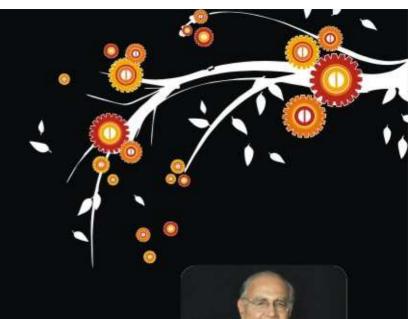


The new Leaves of Innovation & Service





chairman's message

Dear Reader.

As I have mentioned in these pages before, the future is all about change. It is all about embracing change, welcoming it and indeed driving that change. And just as a tree puts out new leaves to welcome new seasons, we too add on leaves to our strong branches in order to bear new fruit in these times of change.

Innovation and Service are the two pillars on which our Company has been built. Innovation by the inquisitive minds of the people we have and Service by the strength of the group to which we belong. Whatever else, we do – whether it be enhancing the skills of our people, deepening our relationships with customers, reaffirming our values or sharpening our focus on new technologies – all add new leaves to our strong branches of Innovation and Service.

As you read through these pages and familiarize yourself with the past six months of our actions and our preparations for the future, I do hope that you will agree with me in hoping and planning that all our new leaves remain as green and as contributive to our society, our environment and our economy as we have always focused on being.

Let me also take this opportunity to wish you a very Happy New Year and may 2013 shower you with happiness and prosperity. I look forward to welcoming you to our stall at IMTEX-2013 at BIEC Bangalore from 24-30 Jan. where MGT will be starting celebrating its 40th Anniversy with the launch of a slew of New Products & Technologies while renewing our commitment to our Unique Services thru VASMIN.

As always, I look forward to your comments and suggestions.

NK Dhand, Chairman,

Micromatic Grinding Technologies Ltd.

nkdhand@micromaticgrinding.com

unfolding the new leaves of tomorrow...













people relationships future technology environment society

human resource development

Seeds need soil, air, water and space to grow into trees. We nurture our talent by providing it with the ground to grow, the opportunities to perform and the skills to produce the finest fruits. We believe in building Core Competencies to enhance the customer purchasing and service experience.

MMT Sales Training evolution

In today's fast paced business world it is vital to reduce the lead time from enquiry to order cycle. In order to achieve this, a workforce of 30 Sales Engineer's from Micromatic Machine Tools (Sales & Marketing Company of the AceMicromatic Group) visited MGT- Ghaziabad from 1st to 6th October 2012 to re-sharpen their technical skills in order to effectively assist & serve our customers

The training program covered a wide ranging set of topics from the basics of grinding, machine accessories and types of machines to commercial aspects. A special session was conducted where the engineers were required to operate the machine themselves. This provided them with a first-hand experience of the grinding process. The training concluded with a test to measure training effectiveness.

Enhance Customer Service experience

The USP of the AceMicromatic Group has been its Service support by MMT, through 32 touch points across India and a 250 member strong service engineers team. Being the largest Machine Tool group, having machines sales of over 4000 in FY11-12, maintaining and enhancing Customer service experience at the optimum is a challenge.

To meet this challenge MGT together with MMT organized a hands-on training program from 10th to 19th Sep'12 for 16 Service engineers from MMT offices across India. The training covered maintenance & repair of Grinding machine assemblies & peripheral systems, CNC Programming & Trouble shooting.







Mr. N K Dhand interacting with sales & Marketing Engineer's Mr. Amit Chandra (Manager-Application Engineering)



Celebrating Values: Ownership & Commitment

A new initiative lead by Mr.R.K.Mahajan (COO) started from November 2012, where every month one of MGT's 16 Values (5 ethical & 11 operating values) are celebrated. Mr.Sudhir Mittal CEO – Sukriti Vidyut Udyog (manufacturer of special conductors for Wire and Cable industry) was invited to share his valuable thoughts & experiences with all employees of MGT Ghaziabad. He shared the insight that Ownership & Commitment starts with Behavior. Corrupt behaviors are the enemy of Ownership & Commitment. Ownership is demonstrated by being Proactive & not waiting for someone to give us the responsibility. If we take ownership then we will become committed.

It is our belief that only employees with strong value systems can serve the customer best.

Mr. Sudhir Mittal (L) & Mr. N K Dhand during the session.

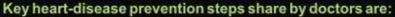






Heart Checkup Camp

Healthy employees can serve our customers on time - every time. Like machines, the Human Body also needs periodic preventive maintenance. An annual physical examination is a vital preventive illness measure taken to ensure a long and healthy life. Hence, MGT organized a health checkup camp on 7th & 8th September, 2012 with the support of Metro Group of Hospitals, Noida.



- 1. Don't smoke or use tobacco
- 2. Exercise for 30 minutes on most days of the week
- 3. Eat a heart-healthy diet
- 4. Maintain a healthy weight
- Get regular health examinations (Blood Pressure, Cholestrol, Diabetes)



customers

Our presence is beyond boundaries. Our leaf extends to our customers as we reach-out with suitable products and services.

MAKTEK Eurasia ISTANBUL Exhibition

(2-7 October, 2012)



Export is an important part of MGT's strategy of becoming a Global Player. Micromatic Grinding Technologies participated at MAKTEK Eurasia, Istanbul, Turkey 2012. Turkey is the 15th largest producer of Automotive components in the World. This was the first ever participation in Turkey & MGT was successful in closing three machine orders during the exhibition. MGT displayed the e-Grind 200 CNC machine & the ECO200 hydraulic Grinder.









Pune Machine Tools Show



In this era of a Buyer's market, it is important for the seller to reach the customers in a timely and effective manner. To improve the visibility of our Products and our Brand, the AceMicromatic Group participates in all major local Machine Tool Exhibitions showcasing products suitable to local markets. Micromatic Grinding Technologies participated in the National level (Annual) Pune Machine Tools Show 2012, India. We displayed our IG-50 (Internal CNC Grinding Machine).





AMTEX Delhi Exhibition



MGT along with AceMicromatic group actively participated and showcased its economical series Simple Grind-50 (CNC external Grinder) at 8th Amtex-2012. The Simple Grind series of machines is developed for customers in the MSME sector. It is cost effective solution for straight plunge grinding, traverse grinding & shafts with multiple steps grinding. Example of applications are Pump shafts, Motor Shafts etc









services

MGT believes that customer service is the key to customer delight. We provide the shade of relief to our customers. We resolve issues and overcome challenges with our timely service to improve your productivity. We walk the extra mile for our customers!

'Service' is the USP of the **AceMicromatic** Group. It is provided by Micromatic Machine Tools with 32 Sales and Service Offices across India, two overseas offices in China & Switzerland along with 250 Trained Personnel. This network is continuously being enlarged with new Franchisees & trained Service engineers being added to meet the demands of the customer and provide effective service. In FY11-12 the Group sold more than 4000 machines.

The organization believes that SERVICE is the strategy behind its success and will continue to be a key differentiator.

Service % of Warranty response time ■ < 4-8 Hrs. </p> ■> 8 Hrs Complaint VASMIN - Value Added Management Services Solutions Quick Preventive Refurbishing Quick Training & Productivity Grinding Response Resolution Maintaince Eduction improvement. Machines in Grinding Trouble % of Warranty Breakdown time < 4-8 Hrs 67.12% 91.78% call #> 8 Hrs Breakdowns responded resolved in <4 Hrs in <4 Hrs *Data for MGT only.

customer meets

We stay in touch, we build relations.

MMT Chennai - Customer Meet

Chief Guest: Mr.C.Kumar(MD) Company: CRP India P.Ltd.

Date: 1st Dec'12

The meet attracted a total of 120 customers, MMT Chennai broke the barrier and confidently added 27 new customers in its fold last year.

Trichy - Customer Meet

Chief Guest: Mr. K G Murali

Company: G K & Sons Engineering Enterprises Pvt. Ltd.

Date: 8th December 2012

A customer meet at Trichy was conducted to celebrate the start of franchise operations and also to introduce the new franchisee, M/s Trichy Machine Tools to our customers in Trichy. It attracted a considerable gathering

of 107 customers.

New Franchisees. New steps.

IIndia is a large country with big opportunities. In order to reach out to every customer and encourage entrepreneurship, MMT has been creating new Franchisee's with help of Ex-employees having a flare for entrepreneurship.

Belgaum Area:

Acmee Machine Tools (AMT) as authorized MMT franchisee. AMT is a partnership firm started by two of MMT's ex-employees, Mr. Bhaskar Bhat (9845995432) & Mr. Basavaraj, (9980002597) who were earlier working at MMT - Bangalore.

Trichy Area:

M/s Trichy Machine Tools (TMT) as authorized MMT franchisee.TMT is a partnership firm started by two of MMT's ex-employees, Mr. R.Ramachandran (9843265434) & Mr. K.R.Thennarasu, (9843265248) who were earlier working at MMT - Coimbatore.

Ranipet Area:

M/s GnaNi Machine Tools (GMT) as authorized MMT franchisee. GMT is a partnership firm started by two of MMT's ex-employees, Mr. S.Gnanavel (9840785521) & Mr. C.Paini, (9444049364) who were earlier working at MMT-Chennai.



















In focus

Our products and services are solution-oriented as we produce industry best machines. We re-define precision and performance with our capabilities and our desire to strive for excellence.

IMTEX 2013 Products & Application Solutions

CNC Centreless Grinder

Salient Features:

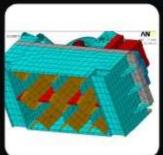
- · Three Axis CNC Center less grinding machine suitable for both through feed & in-feed grinding.
- Honeycomb pattern machine base structure gives extreme Dynamic and Static rigidity & Thermal stability
- The Out board support & the combination of Antifriction Roller bearing & Angular contact bearing will
 provide better radial & axial stiffness & better load rating to the regulating wheel head spindle.
- Complete structure analyzed by FEM experts for optimal structure design.
- 20 different testing protocols conducted on first prototype for Accuracies, Thermal stability, specifications confirmation, Rigidity, Maintainability etc. as per ISO standards.

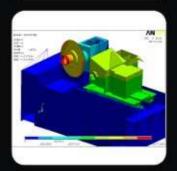
Machine Specifications					
Capacities	Unit	Specification			
Component Size		220.22			
Min-Max (mm)	mm	3-120 180			
Max Length in plunge grinding Center height of wheel from floor	mm mm	1000			
Grinding Wheel					
Ø x Width	mm	Ø610 x 200			
Minimum Diameter	mm	Ø390			
Max. Wheel Surface Speed	m/s	33 (45)			
Grinding Wheel power/rpm Grinding wheel RPM (Min. & Max.)	KW/RPM RPM	22(30)/1500 1000-2200			
Gilliding wheel KFW (Will. & Wax.)	HST IVI	1000-2200			
Regulating Wheel					
Ø x Width x Bore	mm	Ø350 x 200 x Ø152			
		with sleeve			
		Ø350 x 200 x Ø127 without sleeve			
Minimum Ø	mm	Ø270			
Speed Range	RPM	10- 300			
Regulating wheel tilting	Degree	3°-5"			
Motor Power	KW/RPM	2.2/1500			
Infeed Slide					
Max. In feed Stroke	mm	150			
Least Count	mm	0.001			
Swivel of infeed slide	Degree	±1°			
Servo motor	Nm	18 Nm			



Visit us: Think different

Hall: 1A, B-111





i- Grind 50 with CBN wheel

Salient Features:

- High Productivity solution to increase productivity by 15-20% compared to conventional methods.
- Improved consistency in size tolerances, geometrical tolerances due to negligible wheel wear.
- More parts per dress (up to 10X) for reduced cost per part.
- · See more. Do more.





Simple Grind-80

Salient Features:

- 2 Axis CNC
- · Workhead with Variable speed as Option.
- Wheel Head with constant speed as Standard.
- · TPM friendly open Machine cover for easy maintainability.
- · Low cost in process gauging system.





Stallion SH40 Heavy Duty CNC with Robotic Automation for 2W shaft

Salient Features:

- · 60 mps Wheel surface speed.
- · Robot for auto loading and unloading of component.
- · Automatic component loading conveyor.





e-Grind 200 CNC in the automation cell

Salient Features:

- Automation cell with Robot for loading/unloading on three machine cell with ACE Turning machine, AMS Machining centre & MGT Grinding machine.
- Live Turning, Milling & Grinding demonstration in cell with takeaway memento machines in the cell.



Productivity Corner

- Demonstration of New User Friendly Grinding HMI software.
- Demonstration of Portable Diagnostic Tool Grind-Trak[™].





capabilities and innovations NEW

Our capability to deliver efficient outcomes and innovative solutions - make our stems stronger than ever.

Gantry Automation for 2W Camshaft Component

Feature Description:

Gantry Automation on TOYODA Micromatic Cam lobe Grinder + E grind 200 CNC

Main Specification:



Salient Features:

- Complete Automation of the Camshaft Journal & Lobe grinding process.
- Poke-Yoke at input conveyor to prevent wrong part loading.
- Datum pin/key Orientation unit outside machine for lobe grinding operation.
- Tooled up for 3 parts.

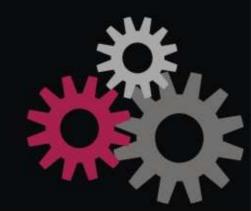
Benefit:

- Deskilling: High level of skilled manpower not required to operate.
- Multitasking: One man can operate several machines.
- Ergonomic: Reduction in operator fatigue.
- · Productivity can be increased without adding manpower.



		Comp	onent Orien	tation		
In put conveyor	Cylindrical grind E-200	SPC shuttle	Orientation station with shuttle	Rejection shute	Cam grinding GC-20M	Out put conveyor

FLOW OF DIRECTION TO RIGHT



Stay Cool with h-Grind CNC

6 Cylinder Crank Shaft being ground on h-Grind

H Grind

Application Information:

Machine : H Grind 500X2000

Cycle Time : 420 sec

Component Details:

Component Length: 1102 mm

Component : CRANKSHAFT (6 Cyl.)

Material : EN-19 Hardness : 30-32 HRC

Special Case:

The tooling has been designed in such a way that both the setups i.e. for LH & RH side grinding are done on the same machine without changing the grinding wheel. This improved the productivity by minimizing the setup time losses for these low volume parts.

Geometrical Accuracy:

Dimensions Have Been Maintained Within An Accuracy Runout, Concentricity & Ovality of the Component Has Been Maintained Within 0.01mm Radius On The Component Has Been Maintained To The Regd. Accuracy

Stock Removal Details:

1.0mm on OD & 0.4mm on Face

Rhino - Crankshaft Journal Grinder

Application Information:

Machine : RHINO-120 CNC

Cycle Time : 18 min

Component Details:

Component : CRANKSHAFT (6 cylinder)

Material : SAE 1548

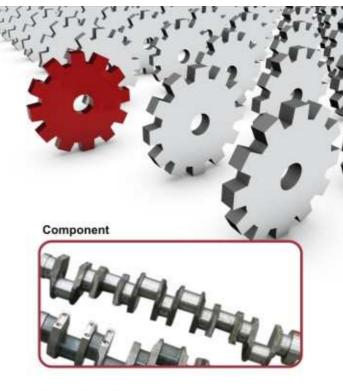
Hardness : CASE HAREDING

Geometrical Accuracy:

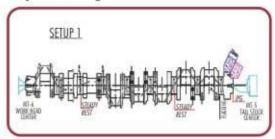
Dimensions Have Been achieved well within the required accuracy. Cp/Cpk > 1.33, surface Finish >0.6 Ra, Taper & Ovality 0.004, Runout 0.05 mm, Radius merging 0.05 mm

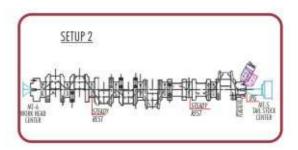
Stock Removal Details:

1.0mm on OD & 0.4mm on Face



Layout Drawing:

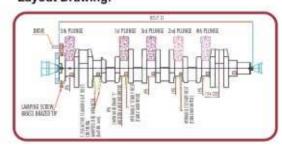




Component



Layout Drawing:



The MGT Advantage

The best testament to the strength of our roots is the sweetness of our fruits!

Mindrill - Customer Feedback

"Micromatic is known for its prompt service. I have done business with them multiple times and there were no problems at all. They offer quick solutions and fantastic costumer services. The moment we encounter any problem, their service engineer is available on a single phone call."

Mr. M Alam MD- Production Mindrill Systems & Solutions Pvt. Ltd.

Customer Satisfaction Survey 2012

A total of 140 organizations were reached out to and 111 firms were covered for the study.

Customers were polled on 4 outcome questions of overall experience, willingness to continue using MGT, recommend MGT as a good company to work with and seeing value for money. Based on an analysis of these 4 questions, we assessed that over 75% of their customers were in the delighted spectrum of the scale (Core) and a small 6% in the "Dissatisfied" group

Compared to the industry benchmarks, Feedback believes that this index of satisfaction is a high score.

A further investigation of their spontaneous expectations reveals interesting takeaways for MGT. Customers were asked to indicate their top 3 expectations from MGT. Product quality (meeting specification, quality of product, built, etc.), service (support, problem management, fixes etc.) and Spares (pricing, availability etc.) emerged as the top three expectations.

Some customers also expected MGT to bring in good / latest technology solutions, new products and to develop recent products to suit the business requirements.

Presale interactions: High level of satisfaction seen at an overall level related to presales (5.71 on of a 7-point scale).

Customization: As for customized machines, the customers expressed satisfaction with the company's overall responsiveness. However, they were opportunities for MGT to do better on new technological developments and add additional capabilities to meet the changing needs of customers.

Order delivery management: Customers expressed a high level of satisfaction with the aspect related to order execution (5.62 on a 7-point scale). They seemed particularly satisfied with the quality of machine packing and the company's promptness in machine commissioning and its efficacy of the brief on handling the machine.

Product: Product quality emerged as a high satisfaction parameter (5.67 on a 7-point scale). They were specifically happy with the quality of the machine, its durability and its performance and productivity.

Customer service: In the customer support aspect, the customers are expecting a faster resolution to the problems. They would also like the complaint to be resolved in the first instance and are seeking a further clarity on the escalation matrix and hierarchy.

Spares: As far as spares are concerned, the customers are looking for more timely and comprehensive quotations and also better availability of spares.





SAP

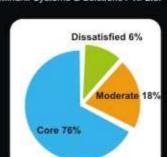
SAP @ MTG-B brings out the best

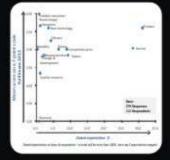
@ MGT-Bangalore

With successful Roll out of SAP at MGT Bangalore plant, we achieved another milestone in successful integration of the two plants. This integration will help in optimizing inventories & make the planning process more efficient. This in turn will lead to faster turnaround times and reduced costs and Delivery lead times to the Customer in the long term.

ISO Certification @ MGT-B

MGT Bangalore successfully completed the ISO 9001:2008 certification audit. We thank all employees for their unwavering commitment to Quality for the Customer.





First Invoice document after SAP Rolluout . L-R: Mr.R.A. Yadav (Core team member), Mr.Narayan Muramatti (CEO), Mr. Sidhartha Dhand(Director), Mr. Shekhar H.K. (Core team Member)

Future Projections

While we continue to achieve new heights, our futuristic approach and visionary outlook helps us remain rooted and achieve depth at the same time.

Grinding Process Solutions

Grind-Trak: The Grinding Data-logger

Grind-Trak is:

- A diagnostic tool for in-process monitoring of the grinding process
- Portable, mobile and modular for use on the shop floor
- Measures grinding power, slide in-feed with time

How can Grind-Track help you?

- Improve productivity by optimizing the grinding process
- Improved grinding and dressing cycles
- Reduction in Cycle time
- · Reduction in Cost per part
- · Quality improvement

Award:

"Most Innovative Solution" at the Productivity Buzz 2012, 7-8 December 20, 2012 At the Productivity Buzz, a landmark event of IMTMA for showcasing productivity solutions in metalworking, the AceMicromatic Group displayed their Productivity Solutions. The Group booth got the "Most Innovative Solution" award for its solutions. MGT displayed its Grind-Trak Solution also at the Booth.

New Development

Remote diagnosis system developed for FANUC-0i Mate TD & 0I -TD / SIEMENS 802D SL:

By: K. Rajesh (DDE-MGTB), Sridhar Haridas (DDE-MGTB), Ashish Rawat (DDE-MGTG), Khalid Khan (DDE-MGTG), Vijay Gujjar (DDE-MGTB)

- · Faster access and solution for critical customer complaints.
- DDE engineers would be able to access the CNC system and then analyze/solution for the problem correctly.
- Expert service engineers not required to visit customer end which saves time, cost and improve productivity.
- Customer end visit of the DDE engineers will be drastically reduced.
- Internet technologies used to solve the problems on field.

How Remote Diagnosis System Works



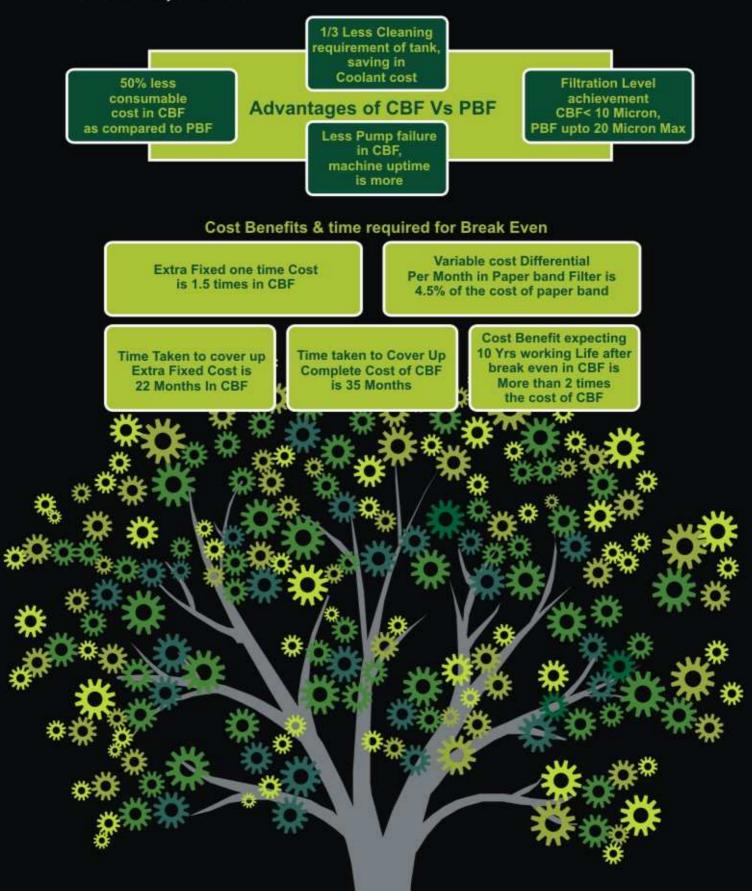






Break Even Analysis: A Tool for making the Right Investment Decisions.

- This tool was used to do the break even analysis of extra cost associated with Compact band Filtration System (CBF) Vs Paper Band Filtration system (PBF). On analysis it was concluded that the higher fixed cost that the customer has to pay initially for CBF system will be recovered within 22 months of use in place of paper band Filtration system. In 35 months the complete cost of the unit can be recovered.
- Expecting a life span of 10 years for CBMF the cost benefit after the Breakeven is more than double the
 cost of the CBF system itself.



environment & society

Natural resources are as much our inheritance as our legacy – MGT reaffirms its commitment to the environment.

The Environmental and Socio-Economic Advantages of Energy-Efficient Motors

Production and the environment cannot be on unfavorable terms. Product development at MGT is continually striving to produce high performance CNC Grinding machines with the lowest environmental impact possible. MGT strives for processes to reduce the environmental impact during the time of production of machines and also emphasizes the elimination of waste and the recycling of materials. Advancements in electric motor design and the associated drive system in modern automation equipment make it extremely energy efficient. In turn the most energy efficient machine will also have the highest performance but there is normally an upfront cost associated with the performance and efficiency. That added cost related with selecting energy efficient equipment may be easily returned in the form of lowered energy costs, high performance and reliability.

Energy efficient motors are best suited to industries which are power intensive & run for more than 3000 hours per annum.

Advantages for high efficiency motors:

- Special design results in lower operating temperatures it enhances the life of motor & reduces the maintenance cost.
- Low noise due to special fan.
- · Short Payback Period.

Calculations for Payback Period

-				
Kw	Output of Motor in Kw	11		
E1	Efficiency of eff1 Motor	91.5%		
E2	Efficiency of eff2 motor	89%		
H	Working Hours per Year	5000hrs		
T	Tariff	Rs 4 kWH		
Α	Purchase price of eff1 motor	Rs. 19000(+20%)		
В	Purchase Price of eff2 Motor	Rs. 16000		

Energy Saving per Year = Rs. $\left(\frac{KW - KW}{E2 E1}\right) \times HX$
Additional Purchase Price in Rs. = A-B
Payback Period in Months = A-B X 12
Energy Saving in Rs.
Energy Saving Per Year = Rs. 6753.8
Additional Purchase price = Rs. 3200
Payback period = 5.68 Months

The more expensive eff1 motor is in fact cheaper.

Going that Extra Mile - The MGT Way

A big thank you from Mr. Jadhav Kailash (Bosch Limited)

"Hello Mr. Mahajan, Thanks for the support & timely medical help provided to our colleague, Mr. Authankar, during his stay in MGTL.We appreciate the efforts of Mr. Vicky Pandit, Ms. Ranjana and Mr. Deepak Kumar."





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Marketed & Serviced by :

Micromotic

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