

ONE STOP ONE SHOP

Total Solution Provider for Metal Finishing

Metal Finishing and Deburring is as much an Art as a Science. Grind Master takes pride in being pioneers and leaders in this technology since 1984. "Metal Finish is not a widely understood subject. We have many customers who approach us not looking for a machine but a solution".

Grind Master is a TOTAL SOLUTION PROVIDER for Metal Finishing, and meets the customer requirements Absolutely !!! Partnering the Manufacturing Industry to exceed expectations with its solution package comprising of Machine, Spares, Service, Consumables and most importantly KNOW HOW to achieve the desired results in optimum way.

Grind Master has a very strong Application R&D team and a very well equipped Tech Center with various testing equipment and tools. For Advanced Automation Trials there is a KUKA Robot. The tech Center conducts continual process research with various Wheels, Abrasive Belts, Brushes and Microfinishing Films on a very wide variety of components from all over the world. This approach leads to a clear understanding of the machine specification before proposing the machine. In the last year, we completed over 200 Trials for our customers.

For more in-depth R & D the Tech Center provides Services on a chargeable Basis. 2 complex Projects completed in the last year illustrate this. One of the projects in Aluminum Casting Fettling and Cutting resulted in a successful result, whereas the other project after months of effort concluded in the unfeasibility of Automation. Our Customers value the efforts we take in doing such an exercise, as it guarantees results in the long term.

This Customer Focus is clearly visible in all activities of the Grind Master group. Various teams including Spares, Service and Abrasive-Tools support our Machine Building activity in providing a ONE STOP ONE SHOP Solution. This newsletter covers case studies from each of these teams in satisfying customer requirements completely. From Optimizing Cycle times to 60% of Original time, to reducing running costs with upgraded tools by almost 40%, the stories illustrate the strong connect with the solution and delivering value.

Suggestions and feedback about our Solutions are most welcome.

Best Regards
Mr. Sameer Kelkar
CEO - Grind Master

News : Grind Master @ Defexpo

- Participated as part of Aurangabad Defence Cluster
- Product Offerings including Robotic Automation, Finishing and Deburring of Large Parts
- More than 50 Visitors from PSU and Private Sector

Also Refer :

- Value Added Services - Getting Best Performance from the Machine - Page#2
- Quality Spares - for Reliability and Performance - Page#3
- Optimized Abrasives and Tools - Enhance Performance - Page#4



Are You Getting the Best Performance from your Machine ???

Metal Finishing Machines, especially Superfinishing and Microfinishing machines are very specialized equipment. Most Manufacturing companies have Maintenance teams well equipped and trained for General equipment such as Machining Centers and Lathes or Grinders. Also most machine operators have undergone basic training in such General Equipment.

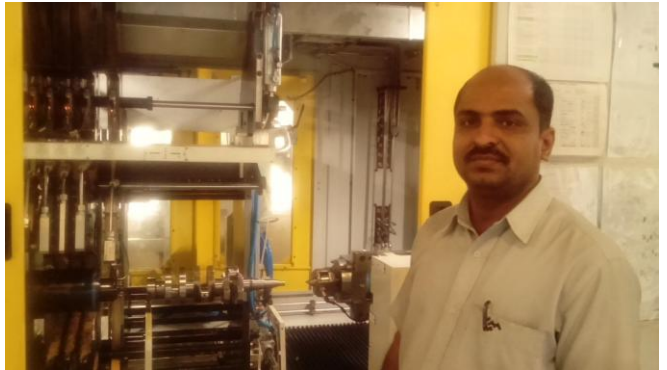


It is observed that 75% of manufacturing companies are not able to maintain Metal finishing equipment on their own, due to above reason of skill-gap. “Microfinishing Machines have complex Film Management Systems. We invariably find many customers struggling to get this aspect right”. Tool cost optimization with upgradations in Consumables and Durable Tooling is yet another aspect where maintenance teams do not have the background or experience.

Grind Master Value Added Services steps in to bridge these gaps, providing customers with various services such as :

1. Annual Maintenance Contracts
2. Training
3. Process Optimization
4. Maintenance Audits

On one of the Microfinishing Machines supplied to a major crankshaft manufacturer in 2005, there was a requirement to upgrade volume of production by 25% and retool the machine for another Crankshaft Variant. Mr. Mahesh Zope, one of our Process Experts in Microfinishing, visited the customer for Process Optimization. The machine was still performing well, but was not being used to its optimum, having set at various points in the past 10 years for varying capacities. After setting parameters correctly, the productivity improved by 20%. The resulting Retool cost 25% of its original estimated cost.



In yet another case, a Dynamic Balancing Machine had been supplied. Due to “Multiskilling” initiative and “Operator Rotation” new people were working on the machine after a year or so. Being a specialized equipment Grind Master service team gave “Training” modules to the new operators for efficiently working on the machine.

“There is gradually a trend in industry to make maintenance contracts for specialized equipment such as Metal Finishing Machines. In the last year we have completed more than 10 Contracts with various manufacturers, including some OEMs. Machines maintained under such arrangements perform much better over the long term”, says Mr. Barde, Service Manager at Grind Master.

Grind Master is known as a Trustworthy Solid Partner to its customers. Customers trust us to do what is best in their interest. Value Added Services are one of our offerings which goes a long long way in securing a headache free working of your machine over its life cycle.

“Maintain the Machine with Genuine Spare Parts”

Quality Spares

Metal Finishing Machinery is a specialized equipment. Many parts of the machine, including several subject to wear and tear are customized and manufactured using complex processes to meet the application requirements. Grind Master Spares is a dedicated team to support customers with Quality Spare Parts in a Timely manner at a Reasonable Price.

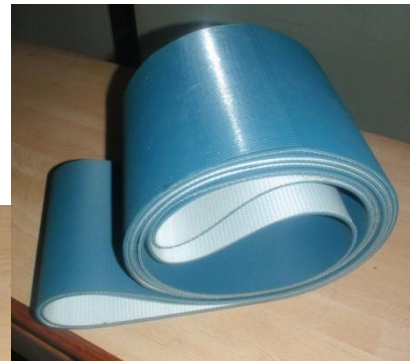
Mr. Prashant Sewalikar, Manager of Spares BU at Grind Master, says “Over the last few years more and more customers are realizing the value of buying Genuine Spares from us. We are supplying to over 500 Regular customers now”.



Contact parts such as NANOTouch Tooling for Microfinishing and superfinishing - including Shoes (STIFF) and Contact Rollers (ROLL), and Contact Wheels for Belt Grinding Machinery are propriety Grind Master products as they are critical to achieve Process Results. We have developed the processes to produce these critical parts economically and guarantee quality. This is the reason why such parts are being bought even by customers in China. 60% of our business last year came from Automotive Manufacturers in China. NANOTouch Tooling is critical for ensuring process reliability in NANOFINISH Technology. Advances in the tooling such as STIFF made with Diamond technology benefit the customers in terms of Machine uptime and per piece cost.

Critical Spare Parts are stocked in our Headquarters in Aurangabad and office in China, from where we are able to express deliver within a day of ordering. Other Spares have varying delivery times depending on manufacturing processes. Typically we recommend customers to buy a “Spares Package” along with the machine, comprising of 2-3% of the value of the machine. Such a package consists of the required spares based on our experience.

Every Service Engineer at Grind Master is trained to identify the Spare Parts requirements on a machine and make a recommendation List for the customer. Feedback from either Service Engineer or Machinery Sales Team or Abrasive Sales Team helps us identify Requirements to ensure that the machine is healthy with quality Parts.





Optimize Abrasives/Tools to Enhance Machine Performance

REDUCE Running Costs

Grind Master Abrasives has been delivering Quality Coated Abrasives and Film Backed Abrasives for over 15 years, with more than 1000 Customers and providing more than 15000 kms of material every year !!!

Working with Technology leaders VSM Germany and Fujistar Japan on Coated Abrasives and Microfinishing Films respectively, Grind Master offers state of the Art Products to be used on Belt Grinding Machines and NANOFINISH range of Machines.



At its 10000 sq ft Dedicated Conversion Facility in Waluj, Aurangabad, Grind Master Abrasives division inspects, stocks and converts a wide variety of Abrasive Material used in Applications across industries including Automotive, Steel, Hardware, Hydraulic, Aerospace, Defense. The Conversion facility is ISO 9001 certified and guarantees material delivery within 7 days from ordering.

“Machine Performance can be enhanced with the right selection of consumables. The Machinery and Abrasives teams at Grind Master work in very close cooperation to deliver a optimized result for the customer. Regular Cross Training, effective deployment of process application teams and availability of Trials material within hours makes this possible”, says Mr. Shrikant Dhande, BU Head for Abrasives and Tools.

Our team of dedicated Sales Engineer and Experts provide individual, customer specific application engineering. In a recent case related to Microfinishing of Camshaft Lobes, Touch time was reduced to 50%, giving overall Productivity increase of 25% and Per Piece Cost reduction of 40% by upgrading the Microfinishing Film used for the process.

In addition to Coated Abrasives and Films, we have recently developed Robotic Deburring Tools in partnership with a leading Burr Manufacturer. Robotic Deflashing of Aluminum Castings is a complex operation, and needs highly specific engineered tools.

Achieving such a result was possible only due to joint efforts by the Abrasives and Machinery teams. This synergy is at the core of the success of Grind Master Abrasives and Tools Group.

