



MESSAGE FROM THE CEO:



In 2019-20 our priorities were to integrate our India and US operations to drive efficiency and ensure success transfer between Sak and Buffalo Abrasives. This was progressing according to the plan until the Covid-19 virus changed everything. Our focus immediately shifted to ensuring the health and safety of our employees in India and the U.S. and everything else took a backseat. Even as of today, the future is unclear as to when things will become normal or what the “new normal” will be!

It is likely that in the medium term, the world will see de-globalization and we are better positioned to meet this change with manufacturing plants in India, and the U.S. Proximity to our customers will be more important since businesses will want to conserve cash and hence reduce working capital and inventory. Demand will take time to return to Pre-COVID levels and we are fortunate that a number of our customers qualify for the “essential services” category and this allowed us to continue manufacturing.

In these uncertain times, it is difficult to plan but we remain positive about our business. We remain focused on our customers and employees as we navigate these crazy times.



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SOLUTIONS**



SUCCESS STORIES

1. Valve Seat Grinding

A valve seat grinding customer was using a grinding wheel of size 610 X 95 X 304.8 and was getting a wheel life of 1.2 to 1.25 lacs with the competitor's wheel. Dressing frequency with this wheel was 100 Nos.

With the TOPLINE recommended product for this application, we increased the wheel life to 1.3 lacs and the dressing frequency to 105 Nos.

Final Outcome: By using a Topline wheel, the customer had a 10% cost savings and placed a repeat order with us.

2. Cylinder Liner

A customer in knife grinding was using a surface grinding HAAS Schleifmaschinen GMBH – German machine and was using a competitor product with the below specifications – 610 X 254 X 304.8 ROS 371.47 wheel. The dressing frequency was 120 Nos. (Max) and wheel life was 13 to 15 days.

We offered a Topline Grinding Wheel Grade 5C 60 J4 BT against the competitors grade and improved the dressing frequency to 125 Nos. and wheel life to 17 days.

Final Outcome: Customer was extremely satisfied with the price and performance of our product. Additionally, our short delivery time led the customer to place repeat orders with us.

3. Roll Grinding Wheel

The customer was reconditioning a variety of rolls and wanted to increase the grinding ratio from 2.98 and shorten cycle time. The test was conducted on roll sizes 36" to 39" X 143.7" with a 36 X 4 X 20" wheel.

The first test reduced the cycle time from 16 hours with a competitor's wheels to 10 hours with a Buffalo Abrasives wheel. The Buffalo Abrasives wheel gave the customer a G ratio of 3.87 and was found to be 64% better than the competition.

The second test resulted in a G ratio of 4.57 providing the customer with an increased performance of 80%.

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CUSTOMER'S TESTIMONIALS

"Sak Direct Website is an amazing website .It is very simple to place order through Sak Direct even when we are in a hurry. Back End support is also very good, in real world it's very customer friendly."

- Yogesh Dua

"Sak direct is an excellent website to place order, very much reachable whenever we get stuck. Overall experience is also very good."

- Pankaj Arora

MEET THE NEW ADDITION TO OUR FAMILY (BUFFALO ABRASIVES)





CSR ACTIVITY

PTP Trust is a trust in Tamil Nadu that has its focus on supporting and guiding HIV Positive children. The trust provides counseling, educational support, personal development training, and mentorship to the children so that they can live a more confident and normal life.

Sak Industries donated to PTP Trust for education support. We also contributed towards HIV affected children and young adult's personal development skills and took an initiative to ensure these children reach their ambitions.

<http://www.ptptrust.org/>

The Lily Foundation is an anti-human trafficking charity which prevents child trafficking. Lily Foundation works with individuals and organizations who can assist them in breaking the trafficking circle at any point. Lily Foundation is located in Delhi, Rajasthan, Mumbai, West Bengal, Assam, Mysore, and Goa. Lily Foundation not only rescues the children but also, provides them safe shelter, meals, clothing, psychological counselling, and education.

Sak Industries donated funds to the Lily Foundation for medical treatment, clothing, and educational training to help the children lead a better life.

<https://lilyfoundation.org/>

