

Dear Customers, Business Partners and Well wishers

I am extremely proud to announce that our young CEO Sameer Kelkar has received the “Next Generation Leader” Award from Manufacturing Today, a popular magazine for the Manufacturing Industry. The award was given in a Conference in Pune on 02nd September.

Grind Master was a family owned and managed business when Sameer joined in 2010, with a turnover of around INR 25 Cr. Grind Master had just taken up the challenge of China OEM Market for the high tech range of Microfinishing Machines. The first order from General Motors China which was a highly complicated and challenging project was just complete and success of this project had opened the doors of China OEM Automotive markets. This was a very big opportunity (to double the Company’s business every year) at the same time it posed the challenges of timely and accurate execution of such large projects. There was also risk of product liability claims from Auto OEMs in case of failures. Therefore envision and implement the systems from accurate design release of a large project to timely completion and successful installation in China was a big challenge. Improving productivity to meet with the break-neck pace of growth that the company could achieve in the next 4/5 years (FY1415 Turnover was INR 100 Cr) has been a key operational challenge. Further to keep the momentum of the growth, addition of new innovative products and business co-operations were necessary.

Sameer has been educated in IIT Bombay and UC Berkeley, California. Further he has a work experience in Gudel Switzerland. With this International exposure Sameer set out to transform the company into a lean professionally managed setup to meet the challenges of fast growth, product and market diversification and volatile global scenarios.



Also Refer :

- Expertise in Titanium and Nickel Alloy Finishing - Page#3
- Introduction of Grind Master Education Programmes - Metalfinishing Training for Engineering Colleges and Industry - Page#4
- CSR : Afforestation near Daulatabad - Page#5

Sameer has been involved in many transforming activities in the company including :

- Starting out from setting up basic systems such as ERP (Microsoft Dynamics) and PDM (Siemens Team Center - Solid Edge) and 5S, paying attention to details while keeping eye on the big picture in making the Grind Master Management Handbook that details and develops the Grind Master Way of building machines, upgrading IT Infrastructure to meet the new requirements, Sameer's ideas started flowing through the company within a couple of years of his joining.
- Further transforming Administration, in particular Human Resources by Proactive Recruitment and Training mechanisms with a strong Performance oriented culture and Performance Management System that created a lively working environment at Grind Master. Cross Functional committees was another key initiative to spur innovation across the company. Today there are more than 11 Cross Functional Committees that Sameer guides.
- Organization Restructuring was initiated in 2013 with Business Units with its leaders to manage all operations within the BU. As Grind Master moves towards being a Professionally Managed Business, Sameer is appointed as the first CEO of the company in April 2016.
- Sameer was mentored in Microfinishing Technology by Mr. Milind Kelkar (CMD). Especially for sophisticated Microfinishing machines supplied to Automotive OEMs in China. Together they have supported and grown the China market. It now accounts for 50% of the turnover of the company. Sameer setup the Representative office in Beijing China in 2014 from where all Sales and Service operations are now conducted.
- Establishing a Dedicated R&D Team and Introducing New Product Lines very quickly. Leading a team of young engineers to develop new advanced products faster has transformed the business lines for Grind Master. Introducing several new breakthrough products such as Crankshaft Dynamic Balancing, Advanced Gear Chamfering-Deburring and a plethora of Robotic Automation Solutions has opened new markets and enhanced existing market for Grind Master.
- Establishing Robotic Automation group for Advanced Robotic Machines for Deflashing, Fettling, Grinding and Polishing. This business unit now contributes to around 15-20% of the turnover and has potential for rapid expansion in near future.
- Establishing Brand Grind Master : Being in Customized Machines and B2B, Grind Master had earlier not been very active in branding and Marketing. Backed with a Rebranding exercise in 2013-2014, a dedicated marketing team was established at Grind Master to promote the brand in the relevant industry.

Sameer and the Management team will strive to exceed customer expectation and we look forward to this support as we move forward.

Sameer and the Grind Master team will continue to support our customers and well wishers in India and International Markets.

Looking forward to your continual support, suggestions, advice and assuring the best of our products and services.

Best Regards
Mrs. Mohini Kelkar
Director - Grind Master

Expertise in Titanium and Nickel Alloy Finishing ...

Titanium and Nickel Alloys are known to be very tough with good machinability and heat sensitivity. Grinding/Finishing of such materials is a challenging task, both in terms of the machines as well as Tools. Grind Master, in collaboration with VSM Germany and Timesavers Netherland brings the necessary expertise to provide a total solution in finishing of such advanced materials.

Case Study #1 Removal of Airfoil Surface Defects

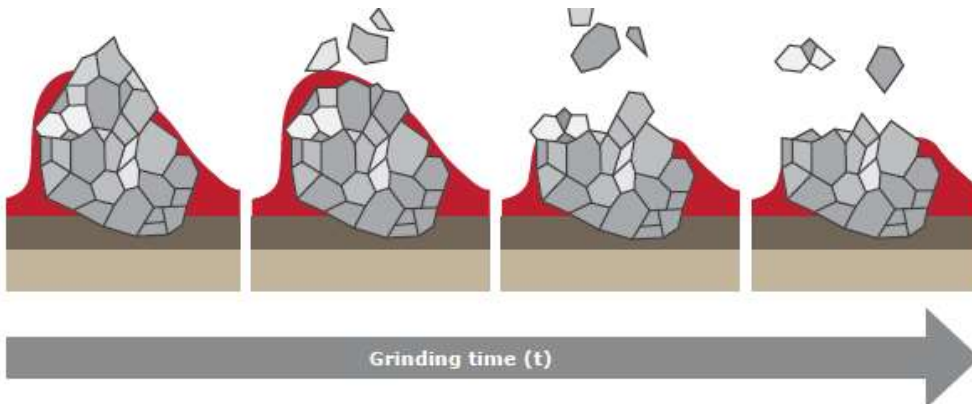
Powerful removal of high welding seams and soldering skins.

Solution : VSM "Ceramic" Coarse Grit belts

Grinding Parameters : Contact Wheel - Hard - 70 to 90 Shore & with 1:1 serrations and Cutting Speed around 18 M/s

Grits Available : 24, 36,40,60,80, 100,120

Powerful Cutting action due to Sturdy Backing & Self Sharpening technology. "Top Size" coating Avoids Overheating of work piece & helps in faster cutting action. High productivity and low grinding costs per component.



Case Study #2 : Polishing/ Surface Finishing - for Air Foil

Improve surface smoothness

Solution : VSM "Compact Grain" Finer Grit Belts (Catalogue attached)

Grinding Parameters : Contact Wheel - Soft - around 50 Shore & with no serrations and Cutting Speed around 18 M/s

Grits Available : 80, 120, 180, 240, 320, 400, 600, 800, 1000 and 1200

Highly flexible cloth / Polyester backing ensures a close fit to the work piece geometry, Medium bonded compact grain ensures soft and smooth grinding, Very long service life due to high reserve of self-sharpening compact grain, Special grain coating treatment ensures Cool Grinding and avoid overheating of components.

Grind Master and VSM are partners for High Quality Coated Abrasives for over 15 years.

Grind Master represents VSM exclusively in India and has an ISO certified Conversion Facility to service Indian customers with sophisticated and reliable abrasive materials.

Metalfinishing Training for Engineering Colleges and Industry

Metalfinishing is an important and less understood technology critical for manufacturing industry. The existing education system does not have courses or avenues to study metalfinishing. Understanding this underlying requirement from education sector and industry, Grind Master is proud to introduce Training Programmes in Metal Finishing. A First of its kind one day course in “Basics of Metal Finishing” was conducted at Grind Master for JNEC (Engineering College) students in August.

The course included theory and hands on practical exercises, including a demonstration of robotic polishing and various manual and semi-automatic polishing machines helping to understand the subject. The sessions were conducted by Senior Management including Mrrs. Mohini Kelkar, Mr. Shrikant Dhande and Mr. Sameer Kelkar and Process Experts Mr. Venkatesh Kulkarni and Mr. Devendra Jain. An “Advanced Metal Finishing” course is also currently being designed.

“We would also like to conduct similar courses for industry as well as Engineering colleges. Our new products “Metal Finishing Lab” and “Robotic Metal Finishing and Machining” are also aimed at improving understanding about this subject in industry”. For further information please contact Mr. Rohit Tupkari (rohit.tupkari@grindmaster.co.in).



Afforestation near Daulatabad

Grind Master started Afforestation program as part of CSR activities in 2014, adopting a rocky patch on the Daulatabad ghat overlooking a beautiful valley. 2 years later, the project is still going strongly with a marked difference in the undertaken area.

Phase I : 2014 - 2016

Plantation of 3000 Trees in 2014 and 2015

Survival in 2016 : 1560 Trees

Survival rate : More than 50%

Phase II : 2016 - 2018

Plantation of 1000 Trees in August 2016

Target to plant 1000 Trees more in September 2016



The project is being implemented in coordination with Aurangabad and Khultabad Forest Department.

Grind Master Afforestation project aims to plant and help survive more than 20000 trees by 2020. Towards this objective Grind Master also works with organizations such as “We - for Environment”, donating Tree Guards (more than 1000 Tree guards on various sites) for creating green spaces within cities. In future there are plans to partner with more organizations and create “Dense Forests” within city spaces.

