

MESSAGE FROM THE CEO:



We have worked hard for the last 20 years, to make TOPLINE into a dependable, ethical and reliable supplier of quality abrasives. This has been possible through the hard work, loyalty and commitment of our employees.

Our vision is to be a globally respected organization in our industry. We will strive to produce world class, safe, and high quality abrasives to become the global supplier of choice for our customers. We will achieve this by focusing on customer delight, empowerment of our employees and continual improvement.

We have steadily increased our product offerings over the past decade. We now manufacture a full range of abrasives from vitrified and resinoid bonded abrasives to coated and super abrasives.

Our products are manufactured under strict quality control standards and we are certified to the highest standards of ISO 9001 & EN 12413.

Sak Abrasives has been growing steadily for the past 20 years and today, has 2 manufacturing plants in India, a fully stocked finished goods warehouse in USA and more than 200 employees on its rolls. Keeping our customers as our top priority, we will constantly strive to improve our company and keep abreast of changing technologies and market needs.



NEWS FROM INDUSTRY

According to the McKinsey Report, manufacturing remains a critical force in both the advanced and developing countries, as it consists of 16% of the GDP and 14% of the employment. This report's main findings were that manufacturing's role is changing and it is entering a new and dynamic phase, and manufacturers and policy makers need new approaches and capabilities to keep up and stay relevant. It also explains that in today's advanced economies, manufacturing promotes innovation, productivity, and trade more than growth and employment, and it has also begun to consume more services, while also relying on them to operate. Hence, our sector is now moving away from the traditional sense, where manufacturing and services are completely separate and fundamentally different sectors, into a more modern conception, where service inputs make up an increasing amount of manufacturing activity such as advertising and logistics.

In a developing country like India, the manufacturing sector grew 7.7% in FY2017. It has emerged as one of the high growth sectors in the country and the Prime Minister, Mr Narendra Modi, had launched the "Make in India" program to place India on the world map as a manufacturing hub and give global recognition to our economy. With this recognition and growth, we need to constantly change and improve our business in order to keep up with the changing customer needs. Today, this entails digital services.

According to Fulleman and Salmeron (2016), many manufacturers have been slow to make the transition to digital services. They explain that they doubt their ability to monetize digital services and recoup the investment. They conclude that for manufacturers, digitization poses a threat as well as an opportunity, but in order to maintain a competitive position and boost prospects for growth, manufacturers need to move quickly.

For this purpose, we are proud to introduce our online portal for Sak Abrasives, which is exclusively for dealers in India to purchase our products for a lower cost, in order to obtain a higher profit-
www.sakdirect.com

SAKDIRECT

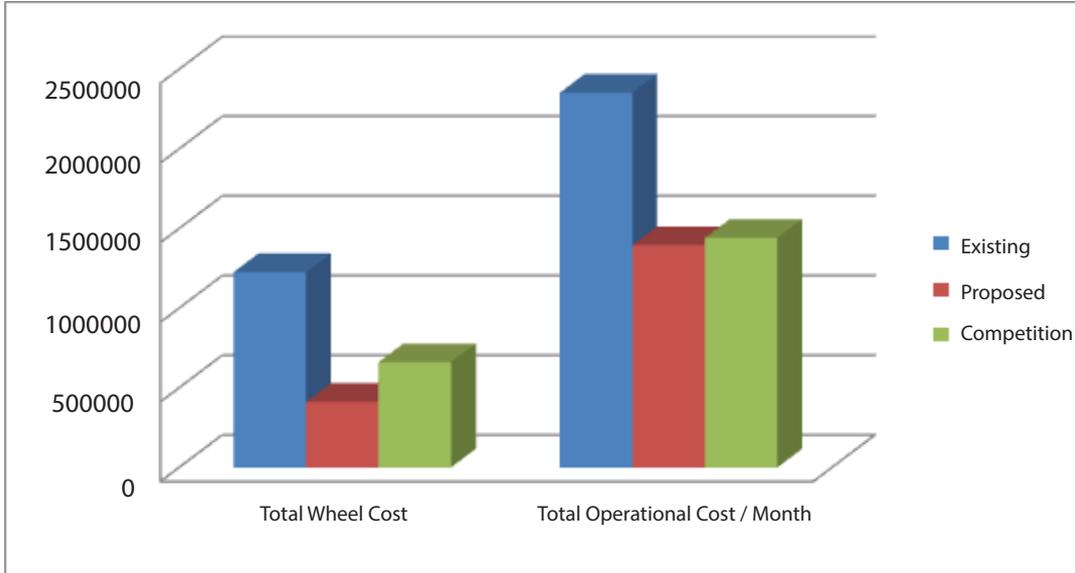
India's 1st E-Commerce Portal for Abrasives

SUCCESS STORIES

A **Ductile Iron Pipe Manufacturer** was using our conventional product, 500*5*38 COW wheel with Al- Oxide and buying approximately 1500 to 1600 wheels to cut Ø 800 and 600 Di pipe for only One Line and the investment cost was Rs 23.52 Lac per month (282.24 Lac per year). Topline proposed a trial of a diamond coated wheel so as to reduce the process cost and the wheel changing time, and thereby, improving the life of the product.

FINAL OUTCOME: Total Cost reduction by Rs 9.57 Lac per month by using Topline Diamond wheel against conventional COW and Cost reduction by Rs 0.45 Lac per month if a customer uses our wheel against the competitor's.

This product upgrade from our conventional abrasives to our super abrasives saved this manufacturer time and money and produced more output.



Machine	Special Purpose Cut-off Machine
Wheel size tried	530*3.88*1A1R #20
MOS	60 M/S (2060 RPM)
Component	Di Pipe Ø 800; Ø600 & Ø 350 K9 Class
Material	Ductile Iron
No. of component/month (pieces)	15600
Cost of production (Rs)	2000

NEWLY ESTABLISHED PRODUCTS

1) A customer in the automobile industry

Operation	Double disc - surface grinding Vertical Spindle
Machine	NISSEI Industries crop – Japan
Component	Break disc for Two wheels
Material	SS100 DB
Hardness	33 to 38 Hrc
Wheel Size	150 x 70.5 x 15mm set of 18x 2 = 36 Nos

Parameter	Sak Grading	Competitors
Wheel Grade	86A 60 SDR150	FSG 80 H8 BS - Competitor's Grade
Wheel life (Nos)	1192	1100
Dressing	Self-dressing	Self-dressing
Cycle time	45 Sec	50 Sec

2) A customer in the automotive industry

Operation	Crank shaft Pin Grinding
Machine	Landis M/c No.503
Component	Crank shaft
Material	Alloy steel, SAE1548
Hardness	58 to 60 Hrc 1066 47
Wheel Size	304.8mm

Parameter	Sak Grading	Competitors
Wheel Grade	82A 467 I7 VS16CR/60	77A 463 I9 VZ/63 mps - Competitor's Grade
Wheel life (Nos)	379	350
Dressing	Every Pin	Every Pin
Cycle time	19.5 Min	20 Min+



CSR

Sak Industries Private Limited donated to Swabodhini Charitable Trust and assisted them in staffing the Vocational Training Centre. The trust empowers and instills self-confidence in children with special needs, from providing special education and training, to speech therapy and occupational therapy services.

Sak Industries also contributed to the The Delhi Society for the Welfare of Special Children by assisting them in procuring raw materials in the vocational training center to train the students in making various products such as Candles, Arts, Crafts, Jute, Gift Bags and Printing Section.

In addition, Sak Industries also had the opportunity to be involved in VIDYA (Integrated Development for Youth and Adults) by donating towards a bridge course, which addresses academic, personal development and career planning. This initiative enables disadvantaged teenagers who are school dropouts to join the society as meaningful participants in economic and social activities.

