

# SEALS

TECHNOLOGY



0214

客户杂志 Magazine for customers and partners

Great orders,  
large dimensions!

Efficient sealing production

World wide online

High precision





亲爱的读者：

欧洲现在夏季假期已接近尾声，希望您已经享受了应得的“休息时间”。如果您之前没有机会休息而是计划了一次短期的秋季假期，我衷心希望您会有一个愉快的假期。

自从今年5月的上期《密封件技术》至今，发生了很多事情。由于我们的行业拥有非常良好的商业前景以及其所带来的较高质量的产能利用率，我们一直致力于持续推进项目并在某些领域实现了重要的里程碑。

与我们近年来的大多数项目一样，我们将继续专注于优化、业务拓展以及提高产品的效率和质量，以便为您带来战胜竞争对手的决定性优势。我们侧重于SML500e的额外可选附件、合成橡胶半成品产品的有用长度的优化以及车削循环的进一步优化。您一定会在本期新闻通讯中找到您感兴趣且对您有用的内容。

我们谨以本期的部分内容献给我们的“密封件制造”部门。自从 Seal Maker 成立以来，该部门一直发挥着特殊的作用。我们的机械几乎昼夜不停地运行，以确保为我们的客户和合作伙伴快速提供定制部件、较大尺寸和系列产品。生产能力、质量承诺和灵活性，正是无需过长等待时间即可交付较大尺寸的中小型系列产品的重要因素。这是我们的优势之一，请将其转化为您的优势。我们的生产和办公室人员都接受过以此为目标的培训，并可随时竭诚为您提供咨询服务。

不过，我们不希望被别人视为一个传统意义上的“密封件制造商”，因为我们确实不是。我们工厂制造的所有密封件都专供我们现有的设备和半成品客户，以及少数几家选定的贸易公司。我们只有卡芬堡的分支机构及其位于林茨的子公司向奥地利的终端消费市场供应密封件。这种策略可以让您和我们在开发市场的同时，尊重客户的业务领域。

正如上期所公布，我们的新网站已经上线。您可在网站上找到有用的资讯，以及定期出版的“热点新闻”。在此，我特别推荐我们的“YouTube - 频道”——“SealMaker1”，其中有一些关于我们的设备系统的有趣的视频。

特别提醒，网站网址是：[www.seal-maker.com](http://www.seal-maker.com)  
最后，希望您喜欢阅读我们的新闻通讯。

谨上  
Johann Glocknitzer

Dear readers,

here in Europe, the summer break is approaching its end and I hope you enjoyed your well deserved "time out". If you did not have the chance to do so and have planned a short autumn holiday I wish you a pleasant one.

A lot of progress has been achieved since the last issue of SEALS Technology in May this year. The currently promising situation in our field of business resulted in a high capacity utilization. Besides this, we continued work on our projects and were able to set important milestones in some areas.

As with most of our projects in recent years, we will continue to concentrate on options and increasing the efficiency and quality of our products in order to give you a decisive advantage over your competitors. We developed an additional option for our SML500e, optimized working length for elastomer semi-finished products and further optimized the turning cycles. You will find articles inside this newsletter which will definitely be of interest for you.

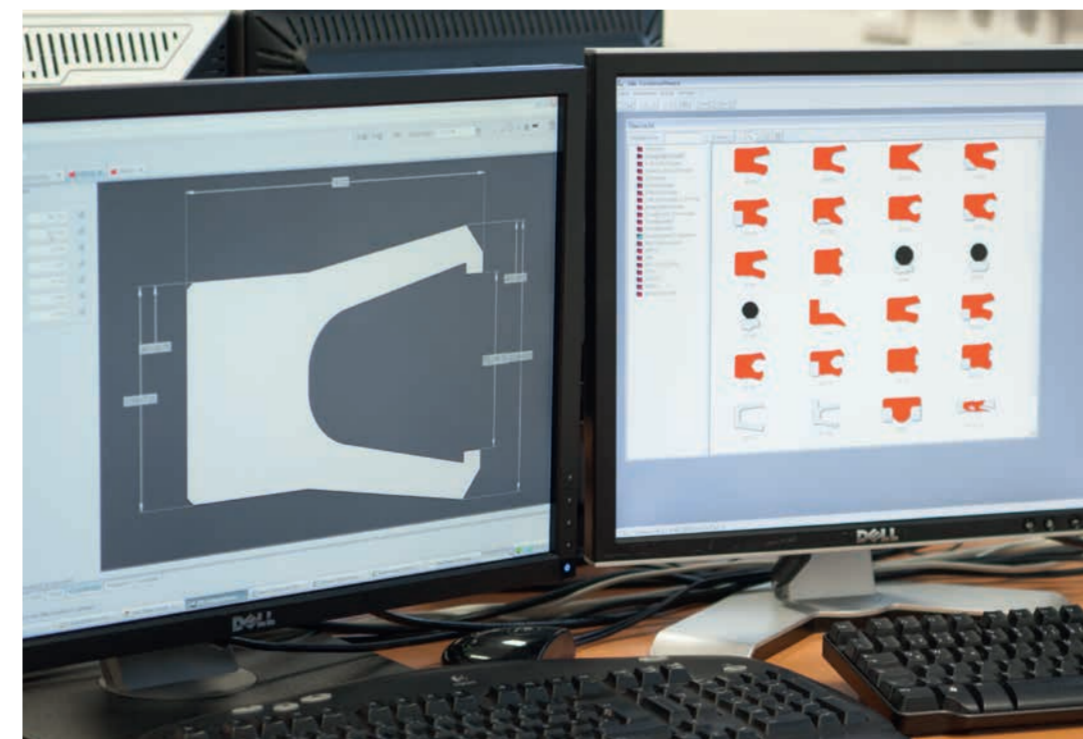
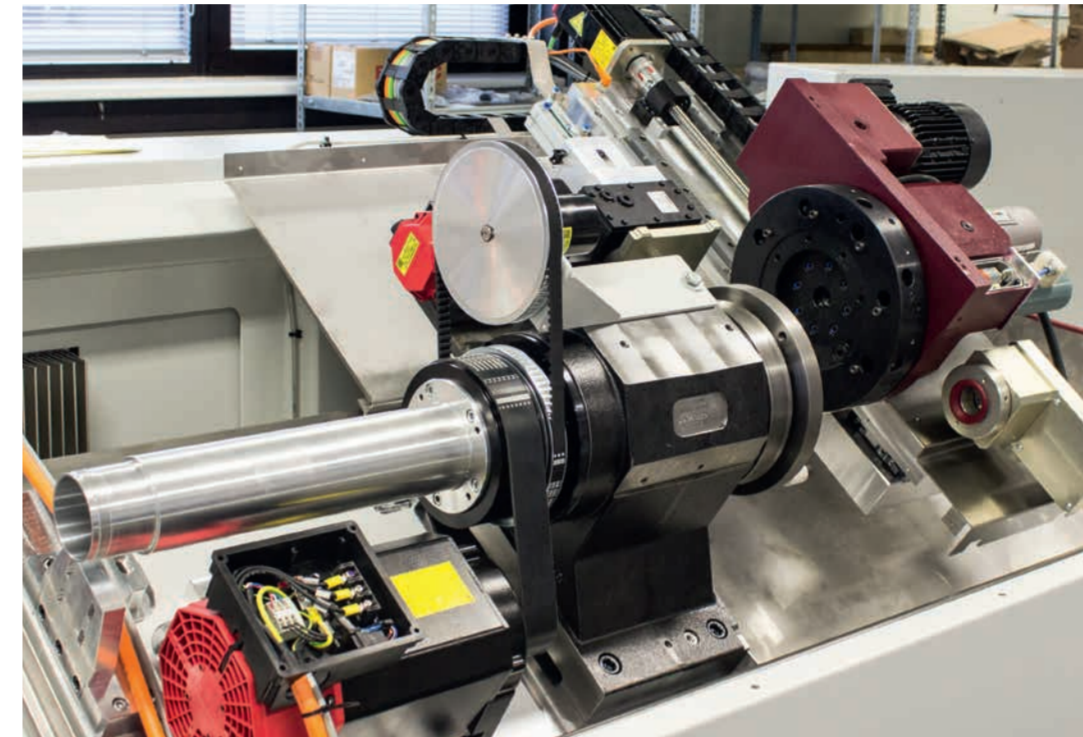
We would like to dedicate a part of today's issue to our "seal manufacturing" department. This department has played a special role since Seal Maker's foundation. Our machines are working practically around the clock to guarantee short term availability of customized parts, large sizes and series to our customers and partners. Production capacity, commitment and flexibility are important factors for the delivery of larger seal dimensions in small to medium series without long delivery times. This is one of our strengths - for our customers' advantage. Our manufacturing and office staff are well trained for this purpose and will be happy to provide you with advice at any time.

Nevertheless, we greatly value not being described as a "seal manufacturer" in the traditional sense, because that is not what we are. ALL the seals we produce in our factories are delivered exclusively to our existing machine and semi-finished product customers, as well as a few selected trading companies. Solely our affiliate in Kapfenberg and its Linz subsidiary supply the end consumer market in Austria. This strategy allows a common market development together with our customers and partners respecting their fields of business at the same time.

As already announced in the last issue, our new website has gone online. Find useful information, additionally to the regularly published "HOT NEWS". I especially recommend our "YouTube - channel", SealMaker1, which has some interesting videos on our machine systems.

Remember: [www.seal-maker.com](http://www.seal-maker.com)  
Finally, I hope you enjoy reading our newsletter.

Yours,  
Johann Glocknitzer



## Upgrade your SML

SML500e设备的另一种可选附件是带有较大主轴孔径的主轴头，可以通过这个主轴头将直径高达70毫米的棒材送入工作区域。结合自动化可选附件（自动手动夹紧卡盘），这款A6主轴头是对SML500e设备而言极为有用的扩展可选附件。

Another option for SML500e machines is a spindle head with a larger spindle bore, bars with up to  $\varnothing 70\text{mm}$  can be fed through the spindle head into the working area. Combined with the automation option (automatic manual clamping chuck), the A6 spindle head is a useful expansion option for your SML500e machine.

## Material benefits

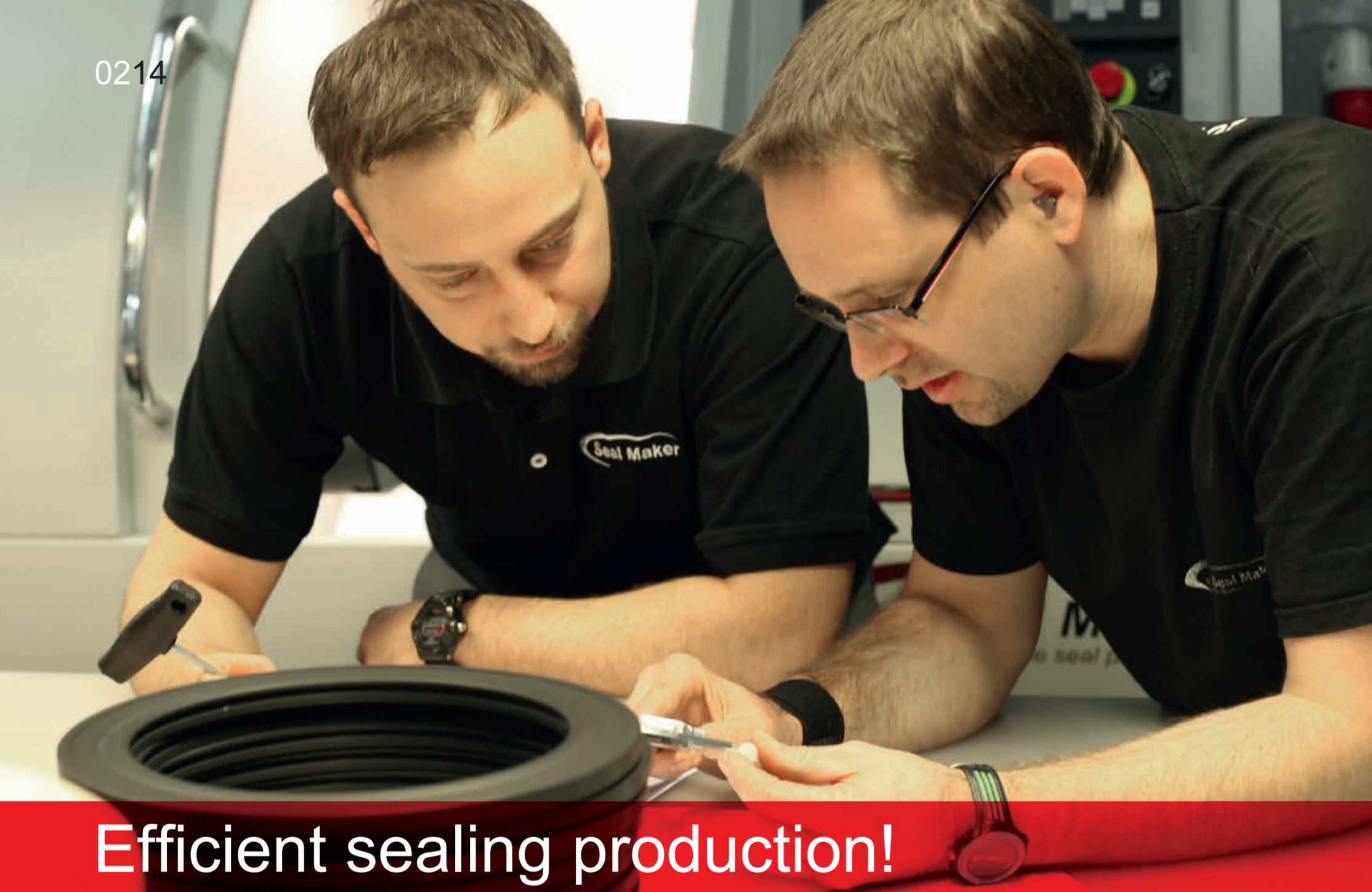
我们能够通过对20毫米至730毫米外径的半成品生产全新及附加涂层的方式，显著提高产品质量。一方面，这种涂层的材料质量得到了改善，但更重要的是，涂层本身的优化可促使半成品有用长度的增加。

We were able to considerably improve quality with the production of new and additional coating moulds for semi-finished products with an outer diameter of 20 mm to 730 mm. On the one hand, the coating quality was improved, but above all, optimization of the coating form itself resulted in an increased working length of the semi-finished product.

## Process optimization

车削循环的优化曾是Seal Maker软件开发期间的一个焦点问题。在最近的3.5.12版本更新中，我们已经设法再次缩短处理时间。平均而言，我们已经能够提高车削循环6.25%，在某些领域甚至优化高达10%（取决于直径/型材）。我们下一步更新的主要目标是通过减少处理时间来提高工艺的有效性，进而实现更高的SML设备产能利用率。

The optimization of turning cycles was one issue focused on during the development of our Seal Maker software. In the last update 3.5.12, we managed to reduce the processing time again. On average, we were able to improve the turning cycle by 6.25% and in some areas optimized it by as much as 10% (depending on the diameter/profile). More effective processing with a reduction of processing times and consequently higher capacity utilization of the SML machine is also our primary goal for the next updates.



## Efficient sealing production!

使用现代化技术生产最高品质密封件 - 这是我们的“密封件制造”部门为自己设定的任务。如果客户由于产能、复杂性或尺寸等原因无法自行生产，数控部门可为我们的设备和半成品客户生产各种密封件。

七套SML设备可满负荷运行，以满足客户的需求。9人团队的主管Ernst Hodomszky，负责部门的协调并为每笔订单快速的分配设备，确保生产能够顺利进行。

该部门的专家可为特别困难的生产任务，找出创造性的解决方案。这样一来，工具通常会在短时间内单独进行处理，以打造适合独特型材的解决方案。我们是生产定制化部件和大直径订单的专家，并可随时为您服务。

The goal our "seal manufacturing" department has set itself, is to produce highest quality seals by using most modern techniques. Our CNC department produces a variety of seals for machine and semi-finished product customers, if the customer cannot produce them himself for reasons of capacity, complexity or dimension.

Seven SML machines are working at full capacity to fulfill customer requests. Ernst Hodomszky, head of a 9-person team, is responsible for departmental coordination and the rapid production for each order, guaranteeing smooth-running process.

Specialists in the department find creative solutions for especially difficult manufacturing tasks. In this way, tools are often individually processed at short notice to create unique profile solutions. We are specialized in the production of customized parts and large diameter orders, and are always at your service.

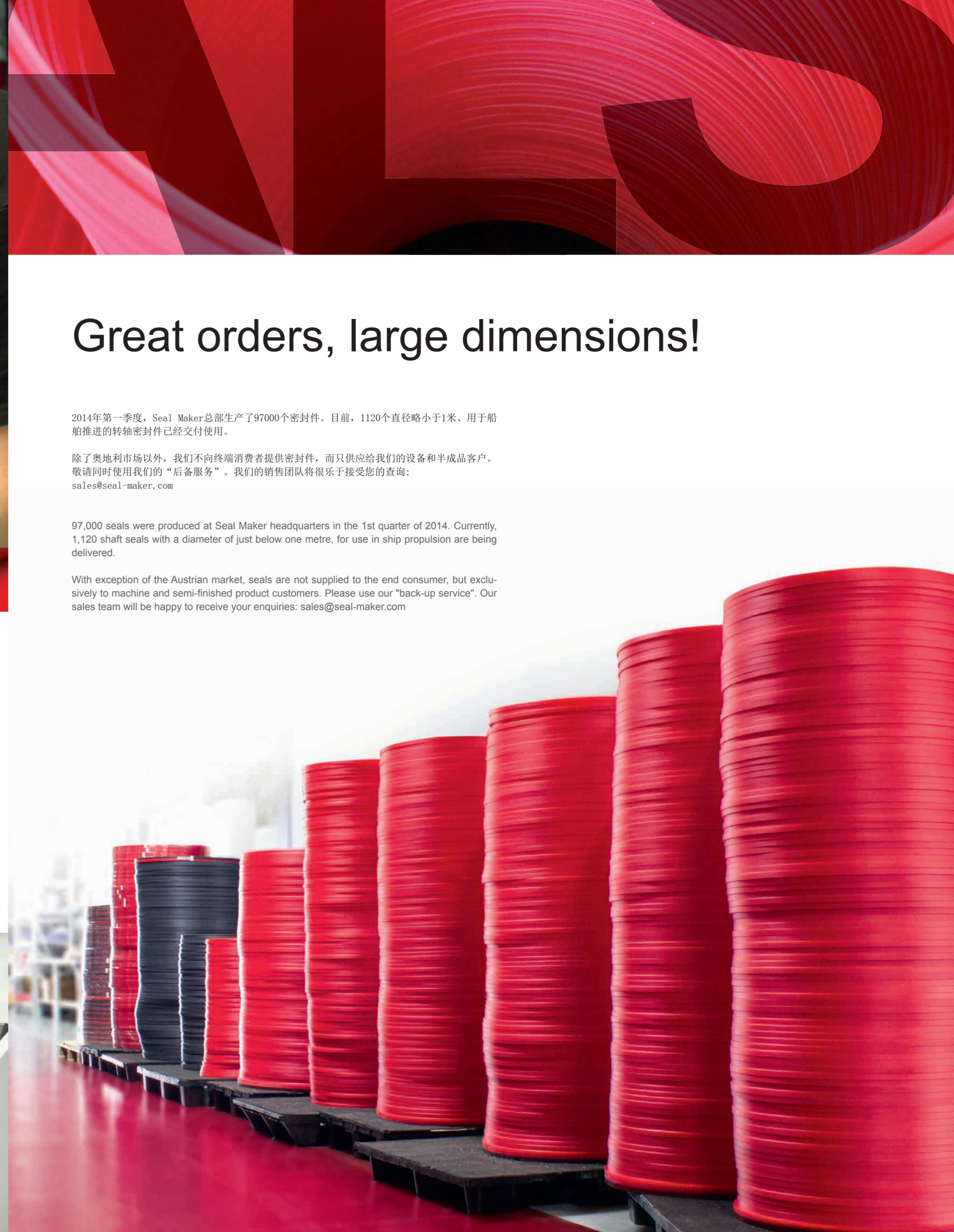
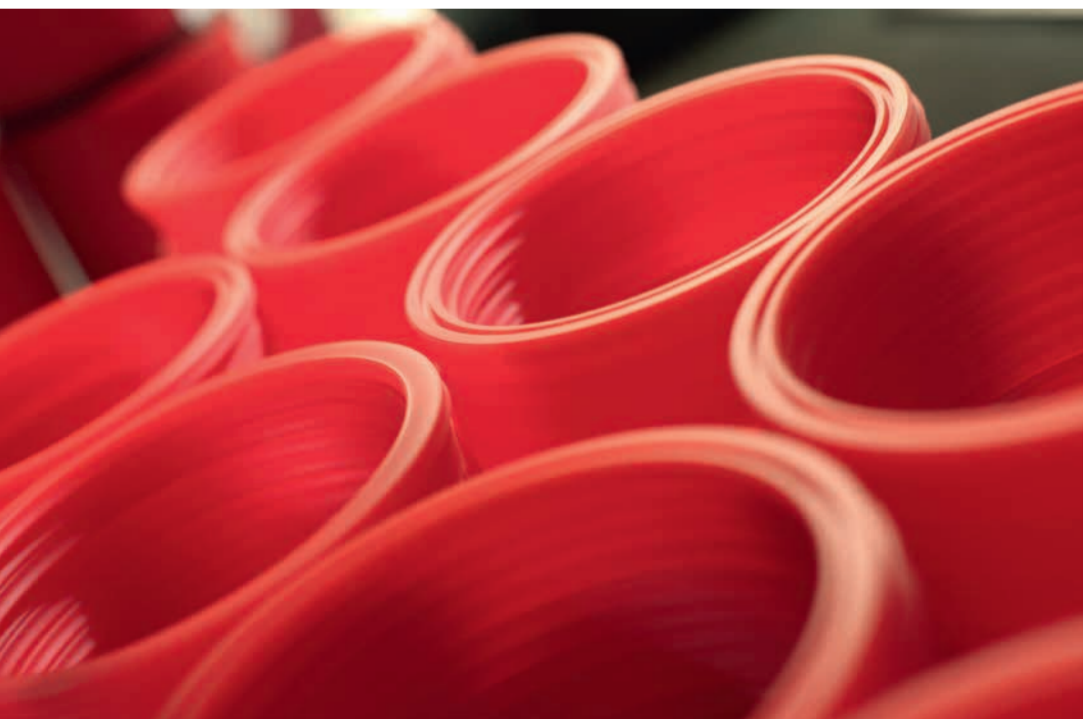
## Great orders, large dimensions!

2014年第一季度，Seal Maker总部生产了97000个密封件。目前，1120个直径略小于1米、用于船舶推进的转轴密封件已经交付使用。

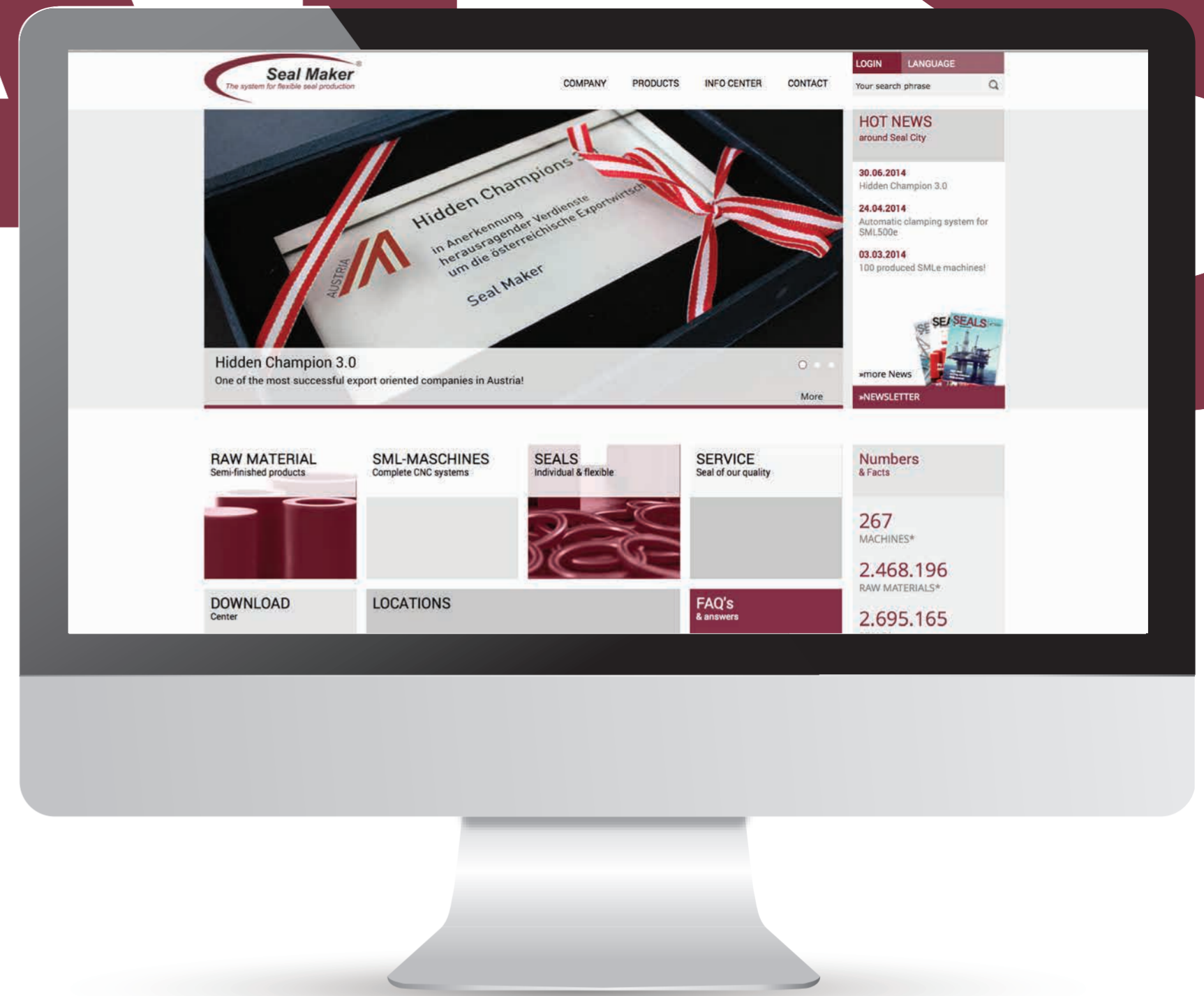
除了奥地利市场以外，我们不向终端消费者提供密封件，而只供应给我们的设备和半成品客户。敬请同时使用我们的“后备服务”。我们的销售团队将很乐于接受您的查询：  
sales@seal-maker.com

97,000 seals were produced at Seal Maker headquarters in the 1st quarter of 2014. Currently, 1,120 shaft seals with a diameter of just below one metre, for use in ship propulsion are being delivered.

With exception of the Austrian market, seals are not supplied to the end consumer, but exclusively to machine and semi-finished product customers. Please use our "back-up service". Our sales team will be happy to receive your enquiries: sales@seal-maker.com



# Modern, service oriented and interactive



## 全新Seal Maker网站

时尚的设计、人性化的导航、全新技术 – 我们的新网站可让您更迅速地获得有关我们产品和服务的相关资讯和内容。只需点击鼠标，探索我们网站所提供的内容：  
www.seal-maker.com

## The new Seal Maker website!

Modern design, user-friendly navigation, new technology – our new website allows you even faster access to relevant information and content on our products and services. Simply click through them and discover what our website has to offer:  
[www.seal-maker.com](http://www.seal-maker.com)

## 您可获得的收益概述 / An overview of the benefits for you:

### 互动性 / Interactivity

互动式的Seal Maker地图可让您洞察我们遍布全球的经营地点和市场。  
The interactive Seal Maker Map gives you an insight into our locations and markets worldwide.

### 媒体服务 / Media Service

媒体库中可找到有关我们所有服务领域的新图片和视频。  
Find new photos and videos on all service areas in the media library.

### 详细资讯 / Detailed Information

详细的产品说明和下载均一目了然  
Detailed product descriptions and downloads at a glance

### 热点新闻 / Hot News

在开始页面上即可定期直接了解最新的新闻。  
Learn regularly about the latest news directly on the home page.

### 常见问题： / FAQs

在这里您可以找到有关我们产品和服务的最常见问题与解答。  
Here you can find the answers to the most frequently asked questions on our products and services.

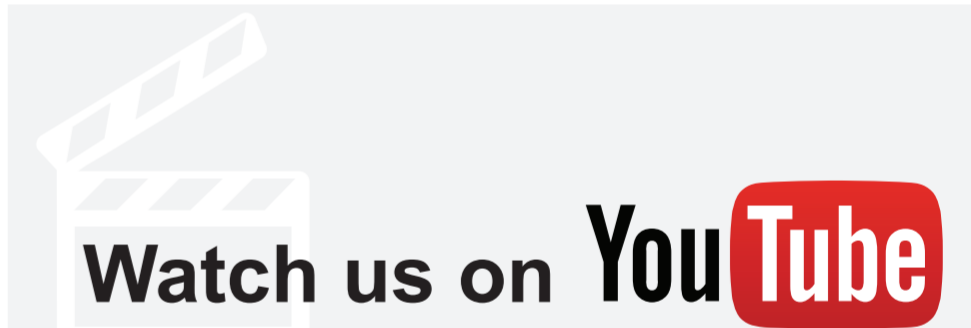
### 客户资讯中心： / Customer Information Center

作为客户，您可以继续享受由客户区为您带来的好处。最新价目表、专享图片下载及进行可用性查询，只能通过新网站的登录区使用。只需使用您现有的登录资料登录，即可获得所有您所需的资讯。

As our customer, you will continue to enjoy the benefits offered by the customer area. Updated price lists, exclusive photo downloads and access to the availability check, which can only be accessed via the login area on the new website. Just log in with your existing access data and get all the information you need.

我们致力于不断扩大我们的网上服务范围，并可通过以下联系方式接受有关新网站的问题/建议：  
office@seal-maker.com | +43 (0) 2626 20085

Of course, we are continuously expanding our online range of services and are available for questions / suggestions regarding the new website:  
[office@seal-maker.com](mailto:office@seal-maker.com) | +43 (0)2626 20085



请在我们的YouTube频道“SealMaker1”上查看有关密封件生产的新产品影片和剪辑：

- ▶ 新一代设备：SML500e
- ▶ 自动化可选附件SML500e
- ▶ 电源组SML1000e
- ▶ SML500e增强型可选附件
- ▶ 切削刀具的快速重新锐化：Accu-Finish 2
- ▶ 简单的激光雕刻：Accu-Engraver 3

View new product movies and clips on seal production on our YouTube channel "SealMaker1":

- ▶ The new generation of machines: SML500e
- ▶ Automation option SML500e
- ▶ The Power Pack SML1000e
- ▶ SML500e Option Plus
- ▶ Fast re-sharpening of cutting tools: Accu-Finish 2
- ▶ Simple laser engraving: Accu-Engraver 3



# Hidden Champion 3.0



在6月24日周二由奥地利商会举办的出口日活动中，推动奥地利经济复苏的国际化运营公司受到嘉奖。作为奥地利最成功的出口型公司之一，Seal Maker被誉为“隐形冠军3.0”。

Johann Glocknitzer在接受由奥地利商会会长 Christoph Leitl博士颁发的证书和奖品时表示：“作为一家全球知名的密封件行业供应

商，我们很荣幸能从奥地利的精英企业中脱颖而出，荣获此项殊荣。我们特别感谢我们的员工，感谢他们杰出的奉献精神和辛勤的工作。”

Austria's leading companies operating internationally, were honoured in the course of the Austrian Chamber of Commerce's Export Day on Tuesday 24/06. Seal Maker is also one of the most successful exporters in the country and has been honoured as a so-called "Hidden Champion 3.0".

Johann Glocknitzer received the certificate and prize from Dr. Christoph Leitl, President of the Chamber of Commerce: "As a world-wide established supplier of the seal industry, we are proud to be one of Austria's top companies. We particularly thank our staff for their great commitment and hard work."

## High precision

质量在我们的SML设备生产中起着重要作用。这就是为什么所有的设备部件都在我们的工厂中使用DMG（德马吉）的DMF180高精度五轴加工中心进行生产的原因。Seal Maker的质量也有赖于使用最高级别精度的加工材料，选择用于航天及航空业的铝ALU EN AW7022 Certal（R）。

Quality plays an important role in the production of our SML machines. That is why all aluminium parts are produced in our facilities on the high-precision 5-axis processing centre from DMG (Deckel Maho Gildemeister) DMF180. Seal Maker also relies on the highest levels of precision for processed materials, opting for the aluminium ALU EN AW 7022 Certal(R), also used in the space and aeronautics industry.

