



## UPVC WINDOW & DOOR MANUFACTURERS ASSOCIATION

### MISSION 2020 - GETTING TOGETHER IS GETTING POWERFUL

#### RECENT SUCCESS STORIES

##### U-RC EVENT SERIES - THE COST FACTOR - AN ESTIMATION ANALYSIS PROGRAM



UWDMA's new initiative U-RC, UWDMA Regional Conferences is aimed to bring together the best of marketing and production minds together to reinvent the UPVC Window & educate and exchange best practices from across the Country. The first in the series is "The Cost Factor" - an estimation analysis program, has been put together with the best in the Industry to bring out a formula to arrive at the COST. Margins, product prices may differ from supplier to supplier but the costs essentially remain the same unless someone ignorantly miscalculates them. The Cost Factor - advises you to put the money where it should be - in your bank- and warns you of potential pitfalls in the Industry

UWDMA extends its reach to the 100s of UPVC window producers across the country with this regional program in every major city possible. We have successfully organized this event in Chennai (May 2017), Bengaluru (June 2017) and Pune (July 2017) with a very interactive audience comprising primarily of UPVC window producers. The Program Agenda would be as follows:

- Opening Session
- Presentation of 10 minutes by the sponsor(s)
- The Cost Factor- Presentation
- Panel Discussion - with moderators
- Live Case Study- of 3-4 Window producers present

On completion of the U-RC Series on The Cost Factor, UWDMA proposes to start a monthly program for Builders and Developers, which will also be taken to all major cities in the country.

#### PRESIDENT'S ADDRESS

Dear Friends,

I am really grateful to the wonderful support from members and industry leaders in conducting The UWDMA Regional Conferences - a series of multi-city programs designed to educate the Window Producers on costing/estimation. Aptly named as The Cost Factor, the first two editions in Chennai and Bengaluru was very well received. Many participants acknowledged it as an eye opener. Window producers are the main drivers of the UPVC Window Industry. Of late many closed down their business due to multiple reasons but the most common was the wrong estimation. In the absence of any books or guides in this business, UWDMA Team took up this task of putting the various costs on the table and opening up the debate on what is happening in the market. I am thankful to Mr. Veeramanikandan - our Tamil Nadu Chapter Head and Mr. Narendra Patel - South Zone Head in getting the industry together for the event and motivating them to open up for discussion.



Mario Schmidt

This series does not aim at cartelization of the industry but to unite us all to fight for our rights and gain more value. It is made especially for all the new comers showcasing the current business model of the industry. Since a turnkey contract for supply and installation is given to the window fabricator, different risk factors to the fabricator are very high compare to industry where only supply of material is going to happen like uPVC pipes.

#### UWDMA ANNUAL GENERAL MEETING 2017

UWDMA hosted their Annual General Meeting 2017 on 13<sup>th</sup> July at the Royal Connaught Boat Club, Pune. The AGM was attended by the esteemed Members from across the country. The special guests invited to grace the meeting were Mr. Vivekanand A Sane, the PVC Business Head - Reliance Industries Limited, who spoke about the Vinyls of Reliance Polymers and Mr. Neeraj Verma of GIZ, (Indo-German Vocational & Educational Training), who addressed the members on their role to support UWDMA Skill Development Initiative.

Mr. Mario Schmidt, President UWDMA, welcomed the guests and encouraged them to participate in all endeavours of the Association & work in tandem with us. Mr. Satish Kumar, Secretary UWDMA introduced all new members and new initiatives UWDMA is involved in. Mr. Amit Malhotra, Marketing Head & Treasurer UWDMA, presented Financial Report of Year 2016-17. He also introduced the U-RC



(UWDMA Regional Conferences) and discussed Sponsorship plans, which will support the hosting of events and training workshops across the country to benefit uPVC industry as a whole.

The members were entrusted with responsibilities in the planned initiatives & some companies graciously pledged sponsorships to help host forthcoming events. Team UWDMA thanks all Members for their participation and encouragement!



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#### UPCOMING EVENTS

1. 15<sup>th</sup> September 2017- Hyderabad
2. 13<sup>th</sup> October 2017- Coimbatore
3. 17<sup>th</sup> November 2017- Ahmedabad
4. 15<sup>th</sup> December 2017-Chandigarh/Lucknow

#### WHY JOIN UWDMA - WE MUST JOIN HANDS

- To strengthen the uPVC industry as a collaborative effort.
- To benefit from workshops that are planned for creating trained fabricators, installers, other artisans through training symposiums across India.
- For heightened exposure through participation in major events
- To get access to Technical Support/ Guidelines for profile and window production.
- To be eligible for Testing facilities with recognized and coveted agencies at concessional rates. Mission 2020- Having our own testing facility.
- To benefit for employability of skilled craftsmen. UWDMA is setting Skill development centers in collaboration with MoSDE...*more*

#### FOR WINDOW & DOOR MANUFACTURERS

- Technical support & provision of a networking platform to have access to knowledge base of all manufacturers.
- Awareness seminars to benefit all.
- Fabricator using UWDMA member's profile will automatically be approved to become a member. Fabricator using non- UWDMA member's profile would need to be seconded by a UWDMA core committee member.
- UWDMA website will have a Help-Centre, where-in one could post queries, which will be answered by our expert technical panel within 24-48 hours.
- Webinars - Every quarter to train on window manufacturing practices...*more*

..... **JOIN US NOW..!**

#### PVC & SUSTAINABILITY

International Speaker – Mr. Mark Everard has been an exponent of the science and practice of sustainable development since the late-1970s, working with governments, businesses, NGOs and academia in multiple countries.

Mark was the originator of the five PVC TNS-based sustainability challenges, which have evolved over nearly two decades into the Vinyl Plus voluntary

commitment at European Union level – 07<sup>th</sup> June 2017.

Mr. Mario Schmidt and Mr. Satish Kumar represented UWDMA in this event organized by Reliance Industries. The post event meeting laid the foundation for the need for a unified Vinyl Council. Reliance is working on it and UWDMA has agreed to actively participate and support it.

#### UWDMA - UFAF PROGRAM

Hyderabad & Coimbatore UFAF – UWDMA representation in these two regional events of UFAF (Upvc Fenestration Associates Forum) to bring the industry under one umbrella was a huge success.

It was attended by a very receptive audience of about 125 window producers from Chennai, Trichy, Erode, Dindigul etc.



#### UWDMA - WORLD OF WINDOWS

UWDMA is the chosen 'Knowledge Partner' for World of Windows, and was represented recently at Jaipur by our core committee members.



#### MINISTRY OF SKILL DEVELOPMENT & ENTREPRENEURSHIP

UWDMA has applied under the NAPS Scheme as a Third Party Agency to provide apprentices to industries under the Regional Directorate of Apprenticeship Training (RDAT) Faridabad. We have support of industries and we look forward to running our very own certified curriculum and establishing our own workshop at Bhiwadi.

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