

SEALS

TECHNOLOGY



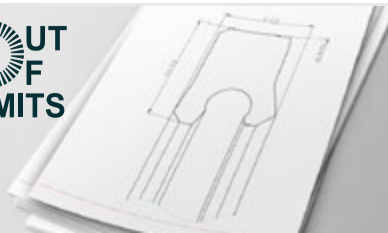
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客户杂志 *Magazine for customers and partners*



SEAL MAKER UNITED.

Out of Limits



Increasing Capacity



Seal Days





EDITORIAL

敬爱的读者，

在2019年最新一期SEALS TECHNOLOGY中，我很高兴对过去一年做一下总结，讲一些关于Seal Maker的最新消息，以及我们在2020年的计划。

尽管一些国家和地区的总体经济数据显示增长明显下降，但2019年我们行业总体看来是令人满意和成功的。

在Seal Maker，今年的重点是发展和持续发展，同时也包括加强与供应商和客户领域合作。

随着SML 750eplus的推出，我们在设备制造领域迈出了更加坚实的一步。客户的订单有效证实了这一进步。对于所有使用专业版SML系统软件的客户来说，新的实时模拟是一项真正有用的附加功能，而且和Seal Maker内部一样，这次“升级”对我们的“专业软件客户”都是免费的。网上商城的成功上线并定期更新，对我们的许多客户来说也是一个非常受欢迎的工具。

我们认为加强与大学机构的合作是非常重要的。过去几个月里我们与大学的合作非常密切，我们也将将在未来继续保持与大学机构的合作，为我们的客户开辟新的商机。

特别值得一提的是，我们“密封件产品管理部”在2019年的发展。这个部门除了处理密封技术领域的大量技术问题和提供解决方案，还协助了在新加坡和巴西举办的“密封日”活动。此部门全年共设计，生产，交付超过300个特殊密封件，其中很多是在现场安装的直径超过1800 mm的大尺寸产品。如果您需要超大尺寸或特殊行业的密封件产品，我推荐您联系我们的产品管理部进一步咨询。

结合我们所处的时代，我们把2020年海报系列的主题定为“Seal Maker大联合”。在联合国成立75周年之际，希望支持和促进该组织的基本理念——国际间的经济和社会合作，以及改善各国之间的关系。

借此机会，我谨祝您和您的家人圣诞快乐，万事如意，在新的一年里身体健康，幸福美满！期待着我们之间更进一步的合作！

此致，

Johann Glocknitzer

Dear Readers,

in this year's last edition of our clients' magazine SEALS TECHNOLOGY I am pleased to present a short summary of highlights of the past year, news from Seal Maker and plans for 2020.

Although the general economic growth in some parts of the world has shown a significant decline, the sealing industry has seen another quite satisfying and successful year.

At Seal Maker this year was characterized by new and further technical developments as well as by intensified cooperational work with clients and suppliers and also in the field of R & D.

The introduction of the SML 750eplus turned out to be a big step in the right direction in the machine business sector and has already been confirmed by several clients' orders. For all our machine clients using the Professional Version of the SML System Software the new real time simulation will certainly be a big benefit. As usual, this "upgrade" is free of charge for our "Professional users". The implementation of our webshop with a regular update of product availabilities also emerged as a helpful tool for many of our clients.

As we regard cooperations with academic institutions as highly important, we are constantly striving to intensify them. Combined efforts have worked out very well during the last months and will be further developed in the future in order to provide new business opportunities for our clients.

The successful development of our department "Product Management Seals" in 2019 also gave reason to be pleased. Apart from handling a large number of technical questions and solutions in the field of sealing technology and the launch of our "SEAL DAYS" in Singapore and Brazil, about 300 seals with a diameter of more than 1800 mm were designed, produced, delivered and partly assembled on site.

Due to the times we live in we have deliberately chosen the motto "Seal Maker United." for our poster series 2020. On the occasion of the United Nation's 75th anniversary we want to support the basic idea of this organisation - international economic and social development, as well as improvement of relationships between nations.

Finally, I would like to wish you and your families a pleasant and peaceful Christmas time, as well as good luck, success, good health and happiness for the New Year. I am looking forward to a further prosperous cooperation!

Yours,

Johann Glocknitzer

Facts and Figures

今年，Seal Maker的销售数据突破了两个百万大关。公司自1997年成立以来，共售出超过400万件原材料和500万件密封件。售出的车削设备总数已增至390台。因此，我们要感谢所有客户的支持合作和对我们的信任。

This year, Seal Maker was able to exceed the border of two sales figures in the millions. Since the company foundation in 1997 more than **4 million pieces of semi-finished products** and over **5 million seals** have been sold. The number of **machines** sold has increased to a total of **390 pieces**. Therefore, we would like to thank all our customers for the good cooperation and for their trust.

REVIEW: 5 YEARS IN FIGURES

2014		2019	2014		2019
250 000	管料生产件数 <i>Pieces semi-finished materials produced</i>	296 000	140	购买车削设备客户培训天数(天) <i>Number of customers' machine training days</i>	150
270	管料生产总重(吨) <i>Tons semi-finished materials produced</i>	307	118	车削设备售后服务完成次数 <i>Machine services completed</i>	174
200 000	密封件生产总计 <i>Seals produced</i>	465 000	180	6名技术服务人员出差的航班总数 <i>Number of flights of 6 Service Technicians</i>	250
20 000	车削设备组件 <i>Machine parts assembled</i>	36 000	120	员工总数 <i>Employees total</i>	139

SOFTWARE UPDATE

SML系统软件4再次得到进一步优化。新版本可在我们网站的登录区下载。软件更新4.9.10。包括以下功能：

- 原材料尺寸的独立设置
- 增加计件功能
- 刀具数量独立分配
- 切断程序可单独设置
- 外形优化和个别外形调整
- 支持新建密封截面和调整密封截面数据

您可以在www.seal-maker.com的登录区的更新说明中找到有关功能和更新的详细信息。

The SML System Software 4 has once more been further optimized. The new version is available for download in the login-area of our website. The software update 4.9.10 includes the following features:

- Individual setting of the raw material dimensions
- Activation of the piece counter
- Individual allocation of roughing tool numbers
- Individual setting possibility for the cutting off - procedure
- Profile optimization and adjustments of individual profiles
- New creation and design adjustment of profile data sheets

You will find detailed information about functions and updates in our update notes in the login-area of www.seal-maker.com.

ISO CERTIFICATION

2007年，公司按照ISO9001标准建立了质量管理体系。除定期年度审查外，每三年进行一次重新认证程序。管理体系的关键要素是以客户为中心和持续改进，以及注重风险管理和知识管理也日益重要。我们自豪地宣布，我们的所有过程完全符合ISO9001:2015标准的要求，证书已延长三年。非常感谢所有同事在2019年9月为期两天的审计中作出的贡献。

Seal Maker established a quality management system according to ISO9001 in 2007. In addition to the regular annual review, a re-certification procedure is conducted every three years. The key elements of the management system are customer focus and continuous improvement, as well as focus on risk management and the growing importance of knowledge management. We are proud to announce that all our processes completely comply with the requirements of ISO9001: 2015 and the certificate has been extended for another three years. Many thanks to all colleagues for their commitment during the two-day audit in September 2019.



在2020年联合国成立75周年之际，联合国的基本理念被纳入我们下一年的海报系列。作为一家与80多个国家的客户建立合作的国际企业，我们支持联合国的基本原则，这些原则也对我们的未来发挥着重要作用：

- 发展各个国家之间更加友好的关系
- 旨在解决环境保护等全球性问题的国际合作
- 经济和社会发展



SEAL MAKER

新的海报系列2020
“Seal Maker大联合”
即日起可以免费订阅
您只需发送电子邮件至
marketing@seal-maker.com



ER UNITED.

The new poster series 2020 "Seal Maker United." can be ordered free of charge from now on. Please send an E-Mail to marketing@seal-maker.com

On the occasion of the 75th anniversary of the United Nations in the year 2020 the basic ideas of the UN have been taken up for the design of our next year's poster series. As an international enterprise with customers in 80 countries we also support the United Nation's basic principles which play an essential role also for our future:

- Development of better and friendly relationships between nations
- International cooperation with the aim to solve global problems such as environmental protection
- Economic and social development



Christoph Kalab

Christian Gutnik

Christian Gutnik, Danny Szoldatics

On-site service job: Kaplan runner bigger than diameter 1000 mm

Product Management SEALS

近年来市场对大直径密封件的需求不断增长。2019年我们销售出300件焊接密封件，近三年来大直径密封件项目增加到10个。我们密封件产品管理团队是您面对各种密封技术问题的全球联络人，他们随时准备为您提供各种密封技术支持。该部门为客户提供特定行业的密封解决方案和传播“特殊行业”的密封专业知识。“突破极限”系列项目比如直径8米的密封件、特殊材料要求和各种现场挑战等都是他们日常工作的一部分。

The demand for large diameter seals in the market is constantly growing: 300 welded seals sold in the year 2019 increased the total number of big diameter seals projects by ten during the last three years. The “Product Management Seals” team is your global contact for all kinds of sealing technology requirements. The department supports customers with industry-specific solutions and “Special Industry” expertise. “Out of Limits” projects such as 8 m diameter seals, special material requirements and various on-site challenges are part of their “daily business.”

我们为您提供的专业密封服务：

- 提供生产图纸和可行性研究
- 密封技术培训和研讨会
- 现场密封焊接/安装和监督
- 支持日常业务（技术图纸、可行性研究）
- 故障调查
- 有限元计算
- 协助密封性能测试

OUR SEALS SERVICE FOR YOU:

- Supply of production drawings and feasibility studies
- Sealing technology trainings and workshops
- On-site seal welding / mounting and supervising
- Support in daily business (technical drawings, feasibility studies)
- Failure investigation
- Finite Elements Calculations
- Support in seal testing

CHRISTIAN GUTNIK

Head of Product Management SEALS

拥有20年机械设备安装领域经验，在斯图加特大学参加各种高级培训课程，密封技术领域专家，擅长项目管理，密封技术培训

20 years experience in the field of mechanical engineering, various advanced training courses at the University of Stuttgart, expert in sealing technology, project management, sealing technology training

DANNY SZOLDATICS

现场工程师，负责现场焊接和组装密封件，客户技术支持

Product engineering, Testfield-engineer, on-site seal welding, on-site seal mounting, technical customer support

CHRISTOPH KALAB

擅长产品设计与生产，绘制生产图纸，可行性测试和生产适应性的实施以及处理客户咨询，客户关怀

Product engineering, preparation of final production drawings, testing for feasibility and implementation of adaptations for production, customer care

Increasing capacity

我们在Poettelsdorf的数控机床生产中心再加装了一台SML 1800eplus的设备，进一步保证为我们的设备合作伙伴和材料客户缩短大直径密封件的交货时间！作为您密封行业的战略合作伙伴，我们在Poettelsdorf、新加坡、中国和Kapfenberg这些国家和地区设有分支机构为客户提供技术支持，包括以下服务：

The installation of a further SML 1800eplus in our CNC production in Poettelsdorf guarantees: **Shorter delivery times of large diameter seals for our system partners and material customers!** As a strategic partner of the sealing industry we support our clients at all our locations in Poettelsdorf, Singapore, China and Kapfenberg especially with the following services:

- 帮客户解答疑难
- 批量生产
- 单个密封件的生产为客户解决燃眉之急
- 大直径密封件的生产
- 生产具有复杂几何形状的密封件
- 生产定制塑性密封件(EPP)
- 各种标准和特殊型材
- 高效的订单处理
- 应急密封材料供应
- 经验丰富的员工

- Support of customers' capacity bottlenecks
- Serial production
- Production of individual pieces to compensate material shortages at the customer
- Production of large diameter seals
- Production of seals with complex geometries
- Production of Engineered Plastic Parts (EPPs)
- Wide range of standard and special profiles
- Efficient order processing
- Short-term material availability
- Experienced employees

GET IN CONTACT

please send your seal enquiries to seals@seal-maker.com or directly to our locations:

singapore@seal-maker.com
china@seal-maker.com
austria@seal-maker.com

OUT OF LIMITS



SPECIAL SEAL PRODUCTION	
项目名称 / Project Name	水渠 / penstock
地点 / Location	中国 / China
项目开始时间 / Project Start	2018年7月 / July 2018
使用材料 / Material used	U500-R95
客户要求 / Customer Requirements	~ 4800 mm 阀门密封, 测试压力高达170帕, 基本以静态密封为主, 但振动水平高 ~ 4800 mm valve seal, test pressure up to 170 bar, basically static applicaton, but high vibration level
特点 / Special Features	为了满足15-20年使用寿命的特殊要求, 采用有限元计算方法对型材的压力应变条件进行了校核, 并对其进行了优化, 以便通过计算证明其可以达到的使用寿命。 In order to meet the special requirement of a 15-20 years life span the stress and strain conditions of the profile were checked by means of FEM calculation and optimized afterwards in order to demonstrate the required life span by way of calculation.
交付时间 / Date of delivery	2019年9月 / September 2019

我们很高兴从“超越极限”系列中再例举出一个特殊项目。该项目的难点是挑战生产使用寿命极长的阀门密封件。

We are pleased to present another project with special requirements in the field of “Special Industry” from our “Out of Limits” series. The challenge of this project was the production of a valve seal with an extremely long service life.

SEAL DAY to be continued...

“引人入胜的密封技术”是我们从2019年开始的密封日系列的座右铭。Seal Maker第一个密封日今年8月在巴西圣保罗举行。由于拉丁美洲密封日活动的巨大反响，我们很快就决定在其他地方继续开展“密封日”活动。

11月初，新加坡成为亚洲密封日的另一个举办地。除提供密封技术领域的基本知识外，随后还举办了一次现场研讨会。通过此次研讨会，我们与与会者有足够的时间来讨论实际案例和一些“硬核”内容，并制定密封解决方案。Seal Maker感谢所有与会者的参与和研讨会上那些激动人心的讨论。我们已经在计划下一个密封日，稍后我们会及时提供更多有关后续“密封日”的消息。

“Sealing technology that fascinates” was the motto of our SEAL DAY series which we started in 2019. The first SEAL DAY took place in São Paulo in August. Due to the high demand in Latin America, the decision was quickly made to implement the event on other locations as well.

Singapore followed in early November as another location for a SEAL DAY in Asia. In addition to providing basic knowledge in the field of sealing technology a supplementary workshop day was held afterwards. Thus, there was enough time to discuss practical examples and so-called “hard nuts”, and to develop solutions. Seal Maker would like to thank all participants for their interest and for the inspiring discussions. We are already planning the next SEAL DAY - further information will be provided on time.



SEAL DAY in Latin America



SEAL DAY in Asia



For people in need



Caritas & Du

Seal Maker's annual Christmas fund raising campaign has already been established as a firm tradition. Our **local donation** will this time be directed to the public charity "RAINBOWS" in the north of Austria's federal province Burgenland. Seal Maker is going to support two families in difficult situations. One of the families was abandoned by their mother this Easter. The children, M. and F. are 6 and 8 years old and have not seen their mother since then. Her current whereabouts are unknown. The children are not able to cope with the sudden absence of their mother and react with increased aggression and social withdrawal. Especially eight-year old F. fights against seemingly irrational fears. The other family in need lost their father this summer due to multiple organ failure after many months of severe suffering. The charity "RAINBOWS" cares for children and adolescents who are suffering from separation or loss of parents or close relatives.

Our **international donation** will be dedicated to disabled children in Blaj (Romania). "Poor parents in rural areas do not possess a car or the money to take their children to one of the rehabilitation centers in the city" says the local Caritas Blaj director. One of these children is Daniel, four years old, with bright blue eyes. He is suffering from a speech disorder and also needs regular physiotherapy. The little patients are distributed in 32 different villages. In order to ensure the necessary medical support three mobile teams from Caritas are travelling to the rural areas every week. The 12 team members are trying to ease the children's pain and to help them develop their physical, psychical and mental abilities.

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Best wishes for retirement!



MIKLÓS STÖCKERT

在Seal Maker工作19年，主要负责生产弹性体保护层
Elastomer Coating Manufacturing, 19 years at Seal Maker

任何企业的成功都离不开那些积极进取并维护公司利益的员工。面对一个工作了很久的老员工的离开对我们而言都是异常艰难的时刻。今年10月底，Seal Maker两位元老级的同事退休了。我们要感谢Ernst Hodomszky和 Miklós Stöckert多年来对公司的贡献。祝他们未来顺利，最重要的是身体健康！



ERNST HODOMSZKY

在Seal Maker工作21年，任职CNC生产部
CNC-Production Department, 21 years at Seal Maker

Without employees who are motivated and committed to the interests of the company, no business can succeed. The harder it is when a long-term employee and colleague leaves. At the end of October this year two valued colleagues took their well-deserved retirement. We would like to thank Ernst Hodomszky and Miklós Stöckert for their commitment and many years of cooperation. We wish them good luck and above all, health for the future!

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