 SMLe 成功从工厂下线装运。特别值得我们感到高兴的是，这部机器将被运送至一家著名的密封件制造商，而这也证明了我们的产品质量确实可满足客户的要求并符合了全球企业的需求。

Still considered a newcomer four years ago, in the meantime a household name in the global seal market: SMLe machines from Seal Maker win customers over through their versatility, robustness and reliability, and also provide a good reason to celebrate! On the 3rd of March 2014, at exactly 10:29, the 100th SMLe from in-house production was shipped with the serial number 14SML0100. We are particularly pleased that this machine was delivered to a renowned seal manufacturer, which proves that the quality of our products also fulfils our customer's requirements and meets the demands of a global corporation.

从 0 到 100!

随着第一部 SML500e 的诞生，Seal Maker 便开发出一个革命性的 CNC 全套系统，重新定义了车床切割密封件生产的极限。公司首部内部独立研发而成的 SMLe 机器于 2010 年 6 月 4 日下午 12 时 44 分成功运送至巴西。自此之后，SMLe 机器便成为 Seal Maker 的标准生产项目。

From 0 to 100!

With the first SML500e, Seal Maker developed a revolutionary CNC complete system, redefining the boundaries of lathe cut seal production. The first independently developed SMLe machine was successfully despatched to Brazil on 4th of June 2010 at 12:44. From this time on, SMLe machines were produced as a standard at Seal Maker.

SMLe 系列 - 100 部已安装的机器: / The SMLe-Series - 100 installed machines:



Status: 03.März 2014

包括 SMLe 系列推出以前所制造或改装的所有机器在内，Seal Maker 在全球总共已安装了 260 部机器。我们谨此感谢所有客户、伙伴和员工们的协力合作及信任！

In total, including all machines that were manufactured or adapted before the introduction of the SMLe series, Seal Maker registered 260 installed machines worldwide. We would like to thank all customers, partners and employees for their cooperation and trust!



制造和装配!

在内部研发过程中秉持的最高质量意识以及由专家精心挑选的标准部件对机器的质量同等重要。CNC 装配部门除了负责进行生产、协调和机器运送处理之外，个别机械零件也经过装配人员的细心操作。装配期间，装配人员通常在同一时间需要装配 2-3 部机器。这自然是一项物流挑战，因为在高峰期间装配人员需要协调处理多达 127 个栈板的材料。

Manufacturing & Assembly!

Highest levels of quality awareness in in-house development as well as the expert selection of standard components are equally crucial for the quality of the machines. Besides production, coordination and processing of machine delivery in the CNC assembly department, the respective machine parts are carefully handled. Typically, 2-3 machines are worked on at the same time. This presents a logistical challenge, because up to 127 pallets of materials have to be coordinated at peak times.



Reinhard Werfring
Head of CNC assembly department

“我还记得那段在空间窄小的工厂里生产多达 4 部机器的日子。”拥有 4 名员工的 CNC 装配部门主管 Reinhard Werfring 回忆道。在 2010 年对 Pottelsdorf 公司总部进行扩建之后，目前 Seal Maker 的安装、维修和技术开发部门已具有足够的空间，可高效率且快速地装配您的 CNC 全套系统。

在 Seal Maker 工作已有 9 年的 Reinhard Werfring 陪伴了这个机器技术度过了发展历程：“我们持续不懈地优化我们的制程，以便能在相同或甚至更高的质量下提供快速、高效的机器装配。与开发部门和经验丰富的维修技师紧密合作，在这方面起着重要的作用。”由此可见，Seal Maker 在确保量产制程流畅运行的同时，也能持续优化精进未来机器的技术。

"I still remember times when we manufactured up to 4 machines in the smallest of spaces" said Reinhard Werfring, head of the four-person CNC assembly department. Thanks to the expansion of the headquarters in Pöttelsdorf in 2010, the installation, service and development department at Seal Maker now features sufficient space for efficient and fast assembling of your CNC complete systems.

In his 9 years with Seal Maker, Reinhard Werfring accompanied the ongoing progress of machine development: "We are constantly working on the optimisation of our processes to provide fast and effective machine assembly at the same or improved quality. Close cooperation with the development department and experienced service technicians plays a major role here". Seal Maker thereby ensures smooth series production on the one hand, and, on the other hand, the ongoing optimisation of future machines.

More efficiency for YOUR business...

掌握趋势，开发解决方案。

过去数月以来，Seal Maker 正紧锣密鼓地完成一项新产品的开发，为我们的“全能型”SML500e 提供另一个新选项。在识别出朝向小批量生产模式的特定市场趋势之后，Seal Maker 便发展出一种能以更高效率且更合乎成本的方式生产密封件的系统。

Seal Maker 相信一个系统不仅需要能迎合弹性密封件的生产需求，还更需符合塑料加工产业对于简化操作和缩短设置时间的要求。

对于专为塑料加工而设计、技术创新的 SML500e 基本机器而言，开发成果显而易见：通过提供一个“手动夹头自动化”选项，这个简单而技术上更先进的系统，无论是在购置新机器或将现有的 SML500e 机器全部升级换新方面，都是一个合乎成本效益的选择。

我们的销售团队将很乐意解答您向 sales@seal-maker.com 提出的任何询问。

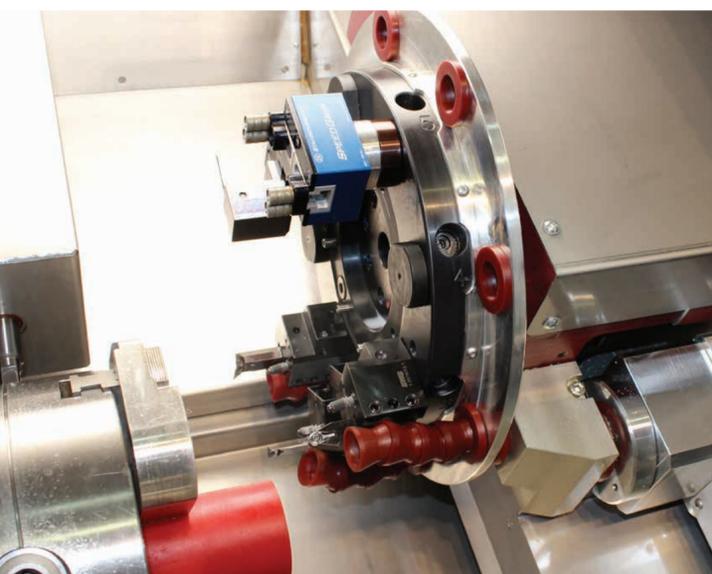
Identify trends, develop solutions.

Seal Maker has carried out intensive work over the past few weeks with regards to the completion of a new product, a new option for the Allrounder SML500e. After a certain market trend towards small batch production was identified, Seal Maker developed a system in which seals can be produced even more efficiently and cost-effectively.

Seal Maker believed that a system should be created for flexible seal production and especially for the processing of plastics which would satisfy requirements by being simpler to handle and having shorter set-up times.

Based on the innovative SML500e, which is a basis machine designed for plastic processing, the results can be seen quite clearly: an option for the "automation of the manual clamping chuck", a simple and technically advanced system, both cost-efficient as a new purchase and also suitable as a retrofit for all existing SML500e machines.

Our sales team will be happy to assist with any enquiries you may have at: sales@seal-maker.com



SML500e 适用的自动夹持系统

Automatic clamping system for SML500e

操作简单、技术精密 - 通过核心的自动化系统，可让传统的夹头继续发挥功能。相较于液压解决方案，这不仅可以降低维护成本，还可允许手动夹具的继续使用。

Simply executed and technically sophisticated – via the centrepiece of automation, conventional clamping chucks can continue to be used. This not only leads to reduced maintenance outlays compared e.g. to hydraulic solutions, but also allows for continued manual clamping.

操作功能 / Function

自动化的夹头扳手可在自动或手动模式（如需要）下打开和夹住三爪夹头。此夹头扳手可通过控制，自动定位，并以预设的扭矩夹住或打开夹头爪。产品组合中还附有一支可附接在刀塔上的杆柄，并可持续不间断地切削制作最长 1 米的棒材和管材半成品。此外，用户也可选配一个适用于直径 70 毫米以下棒材和管材的较大轴头。

An automatic chuck wrench opens and clamps the three-jaw chuck in automatic mode as well as in manual mode (if desired). The chuck wrench is brought automatically into position by the control and assumes the clamping or opening of the chuck jaws with a predefined torque. The package additionally includes a bar grip which can be attached to the tool turret. Machining of bar and tube semi-finished products of up to 1m in length is possible without interruptions. A larger spindle head is also optionally available for bars and tubes up to $\varnothing 70\text{mm}$.

More Infos:

有关最新 SML500e 自动化系统的全新视频和机器技术规格说明，请浏览 www.seal-maker.com/sml500e。

A new video plus machine specifications for the new SML500e automation system can be found at www.seal-maker.com/sml500e

... to be continued!

Seal Maker 的技术人员正在为您的 SML500e 着手设计另一个新选项。您可在下一期的《密封件科技》中获知更多详情！

Seal Maker technicians are already working on another new option for your SML500e. You can read more in the next issue of *Seals Technology!*



Renovation in Singapore - Challenge accepted

Seal Maker 可以很自豪地说，新加坡子公司在 Jack Lim 的领导下，多年来在亚洲市场上不断创下了亮眼佳绩。经过去年的部分组织重整之后，太平洋和中国地区分公司已日益突显出它们重要性。这些子公司内的办公室、仓库和活动室的基础设施也藉此机会翻修升级。

这次装修计划的首要目标是为客户营造一个更具代表性的环境，以及为新加坡员工提供开展机械技术培训的机会。除此之外，新加坡与奥地利之间的合作也应在多方面更简化。我们在新加坡的员工可享受新的办公室设备、新的 IT 概念、以及一个附设厨房和更多用餐选择的全新休息区！

Seal Maker can proudly say that under the leadership of Jack Lim, the subsidiary has been very successful in the Asian market for years now. Thanks to some restructuring last year, the branch in the Pacific and China region has become even more important. The infrastructure of the office, warehouse and function rooms was brought up to the state of the art for this occasion.

The aim of this renovation was to firstly create a representative environment for customers, making also operator training possible in Singapore. In addition, cooperation between Singapore and Austria should be simplified in many areas. Our Singapore employees can enjoy the benefits of new office equipment, a new IT concept and new lounge area with kitchen and dining options!

Activities for good benefits.

齐心协力，让梦想成真！Seal Maker 始终秉承这项原则，在 2013 年 12 月举办了一场慈善募款活动，而在今年也会继续帮助社会上有需要的人。

奥地利 马特斯堡一家特殊教育中心里的 28 名儿童，其中包括一些患有严重身体和智能障碍的儿童，现在将可拥有一个全新的摇摆篮设施。这个特殊的运动器材不仅可让孩子们提升平衡感，还能让他们参与更多物理治疗运动 - 并可享受无穷的乐趣！

Seal Maker 也参与了由“生命权利” (life to life) 协会所发起的第二次为印度南部 Kanjirappally 教区 “Santhome Balikabhavan” 孤儿院提供一般水槽和厕所设施的募捐活动。

Together we can get things moving! Seal Maker has kept to this guiding principle with a fundraiser in December 2013 and is also supporting people in need this year.

28 children at the special educational centre in Mattersburg (Austria), some of whom are severely physically and mentally disabled, can now enjoy a brand new nest swing. The children can improve their sense of balance as well as taking part in many physiotherapeutic exercises with this special exercise equipment – and be sure to have lots of fun!

Seal Maker has participated in a second fundraising campaign for the provision of general water tank and toilet facilities for “Santhome Balikabhavan”, an Orphanage for girls of the Diocese of Kanjirappally in South India, initiated by the “life to life” association.

