

# SEALS

TECHNOLOGY



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客户杂志 Magazine for customers and partners



## |Se(a)lective Taste. 2016

On the Road: Our first machine with BLS120

Blown away by AirBlast

Innovation Award 2015





尊敬的读者朋友们，

年末将至，大家都忙着为圣诞和新年做准备。在今年最后一期《Seals Technology》中，我们很高兴与各位分享本公司的趣闻和最新进展。Seal Maker 在 2015 年深受 SML 机器和材料的影响，实现了一系列新产品开发和前景大好的创新。

最新的聚氨酯系列 U5XX Seal Maker 有多种型号可供用户选择，除标准版本 U500-R95 以外，还包括各种优化版本。这些材料能够满足客户在各个方面的个性化需求。此外，在汉诺威工业博览会上我们展示了首个配备半成品材料自动装载系统 BLS120 的 SML500e 产品。到目前为止，该产品已成功应用于密封件制造业半年之久。我们的客户对我们表示了信任：十一月份已分别向美国和英国销售了两台配备 BLS120 的 SML500e 机器。

毋庸置疑，最高的客户价值和满意度是我们的首要使命。不过，我们很高兴能够依靠技术进步、产品开发和创新成为布尔根兰州最具创新力的企业之一。而继 2011 年获得布尔根兰州创新企业奖之后，Seal Maker 于 2015 年凭借公司内部研发的 SML System Software 4.0、新聚氨酯系列 5XX 和 BLS120 再次获得提名。最终我们获得了“中小型企业”组别中的一个奖项。

目前，今年的另一项开发已可用于每台 SML 机器，也可通过改装应用：新机器选项 AirBlast，通过压缩空气喷射帮助清除密封件制造过程中产生的切屑（详情请参见第 6 页）。

所有 SMLe 机器（包括 SML1800e）现已配备全方位操作 C 轴，利用其增强的铣削加工工艺可实现多项应用（详细报告请参见第 6 页）。Seal Maker 始终争取在技术上保持领先水平，同时为广大客户保证最高品质。我们整个公司以及所有产品均符合最高质量标准的这一事实进一步证实了今年依据 ISO 9001:2008 质量管理取得的积极和成功的审计结果。

此外，我们市场营销和广告部的表现也很出色：我们的 2016 年海报系列即将在圣诞节前后发布。这次我们的广告语将是“Se(a)lective Taste”，而且海报内容十分诱人。希望我们的主题符合您的“品味”，如果需要的话，我们很乐意将这些海报发给各位。如果“Seals Technology”中有令您感兴趣的文章我将感到十分欣慰，我想借此机会感谢各位的信任和友好合作。

祝您和您的家人圣诞快乐、幸福美满、工作顺利、2016 年新年快乐。

谨启，  
Johann Glocknitzer

Dear readers,

year end is coming soon and many of you are busy with preparing Christmas and New Year. In this year's last edition of Seals Technology we are delighted to inform you about interesting news and improvements in our company. The year 2015 at Seal Maker was highly influenced by SML-machines and materials, by new product developments and promising innovations.

The new Polyurethane series U5XX, which is offered by Seal Maker in a wide-ranging delivery program includes various optimized versions in addition to the standard version U500-R95. In every respect, these materials meet the individual requirements of our customers. Furthermore, our first SML500e with the automatic BLS120 loading system for semi-finished material was presented at the Hanover fair. So far, it has successfully been used for more than half a year in our seals manufacturing. Our customers are already convinced: two SML500e machines equipped with BLS120 were shipped to the USA and United Kingdom in November.

Of course, high customer value and satisfaction are our first priority. Nevertheless, we are pleased to see that we are one of Burgenland's most innovative companies due to our technological progress, product developments and innovation. After receiving the Burgenland award for innovation in 2011, Seal Maker was once again nominated in 2015 for the development of our „in-house“ SML System Software 4.0, the new Polyurethane series 5XX and the BLS120. Finally, we received an award in the category "small and medium-sized enterprises".

Another development this year will be available as of now for every SML machine, but it can be retrofitted as well: AirBlast, the new machine option relieves the removal of swarfs in the seals manufacturing process by compressed air blasts (please find more details on page 6).

All SMLe machines, including SML1800e are now equipped with full-operated C-axis, which provides a plurality of application possibilities by its enhanced milling process (please find the detailed report on page 6). Seal Maker always strives for being state-of-the-art and simultaneously assures high quality for our customers. The fact that our entire company and all our products meet the highest quality standards further confirms this year's positive and successful audit of our quality management according to ISO 9001:2008.

Also our marketing and advertising sector is doing well: each year our new poster series 2016 is being published close to Christmas. This time our advertising slogan will be "Se(a)lective Taste" and the posters are really scrumptious. We hope that our theme has met your "sense of taste" and we'll be glad to send you these posters if required. I'll be pleased if some of these articles in our "Seals Technology" gain your interest and I would like to use this opportunity to thank you for your confidence and good cooperation this year.

I wish you and your family a Merry Christmas, happiness and success in your private and professional life as well as in the new year 2016.

Yours sincerely,  
Johann Glocknitzer



### 首台配备 BLS120 的机器

继在汉诺威工业博览会的成功展示之后，配备半成品材料自动装载系统的 SML 机器已被应用于密封件制造工艺，以此测试它是否能够用于日常操作中。该展会上展示的配备 BLS120 选项的机器已在我们的生产线中运行超过半年并且未发生任何事故。操作员、研发技术员以及装配工之间的最佳团队合作最终成就了首台配备 BLS120 选项的 SML500e 机器的启用。在十月的最后一周，该机器将发往我们在美国的客户 AHPS。同时也将我们通过服务和研发技术员的无数次试验而获得的应用专业知识传递给客户。我们希望首台配备 BLS120 选项的机器一切顺利。第二台配备 BLS120 的机器计划在接下来的几天之内发往英国。

### Our first machine with BLS120

After a successful presentation at the Hanover fair, our SML machine equipped with our automatic loading system for billets was implemented in our seals manufacturing process to be tested for daily use. The machine presented at the fair with its option BLS120 has been running already more than half a year in our production line without any incidents. The optimal teamwork between operators, development technicians and assembly fitters finally enabled the commissioning of the first SML500e machine equipped with the BLS120 option. In the last week of October time has come: The machine could be shipped to our customer AHPS in the USA. The application expertise we obtained through numerous tests carried out by our service and development technicians can be passed on to our customers. We wish our first machine equipped with the BLS120 option a safe journey. Shipment of the second BLS120 machine to the UK has already been scheduled within the last few days.



质量管理: ISO 9001:2008

2015 年 10 月对我们的质量管理执行了一次最新审计。如往年一样，Seal Maker 仍然能够满足 ISO 9001:2008 所规定的各项条件。因此，本公司符合所有适用的管理体系要求。

Quality Management: ISO 9001:2008

In October 2015 a new audit of our Quality Management was carried out. Like in previous years, Seal Maker could fulfil the conditions required in ISO 9001:2008. Thus, the company complies with all applicable management system requirements.



## 诱人的海报!

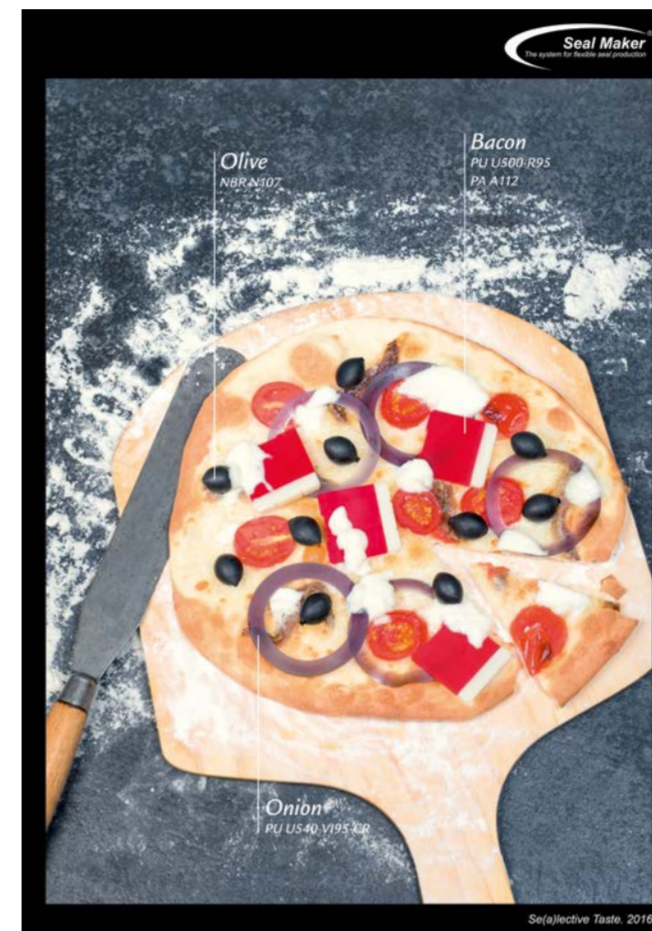
Seal Maker 2016 系列海报今年的格言是“Se(a)lective Taste”。无论是菜肴还是我们的产品，成分的质量都决定着结果的好坏；优质的材料、多项质量控制以及创新的客户解决方案使得 Seal Maker 脱颖而出。沉浸在我们的“高级料理”世界里，尽情享受美味佳肴：

第 1 道菜：寿司  
色彩缤纷 – 我们的寿司采用鱿鱼、鳄梨、腌黄瓜和鲑鱼搭配米饭以及 PU U510-G88、PU U203-G95、PU U520-OR95-HAT、POM P101 制作而成。

## Scrumptious posters!

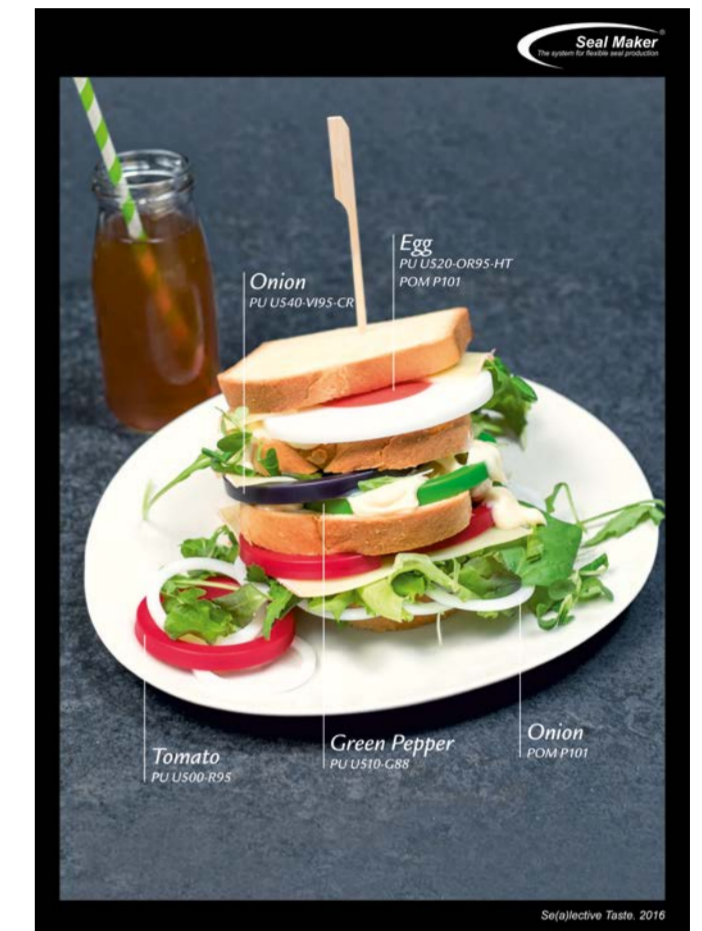
This year's motto of our Seal Maker poster series 2016 is "Se(a)lective Taste". Both in dishes and our products, the quality of ingredients is decisive for the result: high-quality material, multiple quality controls associated with innovative customer solutions make Seal Maker stand out. Dive into our world of "Haute Cuisine" and let yourself be seduced by our menu:

1. Course: Sushi  
Very colourful – For our Makis and Sushis with calamari, avocado, gherkins and salmon we used, along with rice, also PU U510-G88, PU U203-G95, PU U520-OR95-HAT, POM P101.



第 2 道菜：披萨  
丰盛大餐 – 我们的自制披萨会让您垂涎欲滴，不过要小心，我们的培根是用 PU U500-R95 制作的，我们的橄榄是用 NBR N107 制作的，我们的洋葱圈是用 PU U540-VI95-CR 制作而成的。

2. Course: Pizza  
Very substantial – our home-made pizza makes your mouth water, but be careful, our bacon bits are made of PU U500-R95, our olives are NBR N107 and the onion rings are made of PU U540-VI95-CR.



第 3 道菜：三明治  
营养丰富 – 如果您还觉得饿，可以用这道美味的三明治充饥，其成分包括鸡蛋、洋葱、胡椒和番茄。而且我们还添加了 PU U540-VI95-CR、PU U520-OR95-HT、POM P101、PU U510-G88 和 PU U500-R95。

3. Course: Sandwich  
Very hefty – If you are still hungry you can appease your hunger with a savoury sandwich, including eggs, onions, pepper and tomatoes. Here we processed PU U540-VI95-CR, PU U520-OR95-HT, POM P101, PU U510-G88 and PU U500-R95.

## Behind the Scenes

## 幕后花絮

来看看我们拍摄照片的幕后花絮。从照片中可以看出，不论是在镜头前还是在幕后我们都乐在其中。我们的密封件通过稍微整装，完全焕然一新。祝您好胃口！

Take a look behind the scenes of our photo shooting. As you can see on the pictures, we had lots of fun, not only in front but also behind the camera. With taste and tact, our seals were perfectly spruced up. Bon Appétit!



## 现在就订购吧!

目前 2016 新型“Se(a)lective Taste”海报系列产品可以现在就通过这个电子信箱进行免费订阅  
» [marketing@seal-maker.com](mailto:marketing@seal-maker.com)

## Order now!

The new "Se(a)lective Taste" Poster Series for 2016 can now be ordered for free from  
» [marketing@seal-maker.com](mailto:marketing@seal-maker.com)



# Innovation Update

## 用 AirBlast 吹走

SML 机器的另一个选项在过去的几个星期已准备好批量生产。AirBlast 机器选项能够通过导向工具顶部的压缩空气喷射清除切屑。有了这一选项，就能更有效地开展生产。除了开发该系统的机械部件之外，上述压缩空气喷射的最佳时间点已应用于 Seal Maker Software 过程循环。用户可根据需要在加工工艺期间手动操作 AirBlast。这样能够实现更有效的制造工艺。AirBlast 选项已可用于每台 SMLe 机器。AirBlast 已成为配备 BLS120 的 SML500e、SML1000e 和 SML1800e 的标准设备。在 SML500e 版本的所有其他机器中可通过改装添加此选项。若您对此产品感兴趣，请与我们的服务部联系 » [sales@seal-maker.com](mailto:sales@seal-maker.com)。

## Blown away by AirBlast

A further option of our SML machines has become ready for serial production over the last few weeks. The AirBlast machine option allows the removal of swarfs by means of compressed air blasts directed to the tool top. With it, production can be carried out even more effectively. Apart from the development of mechanical components for this system, the optimal point in time for these compressed air blasts has already been implemented into the Seal Maker Software process cycle. If required, users can operate the AirBlast manually during machining processes. This guarantees a more efficient manufacturing. The AirBlast option is available for every SMLe machine. AirBlast is already a standard equipment in SML500e with BLS120, SML1000e and SML1800e. In all the other machine versions of SML500e this option can be retrofitted. If you are interested please contact our export manager » [sales@seal-maker.com](mailto:sales@seal-maker.com).

## 最新消息

2015 年的特点是创新。除了引进全新的 BLS120、全新的聚氨酯材料和新软件，我们的广告和信息材料也在不断更新。这是我们宣传册更新的一个简短摘要，您可以在我们的网站上浏览这些信息：

- 半成品
- SML500e 机器
- 机器和选项价目表
- 产品范围 - 简要概述
- 产品范围 - 详细概述
- Seal Maker System Software 4.0
- 材料数据表
- 证书
- 安全数据表

## What's New

The year 2015 was characterized by innovation. Apart from introducing the new BLS120, the new polyurethane materials and the new software, our advertising and information materials have been updated continuously. This is a short summary of our brochure updates, which are already available on our website in the quality you are used to:

- Semi-finished products
- Machine SML500e
- Machine and option price list
- Profile range – short overview
- Profile range – long overview
- Seal Maker System Software 4.0
- Material data sheets
- Certificates
- Security data sheets



## 全方位操作 C 轴的各种应用

Seal Maker 不仅提供各种类型的不同产品，还会扩大其产品的应用范围。我们的所有 SML500e Option Plus CNC 机器均早已配备全方位操作 C 轴而不是分度轴。轴分度是指，例如，轴移动到一个位置，然后保持在该位置不动。而全方位操作 C 轴除了能够保持在特定位置，还能在加工工艺期间进一步偏移，从而增强铣削加工工艺。它可以轻松制造长孔、槽和各种工程塑料配件。

实现铣削加工工艺的 C 轴偏移需要强大和精确的功率。长久以来，这对于大型立式钻孔车床而言几乎是天方夜谭。然而，通过我们 Seal Maker 的研发技术员与 FANUC 技术人员的密切合作：从今往后，SML1800e 机器亦可配备可全方位操作的 C 轴。这些机器由 4 台引擎以双串联的形式驱动。这样能够在铣削加工工艺期间实现除了密封件制造工艺期间的最佳旋转数量之外所需的电力传输。现在，所有 Seal Maker SMLe 机器均可配备全方位操作 C 轴，从而为我们的客户提供更广泛的应用范围。

如需了解本公司与 Fanuc 合作的更多信息，请浏览以下网站  
» <http://www.fanuc.eu/at/de/fallbeispiele-von-kunden/seal-maker>

## Application variety with full-operated C-Axis

Seal Maker not only offers a wide range of different products. It also enhances its scope of application. All of our SML500e Option Plus CNC machines have already been equipped for a long time with full-operated C-axis instead of Indexing axis. Axis indexing means that, for example, the shaft moves to a position and this position will be maintained. However, a full-operated C-axis allows, apart from holding a certain position, a further offset during the machining process. While doing so, the milling process can be enhanced: It is possible to produce elongated holes, grooves and all kinds of engineered plastic parts without any difficulties.

C-axis offset during the milling process requires strong and precise power. For a long time it was hardly realizable for big vertical boring and turning mills. However, our Seal Maker development technicians worked closely together with FANUC technicians: from now on, also the SML1800e machine can be delivered with a full-operated C-axis. These machines are driven by 4 engines in the so-called double tandem. This allows the necessary power transmission during the milling process apart from the optimal number of rotations during the seals manufacturing process. Now all Seal Maker SMLe machines can be shipped with full-operated C-axis and offer our customers an improved scope of applications.

More information about our cooperation with Fanuc can be found here:  
» <http://www.fanuc.eu/at/de/fallbeispiele-von-kunden/seal-maker>



## 配备夹环的 U5XX 材料

从 2015 年 11 月 1 日起，我们所有的 PU U5XX 材料（包括 U570-D57 和 U580-D57-G）均配备夹环。即便是用于硬质材料，夹环的优势也是显而易见：

- 在机器中更安全更精确地夹持
- 最大程度地降低椭圆度风险，尤其是薄壁型半成品
- 明确规定的可用长度

以相同的价格换取更高的客户价值！  
如需详情，请与我们的出口经理联系  
» [sales@seal-maker.com](mailto:sales@seal-maker.com)。

## U5XX with clamping rings

From November 1, 2015 all our PU U5XX materials including U570-D57 and U580-D57-G will be delivered with clamping rings. The advantages of clamping rings are obvious even with hard materials:

- safer and more accurate clamping in the machine
- minimizing the risk of ovality, especially for thin-walled semi-finished products
- clearly defined usable lengths

Look and see the much higher customer value for the same price!  
For further information please contact our export managers  
» [sales@seal-maker.com](mailto:sales@seal-maker.com)。



## Innovation Award 2015

### 创新奖

2015年11月10日，本公司荣获国内最具创新企业奖“2015年布尔根兰州创新奖”。州长 Hans Niessl 亲自颁奖。布尔根兰创新奖展示出我们国内企业的创新和市场化能力。很荣幸 Seal Maker 凭借开发 BLS120 获得了 KMU 分类奖项。

On November 10, 2015 the country's most innovative companies were awarded with the "Burgenländischen Innovationspreis 2015". The award was handed over by governor Hans Niessl. This Burgenland innovation award shows how innovative and market-oriented our domestic companies are. We are glad that Seal Maker received an award in the category SME for the development of our BLS120.

## Action & Fun

### 行动与乐趣

今年的公司活动以行动、乐趣和娱乐为主要特色。在一个阳光明媚的日子，我们参观了里格斯堡户外公园。每个人都献上了自己的一份力量，确保当天的活动得以成功完成。活动结束后，我们享用了一锅传统的土豆烧牛肉以消除饥饿。活动的另一个高潮是捕食鸟秀中鸟儿的精彩表演。不过，最终的美食高潮是在巧克力工厂“Zotter”品尝巧克力以及在一家传统的奥地利酒庄“Heurigen”开怀畅饮。总之，这是一次值得纪念的美好旅行。

This year's company outing was characterized by action, fun and pleasure. On a sunny day we visited the outdoor park Riegersburg. Everybody brought in his or her own individual assets into the team – so the given exercises could successfully be solved together. Afterwards we satisfied our hunger with a traditional kettle of Goulash. Another highlight was the impressive birds of prey show. However, the final culinary climax was a chocolate tasting in the chocolate factory “Zotter” followed by a cosy drink at a typical Austrian “Heurigen”. Summing up it was a successful trip and a day to remember.



## People for people

### 人文关怀

我们的年度捐款活动已成为一项惯例。今年也不例外，我们从圣诞礼物中挑出一部分用于支持布尔根兰州见义勇为协会。该协会将收集到的资源用于为贫困人士发起的不同项目。而目前，该协会的重点项目是“**Aktion Menschlichkeit**”（人文关怀活动）。见义勇为协会将帮助难民设立应急避难场所和医疗服务中心。



Our yearly donation campaign has become a tradition. Also this year we prescind from Christmas gifts and support the Burgenland Samaritan Association instead. The Association will use the collected resources for different projects directed to people in need. Currently the so-called “**Aktion Menschlichkeit**” (humaneness campaign) is the focal point. Here the Samaritan Association helps with the set-up of emergency shelters and medical care for refugees.