

## MESSAGE FROM THE CEO:



2018-19 has been a very eventful year for our company. We commissioned our largest 3000-ton press, we participated for the third consecutive time at the IMTS in Chicago, and effective, 1st February 2019, Buffalo Abrasives Inc. became a fully owned subsidiary of Sak Industries. With the acquisition of Buffalo Abrasives, we can now offer our customers a 'Made in India' brand and a 'Made in USA' brand. We hope to derive numerous synergies between Sak and Buffalo Abrasives as we grow our revenues and our market share with customers.

Our domestic business grew by 15% and we now have more than half of our revenues coming from overseas markets. As we look ahead, we will strive to grow faster in both the Indian and the US markets. We will continue to invest in new machines, in research and development, and above all, in our people, since technology and people will continue to differentiate us in years ahead.

## SAK ABRASIVES INC. ACQUIRES BUFFALO ABRASIVES INC.

Buffalo Abrasives is a leading US based manufacturer of resin bonded grinding wheels. The company has been a fourth-generation family owned and family run business with a state-of-the-art manufacturing plant in Buffalo, New York. Commenting on the acquisition, **Jeff Binkley, co-founder and CEO – Buffalo Abrasives Inc** said "We are very excited to be partnering with such an innovative and talented company. Sak Abrasives offers additional capabilities, products and expertise to Buffalo Abrasives. It is gratifying that we can continue to have a significant manufacturing presence in North Tonawanda where it all began." **Kanika Krishna, COO – Sak Abrasives Inc** said "There is considerable value in a "Made in USA" brand and our vision is to allow our customers across the globe the choice of products manufactured in different geographies with varying price/quality. We now have a "Made in India" and "Made in USA" option in our product offering."



**WE HAVE ADDED A 3000 TONNAGE PRESS TO OUR FACILITY RECENTLY**

## **PRODUCT SUCCESS THIS YEAR – OIL & GAS INDUSTRY**

Oil and Gas applications require extreme wear resistance. As these coatings continue to evolve and become harder to grind there is an increased need for an abrasive manufacturer to come up with better formulations to handle them. Whether grinding new components/parts or rebuilds both must be ground to a specific size before the wear coatings are applied. SAK Abrasives has developed specifications that have excelled above the competition in both removal rates as well as longevity offering a significant cost reduction. Whether grinding stabilizers, wear sleeves, pipe, downhole components or bits our products continue to be your best choice!

Common sizes with proven performance:

14 x 2 x 1-1/4	Made to Order
20 x 3 x 1 ½	Available from stock
24 x 3 x 12	Made to Order
26 x 3 x 12	Made to Order
30 x 3 x 12	Available from stock
36 x 3 x 12	Made to Order

A recent test stripping down wear component hard facing comparing SAK vs the competition has shown our wheel producing up to 30% life improvement as well as faster removal rates for the recoating preparation. The customization of our products to your exact needs as well as our ability to provide consistent performance time after time have made SAK the one to call to support your needs today and into the future!



## SUCCESS STORIES

### 1. Customer in Roll grinding

A customer in roll grinding was using a WALDRICH machine and had the below requirement:

Component	Forged Steel
Hardness	63 to 65 HRC
Wheel Size	920 x 90 x 305mm

We provided TOPLINE abrasives that fit the above requirement and managed to reduce the cycle time by half an hour, with the same finish quality, as compared to the competitor's product. Our wheel life lasted 5 days longer.

### 2. Customer in Knife grinding

A customer in knife grinding was using a surface grinding HAAS Schleifmaschinen GMBH – Germany machine and was using a competitor product with the below specifications:

Component	Knife blade
Material	SS420 J2
Hardness	50 to 55 Hrc
Wheel Size	150 x 100 x 31.75 W 20

We arranged for a trial to showcase TOPLINE wheels. As per the trial, our dressing frequency was less and our cycle time was less. The customer was satisfied and switched to our brand abrasives.

### 3. Knife Serration grinding

SIEPMANN machine customer was using our competitor product with the below specification:

Material	SS420
Hardness	52 to 56 Hrc
Wheel Size	400 x 135 x 127

The customer tried a TOPLINE abrasive and got more out of the wheel, even though our dressing frequency was similar to the competitors. They preferred our quality and decided to place a bulk order.

## NEW PRODUCTS

### FOR THE EXPORT MARKET

#### Knife Sharpening Wheel

V10280-1  
SKETCH  
8 x 3 1/2 x 6 1/2 - Steel Back plate  
1A 54 M7 VS10

#### Sol-gel Resin segment

R1388-1  
SKETCH  
11-1/4 x 2 1/4 x 8 "  
3SG 24 I5 BT

#### Resin C 'less

R1343-1  
Type 1  
24 x 18 x 12 - Set of 2 Nos  
15AC 54 P5 BT

#### Resin C 'less - Export

R1344-1  
Type 1  
24 x 18 x 12 - Set of 2 Nos  
15AC 70 Q5 BT

#### Sol-gel roll grinding

R1338-1  
Type 1  
20 x 4 x 12  
SG 60 J7 BT1

#### Sol-gel roll grinding

R1339-1  
Type 1  
20 x 4 x 12  
SG 60 J7 BT2

### FOR THE DOMESTIC MARKET

#### 40" Cone polisher

V7834-1  
Type 5  
40" Cone polisher wheels  
5C 24 P5 VSC

#### knife serration grinding

V10283-1  
Type - 1  
400 135 127  
2A 1002 I24 VSP

#### Bright bar

R1351-1  
Type 1  
508 305 304.8  
15AC90N4 BT/45mps

#### Crank shaft end grinding

V10255-1  
SKETCH  
610 49 203.2 ROS 270 14 - SKETCH  
82A 60 J5 VS16/45

#### Cylinder liner

V9728-1  
Type - 5  
500 254 304.8 ROS 371.5 19  
5C 463 J+5 VSA

#### Crank shaft end grinding

V10149-1  
SKETCH  
600 95 254 N Face Ros 320 x 5  
84MA 80 I7 VS11B/45

#### Roll Grinding

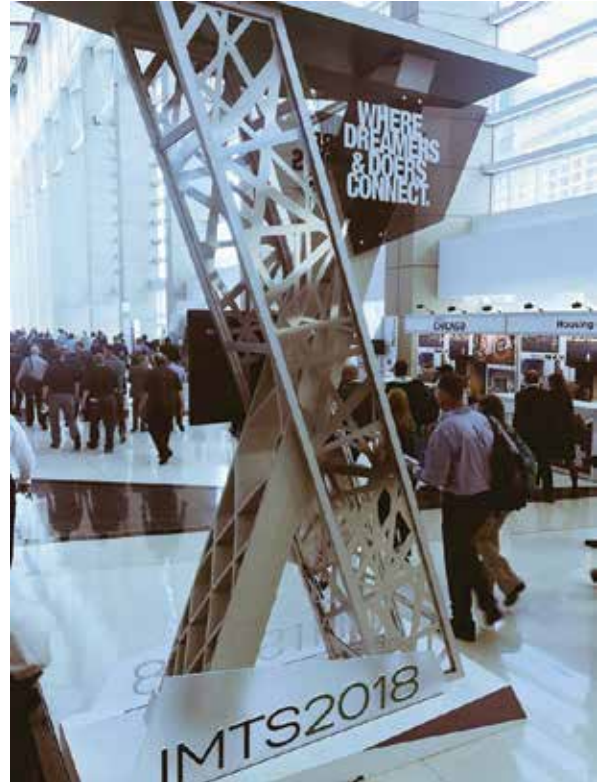
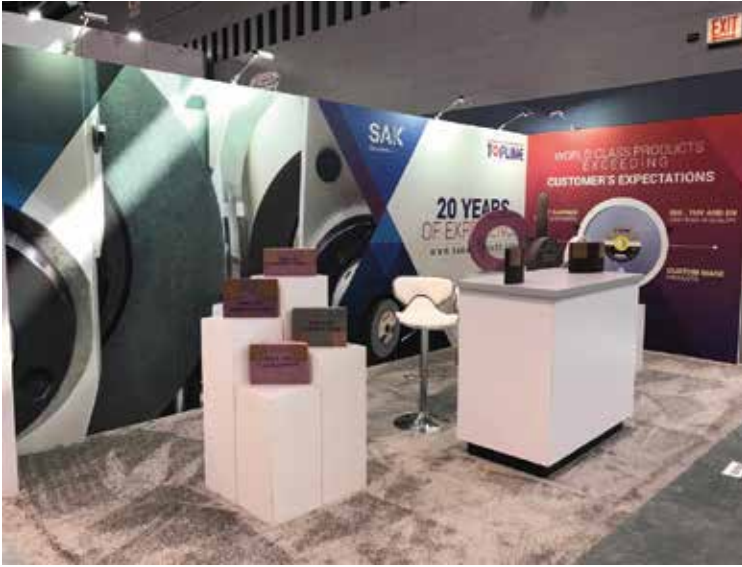
V10095-1  
Type - 1  
920 90 305  
1A 60 H6 VS10

#### Sketch Wheels – Valvo eicher

V9811-1  
SKETCH  
400 30/13 152.4  
2A 150 M8 VS11T



## IMTS SUCCESSFUL YEAR



## LEADERSHIP MEET

