

SEALS

TECHNOLOGY



0120

Magazine for customers and partners 客户杂志



SAFETY AND QUALITY FIRST

Out of Limits



CNC service news



Special times, special measures



SML 1800e

SML 1000e

SML 750e

SML 600e



EDITORIAL

Dear readers,

none of us would have thought that we would release our first Seals Technology in 2020 under such special circumstances. We have all had to get used to changing conditions over the past few weeks - privately and at work. Of course there are also some drastic changes at Seal Maker, some of which are either required by law or on our own initiative to protect our employees, and some are caused by the worldwide development of the pandemic.

However, the changes and restrictions of recent times have not been an obstacle for Seal Maker employees and management to continue working on our projects in a purposeful and productive manner, albeit in a different constellation; and so we can once again present a number of interesting news about Seal Maker in this issue.

On page 3 we present our long-standing customer and partner in the Russian Federation, the company OOO Kalugareputmash-Servis LLC, which has been supplying the Russian and CIS market with high-quality sealing products from Seal Maker for more than 10 years. We are proud and lucky to have such a reliable partner in this region.

We are pleased to report news from our CNC service department: the office space for the technical back office / CNC service has been generously expanded, the training of young service technicians and digitalization in the department are progressing rapidly, and since November 2019 the CNC service department has a new management.

Our development department for CNC machines was quite busy either: optimized clamping jaws for our SML lathes have been developed for more safety when clamping, especially of large, semi-finished products, and still this year they will be part of the standard equipment. The jaws can be replaced on machines that are already in use. At this point, I would particularly like to point out the safety aspect of old clamping jaws. Please check them regularly for wear and tear.

In order to meet the increasing demand for our large seals and welded seals and to be able to react even faster and more flexibly to our customers' wishes, we have expanded our production facility with another SML 1800e carousel lathe machine and a new seal welding station. In the course of this, some workplaces in our seal production were also redesigned.

We also report on two material adaptations and another project from the "Out of Limits" series.

Finally, we also briefly inform you about the changes and the preventive measures that we have taken at Seal Maker to ensure the safety and health of all employees and visitors in times of COVID19.

I hope you enjoy reading this first edition of our "Seals Technology" in 2020 and hope that we can publish the next edition in "normal operation" worldwide.

Yours
Johann Glocknitzer

尊敬的读者，

谁也不会想到，在这种特殊情况下，我们会在此时发布2020年第一期的Seals Technology。在过去的几周里，我们都不得不适应不断变化的环境——无论是工作上还是生活中。当然，Seal Maker也采取了一系列措施发生了一些变化，其中一些是政府法律规定的，同时我们也主动实施了一些保护员工的举措，还有一些变化是由于全球范围内的疫情发展造成的。

然而，最近的变化和限制并没有成为Seal Maker的员工和管理层继续开展项目的障碍。尽管面临一系列困难，我们仍然保持一贯的高标准生产要求和有目的性的生产。在本期刊中，我们将向您介绍最近Seal Maker的近况和新闻。

在本期刊第3页，我们介绍了我们在俄罗斯的长期客户和合作伙伴OOO Kalugareputmash Servis LLC公司。该公司已经为俄罗斯和独联体市场提供Seal Maker的高品质密封产品长达10多年。我们为在这一地区有如此可靠的合作伙伴而感到高兴和自豪。

同时，我们很高兴向您介绍从数控服务部获得的消息。我们的技术后台-数控服务部的办公空间经过重新调整后得到了很大的扩展。对部门里年轻技术服务人员的培训也进展迅速。自2019年11月起，数控服务部组建了新的管理层。

近期我们的数控机床研发部也很忙碌。他们忙于优化目前SML数控车机的夹爪，为了使其在夹紧时更安全，特别是对于大型半成品。今年优化的夹爪仍将是标准设备的一部分。对于目前已经使用的车床设备，我们可以更换夹爪。在这一点上，我特别想指出对于旧的夹爪出于安全方面的考虑，请经常检查一下磨损情况。

为了满足客户对大型密封件和焊接密封件日益增长的需求，并能够更快、更灵活地处理客户的要求，我们扩大了生产设施，增加了一台SML 1800e可旋转数控车床并建了一个新的密封焊接站。在此过程中，我们的生产场地也进行了重新设计。

我们还将向您介绍关于两种材料的改进和“超越设限”系列的另一个项目。

最后，我们还简要地向您介绍Seal Maker为确保在COVID19期间所有员工和访客的安全和健康所出台的政策和措施。

我希望您喜欢阅读这本2020年的第一期“Seals Technology”，也希望我们能在全球范围内“正常运行”并出版下一期期刊。

此致
Johann Glocknitzer



„Partner for life“



... is the main motto of OOO PTK KRPMS and we are pleased to introduce this partner in our magazine.

Kalugareputmash-Servis LLC, a production company, (hereinafter referred to as OOO PTK KRPMS) was established on May 2, 2002. Today the structure of the company comprises production, distribution and engineering. The main product areas are:

- Production and repair of hydraulic cylinders.
- Production of seals and engineered plastic parts according to customer drawings.
- Production of seamless precision tubes and chrome-plated bars.
- Production of hydraulic hoses as per the given specimen and customer specifications.

Currently, the development strategy of the company is based on an analysis of the customers' needs and improving the quality of the services provided. The presence of its own production base and financial capabilities allow OOO PTK KRPMS to satisfy the needs of the customers to the greatest possible extent in order to realize the main motto of the company - "Partner for life".

The company's target customers are located in all regions of the Russian Federation and in all industries from food to oil and gas. The market for sealing systems in the Russian Federation is broad and has many standard, as well as special projects and tasks. For their implementation both standard and non-standard materials and sealing elements are used. A modern and dynamic market that requires continuous developments of equipment and technology.

OOO PTK KRPMS has been closely cooperating with Seal Maker since 2010. The production uses the entire range of materials for various industries. At the moment the equipment of the company Seal Maker consists of 4 SML machines: SML 500e, SML 500eplus, SML 700 and SML 750eplus (upgraded to SML 850e).

"We are glad to have a successful and fruitful cooperation with Seal Maker and look forward to further long-term relationships. Your company is constantly developing and advancing, providing its customers with high service and qualified technical support, flexibility in solving technical problems and a client-based approach. I would also like to emphasize the market-oriented and efficient work of Michael Bazkow, by whose presence the communication of customers from the Russian Federation with your Headquarters in Austria has been simplified." so the Head of the Department of Sealing Systems Kirill Chernyshev in our interview.

Also we from Seal Maker would like to thank the company OOO PTK KRPMS for the good cooperation and for the friendship that has developed between Mr. Alexandr Dubrovin (founder and owner, OOO PTK KRPMS) and Mr. Johann Glocknitzer (Owner and managing director, Seal Maker). We wish lots of success for the future!

... 是OOO PTK KRPMS的座右铭，我们很高兴在本期期刊向您介绍这个合作伙伴。

Kalugareputmash Servis LLC是一家生产型企业（以下简称OOO PTK KRPMS），成立于2002年5月2日。如今，公司的架构包括生产、分销和工程。主要产品领域包括：

- 液压缸的生产和维修。
- 根据客户图纸生产密封件和工程塑料件。
- 生产无缝精密管和镀铬棒。
- 根据给定样品和客户要求生产液压软管。

目前，公司的发展战略是基于对客户需求的分析和服务质量的提高。OOO PTK KRPMS公司拥有自己的生产基地和财务能力保障，使公司能够最大限度地满足客户的需求，以实现公司的座右铭“您终身的合作伙伴”。

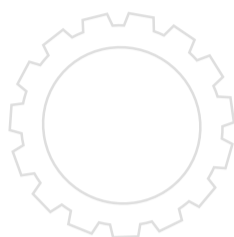
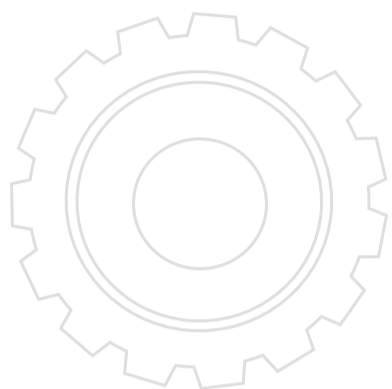
公司的目标客户遍布俄罗斯全境，行业分布从食品到石油和天然气的所有行业。俄罗斯密封行业市场范围很广，有很多标准，还有很多特殊项目和任务。公司主要从事标准和非标准材料及密封件的安装实施使用。俄罗斯市场是一个需要不断发展设备和技术的现代化的充满活力的市场。

自2010年以来，OOO PTK KRPMS就一直与Seal Maker密切合作。公司生产的产品包括Seal Maker的全部材料种类，运用于各行各业。目前，公司的设备包括4台SML数控机床SML 500e、SML 500eplus、SML 700和SML 750eplus（可升级为SML 850e）。

“我们很高兴与Seal Maker长期以来一直保持成功和富有成效的合作，并期待进一步的长期合作关系。贵公司不断发展进步，为客户提供优质的服务和专业技术支持。以客户为中心，灵活地解决客户技术问题。我也想强调Michael Bazkow以市场为导向的高效工作，通过他的参与，俄罗斯客户与奥地利总部的沟通更加简单便捷。”密封件系统部主管Kirill Chernyshev在我们的采访中如是说。

同时，Seal Maker也要感谢与OOO PTK KRPMS公司的良好合作，感谢OOO PTK KRPMS创始人和所有者Alexandr Dubrovin先生和Seal Maker的所有者和常务董事Johann Glocknitzer先生之间的友谊。预祝我们未来再创辉煌！





Best service

There is news from Seal Maker's CNC service department. Our team has grown, the office space has been expanded, processes have been optimized and the topic of "digitalization", one of our corporate priorities for 2020, is also becoming increasingly important in this area.

NEW HEAD OF DEPARTMENT

Markus Riegler has been the new head of the CNC service team since November 2019 and takes care of the planning and coordination of all work processes. Mr. Riegler has been with the company for 10 years. He gained his first experience in machine assembly, changed to CNC development after about a year and now heads the seven-headed service team.

新部門主管

自2019年11月开始, Markus Riegler成为数控服务部的新主管, 负责所有工作的计划和协调。Riegler先生已经在Seal Maker工作十年了。他刚来时负责机器装配, 一年后开始从事数控开发工作。现在他带领一支七人服务团队。

DIGITALIZATION

Even if travelling is difficult due to the current situation, service technicians spend the majority of their time on the road carrying out machine services or training sessions with our customers. Digitalization plays an important role in order to simplify work processes for employees and for customers. The CNC service department is currently working on digitally recording all timesheets, protocols and machine documents so that they can be accessed at any time. The introduction of new working tools, such as for example tablets, by means of which data can be processed faster and more efficiently, even when travelling, is planned for the second half of this year.

數字化

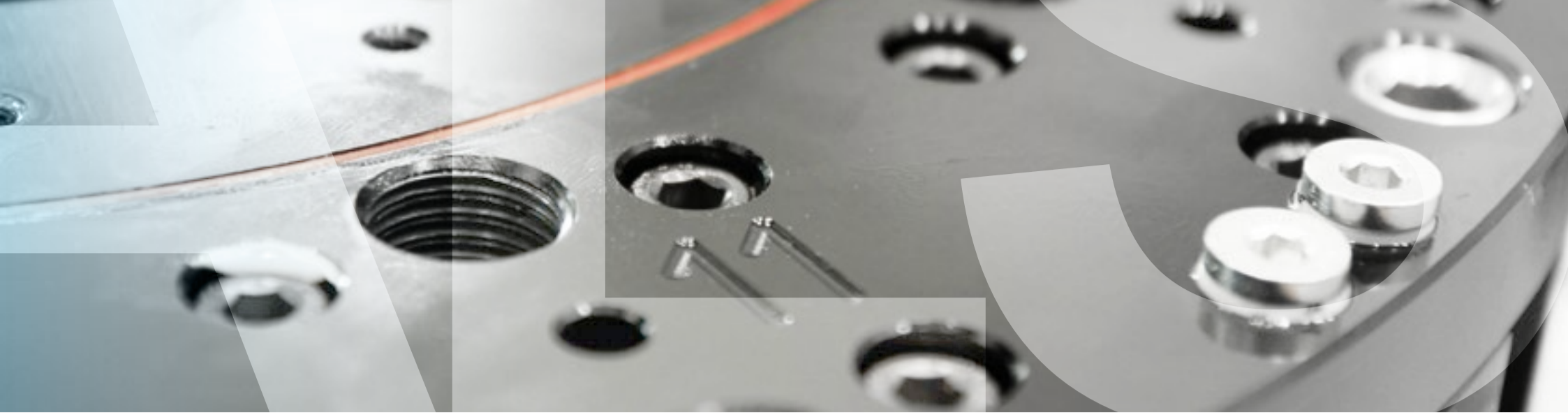
即使由于目前的情况, 旅行很困难, 我们的服务技术人员也把大部分时间花在路途上, 对我们的客户进行机器维护服务和技术培训。为了简化我们员工和客户的工作流程, 数字化发挥着重要作用。数控服务部门目前正在录入时间表、协议和机器文档, 以便可以随时获取。今年下半年我们计划购入新的工作工具, 例如平板电脑, 通过这些工具, 即使在旅行时也能更快、更有效地处理数据。



New head of CNC service

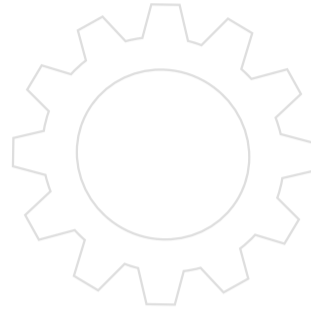


Continuous training



Service quality

Seal Maker的数控服务部也传来消息。我们的团队不断壮大，办公空间不断扩大，流程也不断优化。“数字化”是我们公司2020年的优先事项之一，在密封领域“数字化”也变得越来越重要。



THREE SERVICE TECHNICIANS IN TRAINING

Daniel Schappelwein, Alex Malzl (Headquarter) and Amal Rence (Singapore branch) are currently undergoing extensive training as service technicians. In addition to learning one or more foreign languages, the training includes mechanical engineering as well as electrical and CNC lathe operating technology. The employees start as a lathe operator for six months, then spend about 6-8 months in machine assembly and then a few months in the office to get to know the customers. The young service technicians can collect practical experience of one month at our locations in Singapore and Kapfenberg. Constant training is mandatory to keep the service level up to date.

技术人员培训

Daniel Schappelwein、Alex Malzl（总部）和 Amal Rence（新加坡分公司）目前正在接受全面的服务技术人员培训。除了学习一种或多种外语外，培训还包括机械工程以及电气和数控车床操作技术。这些雇员开始先当六个月的车床工，然后花6-8个月的时间在机器组装上，然后在办公室里花几个月时间来了解客户。这些年轻的服务技术人员可以在我们位于新加坡和卡芬伯格的分公司用一个月的时间进行操作实践。数控服务团队必须不断进行培训，以保持最先进的服务水平。

OFFICE EXPANSION

At the end of 2019, the CNC service office in Pöttelsdorf was renovated. The premises have been expanded so that our entire team is now excellently equipped for technical customer support and can react quickly.

办公室扩充

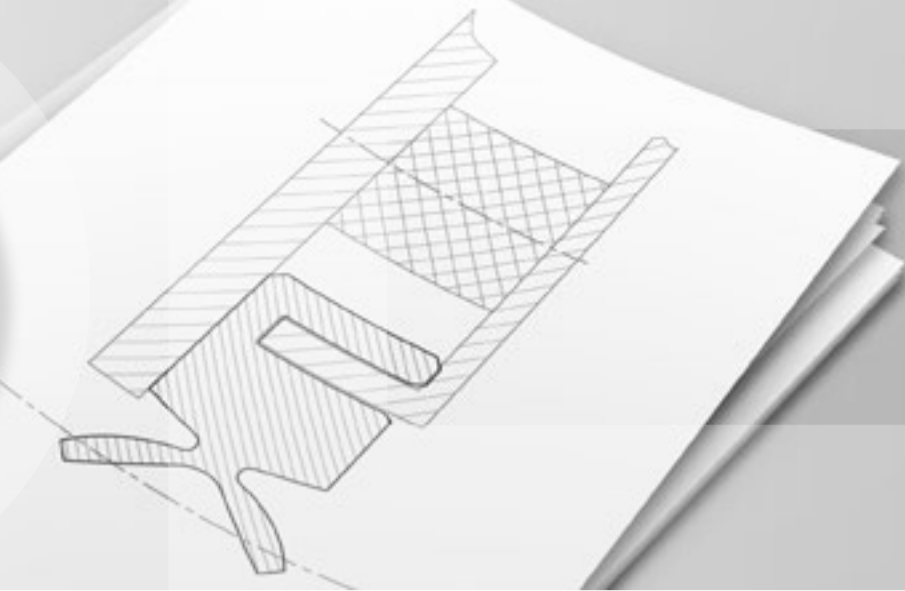
2019年底，位于普特尔斯多夫数控服务办公室进行了翻修。我们的场地范围已经扩大，整个团队配备精良，能够迅速应对客户在技术支持方面的需求。



Digitalization



Growing team



Watch the progress on
LinkedIn

SPECIAL SEAL PRODUCTION	
Project name / 项目名称	Rotary seal / 旋转密封
Project start date / 项目开始时间	December 2019 / 2019年12月
Country / 国家	Chile / 智利
Material used / 使用材料	U520-OR95-HT
Customer requirements / 客户要求	Rotary seal for cement mill with a diameter of ~ 2300mm. Application parameters: 180rpm (results in more than 20m/s) and 22°C. The seal must be welded on site (supplied open) to avoid extremely complex disassembly of the system and thus, save a lot of time and money. The seal is double-acting and must seal oil / grease on the one hand and abrasive dust (cement) on the other. 直径约2300毫米的水泥磨旋转密封。应用参数：180转/分（大于20米/秒）、22°C，密封件必须现场焊接以避免极其复杂的拆卸工作，节省大量时间和金钱。密封件具有双重作用，一方面必须密封油/润滑脂，另一方面必须密封研磨性粉尘（水泥）。
Special features / challenges / 特色/挑战	Solid seal, which requires large-volume semi-finished products with more than 30kg. Special tools and double-sided machining are necessary for the production. 固体密封，需要30公斤以上的大体积半成品。生产需要专用工具和双面加工。
Date of delivery / 交付时间	February 21, 2020 / 2020年2月21日
Completion of assembly / 组装完成	in planning / 计划中

In our “Out of Limits” series, we are presenting a project from the cement industry. It is a massive rotary seal with customer-specific material requirements and a challenging manufacture.

The seal has already been delivered, but it remains exciting: To avoid the complex disassembly of the system, the 2.3m seal must be welded on site - a very demanding task for our product managers. The assembly date has not yet been fixed due to the current travel restrictions. We would be happy to keep you up to date on this topic, just follow the project at www.linkedin.com/company/seal-maker

在我们的“超越设限”系列中，本期我们介绍了水泥行业的一个项目。这是一个巨大的旋转密封件，根据客户对材料的特定要求，制作过程极具挑战性。

密封件已经交付，但过程仍然令人兴奋：为了避免机器系统的复杂拆卸，直径2.3米的密封件必须在现场焊接 - 这对我们的产品经理来说是一项非常艰巨的任务。由于目前的旅行限制，装配日期尚未确定。我们很乐意为您提供关于这个项目的最新进展，请关注

www.linkedin.com/company/seal-maker

Ensure productivity



Functional batteries are necessary to maintain the working memory of your SML machine and thus the tool data (basic machine settings), even when the machine is switched off or in the event of a power failure. The durability of the battery depends on the individual machine operation, the replacement time differs according to duration of use. Since batteries have been classified as dangerous goods, the air transport has become very difficult and batteries can no longer be transported on the plane.

Since 2017, all new SML machines have been equipped with a battery housing, which means that commercially available batteries (Mono D, AAA) can also be used, so that air transport is no longer necessary. Take care and check your batteries in good time. For machines delivered before 2017, the battery housing can be retrofitted. We have summarized a few tips for you on how to easily install the retrofit kit yourself. **You can download the photo documentation in the customer area at www.seal-maker.com!**

If you have not yet installed this retrofit kit on your machine, we recommend to do so as soon as possible. Our sales team is at your disposal if you are interested: sales@seal-maker.com

在车床设备关闭或发生电源故障的情况下，功能电池就必须保持SML机床设备的工作记忆，从而保存刀具数据（机器设备基本设置）。电池的耐久性取决于单个设备的操作运行，更换时间根据使用时间的长短而不同。由于电池被列为危险品，航空运输变得非常困难，电池不能再在飞机上运输。

自2017年以来，所有新的SML机床设备都配备了电池外壳，这意味着也可以使用商用电池（Mono D, AAA），因此不再需要空运。请小心并及时检查电池寿命。对于2017年之前交付的机器，也可以对电池外壳进行改装。我们为您总结了一些如何轻松安装改装套件的技巧。您可以在客户区www.seal-maker.com下载照片文档！

如果您尚未在机器上安装此改装套件，我们建议您尽快安装。如果您有意向，我们的销售团队将随时为您服务，请发送电子邮件给我们：sales@seal-maker.com



Safety and quality first

High spindle speeds and especially the clamping of large semi-finished products often place high demands on the clamping system. Regular maintenance and care are important influencing factors to prevent wear and tear.

Our optimized jaws ensure more safety. The new design has additional transverse grooves, which not only offer more security, but also ensure better axial and concentric accuracy. From the second half of this year all new SML machines will be delivered with an optimized clamping system.

SAFETY-CHECK!

Please make sure to regularly check and clean the jaws! Your jaws urgently need to be replaced? Then please contact our sales team: sales@seal-maker.com

由于主轴转速高,尤其是对于大型半成品的装夹,对夹紧系统提出了很高的要求。定期对夹爪维护保养可以有效防止磨损。

我们优化的夹爪可以确保更安全。新的设计有额外的横向槽,这不仅提供了更多的安全性,而且确保更好的轴向和同心精度。从今年下半年开始,所有新的SML机床设备都将配备优化的夹紧系统。

安全检查!

请务必定期检查和清洁夹爪!你的夹爪是否急需更换?请联系我们的销售团队,发送电子邮件至sales@seal-maker.com

High quality standards

Know-how, high quality standards and the ability to innovate are the prerequisites for the development of our materials. We always try to comply with the latest standards and regulations. Currently, we are adapting two elastomer materials.

The material N109-B95 has been slightly adapted for reasons of better processing. The elastomer base, the cross-linking system and the fillers of the raw rubber compound have remained unchanged. The only difference is the dosage of the fillers which has been slightly adjusted. In connection with this, the material data sheet will be changed slightly, nevertheless the high quality of the material will remain. Batches from June 2020 will be processed using the adapted compound.

We also introduced a new EPDM material E134-B85 (EPDM-KTW-W270) will be available from mid-May and completely replaces the material E133-B85. The development of the new elastomer compound was tailored very closely to the elastomer guidelines of the German Federal Environment Agency. The test for microbial growth according to the standard W270 for use in drinking water applications was successfully carried out and can be confirmed with the current certificate. The material also provides better mechanical properties and additional approvals for food applications. The material currently complies with the approvals W270, FDA and EU1935/2004.

All data sheets can be found as usual in our customer area at www.seal-maker.com



专业、高质量标准和创新能力是我们开发材料的先决条件。我们总是尽量遵守最新的标准和规定。目前,我们正在推出两款新的弹性体材料。

我们对目前材料N109-B95进行了改良,以便于使其更好地应用于实际加工。原有橡胶管混合物的弹性体基体、材料成分和填料保持不变,不同之处仅在于填料的用量上略有调整。与此同时,我们对材料数据表也稍作修改。但是我们仍将保持材料的良好特性。改良后的N109-B95弹性体材料将于2020年6月开始批次加工。

我们还引进了新的三元乙丙橡胶材料。新材料E134-B85 (EPDM-KTW-W270) 将于5月中旬上市,并将完全取代现有材料E133-B85。新弹性体的开发标准完全符合德国联邦环境保护局关于弹性体材料指南的要求。新材料根据W270标准对饮用水应用中的微生物生长进行了测试并取得了成功,被授予W270标准证书。此外,该新材料能提供更好的机械性能,并获得食品级加工授权。目前,该新材料拥有W270、FDA和EU1935/2004标准授权证书。

所有数据表都可以在我们的客户区找到,请登录www.seal-maker.com查询



TIME-LAPSE VIDEO!
Watch the reconstruction-
process step by step in our
new video!
SCAN ME

Production under reconstruction

In order to meet the increasing demand for large and welded seals, our in-house CNC production at the Pöttelsdorf site underwent a renovation at the beginning of this year. The main focus was on expanding the machine equipment with a new SML 1800e. In addition, a new seal welding station was created. All shelves, workplaces and SML machines were disassembled and various renovations were carried out. Cable channels were laid, new workplaces organized, and meanwhile, eight CNC complete machine systems have been rearranged.

Easier processing, greater reliability and better delivery service are the advantages that result from the renovation works. Apart from increasing our capacities in CNC manufacturing, we can now react even more flexibly and quickly to customer requests.

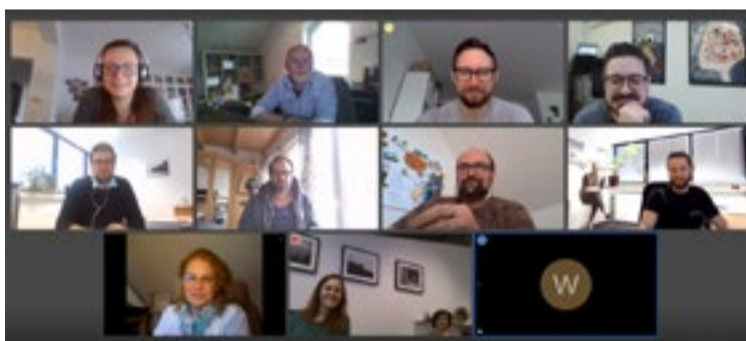
Watch the process: Follow our renovation works step by step in our time-lapse video: <https://www.seal-maker.com/unternehmen/newscorner/hot-news/>

为了满足日益增长的对大型和焊接密封件的需求，今年年初我们对在普特尔斯多夫工厂内部数控生产场地进行了翻新。我们主要引进了一台新的SML1800e车床设备，并建了一个新的密封焊接站。所有货架、工作场所和SML机器设备都被拆除，并进行了翻新改造。我们铺设了电缆通道，规划了新的工作场所，同时重新布置了8个数控整机系统。

整修工程的优点是加工更容易，可靠性更高，交货服务更好。除了提高我们在数控制造方面的能力外，我们现在可以对客户的要求作出更加灵活和迅速的响应。

您可以在线观看我们装修工作的过程，请点击视频：<https://www.seal-maker.com/unternehmen/newscorner/hot-news>

Special times, special measures



We all have gone through tough weeks recently. In order to ensure compliance with all "Corona Virus" measures recommended by the authorities, but also required by law, it was necessary to reorganize ourselves and to conduct intensive crisis management.

Various protective measures, such as partitions in the production area, additional personal protective equipment, such as mouth and nose protection, but also compliance with various safety regulations for daily office work have meanwhile become routine. So have the new working hours to avoid overlapping of the individual teams.

Some of our colleagues, especially in the non-operational area, are still in the home office. We have adapted to the new situation and hold video conferences instead of physical meetings.

Due to the extensive travel restrictions, the very first "do it yourself" installation of an SML 500e machine was carried out by a customer himself. We are pleased that with the virtual support of our service technicians, the employees of our customer Huryza were able to successfully install the machine.

We at Seal Maker are striving to support you as our client, partner and friend in the best possible way by means of our Know-How and the commitment of our employees. We make every effort to remain your reliable partner during this difficult time as well as further on!

最近我们都经历了艰难的几周。为了确保遵守当局建议同时也是法律要求的所有新冠病毒防疫措施，我们要进行必要的自我重组，并采取一系列的危机管理措施。

生产区域的隔离、口鼻防护等各种防护措施，以及日常办公的各项安全规定，也已成为我们日常工作规范。我们调整了新的工作时间来避免各个团队接触。

我们的一些同事，特别是非生产领域，仍然在家办公。在新形势下，我们的员工通过电话视频会议而非面对面会议进行交流沟通。

由于全面的旅行限制，SML 500e机床设备的第一次“自己动手”安装是由客户自己完成的。我们很高兴在我们的服务技术人员的远程支持下，我们客户Huryza的员工能够成功地安装机床设备。

SealMaker正努力通过我们的专业知识和员工的承诺，以最好的方式支持您成为我们的客户、合作伙伴和朋友。我们尽一切努力在这艰难的时刻以及今后的日子里继续成为您值得信赖的合作伙伴！

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