

# SEALS

TECHNOLOGY



0316

客户杂志 *Magazine for customers and partners*

## Special Industry Solutions

Shanghai - our door to China

Quick Response

Red Nose







亲爱的读者，

每年大约在这个时候，大多数人都忙于准备即将到来的圣诞节假期。许多人会考虑于新年除夕晚该做些什么，也有些人正在回顾去年的盛典。对于Seal Maker 于 2016 来说却是一个相当劳动密集但也是一个成功的一年。

在过去的几个月里，我们于上海成立新办事处的准备工作花了很长时间，经过辛勤的努力：我们的新公司即将起航。通过上海的公司，Seal Maker 可以为中国客户提供更好和更强有力的现场支持。

今年，我司已经建立的质量管理体系 ISO 9001 的重新认证是根据最新公布的标准版本ISO 9001:2015 而进行。作为在新标准的基础上测试的第一批公司之一，Seal Maker 履行所有所需的要求与规格。因此，我想借此机会感谢公司所有参与负责履行的工作人员，于专项和专业的工作中介绍和调整相应的流程。

但是于产品发展上在 2016 年里我们并不活跃。除了软件和机械工程领域的进一步发展，我们还在材料领域做出了重要贡献。特别是涉及到证书的新法律和法规的各种版本，我们不仅完成了自家的作业而且为未来采取了重要的步骤。

在密封技术领域也有些有趣的消息。为了满足特定行业，如水电，矿业和水泥行业的要求，Seal Maker 以“特殊行业解决方案”为特殊行业提供针对性的密封解决方法。目标是与我们的生意伙伴合作，以有针对性的方式解决这些行业遇上问题，并为所有利益相关者的利益实施解决方案。我们也将我们迷人的主题注入在我们 2017 的海报系列里，我希望你会喜欢。我们将一起联手解决未来单个或多个的专案。

在这期的“密封技术领域”里，我们很高兴给大家介绍我们在“橡胶领域”的部分员工和一些新产品

给予员工的讯息  
一个新纪录的诞生，我们有11位同事将在今年圣诞节过他们在Seal Maker公司的10周年纪念，我很高兴我们公司能拥有如此多的忠实员工

最后，我要感谢您多年来的良好合作，祝您与您的家人圣诞快乐，好运和来临新一年的成功！

竭诚此致，  
Johann Glocknitzer

Dear readers,

as every year around this time, most of us are busy preparing for the upcoming Christmas holiday, many are thinking about what they will be doing on New Year's Eve, and some are reviewing last year's events. For Seal Maker 2016 was a rather labor-intensive but also a successful year.

Preparations for the founding of our new office in Shanghai have taken a lot of time over the last few months, but the effort has paid off: the opening is about to start. With this new branch, Seal Maker would like to offer its Chinese customers even better and more intensive on-site support.

This year the re-certification of our already established quality management system ISO 9001 was carried out according to the recently published standard version ISO 9001:2015. As one of the first companies tested on the basis of the new standard, Seal Maker fulfills all requirements and stipulations contained therein. Therefore, I would like to take this opportunity to thank all participating and responsible persons in the company for the dedicated and professional work in the introduction and adaptation of the corresponding processes.

But also on the area of our products in 2016 we were not inactive. In addition to further developments in the field of software and mechanical engineering, we have also made an important contribution on the area of materials. Especially when it comes to certificates as well as various releases due to new legal regulations, we have not only completed our homework but have also taken important steps for the future.

There are interesting news in the field of sealing technology as well. To meet the requirements of specific industries, such as the hydropower, mining and cement industries, Seal Maker, under the title of "Special Industry Solutions", presents targeted sealing solutions for the respective industries. The aim here is, in cooperation with our partners, to address these industries in a targeted manner and to implement solutions for the benefit of all stakeholders. We also devoted this fascinating theme to our poster series 2017 and I hope that you will like it and we will work together in the future in the one or the other project.

In this edition of "Seals Technology", we would like to introduce to you not only our products, but also some of our employees. We introduce to you the employees of the "Elastomers" division.

Speaking of employees:  
A "record number" of 11 colleagues will be honored as part of our Christmas celebration this year for their 10-year company affiliation; I am extremely pleased that we can refer to such a large number of long-term employees and thank the employees very much for their loyalty.

Finally, I would like to thank you for the good cooperation last year and wish you a merry Christmas with your family and good luck and success for the new year!

Sincerely,  
Johann Glocknitzer

## Shanghai – our door to China

经过几个月以来的辛勤劳动，上海新公司的装修已经准备就绪，速变密封科技上海有限公司即将启航。中国最主要的工业城市—上海，依托其有利的地理位置和完善的基础设施将成为Seal Maker 中国的物流中心

The preparations for the opening of the new Seal Maker site in China have been running for months. All reconstruction work on the already-rented property is almost completed and the upcoming company founding is no longer in the way. The major industrial city in the People's Republic of China is the new logistics hub of Seal Maker in China due to its ideal geographical location and the perfect infrastructure.



## ISO Certification: ✓

自2007年以来，Seal Maker 一直都根据 ISO 9001 的质量管理体系运行。除了定期的常年审查，每3年都进行一次重新认证。于 2016 年10 月，经过为期两天的 TÜV Süd 审计后提供的结果，再次的证明我们是积极的。首次根据新标准 ISO9001:2015 进行认证。此标准版本最近才发布。因此，Seal Maker 是首批在新标准基础上进行测试的公司之一。最重要的变化：综合公司所有利益相关者的再定义，更加重视风险管理和知识管理日益增长的重要性成为新标准的重要组成部分。

Seal Maker满足ISO 9001:2015所有的需求，以相关的需求管理系统



Since 2007 Seal Maker has been operating a quality management system according to ISO 9001. In addition to the regular annual review, a re-certification is carried out every 3 years. In October 2016 it was time again: The results were presented after a two-day audit by TÜV Süd, which again proved positive this time. For the first time the certification was carried out according to the new standard ISO9001:2015. This standard version was only recently released. Seal Maker is thus one of the first companies to be tested on the basis of the new standard. The most important changes at a glance: The comprehensive definition of all stakeholders in a company, the increased focus on risk management and the growing importance of knowledge management are essential components of the new standard.

Seal Maker fulfills all the requirements according to ISO 9001:2015, as well as all valid requirements of the management system.

## Save the date!

欢迎参观我们于 Arabplast 2017的展位，在那里您会亲身体会到我们的产品和技术创新

Visit us at our stand at the Arabplast 2017. We are pleased to present our product highlights and innovations personally.

DUBAI  
8 - 10 JANUARY  
arabplast 2017  
International Trade Show for Plastics, Petrochemical, Packaging & Rubber Industry

Arabplast 2017

Hall No. 6, 6C135

When: 8.-10. January 2017

Where: Dubai World Trade Center, Dubai, UAE

Info: www.arabplast.info

HOT

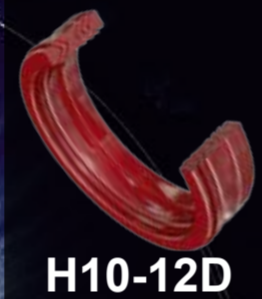


# Special Industry Solutions

HYDROPOWER

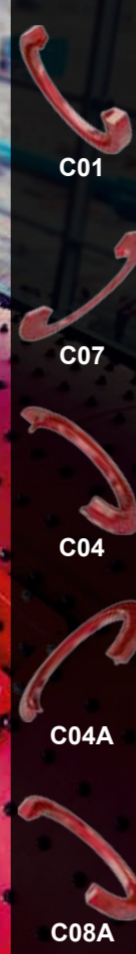


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Special Industry Solutions. 2017

CEMENT INDUSTRY

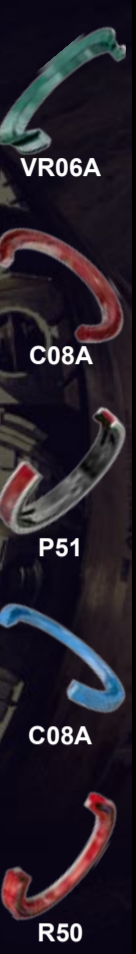


当涉及到特定行业，如水电，矿业或水泥行业时，我们需要经验和专业知识。为了满足市场不断增长的要求，SealMaker 提出了有针对性的应用解决方案，这在新的2017 海报系列中以“特殊行业解决方案”为标题。富有表现力的海报展示了适合每个工业领域的密封解决方案。

特殊行业解决方案 - 这些是特殊的密封解决方案，由于所需的故障安全性，所需的性能以及成本因素，它们必须被视为“关键”。而用于水力，采矿或水泥工业中使用的涡轮机，磨机，破碎机，隧道钻孔机等都需要各种各样的密封解决方案，其可以根据尺寸和设计而变化。Seal Maker 提供最适合各种应用的密封件。请查看我们最新的小册子“特殊行业解决方案”，并亲自看看我们定制密封材料。

需要更多信息请电邮至我们的进出口经理 [sales@seal-maker.com](mailto:sales@seal-maker.com)

MINING INDUSTRY



Experience and expertise are required when it comes to specific industries such as hydropower, mining or the cement industry. To meet the growing requirements, Seal Maker presents targeted application solutions, which are reflected under the title "Special Industry Solutions" in the new poster series 2017. The expressive posters show the appropriate sealing solutions for every industrial field.

Special Industry Solutions - these are special sealing solutions, which must be regarded as "critical" due to the required fail-safety, the required performance as well as cost reasons. Turbines, mills, crushers, tunnel boring machines, etc., which are used in the hydropower, mining or cement industries, require a wide variety of sealing solutions, which can vary according to size and design. Seal Maker offers seals that are optimally adapted to the respective application. Take a look in our latest brochure series "Special Industry Solutions" and see for yourself our customized sealing profiles.

More information can be obtained from the Seal Maker export managers as usual: [sales@seal-maker.com](mailto:sales@seal-maker.com)

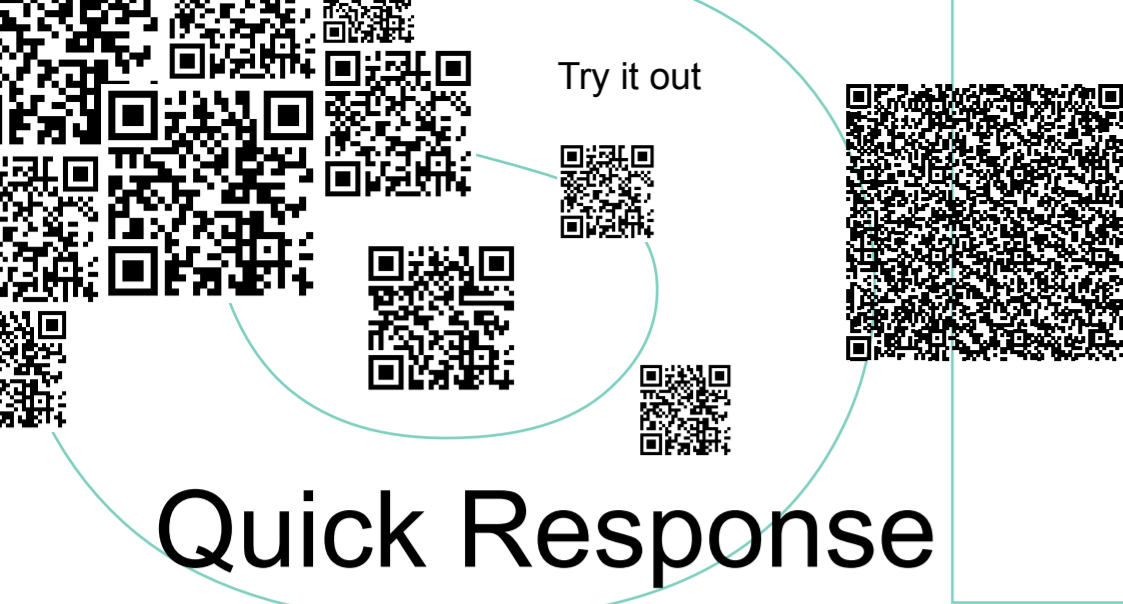
## Powerful: Our new brochures



订阅吧!  
请来邮免费索取我们 2017 的新海报系列特刊“特殊行业解决方案”。  
[marketing@seal-maker.com](mailto:marketing@seal-maker.com)

**Order now!**  
The new poster series 2017 "Special Industry Solutions" can now be ordered free of charge from us at » [marketing@seal-maker.com](mailto:marketing@seal-maker.com)





## Quick Response

电子库存，例如通过移动数据收集现在已成为手动捕获的有效替代。Seal Maker 已经加入了这种自动化趋势。Seal Maker 半成品将在标签上标有 QR 码。QR 码比如 正常条形码，允许更有效地存储数据并且可用简单的终端读取。除了 Seal Maker 材料上的 QR 码，您可以轻松地自动导入和存储信息，例如从标签到您的软件的物品编号，尺寸和批号。



Electronic inventory, e.g. through mobile data collection has now become an efficient alternative to manual capture. Seal Maker has joined this automation trend. Seal Maker semifinished products will now be marked with a QR code on the label. QR codes are more compact than e.g. normal bar codes, allow more efficient capture of data and are readable with simple terminals. Besides the QR codes on the Seal Maker materials, you can easily and automatically import and store information such as article number, dimension and batch number from the labels into your software.



## Departement: Production of Elastomers

left to right: Hannes Radowan, Gábor Rószsa, Ferdinand Hirschhofer, Goran Pejic

弹性体或橡胶材料是在密封技术中具有极宽的耐热性和耐化学性的一个组成部分。这对我们的“弹性体”部门来说更重要。我们的专业团队是 丁腈橡胶 (NBR)，三元乙丙 (EPDM)，氟橡胶 (FPM)，和 硅胶 (Silicone)，目前由5人组成：

- Ferdinand Hirschhofer
- Goran Pejic
- Gábor Rószsa
- Huynh Loc Nguyen (not in the picture)
- Hannes Radowan

在制造弹性和橡胶材料过程中，精度和良好的工艺尤为重要。Seal Maker 管理层的 Martin Süß 说，这个部门的每一个员工都能按照流程确保生产顺畅这是一个很大的优势。生产中有两个主要的过程，当用于外径 (AD) 达252毫米或生产数量众多的半成品时采用注塑成型。当外径 (AD) 大于252毫米及小批量生产时采用绕制法。

Elastomers or rubber materials are an integral part of sealing technology, due to their extremely wide spectrum of thermal and chemical resistance. This is all the more important for our "Elastomers" division. Our specialists team for NBR, EPDM, FPM, FEPM and silicone, is currently composed of 5 people:

- Ferdinand Hirschhofer
- Goran Pejic
- Gábor Rószsa
- Huynh Loc Nguyen (not in the picture)
- Hannes Radowan

When manufacturing elastomers and rubber materials, accuracy and good craftsmanship are particularly important. "It is an advantage that all the employees of the department can carry out every step of the process in order to ensure a smooth process flow," says Martin Süß, from Seal Maker's management. Two main processes are predominant in the manufacture of elastomers: On the one hand, there is the injection molding process, which is used for semi-finished products with outer diameters (AD) up to 252mm, as well as for high unit numbers. On the other hand, the winding process is used for larger diameters from AD 252 mm as well as single and small piece production.

## NBR-FDA N111

对于与食品接触的塑料有一些规定。在密封行业中，FDA（食品和药物管理局）已经是多年的指南，并且已经被欧盟法规 EU1935/2004 进一步调节。我们的许多材料已经满足食品使用的综合规定。对于材料 NBR-FDA N111，必须通过额外的生产步骤进行各种调整，例如混合优化和过程扩展。在外部测试实验室进行的迁移测试证实了结果：根据内部调整，材料 NBR-FDA N111 可以根据 EU1935/2004 在 01-01-2017 预定交付。

There are certain regulations for plastics that come into contact with foodstuffs. In the sealing industry, the FDA (Food and Drug Administration) has been the guideline for many years and has been further regulated by European regulation EU1935/2004. Many of our materials already meet the comprehensive regulations for the use of foodstuffs. For the material NBR-FDA N111 various adaptations such as mixing optimization and process extensions had to be made through an additional production step. A migration test carried out in an external test laboratory confirmed the result: After internal adjustments, the material NBR-FDA N111 can be delivered as scheduled according to EU1935/2004 on 1-1-2017.

## Software Update + RS04A

Seal Maker 代表创新和持续优化，这在产品开发中尤其明显。已经建立的 Seal Maker 软件4已经进一步改进 - 新版本可以像往常一样在网站的登录区域下载。更新4.3.4 包括创新功能是为基本版和专业版创建的。

- 升级内容如下：
- 多种密封截面的优化
  - 目标程序的优化
  - 公差表格的拓展

而且还增加了新的密封件截面如RS04A，由一个O型圈预装在非对称槽内，您可以在杆式密封截面表中找到该产品。关于更详细的信息您可以在我们网站中的SML软件系统4获取。

Seal Maker stands for innovation and ongoing optimization, which is especially noticeable in product development. The already established Seal Maker software 4 has been further improved - a new version is available as usual for download in the login area on the website. The update 4.3.4, including innovative features was created for both the Basic and Professional versions.

- What has changed:
- Various profile optimization
  - Targeted process optimization
  - Extension of the tolerance sheets

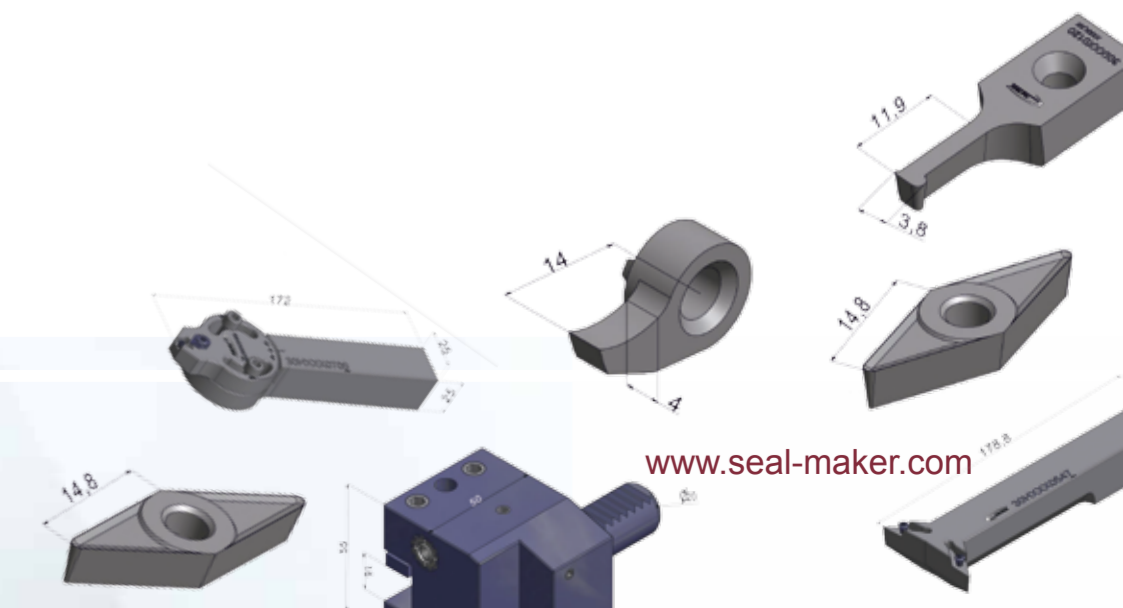
Also a new profile was integrated into the software. The new profile RS04A, an asymmetrical O-ring preloaded grooved ring, is available in the area of the rod seals. For more details and information about the features and innovations, please refer to our SML System Software 4 brochure on the website and in the update notes.



## Professional Tools

工具，刀柄和刀片 - 提供多种多样完善的刀具系列配套。与选定的供应商联手 Seal Maker 技术人员的专业知识构成了工具卓越质量的基础。除了每台机器提供的标准工具外，Seal Maker 还提供标准化特殊型材的扩展以及用于个性化应用的特殊工具。

Tools, holders and inserts - the range of tools offered is varied and comprehensive. Together with the selected suppliers, the know-how of the Seal Maker technicians forms the basis for the excellent quality of the tools. In addition to standard tools, which are supplied with each machine, Seal Maker offers an extension for standardized special profiles as well as special tools for individual applicability.





# RED NOSES



欢笑是健康 — 今年Seal Maker 的年度捐赠将给予红鼻子医生。受过专门训练的艺术家将把欢乐、力量和勇气带到任何生活需要的地方：如小儿外科手术的病患者，心脏病、肿瘤和重症监护病房以及康复教育机构，老年护理康复中心等等。红鼻子医生是人们需要精神支持回到健康和找回新生活的地方。

Website: [www.rotenasen.at](http://www.rotenasen.at)

Laughing is healthy - the annual Seal Maker Donation is dedicated to the RED NOSE clowndoctors this year. The specially trained artists bring cheerfulness, strength and courage to life wherever it is needed: to small patients of childrens surgery, cardiology, oncology and intensive care units as well as the special and healing pedagogical institutions and also to adults in geriatrics and geriatric care Rehabilitation centers. The Clowndoctors are wherever people need mental support to get back to health and find new life.

Website: [www.rotenasen.at](http://www.rotenasen.at)



## Martini in Concert

为了感谢您的合作，Logorhythmus 机构今年会邀请我们的客户参加 Freistadt Rust 音乐协会传统的 Martinikonzert。在 Esterházy 宫殿豪华气氛笼罩下的庭院里，根据当前财年的第一个业务年度会建立，未来的项目也会被论及。之后跟随着 Esterházy 城堡特有的著名 Haydnsaal 交响音律响起，晚会在Henrici餐厅中举行的派对中结束。

As saying thank you for the good cooperation, the agency Logorhythmus this year invited its customers to the traditional Martinikonzert of the music association Freistadt Rust. At the champagne reception in the sumptuous ambiance of the courtyard at the Esterházy Palace, the glasses got clinked for the first business year, and possible projects for the future were discussed. Afterwards an evening of rhythmic sounds followed, with symphonic brass music of the special kind in the famous Haydnsaal of the castle Esterházy. The evening ended with the "After-Show-Party" in the restaurant Henrici.