

# SEALS

TECHNOLOGY



0320

Magazine for customers and partners 客户杂志



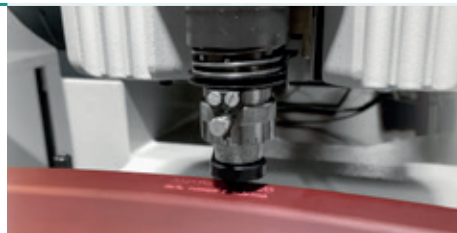
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DIY machine service

Investments for the best quality

New certification

DO-IT-YOURSELF  
MACHINE SERVICE



ISO  
14001



## EDITORIAL

Dear readers,

behind us lies an extraordinary year that has created new framework conditions worldwide, a year full of changes and challenges, but for many also full of fears and worries. A year that has shown us that even with the greatest effort, many things in life cannot be planned and that, even in our modern, industrialized world, we sometimes have to accept limitations that cannot be directly overcome even with the most modern technology and the highest level of knowledge.

In the entrepreneurial area, flexibility and adaptability were particularly important, even if for some industries the circumstances were naturally much more difficult than for others. Except for a few short-term downturns in April and May, we are in the fortunate position that, thanks to our loyal regular customers, we got through this difficult year well. The demand for our products continues to be high and we were able to look forward to new machine locations such as Tenerife, Egypt and Nicaragua this year as well.

Of course, our everyday work has also changed. We have invested a lot of time and energy in the development and implementation of strict Corona security measures and have even become a regional model company in this field. We reacted quickly and decisively to the situation and repeatedly adapted our safety precautions to current developments.

Of course, it is also painful for us that personal customer contacts had to be avoided as far as possible and that hardly any machine installations and services could be carried out on site. However, we reacted quickly to this restriction by offering a "Do It Yourself" machine service and virtual support for all machine-related issues. An offer that was gladly accepted by our customers.

One goal this year was certification according to the ISO 14001 environmental management system, which we achieved in autumn. But investments were also made in the areas of semi-finished product and seal production, infrastructure and quality assurance. With new equipment, such as an optical measuring system and an engraving machine, we want to further improve our product quality (more details inside).

In the last "Seals Technology" issue of this memorable year, we would also like to present our new poster series for 2021, which deals with the possible uses of seals apart from classic hydraulic applications. This time the posters will be sent automatically with your deliveries. If you need additional posters or have not received them, please get in touch with your contact person in our company.

As expected, this year's Christmas party also fell victim to the virus epidemic. After all, we're already used to such restrictions.

But what we will carry out without restrictions is our annual Christmas donation campaign, which this time is dedicated to the Red Cross in Austria and internationally and will of course, bear in mind the victims of the pandemic in crisis areas.

Finally, I would like to submit a wish to you that could well come true this year: quiet, contemplative and relaxing Christmas holidays without noise and hustle and bustle!

Have a good start into a hopefully better year 2021!

Yours,  
Johann Glocknitzer

敬爱的读者，

即将过去的一年是非同寻常的一年，全世界的局势发生了巨大的变化，这一年充满了变化和挑战。对许多人来说，这一年也充满了恐惧和担忧。这一年所发生的种种事件充分向我们表明，即使付出最大的努力，生活中仍有许多事情无法预期。纵然我们身处这个现代化的工业世界，也不得不接受现实；即使拥有最现代的技术和最高的知识水平，仍有许多我们无法克服的困难和局限。

在企业领域，灵活性和适应性就显得尤为重要，特别是对某些行业来说，情况要比其他行业困难得多。幸运的是，除了4月和5月的几次短暂下滑，我们公司依然很平稳地度过了这艰难的一年。这多亏了我们忠实的老客户，他们对产品的需求仍然高涨。我们也期待着今年能在特内里费、埃及和尼加拉瓜等地售出我们的机床设备。

由于疫情，公司的日常工作也发生了显著变化。我们投入了大量的时间和精力，制定并实施了严格的安全防控措施。我们公司甚至还成为当地防疫领域的区域示范公司。我们能够迅速果断地对疫情作出反应，并反复调整防控措施，来应对当前不断变化的事态发展。

由于疫情，我们必须尽量避免与客户面对面接触，任何机器设备的安装和服务都无法在现场进行，对此我们也深感苦恼。然而，面对诸多限制我们能够迅速制定应对措施。所有与机器设备相关的问题我们均提供“DIY远程指导”，通过网络视频支持客户自己动手安装维护，并提供远程技术指导。客户对这一解决方案非常满意。

我们今年实现的另一个目标是，在秋季完成了ISO 14001环境管理体系认证。同时也在半成品、密封件生产、基础设施和质量保证等领域进行了投资。我们希望通过新的设备，如光学测量系统和雕刻机，进一步提高我们的产品质量（更多详情请看本期介绍）。

在今年最后一期“密封技术”杂志中，我们还想向您展示我们2021年的海报系列主题。该系列介绍了密封件除了在经典液压领域的用途之外，在一些其他领域的应用。新一年的海报系列会随您的货物一起寄出。如您需要增加海报数量或您尚未收到我们新一年的海报，请与您在本公司的联络人联系。

不出所料，今年的圣诞晚会也会因为疫情原因取消。毕竟，我们大家都已经习惯了种种这样的限制。但是，我们仍将开展一年一度的圣诞捐款活动，这次活动是专门为奥地利和国际红十字会捐款的。同时，我们也会铭记本地区疫情的受害者。

最后，我祝愿大家过一个安静、平安和放松的圣诞假期，远离忙碌和喧嚣！

祝愿您在2021年有一个美好的开始！

此致  
Johann Glocknitzer

## Good to know!

### DID YOU KNOW THAT...

...you can have your SML machine branded with your logo and colors when you buy it?

...our SML machines can be upgraded with most of our options even after delivery?

...the smallest seal we have produced has a diameter of 1.8 mm and the largest a diameter of 7007 mm?

...16 languages are spoken in our company?

...not only our products but also our employees are very important to us. Due to the corona pandemic, we have implemented countless protective measures for our employees thus, our company has become a local role model.

### 您知道吗？

...您可在您订购的SML设备上刻上您专属的标志和颜色？

...即使交货后，SML设备也可以选用我们绝大部分配件进行升级？

...我们生产的密封件最小直径为1.8毫米，最大直径为7007毫米？

...在公司我们日常使用16种语言？

...不仅是产品，员工对我们也尤为重要。由于疫情，我们为员工实施了严格周密的安全保护措施。因此，本公司已成为当地的防疫楷模。

## Prepared for the future DIY Machine Service

The current situation is a big challenge for all of us. Due to the current travel restrictions, we cannot offer a machine service at all customer locations as usual. In order to offer our machine customers as much assistance as possible they can now book a **do-it-yourself** light version of the machine service with us.

We will send the required materials and descriptions and they can get started with the service. On request, there is also the option of booking a video conference if there are still questions.

目前的形势对大家来说都是一个很大的挑战。由于旅行限制，我们不能像往常一样在客户所在地提供设备的安装维护服务。为了给客户尽可能多的帮助，现在设备客户就可以预订我们的DIY设备自助服务。

我们将发送所需的材料和说明，客户就可以自助安装或维护设备。如果客户仍有问题，还可以选择与我们的技术人员预约视频会议。

# SEALERS

global.



SEALING SOLUTION FOR DRILLING RIG  
MATERIAL PREFERRED: RGD & PEEK  
LOCATION: PACIFIC

reliable.



SEALING SOLUTION FOR EXCAVATOR  
MATERIAL PREFERRED: U500-R95  
LOCATION: CHILE

flexible.



SEALING SOLUTION FOR KAPLAN ROTOR BLADE  
MATERIAL PREFERRED: U500-R95  
LOCATION: JAPAN

Whether in a hydropower plant in Japan or on an oil rig in the middle of the Pacific, we have the appropriate sealing solution for every application. For this reason, we are dedicating our poster series 2021 to our variety of seals. As an international company with customers in around 80 countries, we are always reliable, flexible and solution-oriented.

You can now order the new poster series 2021 "Seal Maker - global.reliable.flexible." from us free of charge. Just send us an email to [marketing@seal-maker.com](mailto:marketing@seal-maker.com)

您现在就可以免费订阅2021系列海报，主题为“Seal Maker - 全球化、可靠、灵活”。请发送电邮至[marketing@seal-maker.com](mailto:marketing@seal-maker.com)预定。

无论是日本的水电站还是太平洋中部的石油钻井平台，我们为每一个项目提供合适的密封解决方案。正因如此，我们把2021年的海报系列主题设为密封件的多种应用。作为一家拥有来自80多个国家的客户的国际化公司，我们始终坚持以可靠、灵活和以解决问题为导向。

# Investments for the best quality

In order to offer our customers outstanding quality and service, we do our best to constantly improve all our products. Therefore, we do not only invest on environmental protection projects, but also on control and testing tools for our products. Thus, we are always able to meet the highest quality standards.

## OPTICAL MEASURING SYSTEM

From the incoming tools inspection to the automated measuring of seals, everything is thoroughly examined with immediate effect by means of a new measuring device. This highly precise equipment from the renowned company "Zeiss" enables us to discover and analyze even the slightest deviations. Measurement inaccuracies due to handling influences can be excluded, as lighting and focusing are set fully automatically by the device.

### Main advantages:

- Quality improvement
- Reliable results
- Ensuring perfect product quality
- Early error detection
- Professional test documentation

为了给客户卓越的品质和服务，公司将尽最大的努力不断改进产品。因此，不仅投资环保项目，我们还投资产品的控制和测试工具。因此我们总能达到最高的质量标准。

## —光学测量系统

从进货工具检查到密封件的自动测量，所有这一切都可以通过一种新的测量装置进行彻底检查。这台来自著名公司“蔡司”的高精度设备使我们能够发现和 Analyze 哪怕是细微的偏差。由于设备完全自动设置照明和对焦，因此可排除人为因素导致的测量误差。

### 主要优点：

- 改进质量
- 结果可靠
- 确保产品质量完美
- 早期错误检测
- 专业测试文件

We now have a suitable solution for a cause analysis or troubleshooting of a defective seal. Our new microscope is also from the company "Zeiss", and with the help of the integrated high-resolution 4K camera we can carry out precise analyzes. With this knowledge, our products are constantly being raised to a new level of quality.

## ENGRAVING MACHINE

Our goal is to constantly improve the quality of our products. For this reason, we can now, with the help of our new engraving machine, label all our seals in order to ensure full traceability. This makes it easier for us to guarantee highest in the process transparency.

## NEW STANDARD COOLANT

A new coolant has been tested for months on our production, demonstration and training machines. The advantages of the new coolant include longer service life, better handling and less odor. The new standard coolant can be ordered with immediate effect and is approved for all Seal Maker machine systems.

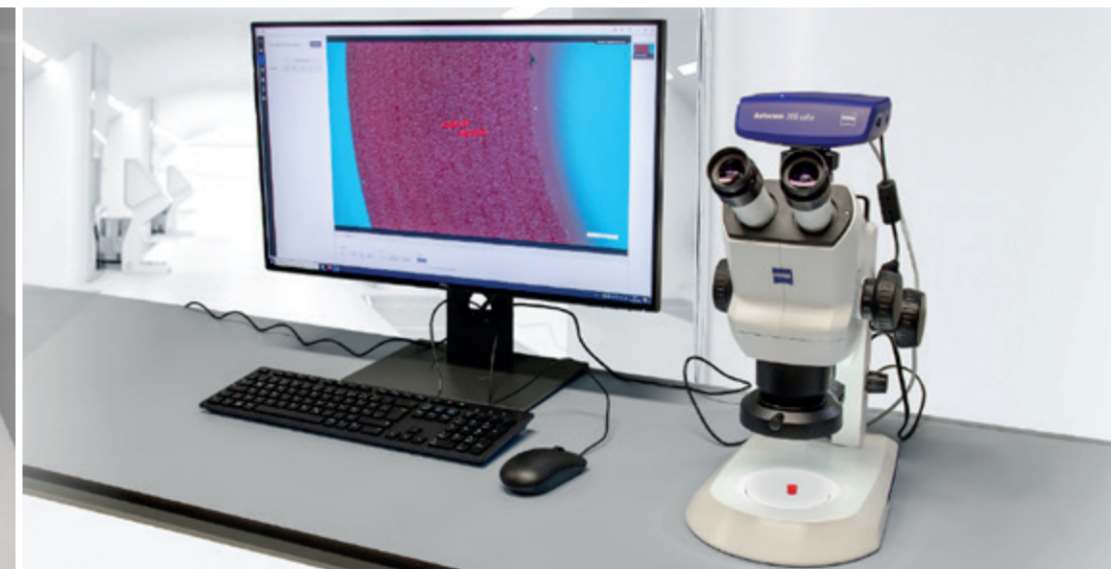
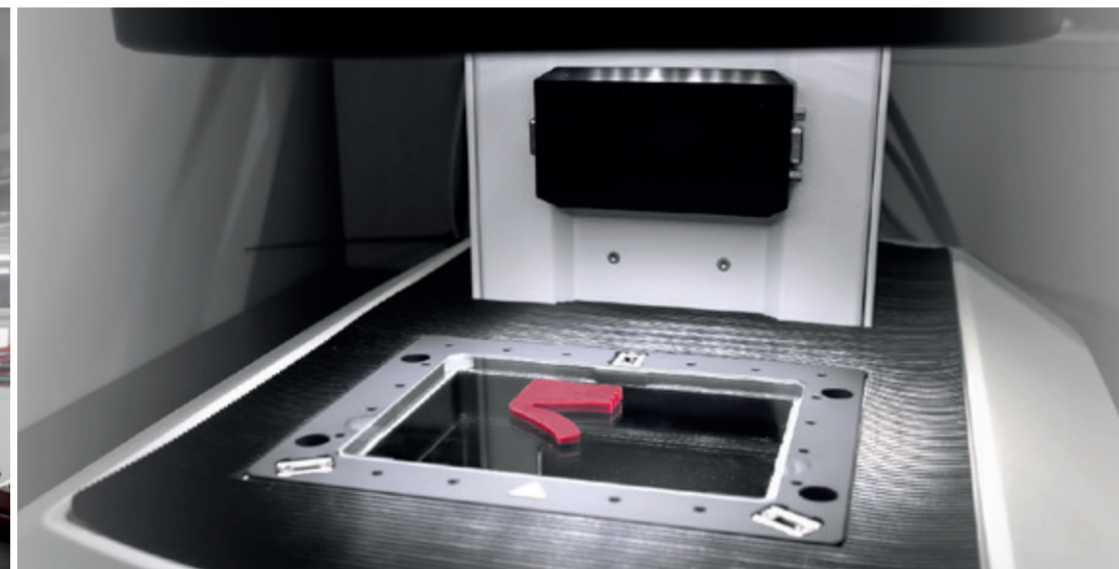
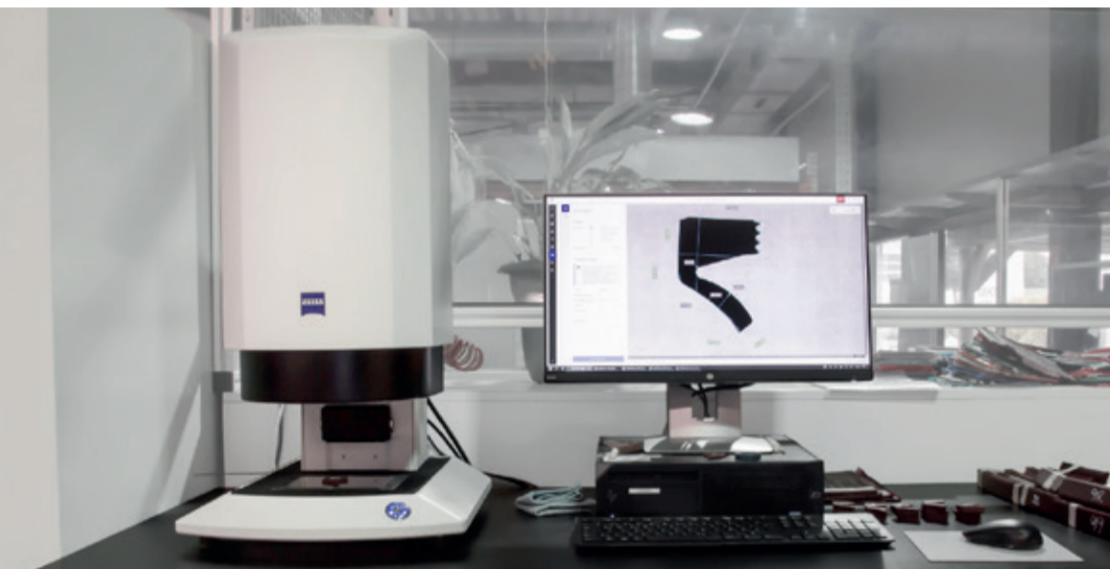
现在我们拥有了一套合适的测试设备分析原因排除故障密封件。我们的显微镜也是“蔡司”公司生产的，借助集成的高分辨率4K相机，可以进行精确分析。有了这些设备，我们产品质量将不断提高。

## —雕刻机

我们的目标是不断提高产品质量。借助最新的雕刻机，为我们所有的密封件贴上标签，以确保每件密封件的可追溯性，保证最高的流程透明度。

## 新标准冷却液

一种新的冷却剂已经在 Seal Maker 生产、演示和培训设备上进行了数月的测试。新冷却液的优点包括使用寿命更长，操作更方便，气味更少。新的标准冷却液可立即订购，并可用于所有 Seal Maker 的机器设备。



# Integrated management system

## New certification according to ISO 14001

The efficiency and compliance with quality management and with the environmental management system which was integrated this year is of highest importance to our company.

Seal Maker established an ISO 9001 quality management system in 2007, annually reviewed by TÜV-Süd. The essential components of the management system are customer orientation and constant improvement as well as the focus on risk management and the growing importance of knowledge management.

Environmental management according to ISO14001 is a central component of corporate environmental protection. In addition to compliance with all legal provisions, further goals, for example, the minimization of the environmental impact in the form of soil and air pollution, shall be reached in the long term. The environmental management

高效、合规的质量管理体系和今年我们最新整合的环境管理体系对我们公司发展尤为重要。

Seal Maker 于2007年建立了ISO 9001质量管理体系，每年由TÜV-Süd审核。质量管理体系的基本组成部分是以客户为导向，不断改进，日益提高，注重风险管理和知识管理。

ISO14001环境管理是企业环境保护的核心组成部分。除了遵守所有法律规定外，还应长期实现环保目标，例如将土壤和空气污染对环境的影响降至最低。环境管理体系建立在现有质量管理体系的基础上，现有的质量部门和新的环境部门合并成一个大型的综合管理系统。

新的综合管理体系赋予“可持续性”更多的关注，通过定期审查确保遵守相关环境法规。我自豪地宣布，我们新的综合管理体系符合ISO9001和ISO14001认证的所有要求，并已获得相关证书。

非常感谢所有同事的努力。



system builds on the existing quality management system. The existing quality and new environmental segments have been merged into a large, integrated management system.

The new corporate policy should also give the term sustainability a greater meaning in the company. Compliance with the relevant environmental regulations is ensured by regular reviews. We are proud to announce that our integrated management system meets all requirements of ISO9001 and ISO14001 and that we have received the corresponding certificates.

Many thanks to all colleagues for their commitment.

# Help for help

In these demanding times of the global pandemic we are honestly grateful that there are around 74.000 additional volunteers for professional rescue in Austria. Whether ambulance, rescue operations or worldwide support in the fight against Corona, the Austrian Red Cross is always ready for action even in the most difficult times. So, in order to support them and to show our gratitude, we have decided to support the Austrian Red Cross, both regionally and internationally with our annual donation campaign.

Regionally, we have equipped the Mattersburg district office with "First Responder equipment". First responders are also known as the specially trained and experienced Red Cross paramedics. In case they are in the immediate vicinity in the event of an emergency they are alerted by the control center in order to be able to provide professional help on site before the ambulance arrives. Thus, emergency patients might gain a decisive time advantage. The first responders need special equipment, such as numerous bandages, medical oxygen or defibrillators, which can be life-saving in the event of a cardiac arrest, for their work. But without the people behind it, none of this would have been possible and that's why, in addition to the equipment, we thanked the Red Cross/Mattersburg team for their tireless efforts with a big snack.

In the international fight against the corona pandemic, the focus is on countries where a poor or overloaded health system prevails. The International Red Cross and Red Crescent Movement is helping to contain the pandemic as much as possible. Even people in war zones or refugee camps have hardly any access to medical and hygienic care. It is not possible to comply with measures against Covid19, such as keeping distance or washing hands frequently. The aim is to ensure the water supply, aid supplies, aid money and basic supplies for those in need in the affected communities. In addition, the organization provides support in the event of global natural disasters such as earthquakes, floods, search and rescue operations, the development of medical infrastructures and much more.

在全球疫情肆虐的艰难时刻，真诚地感谢74000余名志愿者在奥地利参与专业救援。即使在最困难的时候，奥地利红十字会总是随时待命，出动救护车，组织救援行动，为世界各地新冠疫情提供支持。因此，为了支持他们并表达我们的感激之情，我们决定支持奥地利红十字会，无论在区域范围还是全球范围，开展年度捐赠活动。

在地区上，我们为马特斯堡地区办事处专配了急救协助设备。急救人员是训练有素、经验丰富的红十字会医护人员。如果他们在紧急情况下就在附近，控制中心会向他们发出警报，以便在救护车到达之前能够在现场提供专业帮助。因此，急诊病人可能会获得决定性的抢救时间。急救人员需要特殊设备，如大量绷带、医用氧气或除颤器，这些设备在心脏骤停时可以挽救生命。但是如果没有幕后协助人员，这一切都不可能实现。我们衷心感谢红十字会和马特斯堡团队做出的不懈努力。

在抗击新冠疫情的国际斗争中，重点是卫生系统薄弱和超负荷运载的国家。国际红十字和红新月运动正在尽可能地帮助遏制这一流行病。在战区和难民营，人们几乎得不到医疗和卫生保健，也不可能遵守针对新冠疫情的措施，如保持距离或勤洗手。国际红十字会其目的是确保受影响地区的水供应、援助物资、援助资金和基本供应。此外，该组织还为全球自然灾害（如地震、火灾、搜救行动、医疗基础设施建设等）提供支持。



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MERRY  
*Christmas*  
&

HAPPY NEW YEAR 2021  
STAY SAFE & HEALTHY

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