

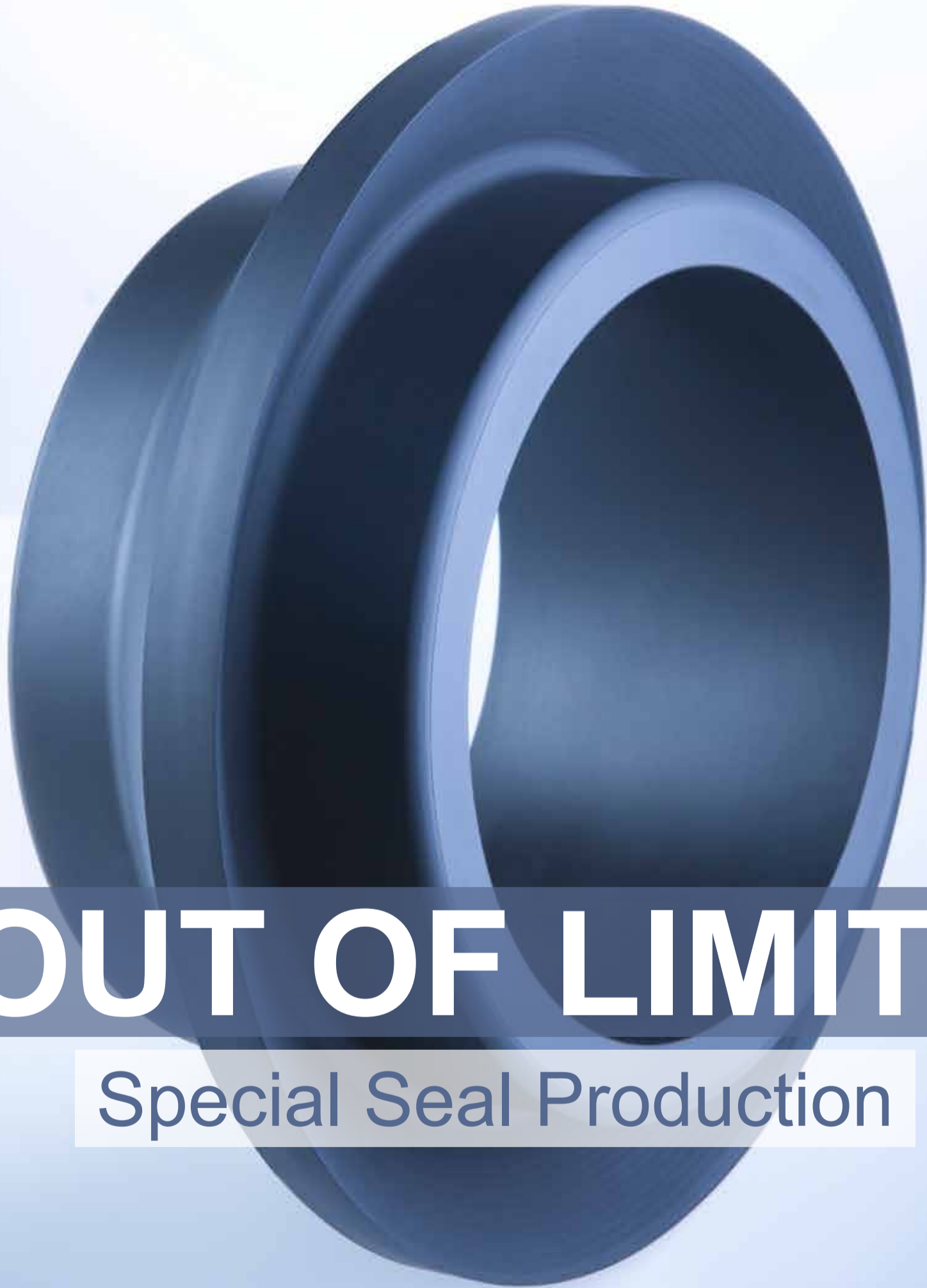
SEALS

TECHNOLOGY



0219

客户杂志 *Magazine for customers and partners*



OUT OF LIMITS

Special Seal Production

Leading in technology

Seal Day Asia

Process optimization





EDITORIAL

尊敬的读者朋友：

我很荣幸向各位介绍今年第二期SEALS TECHNOLOGY。在第一期中，我们报道了今年头几个月的一些新闻。在本期杂志中，我将向各位介绍之后的一些发展情况。

我很高兴告诉大家，在上一期之后的几个月里，Seal Maker在数控机床方面取得了重大突破。最近，我们的长期老客户Carsten Holm A/S公司订购了两台新的SML数控机床。当然，这其中也包括我们全新的SML 750epus机型，生产直径可以扩展到850毫米。

我想就这个机会重点介绍本期杂志最重要的主题之一——我们忠诚的老客户。Seal Maker特别自豪的是，公司的成功和发展壮大主要依赖于忠诚的老客户。这些老客户见证了我们公司正沿着正确的方向追求我们的目标，即使在市场发展日益迅速的今天，我们提供的产品和服务也不断改进以完全符合客户的要求。同时，我们也很高兴收到客户的定期反馈，无论是积极的还是批评性的。这些意见使我们能够进一步改进和发展我们的产品和服务。Seal Maker非常认真地对待具有建设性的反馈，并将其视为一个稳步改进和扩大合作的机会。我们感谢我们的丹麦老客户Carsten Holm A/S与我们建立了多年的合作关系，并在第4页为他们提供了一整版的介绍。

我们还将继续传播多年来在Seal Maker积累的密封技术专业知 识。例如，我们最近开始在各地举办“密封日”活动。在这一点上，我要感谢参与我们活动的众多访客，并期待着活动的成功。在公司内部，经验的交流和过程的协调对于系统和组织的发展也非常重要。ERP系统目前正在新加坡分公司更新为最新的技术标准，旨在改善亚太地区客户服务，并简化和加快客户订单的内部处理。

本期杂志还包含其他主题，如SML机器的安全性，我们与大学的合作，参加贸易展览会以及“LinkedIn最佳”等，这一系列主题都围绕着密封技术这一话题展开。希望我们为您呈现的这些内容使您感兴趣。

祝您阅读愉快！

以上
Johann Glocknitzer

Dear reader,

I am happy to present this year's second issue of SEALS TECHNOLOGY. In our first issue, we reported some news from the first months of the year. Now we would like to inform you about developments since then.

I am happy to report that we have been successful with the Seal Maker CNC complete systems. Recently, our long term regular customer, the company Carsten Holm A/S, ordered two new SML systems. Of course this also included the brand-new SML 750epus including a diameter expansion to 850 mm.

I would like to use this opportunity to focus on one of our most important topics – our loyal customers. Seal Maker is particularly proud of the fact that the success and expansion of the company is primarily tied to its regular customers. This proves that we are on the right track pursuing our goal that products and services we offer exactly meet the requirements of our customers even in a time of increasingly rapid market developments. At the same time, we appreciate receiving regular feedback from our customers, both positive and critical. These comments enable further improvements and developments of our products and services. Seal Maker takes constructive feedback at eye-level very seriously and regards it as an opportunity to steadily improve and expand the collaboration. We also thank our Danish regular customer, Carsten Holm A/S, for a partnership lasting many years and have dedicated a portrait to them on page 4.

We will also pass on the know-how we have built up at Seal Maker over many years, for example in the course of the recently initiated Seal Days. At this point, I would like to thank the numerous registered visitors and look forward to successful events. Exchange of experiences and harmonization of processes inside a company are also enormously important for the development of systems and organizations. That is why the ERP system is currently being updated to the latest standard of technology in our affiliate company in Singapore with the aim to improve the service for our customers in the Asia-Pacific region as well as to simplify and accelerate the internal handling of customer orders.

Additional topics such as the safety of SML machines, collaboration with universities, participations in trade fairs and a "Best of LinkedIn" round off the content of this issue of SEALS TECHNOLOGY. I hope the topics we have prepared for you meet your interest.

Enjoy reading!

Yours,
Johann Glocknitzer

SEAL DAY ASIA

后续一系列密封日活动集锦

伴随着9月初在拉丁美洲举行的第一个“密封日”活动，Seal Maker将开启系列传播密封技术专业知 识的相关活动。基于拉丁美洲地区对于密封市场的强烈需求，我们很快决定在其他地区也开展一系列的“密封日”活动。11月初，新加坡将成为“亚洲密封日”的下一个举办地。根据亚洲（潜在）客户的需求和要求进行调整后，Seal Maker的专家也将在此次活动中广泛推广密封技术的专业知识。此外，Seal Maker还将首次面向客户举办“亚洲密封日”后续研讨会活动。一般来说，由于场地人数限制，参与者只能选择参与两天的活动中的其中任意一天活动。

我们期待着您的注册参与，请发送邮件至sealdays@seal-maker.com报名。更多信息以及详细计划将很快对外公布。

亚洲密封日 2019年11月7日	研讨会 2019年11月8日
主题： <ul style="list-style-type: none"> 密封技术基础知识 密封材料 超大型材料的密封和焊接 特殊行业密封解决方案 	研讨会主题： <ul style="list-style-type: none"> 密封件的选择 测量 安装 密封焊接 实践示例-分组讨论解决问题方案

THE SEAL EVENT SERIES GOES ON

With the first "Seal Day" in Latin America at the beginning of September, Seal Maker will open its series events regarding transfer of know-how in seal technology. Due to high interest in the Latin American region, it was quickly decided to also implement this event in other areas. That is why Singapore will be the next venue for "Seal Day Asia" at the beginning of November. Adjusted to the needs and requirements of the (potential) customers on the Asian continent, the Seal Maker experts will also pass on their extensive knowledge of seal technology at this event. In addition, Seal Maker will also organize a workshop day for the first time in the context of "Seal Day Asia". In general, due to the restricted space available, only a limited number of participants will be able to take part on either of these days.

We look forward to receiving your registration at sealdays@seal-maker.com. More information as well as a detailed program will be announced shortly.

SEAL DAY November 7, 2019	WORKSHOP DAY November 8, 2019
Focal points: <ul style="list-style-type: none"> Basic knowledge of seal technology Sealing materials Large-diameter seals and seal welding "Special Industries" 	Focal points / workshops: <ul style="list-style-type: none"> Seal selection Measuring Installation Seal welding Practical examples – problem applications are solved in a group setting



我们的“突破设限”系列中引入了具有特殊要求的项目。这些特殊要求可能涉及形状、尺寸、外形、直径和公差以及单个材料。本期报告的项目是生产一种特殊的密封件，由于其外形特性需要应用特定的生产技术。

Projects with special requirements are introduced in our "Out of Limits" series. These special requirements may concern shapes, sizes, profiles, diameters and tolerances as well as individual materials. The project presented in this issue was the production of a special seal, which due to its profile properties required application-specific production know-how.

Special Seal Production	
国家 Country	特种密封件生产 Norway
所用材料 Material used	HN900-B85-RGD HN900-B85-RGD
项目特点与挑战性 Characteristics/ Challenges	本项目需要超大平面槽，使用特殊工具只能从一侧进行装配，使得这个项目极富挑战。为了确保在生产结束前拥有扭转能力，需要进行特殊的程序设置。尤其是在这些特殊应用中，我们新的预设置工具发挥了巨大作用。使用特殊工具进行详细测量有助于在机器设备运转时节省时间和材料。 The necessity of an oversized face groove, the use of special tools and the production from one side made this project a real challenge. In order to ensure the stability until the end of production special program settings were required. Especially on such applications our new pre-setting tool is very helpful. The possibility of detailed measuring of special tools in particular helps to save time and material while setting the machine.



Successful partnership

CARSTEN HOLM A/S购置新数控机床

1991年，Carsten Holm A/S首次购置Seal Maker的数控机床运用于生产。今年6月，公司又额外购买了两台数控机床。这预示着我们与Carsten Holm A/S的业务合作伙伴关系又进入了一个新的里程碑。我们和Carsten Holm A/S探讨了他们成功和成长的原因。

Carsten Holm A/S成立于1979年，是一家家族企业，在丹麦和中国一共有44名员工，目前为服务、开发和维护行业的小型公司以及不同行业的大型原始设备制造商生产标准和客户专用密封件。公司总部位于丹麦，占地面积3200平方米，采用最先进的技术，使用全自动存储和货架系统管理约80000件物品。为了支持货物的分销，中国成立了一家分销公司，公司新增10名员工，负责供应中国和欧洲的产品，确保产品拥有欧洲质量。

公司目前使用6台数控机床进行生产，其中4台由Seal Maker提供。多年来，产品生产范围越来越适应客户的需求。大大小小一系列复杂的特殊密封件和原型都可以在公司内部生产。老板兼第二代家族领袖乌里克·霍尔姆 (Ulrik Holm) 谈到Carsten Holm A/S的成功经验时提到：“我们与Seal Maker合作了近20年。我们熟悉他们的产品，感谢他们高标准的服务，我们一直都很满意。随着对新的SML500E和SML750Eplus数控机床的投资购买，我们预计生产时间将缩短，从而实现更高效的批量生产过程。目前，我们可以生产直径达580毫米的密封件，使用新的SML750Eplus生产可达到直径850毫米。”

今年，公司将庆祝成立40周年。促成公司成功的一个决定性因素是其拥有积极性高、多面型的员工，他们具有广泛的技术专长和多年的经验。然而，公司未来仍有许多计划：“当涉及到投资时，盈利能力是个很重要的因素。有了这些新机器，我们可以看到特种密封件在丹麦和世界范围内的增长潜力。我们前景乐观，期待着未来有更大的发展并保持业务持续增长，”霍尔姆充满信心地说。

Seal Maker感谢我们与Carsten Holm A/S公司长期良好的合作关系。我们祝贺Carsten Holm A/S公司成立40周年，并祝愿公司未来继续取得成功！

NEW MACHINES FOR CARSTEN HOLM A/S SEALING SOLUTIONS

In 1991, Carsten Holm A/S invested in a professional CNC-machine machine system for seal production for the first time. In June this year, the purchase of two additional CNC machines represented a further milestone in the long lasting business relationship. We talked to Carsten Holm A/S about the reason behind their success and growth.

Carsten Holm A/S was founded as a family business in 1979 and, with 44 employees in Denmark and China, currently produces standard as well as customer-specific seals for smaller companies in the service, development and maintenance sectors as well as for large OEMs in different industries. The company headquarters in Denmark, covering a floor area of 3,200 m², is equipped with state-of-the-art technology and manages around 80,000 articles using a fully automated storage and shelving system. To support the distribution of goods, a sales company – Holm Sealing Solutions – with 10 additional employees was founded in China for the supply of Chinese as well as European companies ensuring European quality.

The company currently handles its production using 6 CNC machines, 4 of which have been supplied by Seal Maker. The product range was increasingly adjusted to customers' requirements through the years. Thus, small, as well as large series of complex special seals and prototypes can be produced in-house. Ulrik Holm, owner and director in second generation, about the success of Carsten Holm A/S: "We have been working with Seal Maker for almost two decades. We are familiar with their products, we appreciate the high standard of their customer service and we are always satisfied. With the investment in the new SML500e and SML750Eplus machines, we expect shorter production times and as a result, a more efficient mass production process. At present, we can manufacture seals with a diameter of up to 580 mm and with the new SML750Eplus up to 850 mm."

This year, the company will celebrate its 40th anniversary. A decisive factor contributing to the company's success is their motivated and technical experienced staff having extensive technical expertise and many years of experience. However, there are still many plans for the future: "When it comes to investments, profitability is important. With the new machines, we see growth potential in the area of special seals – in Denmark as well as worldwide. We have a positive outlook, expect positive future developments and are ready for continued growth," Holm states with confidence.

Seal Maker thanks the company for the long lasting good partnership. We congratulate Carsten Holm A/S Sealing Solutions on its 40th company anniversary and wish the company continued future success!



Exhibition Review

俄罗斯国际工业贸易博览会

国际工业贸易博览会于今年7月8日至11日在俄罗斯叶卡捷琳堡举行，作为密封件生产领域的创新动力，Seal Maker将自己及其产品作为奥地利联邦经济商会奥地利展位优势的一部分展出。此次展销会还被用作技术转让和网络活动的平台。来自20个国家的46000多名游客参观了展会。本次展会占地50000平方米，参展者从约600家国际参展商那里获得了有关行业发展趋势的信息。

Seal Maker向各位介绍我们俄罗斯新的出口销售经理 Michael Bazkow。

INNOPROM RUSSIA

The international industry trade fair INNOPROM took place in the Russian city of Yekaterinburg from 8 -11 July this year. As an innovation driver in the area of seal production, Seal Maker presented itself and its products as part of the ADVANTAGE AUSTRIA booth of the Austrian Federal Economic Chamber. The trade fair was also used as a platform for the transfer of know-how and for networking activities. Over 43,000 visitors from around 20 countries visited the event. They obtained information about current industry trends from around 600 international exhibitors in an exhibition space covering 50,000 m².

Seal Maker also used the opportunity to introduce Michael Bazkow, the new Export Manager for Russia.



MICHAEL BAZKOW

俄罗斯出口销售经理
EXPORT MANAGER FOR RUSSIA

Michael Bazkow在汽车行业和货运代理行业从事销售和物流工作，积累了多年经验。他毕业于普列汉诺夫俄罗斯经济大学 (Plekhanov Russian University of Economics)，获得学士学位。他母语德语，精通德语、英语和俄语。今年6月，他加入了Seal Maker销售团队，并接受了系统强化的内部培训，以储备专业知识为新职位做好准备。

Michael Bazkow looks back on many years of experience in the areas of Sales and Logistics gathered in the automotive industry and among others, in the freight forwarding sector. He graduated with a Bachelor's degree from the Plekhanov Russian University of Economics. The German native speaks fluent German, English as well as Russian. He has joined the Seal Maker sales team in June this year and has undergone intensive internal training to gather knowledge and prepare for his new position.



中国贸易博览会

今年6月13日至15日，在中国成都举行的2019国际现代工业技术博览会上，Seal Maker首次搭建了自己的展台。Seal Maker中国团队在数控机床和金属加工板块介绍了本公司的产品。很多来自汽车行业以及电子、可再生能源行业的参观者对我们的产品很感兴趣。

CHINA TRADE FAIR

This year, Seal Maker for the first time presented itself with a trade fair booth at the International Modern Industrial Technology Expo 2019 in Chengdu, China, from June 13 to 15. Within the six focal topics of the trade fair, the Seal Maker China team presented the company and its products in the Special Exhibition for CNC Machine Tool and Metal Processing and was delighted to find great interest among visitors from the vehicle industry as well as electronics, renewable energy and electricity sectors.



Leading in technology



双重安全检查培训

6月初，发那科（FANUC）——我们的供应商合作伙伴，在Seal Maker进行了一次强化培训。这项培训措施的内容是将深化机器所有安全机制的交叉检查可能性，作为我们质量保证的一部分。

发那科创新的DCS（双重检查安全）软件是确保机器安全的解决方案。所有安全相关功能在两个通道上持续监控，并且不需要额外的硬件，例如安全继电器和复杂的布线。根据ISO 13849-1标准，DCS系统达到安全等级3，性能等级D，因此相当于最高安全等级之一。

DUAL CHECK SAFETY TRAINING

At the beginning of June, an intensive training session was carried out at Seal Maker by our supplier and partner FANUC. The content of this training was the deepening of cross-check possibilities of all safety mechanisms of our machines as one part of quality assurance.

Machine safety is guaranteed by the innovative Fanuc DCS (Dual Check Safety) software solution. All safety-relevant functions are carried out on two channels and are monitored continuously. No additional hardware, e.g. safety relays and elaborate cabling, is required. The DCS system reaches safety category 3, performance level d according to the ISO 13849-1 standard, and thus corresponds to one of the highest safety levels.

Cooperation JKU Linz



研究与技术开发一直作为Seal Maker的核心组成部分。除了公司内部专家外，我们还与林茨的约翰内斯开普勒大学等学术机构合作，与该大学建立了多年的友好合作关系。

Research and development have always been fundamental components of Seal Maker's activities. Apart from in-house experts, the company cooperates with academic institutions, such as the Johannes Kepler University in Linz, with which it has been in a cooperative relationship for many years.



密封压缩项目

当涉及到特殊行业的密封解决方案时，例如采矿或水泥行业和水电行业，尤其是接触压力和密封中产生的应力的综合知识是至关重要的。对这些行业所使用的密封件，有着颇为特殊的要求。

为了安全起见，使用有限元测法对密封进行检测，用来模拟密封在运行中所承受的张力。然而，由于这是一个复杂的程序，我们Seal Maker开发了一款测试装置，用于测定与约翰内斯开普勒大学项目中使用密封件所承受的压力。此测试装置可以（在密封件）接触压力时快速提供指示，即使在有限元测法之前也可以给出预期值。

该测试使Seal Maker及用户，能够根据现有数值决定密封件是否具有所对应的性能或是否需要做出相应的调整。拥有了上游测量装置，让Seal Maker再次树立了领先技术的形象并成为高效、成本最小化工艺的典范。

SEAL COMPRESSION PROJECT

When it comes to sealing solutions for Special Industries such as mining or cement industries and the hydro-electric power sector in particular, comprehensive knowledge regarding contact pressure and the resulting stresses in the seal is essential. Seals used in these industries need to adapt special requirements.

For safety reasons, seals are examined using the finite element method to simulate the tension - elongation ratio of the seal while in operation. However, since this is an elaborate procedure, Seal Maker has developed a testing device for the determination of contact pressure of an installed seal in a project with the Johannes Kepler University. This testing device provides rapid indications of the contact pressure to be expected even prior to the finite element method.

This test enables the Seal Maker sealing engineers and the customers to decide, based on the determined values, whether the seal already applies the necessary pressing forces, or whether modifications are required. With this upstream measurement device, Seal Maker once more sets an example for leading technology as well as for efficient and cost-minimizing processes.

SEAL MAKER研讨会

在奥地利的格明登镇，专家们于7月2日至5日召开了今年的“影响工程国际研讨会”。此备受赞誉的研讨会组织者是林茨的约翰内斯开普勒大学。在为期四天的活动中，国际科学家和行业从业人员在全体会议上分享了他们的知识，而一些专题内容更得到了补充以及更深入的探讨。重点始终是如何应用和使用元素（组件）以优化其属性的问题展开讨论。

“用于高应力/变形下密封应用的热塑性聚氨酯的动态和机械性能”是科学家Umut Çakmak博士在与约翰内斯开普勒大学合作的一个在林茨的共享项目中所准备和介绍的主题。

可以支持此知识交流平台Seal Maker深感荣幸。



SEAL MAKER SUPPORTS SYMPOSIUM

In the Austrian town of Gmunden, experts convened for this year's "International Symposium on Impact Engineering" from July 2 to 5. The organizer of this highly regarded symposium was the Johannes Kepler University in Linz. In the course of the four days event, international scientists and industry practitioners shared their knowledge in the plenary session while some contents were handled in more depth in supplementary groups. The focus was always on the question of how elements/components can be applied and/or used to make optimal use of their properties.

"Dynamic and mechanical properties of thermoplastic polyurethane to be used in sealing applications under high stress / deformation" was the subject of the presentation prepared and presented by the scientist Dr. Umut Çakmak in cooperation of a shared project with the Johannes Kepler University in Linz.

Seal Maker is delighted to support such a considerable platform for the exchange of knowledge.

ERP

优化工艺

近年来，我们在Kapfenberg以及上海分公司安装了ERP系统。该体系也符合公司总部Pöttelsdorf的系统。跨系统和公司边界的流程可以通过ERP系统实现自动化。它的成功升级被应用于我们新加坡分公司Seal Maker Asia Pacific Pte.系统，从而成为最新的技术标准。这是系统网络的基础，同时也优化了公司内外部的流程。

为了确保系统的顺利转换，新加坡分公司成员在奥地利进行为期几天的培训，之后公司总部的专家前往新加坡分公司将该系统投入使用。

PROCESS OPTIMIZATION

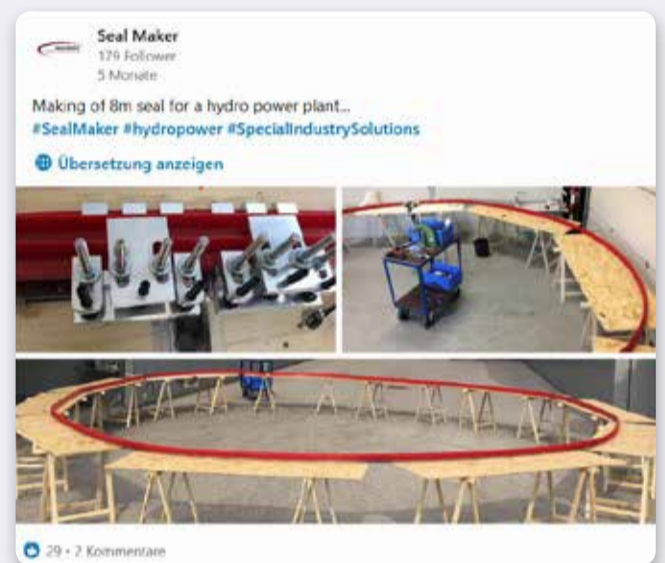
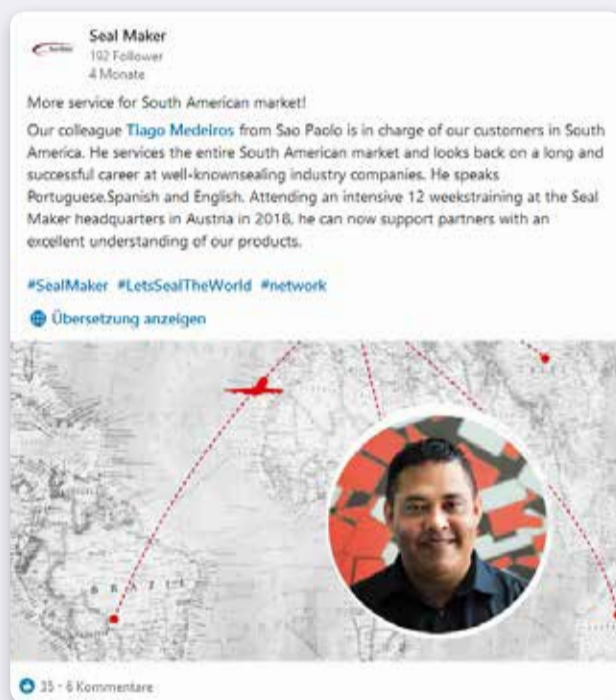
In recent years, a uniform ERP system was installed in our Kapfenberg and Shanghai branch offices. This system complies with the system in the company's headquarters in Pöttelsdorf. Processes across system and company boundaries can be automated by ERP systems. That's why the existing application has been updated at our subsidiary Seal Maker Asia Pacific Pte. in Singapore to the latest standard of technology, which is the basis for the systems network and also improves internal and external processes at site.

To ensure a smooth system conversion, colleagues from the Singapore branch office travelled to Austria and underwent a training for several days before specialists from the company headquarters implemented the system in the Singapore office.

LinkedIn Highlights

Seal Maker已在LinkedIn平台上入驻满六个月，并受到了不错的反响。至此，我们感谢所有关注我们平台的用户。以下是平台关注度最高的三个帖子：

Seal Maker has now been represented on LinkedIn for six months and is delighted with the positive reception. At this point, we want to thank all our loyal followers. Here are the three posting highlights with the highest "page impressions":



Fresh Ice Cream

奥地利今年夏天来得比较早。六月份气温就创下历史新高，我们的员工开始经历高温。Seal Maker为所有员工准备了免费的冰淇淋为员工消暑解乏！

Summer started early in Austria this year. With record temperatures in June, our employees started suffering from the heat. Seal Maker surprised them with free ice cream – a perfect break from the heat!



WATCH IT OUT

我们的新数控机床“SML750eplus扩展限制”的视频可在www.seal-maker.com和我们的YouTube频道上在线观看。

The new "SML750eplus extended limits" video is available at www.seal-maker.com and on our YouTube channel.

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Masthead

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