

SEALS

TECHNOLOGY



0317

客户杂志 *Magazine for customers and partners*

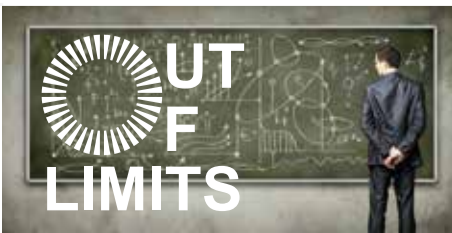
TRANSFORM TO PRECISION



Out of Limits

New rubber coating

New: Add-on kit for power unit



Merry Christmas



EDITORIAL

敬爱的读者，

上一期“密封科技”杂志出版到现在已经几个月过去了，对于 Seal Maker来讲，这个非常成功的一年也接近尾声。

我们2017年的成功，不但包括销售业绩，设备销量，利润，也包括了上海新公司的成立和成功的运营。另外我司还推出了新产品“超软”聚氨酯U505 - P79，以及新的数控系统软件的升级和线上服务，这些都使得我们的客户和伙伴在市场中取得成功，积极的反馈也肯定和引领我们不断创新之路。

十月初，Seal Maker 为其成立以来生产的第4百万件密封产品举行了庆祝仪式，您可以随时在我司的网页上获取我司的原材料和密封件的信息。在这里我要感谢我司的同事和您一如既往的支持。

为了能在2018年有一个新的充满激情的开端，我们新一期的“密封科技”期刊的主题将是“转变到精准”它描绘了一个原材料到完美密封件的转变过程。您会在12月和您的订单一起收到期刊也可来电索取 marketing@seal-maker.com，您可以在本期杂志中阅读到我们的“超越极限”在橡胶类产品中的体现，详见第3,6页。

基于Seal Maker圣诞节传统，我司将会选择一个国际项目和地区项目给予捐赠和支持。

在这里祝您和您的家人圣诞快乐，也预祝我们来年的合作和事业更加成功。

敬上，
Johann Glocknitzer

Dear readers,

several months have passed since our last issue of "Seals Technology", and a very interesting and highly successful year for Seal Maker is coming to an end.

However, our success in 2017 cannot be defined only through hard facts such as sales, order level, machines sold or profitability. We could also record the completion of strategic and sustainable projects. For example, our new subsidiary in Shanghai launched operations and already celebrated its first successes. With the introduction of new product lines such as the "ultra-soft" U505-P79, the "Special Industries" and the new control generation of SML machines as well as the expansion of services and online-tools, we tried to take measures that enable our customers to be even more successful and competent in the market. The positive feedback that we receive again and again strengthens our motivation to continue with leading the way towards the future when it comes to innovation and future-oriented developments.

At the beginning of October, Seal Maker "celebrated" a success of great symbolic value. The 4,000,000th seal was manufactured and delivered since the founding of our company. By the way, you can have a look at the current state of manufactured seals, sold semi-finished products and machines on our website at any time.

At this point I would like to sincerely thank our customers, but also my colleagues and employees for their trust and good cooperation.

The fact that we want to start the New Year with new enthusiasm is apparent in our new poster series for 2018, which we present to you in this issue of "Seals Technology". Entitled "Transform to precision", it illustrates the transformation of a semi-finished product into the perfect finished product, the seal. As every year, you will receive the posters either automatically with your December delivery or you can order them for free at marketing@seal-maker.com.

In this issue, you will also find interesting articles in our "Out of Limits" series and concerning the field of elastomer production. For details, see pages 3 and 6.

The pre-Christmas donation campaign of Seal Maker has also become a traditional event. This year, we chose one international and one regional project, which seem particularly worthy of support.

I wish you and your families a merry Christmas, as well as all the best and a lot of success in the New Year, and I look forward to our continuing cooperation!

Yours truly,
Johann Glocknitzer



NEW RUBBER COATING

product colors may differ from color shown on this picture

橡胶桶料的外部涂层方面，自2018年开始我们将采用一种新材质和外观的PU“外衣”。

橡胶桶料的涂层将使用不同颜色的以便于识别。

优点：

- 保护层质量更好，加工时更稳定
- 产生的连续碎屑，减少对机器损坏
- 便于清理，不再会有细小碎屑进入冷却设备
- 不同的颜色便于辨认

Recently, we invested into a new casting machine. And this investment will pay off: For the coating of semi-finished elastomer products we will produce a PU-coating in new quality and new look from the beginning of 2018 onwards.

The better quality of the coating ensures easier chipping during operation, i.e. the typical discontinuous chips can now be extracted easily and quickly. The cooling circuit also stays clean and saves unnecessary additional costs for maintenance. For better distinctness, the semi-finished elastomer products will be coated in different colors, thereby significantly reducing the risk of confusion.

The advantages at a glance:

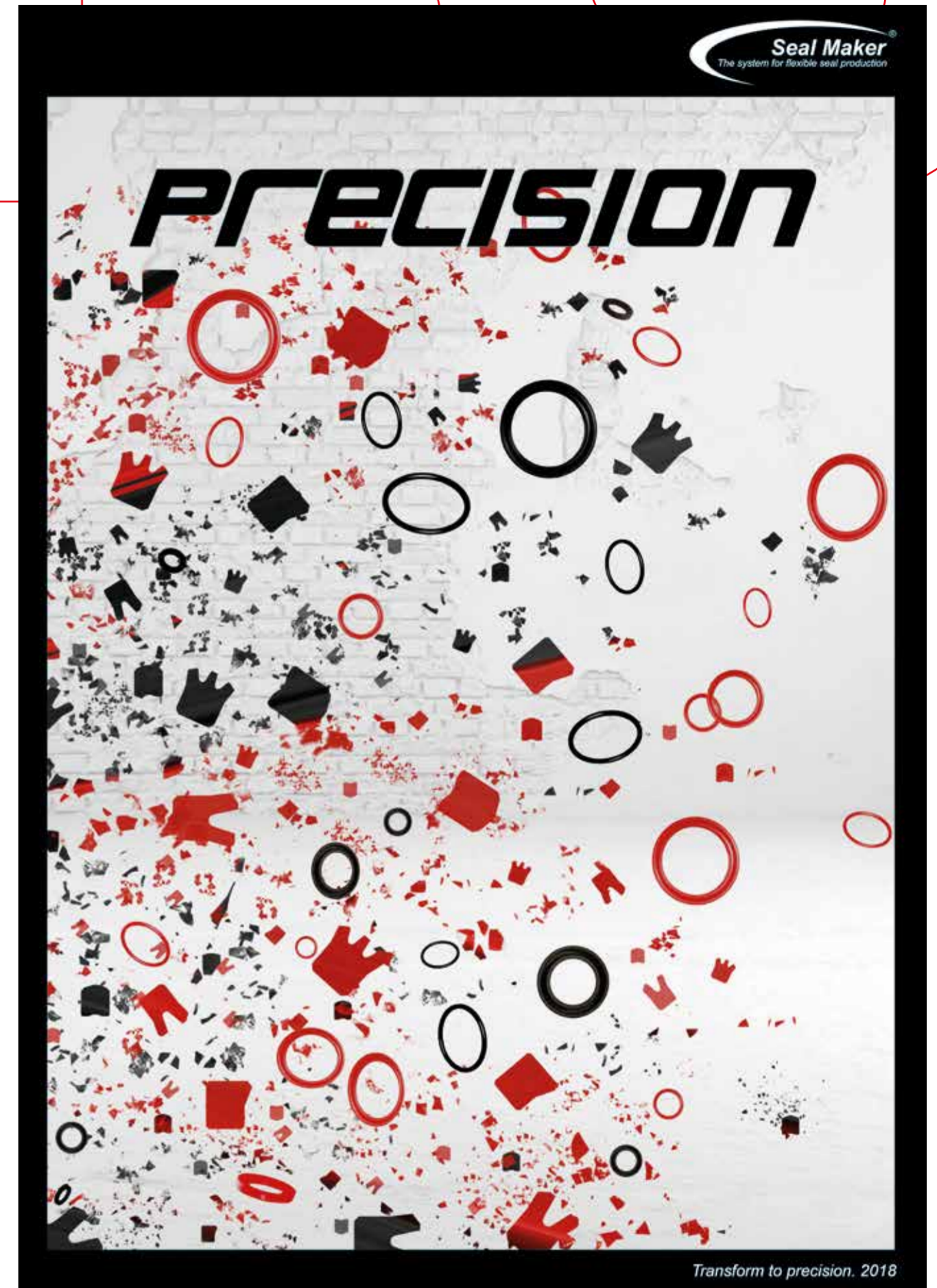
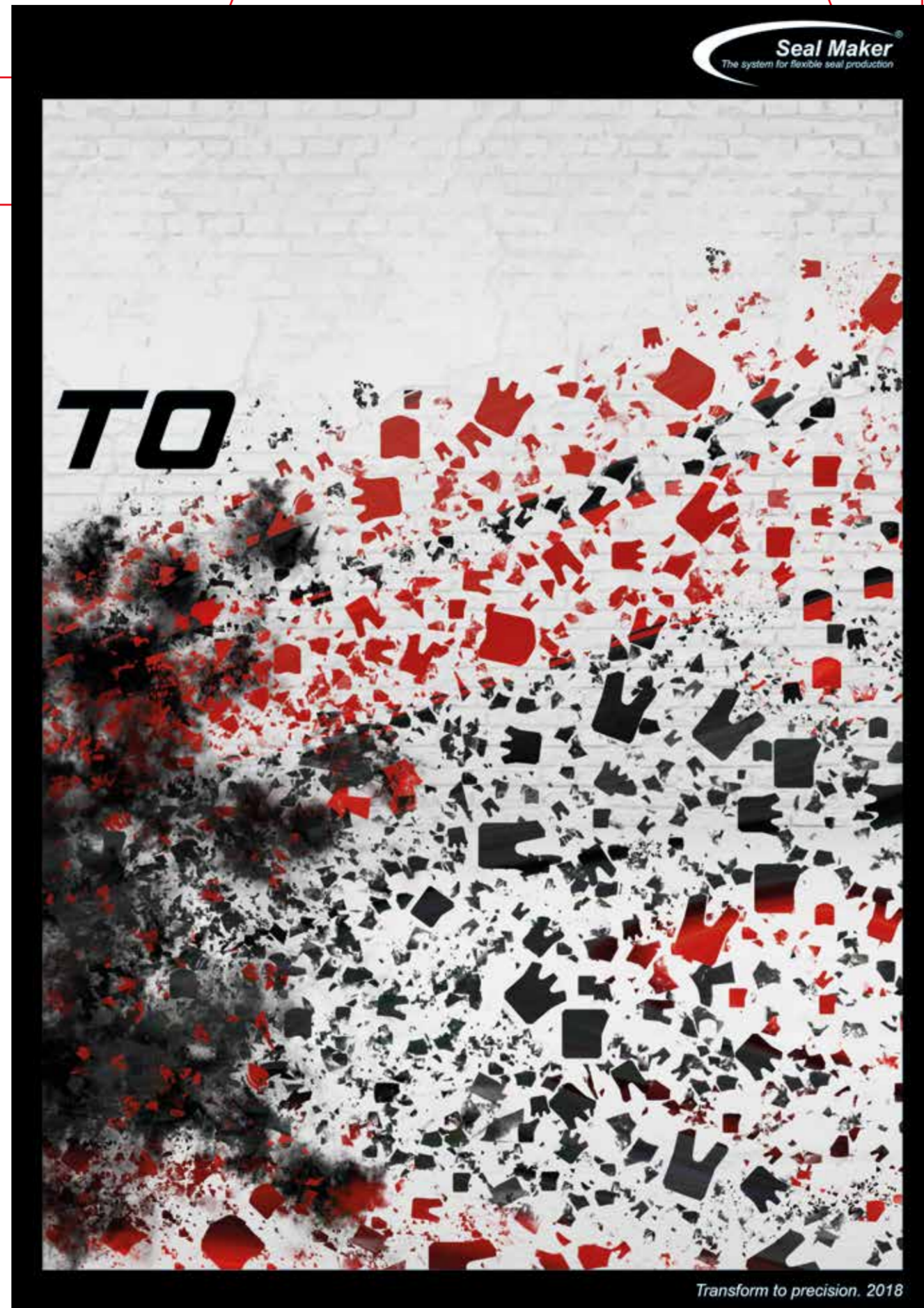
- better quality of elastomer coating - more stability during processing
- more effective machining, thereby less polluting the machine
- reduced cleaning effort after intensive elastomer processing
- no more risk that small chips get into the cooling circuit and affect its functionality
- due to the clearly defined color coding of the different materials - reduced risk to use a wrong material by mistake



BEFORE



AFTER



Transform to precision

这是2018年这一期刊的主题，它描绘了一个密封筒料转变成一件完美密封件的过程，三个符号标记从订单到成品经历的三个主要步骤

This is the title of our current 2018 poster series, illustrating an impressive way of transformation of a semi-finished product into a perfect, precise seal. The three-part series of images is a symbol of the value-added process, which starts as soon as a customer orders a seal...

MATERIALS SHOWN ON POSTER

 PU
U500-R95
red

 PU
U580-D57G
grey

订阅吧！
请来邮免费索取我们 2018 的新海报系列特刊
“转变至精准”。
marketing@seal-maker.com

Order now!
The new "Transform to precision" Poster Series for
2018 can now be ordered for free from
» marketing@seal-maker.com

OUT OF LIMITS

以客户为导向一直是我司的强项之一，根据客户的特殊需求定制产品。“超越极限”展示了我们为客户生产的一些特殊尺寸，型号，和公差的产品，也有一些产品是客户自己设计的非标产品，我们将超越极限为您提供您需要的密封产品

近期我们为一家水电行业领军公司在亚洲水电工程项目生产一件直径8米的巨型密封件

在合作伙伴和客户的支持下，我们仅用了2周半的时间，就生产出了这个密封件，并在项目现场完成了调试，焊接和安装
最重要的是，虽然我们的终端客户自己负责安装密封件，而且现场会出现各种不利因素，我们也会密切关注，并一如既往地尽可能地帮助他们。



为亚洲水电工程生产的巨型密封件 Giant Seal for hydroelectric power station in Asia	
国家 Region	亚洲 Asia
项目时间 Project start date	2017年9月 September 2017
材质 Material used	U500-R95 U500-R95
特殊性 Particularities / challenges	20件直径超过1.8M的密封件，4个巨型密封件直径为7.65M 运用了焊接技术 out of 20 seal rings with a diameter of more than 1,800 mm 4 giant seals with a diameter of 7,650 mm each were welded together - for this a specific welding device got shaped 大型密封件的特殊安装要求 for the installation of the giant seal a specific installation device was designed
供货时间 Delivery of the finished seal	05.10.2017: 4件巨型密封件完成交货，并且现场安装 05/10/2017: Delivery of 4 giant seals When installing the giant seal, a Seal Maker technician will be on site, of course - we will report in the next issue of Seals Technology.

One of Seal Maker's main strengths is the focus on their clients. It is not unusual that special productions based on individual client requests are manufactured. The "Out of Limits" series regularly presents projects with special requirements which call for special solutions. This may be in relation to shape, size, profile, diameter and tolerance, as well as client-specific materials. We do not set any limits and look forward to any seal-related challenges!

Recently, Seal Maker received an order from one of our partners to build a giant seal for a hydroelectric power station in Asia. It is one of the largest pressure pipelines in the world, with a diameter of almost 8 m. The end customer is a global leader in the field of hydro-power.

In cooperation with our partner and the end customer, the production of the required seals was completed in a record time of only two and a half weeks. The last weld will be done locally by a Seal Maker technician within the next few weeks and then the seal will get installed. A special installation device was designed for the mounting. Above all, to the installation of the gaskets by the end customer we look forward with maximum tension, as there are some negative influencing factors on site. As usual, however, we will assist the end customer with all our know-how.

New! Add-on kit for power unit



过去，空运电池一直是困扰我们的大难题。有时我们无法快速将电池运送到海外。

然而，功能电池对于维持工作记忆的机床而言是必不可少的；因此刀具数据（车床的基本设置），甚至在机床故障或关机时作为储备电源都不可或缺。

无法及时更换电池可能导致刀具数据和参考点丢失。在这种情况下，恢复机器设置通常只有Seal Maker技术工程师在场才能解决，这需要花费大量的时间和金钱。

解决方案=>与FANUC电源相结合之附加工具箱

自2017年11月开始，SML500e所有新机器已经交付使用新电池外壳。因此，商用电池已投入使用，并且AAA电池适用于空中运输。从客户角度出发，长远来看，机器的维护将会变得容易得多。即便对于已售出的SML500e服务工程师也可以为您简单地快速地进行升级。

如您对车床升级感兴趣，请联系我们: sales@seal-maker.com

The air transport of batteries caused for us significant problems in the past. Sometimes it was not possible to ship batteries overseas quickly.

However, functional batteries are necessary to maintain the random access memory of the machine and thus the tool data (basic settings of the machine) even in the event of a power failure or when switching off the machine.

Failure to replace batteries in time may result in loss of tool data and reference points. The subsequent restoration of the machine settings in such case is often only possible with the support of a Seal Maker service technician, which requires a considerable amount of time and money.

Solution - add-on kit for power unit of FANUC.

Since the beginning of November 2017, all new SML500e machines have already been delivered with the new battery housing. Thus, commercial batteries D:AAA can now be used and the air transport is eliminated. For you as a customer, the maintenance of the machine in the long term is made much easier. Even existing SML500e machines can be upgraded quickly and easily by a service technician.

Are you interested in upgrading your machine? Please contact sales@seal-maker.com

4.000.000. seals sold

多种多样的密封件 - 之所以它会成为这一期的主角，是因为在今年十月份，我司成功的生产出第4百万件密封产品，在此感谢您的支持

Seals in different shapes and colors - it was not without reason that they are among the main players in our current poster series, because in early October 2017, it happened: Seal Maker hit the 4 million mark of sold seals. Therefore, we would like to take this opportunity and say "thank you" to our loyal customers.



2017年公司团队布拉迪斯拉发之旅充满了悬念：半数Seal Maker队员最终被困在了一个逃生室，他们需要解开若干棘手的难题才能脱困；而另一半去布拉迪斯拉发旅行的队员们，也度过了美好的时光。队员们享受了一顿丰盛的午餐，“酒足饭饱”之后，我们乘坐公共汽车到施韦夏特，在那里我们参观了AUA机库和机场的所在地。

你知道吗？一个飞机轮胎的造价高达15000欧元哦。

CITY GAME IN BRATISLAVA



This 2017 company trip to Bratislava was supposed to be full of suspense: half of the Seal Maker team landed in an escape room where they had to solve several tricky puzzles to release themselves. The other half of the colleagues, who had decided to take a city tour through Bratislava, also had an exciting time. After a hearty lunch - satisfying hunger and thirst - both groups went together by bus to Schwechat, where they visited the AUA hangar and the airport premises.

Did you know that a single tyre of an air plane costs around EUR 15,000?



Debra Austria & Caritas

与往年一样，今年我们将再次参与一个国际以及一个区域性的援助项目。此次国际项目我们资助了“DEBRA Austria”（蝴蝶宝贝关爱中心）这个机构，从而帮助那些大疱性表皮松解症的患者。作为一个自助组织，“DEBRA Austria”（蝴蝶宝贝关爱中心）以为所有“蝴蝶宝贝”提供合格的医疗服务为目标，他们还表示，希望通过有针对性、一流的研究以提高治愈大疱性表皮松解症的可能。（注：之所以称那些大疱性表皮松解症的患者为“蝴蝶宝贝”，是因为它们的皮肤像蝴蝶翅膀一样脆弱。）

区域项目，我们选择援助马特斯堡的Lerncafe / Caritas。该组织通过辅导与社会工作相结合来援助6至15岁的孩子。经验表明，一些学生的自身素质和能力足以在学习上获得好成绩，但往往会受到一些课外，社会问题的影响——如困难的家庭关系，住房短缺，贫困或创伤，这些消极因素导致他们无法正常完成一学期的学习计划。

As in previous years, we will again support one international and one regional aid project this year. This time our international donation goes to the “DEBRA Austria” organization. It helps people who have to live with epidermolysis bullosa (EB). As a self-help organization, “DEBRA Austria” set the goal of providing competent medical care for all “butterfly children”, as they are also called, and increasing the chance of healing through targeted, first-class research. (Note: Those affected are referred to as “butterfly children” because their skin is as vulnerable as the wings of a butterfly.)

Regionally, we will support the Lerncafe/Caritas in Mattersburg this year. The organization helps students from 6 to 15 years with a combination of tutoring and social work. Experience has shown that the technical competences of a number of students are sufficient for successful studies, but often there are extracurricular, social problems - such as difficult family relationships, housing shortage, poverty or trauma - that negatively influence or prevent the successful completion of a school year.



© Dr. Rudolf Hametner



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