

SEALS

TECHNOLOGY



0119

客户杂志 Magazine for customers and partners



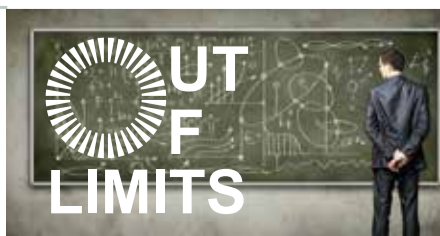
SML 750e *plus*

POWERFUL. EFFICIENT. FLEXIBLE.

Out of Limits

Webshop

Seal Day





EDITORIAL

亲爱的读者，

2019新年初始，我希望各位生意兴隆。2019年Seal Maker是事业成功的一年，尽管我们业务状况良好，在生产和加工方面拥有高产能和高效率，但是这一切并没有阻止我们不断进行改进和创新的步伐。我很高兴在最新一期的SEALS中向您介绍其中一些情况。

在优化工作流程方面，Seal Maker始终致力于客户价值的最大化。就拿现在来说吧，最近我们的在线“网上商城”已经投入使用，一些客户已经可以在网上选购我们的商品。

当然，Seal Maker网上商城仍然无法与经典营销模式相媲美。但是，它为我们的客户提供了更多一项的选择，客户可以在线了解Seal Maker产品的综合信息。您可以通过在线订购，以最简单最便捷的方式快速满足您的购买需求。

我们的数控机床SML 500e, SML 1000e和SML 1800e，这3个型号的机床不仅展示了我们在机械工程领域的的能力，也反映了这几年金属切削密封件生产市场的转变。如果您的生产需要更大的灵活性，更强大的功率和刚性，我们的新型机床SML750eplus应该是您的首选。新机型不仅缩小了SML500e和SML1000e之间的差距，而且在许多领域可以设定新的限制。具体请查看本期杂志第4页和第5页，了解我们最新机型的图片介绍！

Seal Maker也在客户沟通领域开辟了新天地。例如，今年我们第一次组织了一系列国际信息日（“密封日”），最初几期将在南美和亚洲举行，其它地区也已经在规划当中。通过这一系列特殊的客户活动，我们希望为我们的客户和合作伙伴提供有关密封技术、市场趋势以及“特殊行业”的更多信息（更多详情请参见本期杂志第3页）。

今年年初，我们也在领英LinkedIn上开通了公司主页。在我们的领英主页中，我们会定期发布各种活动和主题介绍。我们推荐您使用领英在线观看，更加便捷地查看Seal Maker的新闻和最新动态。敬请关注我们的领英主页“[linkedin.com/company/seal-maker](https://www.linkedin.com/company/seal-maker)”。

如您所见，第一季度我们做了很多事情。欲知详情，请参阅本期杂志。

祝您阅读愉快！

以上

Johann Glocknitzer

Dear Reader,

Even though some time ago, I hope you started 2019 just as successfully as Seal Maker did. The excellent business performance and associated high utilization of our production and processing capacity have not prevented us from working continuously on improvements and innovations, however, some of which I am pleased to present to you in this SEALS issue.

When it comes to optimizing processes, Seal Maker has always focused on maximizing customer value.

Also this time, too. Our webshop recently went online and some of our customers are already using it. The Seal Maker online store cannot be compared with a typical online store, of course. Rather, it is a tool that supports our customers in their daily work providing comprehensive information and support. The possibility of quick and easy order placement is a further bonus feature.

In addition to proving our competence in the field of mechanical engineering with our SML 500e, 1000e and 1800e machine systems, we have also revolutionized the market in the field of lathe cut seal production within a few years. If you are looking for even more flexibility, power and robustness, then our new SML 750eplus must be your first choice. In addition to closing the gap between the SML 500e and 1000e, this new machine model also sets new benchmarks in many areas. Why not take a look at our new "masterpiece" on pages 4 and 5?

Seal Maker also opens new channels in the field of customer communication. This year for example we are organizing our first series of international information events called "Seal Days", which will initially be held in South America and Asia. Other regions are already on plan. We want to use this special events as an opportunity to provide our customers and partners with comprehensive information on sealing technology, markets, trends and "special industries" (see page 3 for more details).

Since the beginning of this year our company is also represented on the LinkedIn business network. We publish regularly technical articles about various topics on our company profile and would be pleased if you make use of this opportunity to get news from Seal Maker. Follow us: [linkedin.com/company/seal-maker](https://www.linkedin.com/company/seal-maker).

As you can see, much has happened at Seal Maker during the first quarter. Please find further details and other interesting topics on the following pages.

I hope you will enjoy reading this issue!

Yours,

Johann Glocknitzer

SEAL DAY

令人陶醉的密封技术!

我们很期待在研讨会和客户活动期间向您介绍和传授我们在密封技术领域广泛的专业知识。2019年夏天,我们将在拉丁美洲举行第一次“密封日”活动,届时将由我们的密封专家推出一系列主题介绍。我们计划主题如下:

- 密封技术的基础知识
- 密封材料
- 大型密封件和密封焊接
- 关于特殊行业

您将能第一时间获得有关密封专业方面的解决方案的信息。就个别具有挑战性项目的问题建议,请单独向我们咨询。您还能获得有关“特殊行业”项目的问题的解答。

拉丁美洲的第一个“密封日”活动将在巴西用西班牙语和葡萄牙语进行。后续,我们还计划在亚洲、欧洲和其它地区开展“密封日”活动。我们将会第一时间公布日后活动的日程和细节。

如果您对拉丁美洲的第一个“密封日”感兴趣,或想亲自参与活动?请发邮件到以下地址报名: sealsday@seal-maker.com

SEALING TECHNOLOGY THAT FASCINATES!

We are always keen to pass on our extensive knowledge of sealing technology by means of seminars and customer events. For this reason we will start a new series of information events with the first "Seal Day" in Latin America in summer 2019, held by Seal Maker experts. The following topics are planned:

- Basic knowledge of sealing technology
- Sealing materials
- Large-diameter seals and mirror-welding
- "Special industries"

Obtain information on practical solutions, advice on individual challenges and answers to questions about "special industry" projects.

The first "Seal Day" in Latin America will be held in Brazil in Spanish and Portuguese. Subsequent events in Asia, Europe and other regions are on plan. More details will be provided in advance.

Are you interested in the first "Seal Day" in Latin America or would you like to attend? If so, send an email to sealsday@seal-maker.com



本期的“超极限Out of Limits”系列专门针对具有特殊要求的“焊接项目”。目前市场对这方面需求不断增加。2018年,Seal Maker生产了120多个焊接密封件(外径大于1850 mm),在今年的前几个月,我们提供了超过50个Seal Maker焊接密封件。这其中大多数密封件都是在水电行业里实施。我们将告诉您在大型密封件的制作过程中专业焊接的重要性以及我们在实施过程中需要非常重视的内容。

焊接是个手工活。

良好的训练和定期练习是完美焊接的先决条件。每个配置文件和材料都需要单独设置和处理

最现代化的焊接技术

在技术方面对密封直径范围没有限制。在大多数情况下,我们使用通用焊接设备来夹紧和焊接尽可能多的不同密封型材。作为选项,可以使用特殊夹紧装置操作。

在行的测试过程

良好的焊接需要训练有素的眼睛。焊接过程中温度可能过高,这会对材料产生负面影响并将其破坏。在“清洁工作”期间读取可能的影响 - 手动移除突出的焊缝残渣。

我们经验丰富的技术人员很乐意直接在现场为您提供密封焊接和组装。



Due to the increasing demand, this issue's "Out of Limits" series is dedicated to welding projects with special requirements. Seal Maker produced more than 120 welded seals (outer diameter > 1850 mm) in 2018 and in the first few months of this year we delivered more than 50 Seal Maker large-diameter seals. Most of the large-diameter seal projects are realized in the hydropower industry. We inform you about important things when welding large-diameter seals professionally and what we pay particular attention during production.

WELDING IS DONE BY HAND.

Good training and regular practice are basic requirements for a perfect weld seam. Each profile and material requires specific settings and handling.

STATE-OF-THE-ART WELDING TECHNOLOGY.

The technological options are not a limiting factor when it comes to the diameter of a seal. We usually work with a universal welding device, as this enables us to clamp and weld the widest possible range of sealing profiles. Optionally, special profiles can be manufactured with special clamping devices.

COMPETENT TEST PROCEDURE.

A well done weld seam needs a trained eye. The temperature may have been too high during the welding process, having an adverse effect on the material and destroying it. Any interfering factors are scrutinized during the cleaning work (removal of the protruding weld seam by hand).

Our experienced technicians will be pleased to carry out seal welding and assembly work for you directly on site if required.

BE MORE...

...POWERFUL. EFFICIENT. FLEXIBLE.

SML 750eplus

Seal Maker“SML-家族”扩大了。通过新的SML 750eplus, Seal Maker推出了一种新的完整数控系统,重新定义了系统中处理选项的限制。

 效率最高。

 经过验证的组件。

 奥地利品质。

SML 750eplus 亮点

- 高性能完整数控系统,适用于最大750 mm (29.5英寸)的密封,直径可选850 mm/33.5英寸)
- 用户友好的SML系统软件,预装在随附的PC上
- 有效的12倍转塔,可快速换刀,缩短安装时间
- 交付时包括用于密封生产的全套工具
- 精准维护,安装和操作文档
- 颜色配置, SML 750e plus也有颜色可供选择
- 切屑抽取和粉碎机
- 广泛的配件+可选的扩展包

您的需求对我们很重要!

“新的SML 750eplus是多年市场观察和对客户反馈深入分析的结果,为500mm至1000mm机器的不断增长的需求提供了解决方案,这是一种创新,功能完善的完整系统。为了发展这个尺寸,有必要将过去10年的所有经验融入设计和实施中,最重要的是,创造一个强大的通用车床,用于密封生产和通用塑料加工。”

通过扩展工作空间和用于驱动工具的标准刀具库转塔,该机器不仅可以生产大型零件(可选直径达850 mm),而且还可以加工复杂的以及最重要的塑料长型工件(行程650 mm) Z轴)。因此, SML750eplus主要针对在大直径范围内具有密封重心的客户,或者已经在“EPP”(工程塑料部件)市场上建立自己的公司,或者看到未来的市场。”

Johann Glocknitzer, 约翰 格洛克尼茨, 常务董事 Seal Maker

Seal Maker's SML family has grown. Seal Maker presents a new complete CNC system in the shape of the SML 750eplus and redefines the limits of what can be machined in one system.

 MAXIMUM EFFICIENCY.

 PROVEN COMPONENTS.

 AUSTRIAN QUALITY.

SML 750eplus HIGHLIGHTS

- high-performance CNC machine system for seals up to 750 mm / 29,5" diameter, optional 850 mm / 33,5"
- user friendly SML SystemSoftware, pre-installed on the PC which comes with the machine
- efficient 12-station disc turret with driven cutting tools
- AirBlast
- complete set of cutting tools for seal production included
- exact documentation for maintenance, installation and operation
- colour configurator, the SML 750eplus is also available with a banderole in the colour you prefer
- chip suction and swarf cutter
- wide range of accessories + optional expansion packages

YOUR CONCERNS ARE IMPORTANT TO US!

"The new SML 750eplus is the result of years of market observation and detailed analysis of customer feedback with the aim of providing a solution to the growing demand for a machine between 500 and 1000 mm. The development of an innovative, well-functioning complete system of this scale was only possible by integrating all the experience gained over the past 10 years into the design and implementation. Our main focus was also to create a powerful universal lathe for seal production and general plastics machining."

Due to the extended working space and the turret for driven tools installed in the standard version, the machine enables both the production of large parts (optionally up to 850 mm in diameter) and the machining of complex and especially long plastic parts (Z axis travel of 650 mm). Accordingly, the SML 750eplus is directed primarily at customers focusing mainly on large-diameter seals or companies that are already established or plan to operate on the engineered plastic parts market."

Johann Glocknitzer, CEO at Seal Maker



THE SML 家族

Seal Maker的完整数控系统的车削直径可达1,850 mm。标准包装包括基本机器, SML软件, 工具, 支架, 抽屑和粉碎机。所有机器都配有驱动工具。

联系方式:
您对Seal Maker SML机器感兴趣吗? 我们的销售团队将随时为您服务! 请直接发送您的请求至: sales@seal-maker.com

THE SML FAMILY

The complete CNC Systems from Seal Maker have a turning diameter of up to 1850 mm. The standard package includes the basic machine, SML SystemSoftware, tools, holder, chip cutter and suction unit. All machines are available with driven tools.

Get in touch:
Are you interested in the Seal Maker SML machines? Our sales team is keen to assist you! Please send your request directly to sales@seal-maker.com



技术参数

操控系统:	FANUC 0iT*
生产能力	
最大床身上回转直径:	750 mm / 29,5 " optional 850mm / 33,5 "
半成品最大高度:	250mm
半成品最大重量:	80 kg
常规三爪卡盘直径:	250 mm (max. 3.500 rpm)
棒料最大直径:	70 mm
主轴箱	
主轴孔:	73 mm
主轴发动机功率:	15 kW (S1), 18,5 kW (S2), 22 kW (S3)
主轴转速范围:	30 – 4500 rpm
滑动托架	
X轴行程:	550mm
Z轴行程:	650mm
X 轴快速档:	30 m/min
Z 轴快速档:	30 m/min
刀盘	
个刀位:	12 - VDI20
其它	
总尺寸 (LxHxW):	2700 x 2000 x 2000 mm
设备重量:	3800 kg

升级SML设备

- OPTION AUTOMATION - 手动卡盘
- 送料器
- Renishaw 测量传感器
- 直径可选850 mm/33.5英寸)

当前的数控装置基于 FANUC技术标准。

TECHNICAL DATA

Control system:	FANUC 0iT*
Capacity	
Maximal turning diameter over bed:	750 mm / 29,3" optional 850 mm / 33,5"
Maximum billet length:	250 mm
Maximum billet weight:	80 kg
Diameter of standard 3-jaw chuck:	250 mm (max. 3.500 rpm)
Bar capacity:	70 mm
Head Stock	
Spindle bore:	73 mm
Main spindle motor power:	15 kW (S1), 18,5 kW (S2) 22 kW (S3)
Spindle speed range:	30 – 4.500 rpm
Carriage	
X axis travel:	550 mm
Z axis travel:	650 mm
X axis fast traverse:	30 m/min
Z axis fast traverse:	30 m/min
Tool turret	
No. of stations:	12 - VDI20
Miscellaneous	
Overall dimensions (LxHxW):	2.700 x 2.000 x 2.000 mm
Machine weight:	3.800 kg

UPGRADE SML MACHINES

- OPTION AUTOMATION - manual chuck
- Bar feeder
- Measuring sensor Renishaw
- Diameter extension up to 850 mm / 33,5"

* Numeric control in its current version as available through FANUC.



in-house developments

新技术需要研究，开发和广泛的专业知识。如果这种简捷的专有技术可以在内部使用，那就更好了。SML系统软件以及新的Seal Maker网上商店由内部专家完全开发和编程。

个人用户：SML系统软件4

我们始终致力于为您提供Seal Maker SML系统软件，这是经过不断探索和不断实验开发出的最佳产品。我们的软件开发团队不断改进和适应新的挑战。软件包“基本包Basic”和“专业包Professional”为密封生产提供了多种可能性。

自动预装在所有机器上。除标准和自定义版本的220多个配置文件外，经过验证的基本版本包括所有已建立的功能，可以快速轻松地升级到“专业”

SML SystemSoftware 4 专业版Professional – 包括附加功能，可实现舒适高效的工作；协助解决复杂的任务用户友好的设计，3D表示和模拟，材料的逼真颜色表示和NC编码中的语法亮点使软件更容易和更清晰。优化和可调节的换刀点以及众多其他功能可提高生产效率。

New technologies require research, development and extensive expertise. It's great that know-how is concentrated within the company. The SML SystemSoftware and the new Seal Maker online store is fully developed by our In-house specialists.

INDIVIDUAL - SML SYSTEMSOFTWARE 4

We constantly strive to provide you with the perfect product for working effectively by means of the Seal Maker SML SystemSoftware which is subject to upgrading. Our software development team improves and adapts it to meet new challenges on an ongoing basis. The "Basic" and "Professional" software packages provide you with a wide range of seal production options.

SML SystemSoftware 4 Basic – automatically pre-installed on all machines. In addition to more than 220 profiles in standard and special designs, the proven "Basic" version comes with all the established features and can be upgraded to the "Professional" version quickly and easily at any time.

SML SystemSoftware 4 Professional – incl. additional features for working comfortably and efficiently; supports the solution of complex tasks. A user-friendly design, 3D displays and simulations, material colours presented realistically, as well as syntax highlighting in NC coding make the software much easier and clearer. Optimized and adjustable tool change positions, as well as numerous other features increase production efficiency.

	Basic	Professional
Simple generation of CNC programming	✓	✓
Simple editing of CNC programming	✓	✓
Collision warning	✓	✓
Integration of more than 220 profiles	✓	✓
Simulation of turning processes	✓	✓
Worldwide support in various languages	✓	✓
„VARIO“ module for individual seal designs	✓	✓
Integrated tolerance sheets	✓	✓
Direct sending of emails and printing of documents	✓	✓
Compilation of statistics	✓	✓
Detailed profile data sheets	✓	✓
Individual design of documents (company logo and address)	✓	✓
Optimised machining cycles	✓	✓
Language update: Russian and Chinese	✓	✓
Simplified turning-off of collision conditions	✓	✓
Changes in technology - Java	✓	✓
Compatible with all modern operating systems (Windows 10)	✓	✓
Individual user profiles by means of user identification during registration	✓	✓
Simplified update processing	✓	✓
Supports more than 220 standardised profiles	✓	✓
Optimised and adjustable tool change points for a more effective production		✓
3D displays and simulations of the seal profiles		✓
Realistic colour orientation when selecting material		✓
Syntax highlight during NC coding		✓
Utilising different measuring systems (inches/mm)		✓
Material-dependant or individually adjustable production parameters		✓
Entire storage of individual profiles, including VARIO changes and production parameters		✓
Save DXF files for further processing in CAD programs		✓
NEW Real-time simulation incl. 3D display: For better visualization and the mapping of production times.		✓

新的Seal Maker仿真工具可以精确计划和计算生产过程。一步一步地实时模拟SML500e和SML1000e机器系统的生产过程。这样可以准确确定生产时间，并为您的计划提供支持

该工具也可以在3D中执行，并与SML软件完全集成。

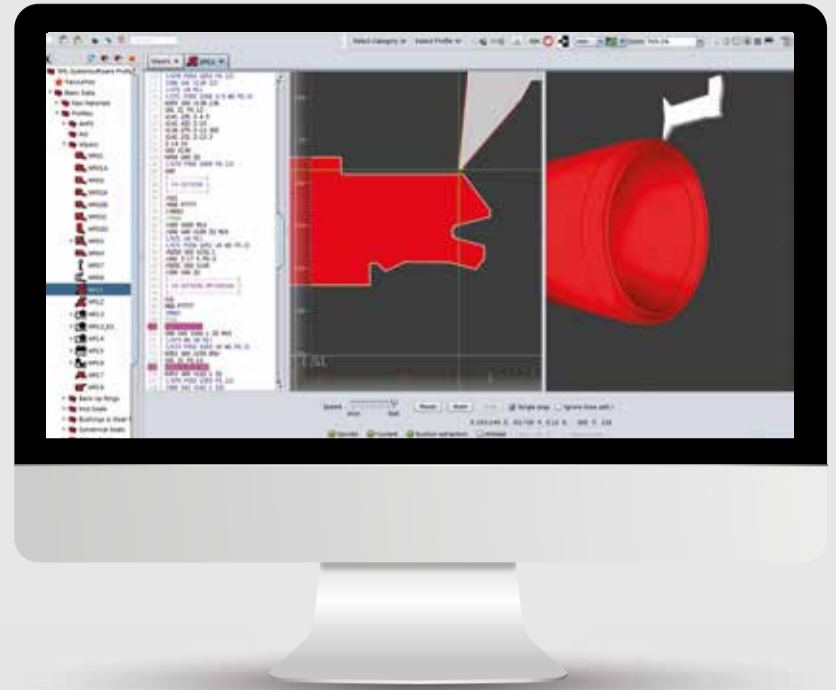
模拟和3D演示的实时仿真仅在“专业”包中提供。

有关更多信息，请在客户部分登录访问我们的网站。或直接联系我们的服务技术团队：sml-service@seal-maker.com

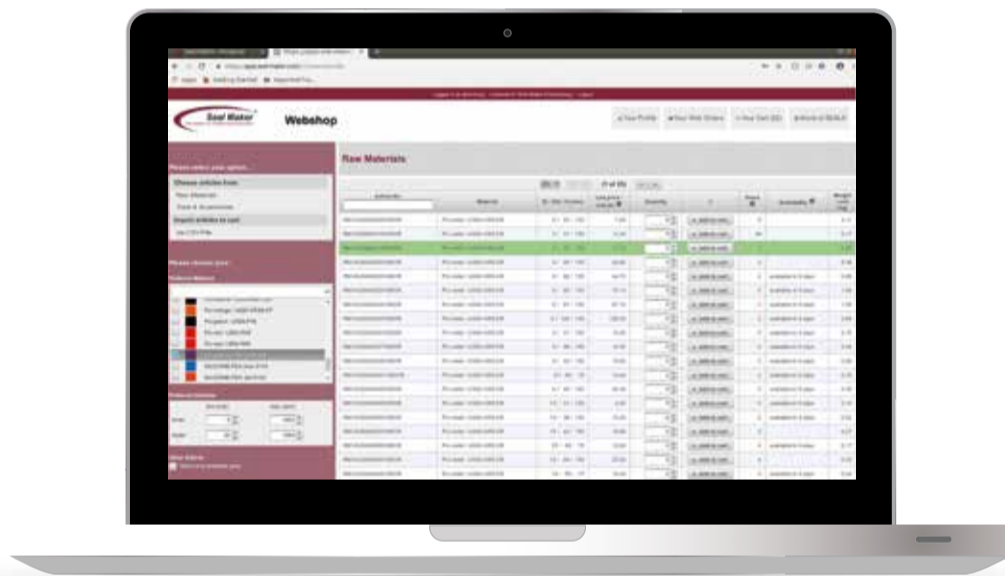
The new Seal Maker simulation tool allows the exact planning and calculation of production procedures. Production processes for the SML 500e and SML 1000e machine systems can be simulated step by step in real time. Thus, the production time can be determined precisely and production planning will be supported.

The tool can also be executed in 3D and is fully integrated into the SML SystemSoftware. Real-time calculation for simulation and 3D display is only available in the professional package.

Please visit our website or contact our sales team directly at sales@seal-maker.com for more information.



WEBSHOP



NEW



通过新的网上商店，Seal Maker在市场上树立了另一个创新标志。这个新的在线工具为您提供了许多材料、工具和综合信息的选项。通过新的Seal Maker网上商店处理订单简化了您的内部流程，同时确保您的订单完全清晰。

综述一下您得到的好处：

- 定期更新，间隔时间短 – 即使在订购过程中也是如此
- 通过CSV文件导入订单列表
- 自动存储您的个人折扣信息
- 有关交货条件的详细信息
- 在线订单概述，包括历史记录
- 持续添加商品到购物车 – 这将存储到最终订单

..... 还有更多。

您想通过Seal Maker网上商店处理您的订单吗？那就请您通过我们的销售团队注册，我们将激活您的帐户！您只需发送电子邮件至sales@seal-maker.com即可。

By means of our new webshop Seal Maker sets another innovative trend on the market. This new online tool provides you with numerous options related to the availability of materials, tools and comprehensive information. Handling orders via the new Seal Maker online store simplifies your in-house processes and at the same time ensures full order transparency.

Your benefits at a glance:

- Availability updates at regular, short intervals – even when an order is in process
- Import order list in a CSV file
- Specific discount information stored for you automatically
- Detailed information on terms of delivery
- Overview of your online orders, including history
- Continuous addition of articles to the shopping cart, which remain stored until the order is finalized

... and many more!

Would you like to process your orders via the Seal Maker webshop in the future? If so, register via our sales team and we will activate your account! Send us a email to: sales@seal-maker.com

Alexander Haspel goes

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Singapore

今年年初，我们的销售经理亚历山大·哈斯佩尔(Alexander Haspel)将从布尔根兰州的Pöttelsdorf调任到我们在新加坡的分公司工作。作为一家全球性公司，Seal Maker重视关键岗位的员工培养，让他们了解不同国家的商业和文化，以便使我们员工具有全球化视野。我们在全球的任何一个角落，都能把客户的需求传递到Seal Maker总部，解决客户在全世界各地的密封需求。

Head of Sales Alexander Haspel relocated his workplace from Pöttelsdorf to our sister company in Singapore at the beginning of the year. As a multinational company, Seal Maker believes it is important that employees in key positions get to know different countries and cultures, so as to incorporate the knowledge thus gained into the daily activities and further development of the organization as a whole. It is also important to Seal Maker that jobs are done as usual and that relationships with customers and headquarters are maintained during periods abroad.



我们很荣幸最近通过新的沟通渠道LinkedIn向您通报所有关于Seal Maker的新闻。请及时了解并关注我们的领英网LinkedIn主页 www.linkedin.com/company/seal-maker

我们期待和您在领英碰面!

We are pleased that we recently started to provide you with the latest news from Seal Maker via our new communication channel, LinkedIn. Stay up to date and follow our LinkedIn profile:

www.linkedin.com/company/seal-maker

We look forward to networking with you!



Four new customer territories.

我们最近将尼日利亚、塞内加尔、几内亚和多米尼加共和国这4个国家添加到我们的全球客户网络中。至此，我们的客户和合作伙伴已覆盖遍布各大洲70多个国家。

Nigeria, Senegal, Guinea, Dominican Republic – we have added another four countries to our global customer network, which already includes satisfied customers and partners in more than 70 countries on every continent.

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