

# MINUTES OF MEETING

## **UWDMA VISION 2020**

**Venue:** Hard Rock Hotel, Goa

**Date:** 2<sup>nd</sup> – 4<sup>th</sup> February 2018.

# MEMBERS PRESENT:



## **Witness Event:**

**Back Row (Left to Right):** Mr. VB Mohan, Mr. Harish Munireddy, Mr. Kapil Jain, Mr. Syed Anwar, Mr. Pramod Rao, Mr. Vinay Singh, Mr. Dinesh Agarwal, Mr. Rajwant Kumar, Mr. Nikhil Gupta, Mr. Abhinav Bhushan, Mr. Anajn Putatunda, Mr. Pradeep Jain, Mr. Ashim Chugh, Mr. Surender Pandey, Mr. Goronwy Jones, Mr. K. Ravi Kumar.

**Front Row (Left To Right):** Mr. Vijay nawariya, Mr. Satish Kumar, Mr. Manish Gupta, Mr. MN Sridhar, Mr. P. Veeramanikandan, Mr. Narendra Patel, Mr. BK Ramesh, Mr. Pramod Jha, Mr. Amit Malhotra, Mr. Mario Schmidt, Ms. Rima Singh, Mr. Ajit Singh

\* Mr. YP Singh, Mr. Rajesh Chawla.

Reach us: [convenor@uwdmaindia.org](mailto:convenor@uwdmaindia.org)  
**uPVC Window & Door Manufacturers Association**

# UWDMA MANAGEMENT COMMITTEE:



**Mr. Mario Schmidt**  
President  
Lingel Windows



**Mr. Farid Khan**  
Vice-President  
Profine Kommerling



**Mr. Satish Kumar**  
Secretary  
Deceuninck Profiles



**Mr. Amit Malhotra**  
Marketing Head & Treasurer  
McCoy Group



**Mr. YP Singh**  
Technical advisor & Past President  
Fenesta Building System

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# VISION 2020: AGENDA

| Sr. No. | Points Discussed   | Action by         |
|---------|--|-------------------|
| 1       | Welcome Address & Introduction of Participants   | Mr. Amit Malhotra |
| 2       | President Address & UWDMA Updates  | Mr. Mario Schmidt |
| 3       | UWDMA Financials Report for Year 2017-18 (As of 31/12/2017)  | Mr. Amit Malhotra |
| 4       | UWDMA Membership Drive Updates (As of 31/01/2018)  | Mr. Amit Malhotra |
| 5       | Updates on UWDMA's Recent Initiates –BIS, BEE,GIZ,NBC, uPVC Curriculum and Events Etc.                 |                   |
| 6       | Discussion   |                   |
| 7       | Feedback of Cost Factor, Training Centre, Working Teams formation, Certified Window Manufacturer etc.4 |                   |
| 8       | Discussion on Planning & Execution of ABCD Events  | Mr. Amit Malhotra |
| 9       | Discussion on Roles and Responsibilities of Regional Commanders  | Mr. Amit Malhotra |
| 10      | General Market Discussion  |                   |

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## **PRESIDENT ADDRESS & UPDATES by:**

*Mr. Mario Schmidt*

Grand Welcome to all participants for joining us for discussion.

- Mr. Mario Schmidt attended meeting with GOR officials on 18/01/2018 in Jaipur to finalize MOU and its almost done and soon official document signing will happen.
- Curriculum has been finalized and UWDMA will get official status of TPA registered agency is in under process.
- UWDMA will focus on social media, and hire a professional content writer for web content, newsletters and draft write up.
- Suggested formation of working teams. UWDMA certified Window Manufacturer program will be taken into consideration.
- Members to encourage maximum fabricators to join UWDMA. Active participation of all members.

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# UWDMA FINANCIALS & UPDATES

*By: Mr. Amit Malhotra*

- Financial Year 2017-18 is successful for UWDMA as we have added 41 members in last 6 months.
- Many membership are currently in process of discussion to join.
- Discussion on sponsorship and total fee received through cost factor event, Membership renewal fee, Joining Membership fee.
- Currently 16.64 lacks present in our account.
- ABCD (Architects, Builders, Consultants, Developers) events: ZAK will provide delegate support to organize.

# UWDMA FINANCIALS AS ON DATE 31<sup>ST</sup> DEC, 2017:



| Sr.No. | Particulars   | Amount Balance      | Presenter         |
|--------|---|---------------------|-------------------|
| 1      | Total Sponsorship fee received                                      | 9,35,000            | Mr. Amit Malhotra |
| 2      | Total Joining Membership fee received                               | 8,25,000            |                   |
| 3      | Total Renewal Fee received  | 3,00,000            |                   |
| 4      | Total National Convener Fee received                                | 10,50,000           |                   |
| 5      | Total Indirect expenses (events, salaries, travelling & other exp.) | -18,64,953          |                   |
| 6      | Total Balance in account  | <b>16,47,569.86</b> |                   |

# UWDMA MEMBERSHIP UPDATES:



| Sr.No. | As on date | Particulars   | No.       | Person Responsible |
|--------|------------|---|-----------|--------------------|
| 1      | Jan,2018   | Total no of Associates Companies Added                          | 25        | Mr. Vijay Nawariya |
| 2      | Jan,2018   | Total No of Window manufacturers Added                          | 45        |                    |
| 3      | Jan,2018   | <b>Total No Of Members</b>                                      | <b>81</b> |                    |
| 4      | Jan,2018   | Approached no. of Companies in process (discussion for Joining) | 45        |                    |



# UWDMA MEMBERS:



## PROFILE SUPPLIERS & EXTRUDER MEMBERS:

1. REHAU
2. VEKA
3. DECEUNINCK PROFILES INDIA
4. ENCRAFT INDIA P LTD
5. PROFINE INDIA (KOEMMERLING)
6. NCL WINTECH
7. PROMINANCE UPVC WINDOW AND DOOR SYSTEM
8. SALAMANDER WINDOW & DOOR SYSTEMS

## ASSOCIATE MEMBERS:

1. ASSA ABLOY GUOQIANG (SHANDONG) HARDWARE
2. DNV GLOBAL
3. DOW CORNING
4. ELUMATEC
5. GB ENTERPRISES
6. GREINER EXT

7. KINLONG HARDWARE
8. LGF SYSMAC
9. MCCOY SOUDAL
10. PARMAR INTERNATIONAL
11. RELIANCE
12. RENOLIT
13. WUERTH (MARION WUERTH INDIA P LTD)
14. KARTHIK ENGG.
15. TECHNO GREEN PVC
16. OSAKA RUBBER PVT. LTD.
17. WINDOWMAKER SOFTWARE PVT. LTD.
18. HILTI INDIA PVT. LTD.
19. WINDOW MECHANIX
20. THE CHEMOURS INDIA PRIVATE LIMITED
21. GIESSE S.P.A – INDIA BRANCH OFFICE
22. ORGADATA INDIA PVT LTD
23. K M ENTERPRISES
24. KAMAL AUTO INDUSTRIES
25. METALKRAFT WINDOW ACCESSORIES PVT. LTD.

# UWDMA MEMBERS Cont.:



## WINDOW MANUFACTURER MEMBERS:

1. LINGEL WINDOWS
2. FENESTA
3. TORFENSTER SYSTEMS (INDIA) PVT. LTD
4. MADHU INDUSTRIES
5. WINDOWSTEIN (FORMERLY MOHTA ENTERPRISES)
6. RUDRA HITEC INDUSTRIES
7. SARAVANA BLDG PRODUCTS
8. PERFECT WINDOW SYSTEMS
9. SUDHAKAR PIPES.
10. SPECTRUM WINDOWS AND BEYOND
11. GREEN FENESTRATING TECHNOLOGIES
12. SS WINDOWS PVT. LTD.
13. VENTINO WINDOWS PVT. LTD.
14. KHANDELWAL TIMBER AND PLYWOOD
15. PRATAN FENESTRATION LLP.
16. INFINITI BUILDING PRODUCTS PVT. LTD.
17. KAIZEN SOLUTIONS.
18. ROYCE UPVC DOORS & WINDOWS
19. DEEPA BUILDING SYSTEMS
20. FORTUNA BUILDING SYSTEMS PVT LTD.
21. GRACE PLASTOFAB LLP
22. GREEN WINDOWS.
23. TOUGHGLASS INDIA PVT LTD
24. DESCON INFRASTRUCTURES PVT. LTD.
24. ZEN BUILDING SOLUTIONS PVT LTD
25. AIS GLASS SOLUTIONS LTD.
26. ECODUR WINDOORS PVT. LTD.
27. GREENLINE WINDOWS PVT LTD
28. SKYVUE FENESTRATION
29. SUPERWIN TECHNOLOGIES
30. J.S. FUSION INDUSTRIES PVT. LTD.
31. MATRIX INFRACON
32. USHA FENESTRA SYSTEMS PVT. LTD.
33. GREENPLAST INDIA
34. WINPRO WINDOW INNOVATIONS
35. ALLIANCE STUDIO 11
36. KAPS DEVELOPERS PVT. LTD.
37. A P WIN DOOR SOLUTIONS
38. WINDCRAFT FENESTRATIONS LLP
39. FOURSQUARE FAB WORKS
40. APTUS WINDOWS PVT.LTD.
41. GREEN FENSTER INDUSTRIES
42. SHANKAR FENESTRATIONS & GLASSES (INDIA)
43. DARWIN UPVC WINDOW SOLUTION
44. INNOVATIVE FENESTRATION SOLUTIONS
45. INFINITI BUILDING PRODUCTS PVT LTD
46. AKSHAYA BUILDING SOLUTIONS
47. STAR WINDOWS
48. R J ENTERPRISES



## UWDMA's RECENT INITIATIVES by :

*Mr. Satish Kumar*

Year 2017-18 so far has been actively successful for UWDMA in creating mass awareness and adding value to the industry.

Some of the highlights are-

**BIS:** We are waiting for working committee meeting to happen on submitted preliminary drafts.

**BEE:** We will submit technical draft and next meeting will be on technical aspects.

**CPWD:** Profile dimensions in DSR to be changed. The response from the officials is very slow. Concerned person was on leave due to some illness. Mr. Ashok Verma from Wintech has been constantly trying to reach out to them.

**NBC2016:** Reminder letter sent to NBC. Need to be followed up.

- To speed up the work with government agencies it was decided that Mr. Amit Malhotra will talk to CCPS and ask for their proposal to address these issues. If not we will look for a retired CPWD or Government official as part time work to handle this.
- **Installation manual-** Technical committee will complete it by June 30th 2018. Mr. Satish Kumar will lead technical team and Mr. Vijay Nawariya will coordinate with technical committee.

### Action By:

Mr. Ashok Verma

Mr. Vijay Nawariya

Mr. Amit Malhotra

30/06/2018

Technical team &  
Mr. Vijay Nawariya

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## PLANNING & EXECUTION OF EVENTS 2018:

- UWDMA's first day event (ABCD) for Year 2018 with Architect, Builders, Developers, Consultants on Window label, case study or other topic to be decided. Half day with FOSG and half day UWDMA.
- A.B.C.D. first event will be organized in Bangalore on 24/05/2018
- Pending Cost Factor Events Date and Venues decided:-
- U-RC Chandigarh: 23/03/2018: Col. Shailesh Pathak Will extent support to organize.
- U-RC Lucknow: 20/04/2018: Mr. Pramod Jha Will extent support to organize.
- UWDMA WEBSITE – Revamp with helpline / online chat

### Action By:

24/05/2018

Col. Shailesh Pathak  
(23/03/2018)

Mr. Pramod Jha  
20/04/2018

Mr. Amit Malhotra  
& Team

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## TRAINING CENTRE AT BHIWADI ITI:

Mr. Mario Schmidt advised all members to donate machines for skill training center at Bhiwadi ITI.

Lingel Windows will donate 1 lakh Rs./- for training center as per requirement for Tables, machines and other required equipment.

### MEMBERS AGREED FOR DONATING MACHINES:

- Mr. Mario Schmidt: Lingel Windows
- Ms. Rima Singh: Windowmaker (Machines & Software)
- Mr. YP Singh: Fenesta Building System
- Mr. P. Veeramanikandan: Sarvana Building System
- Mr. Rajesh Chawla: Veka India
- Mr. MN Sridhar: Metalkraft Accessories

Mr. Vijay Nawariya will coordinate and make list of machines available with members and their condition.

### Action By:

Mr. Mario Schmidt  
&  
Mr. Vijay Nawariya

Mr. Vijay Nawariya

# UWDMA CERTIFIED WINDOW MANUFACTURER PROGRAM:



UWDMA technical committee consist of Mr. Satish Kumar, Mr. YP Singh, and Mr. Rajesh Chawla will discuss and visit TUV testing lab Bangalore. Mr. Vijay Nawariya will coordinate for same.

## WINDOW PRODUCER CERTIFICATION TEAM:



Mr. Mario Schmidt – Leader, Mr. YP Singh, Mr. Satish Kumar, Mr. Anjan Putatunda.

## WINDOW LABLE PROGRAM:

- Hardware durability : suggested 25-30000 cycles by few members. Need relevant standard.
- Water tightness: Class 3A(Pa150) EN12208.
- UWDMA Guidelines will be circulated amongst all members and window manufacturers.
- Comments on UWDMA Guideline for change by end of February.

## Action By:

Mr. Mario Schmidt  
&  
Mr. Vijay Nawariya

Mr. Satish Kumar

Mr. Vijay Nawariya

28/02/2018

## TECHNICAL TEAM:

**TECHNICAL TEAM FOR INSTALLATION MANUAL:** Mr. Satish Kumar, Mr. YP Singh, Mr. Abhinav Bhushan, Mr. Anjan Putantunda will complete first draft by 30th June, 2018. Installation manual includes animations and more of pictorial.

### **TECHNICAL TEAM MEMBERS:**

Mr. Satish Kumar (Leader), Mr. YP Singh, Mr. Abhinav Bhushan, Mr. Piyush Patel, Mr. Robert Hoellrigl, Mr. Ullas Guliani, Mr. MN Sridhar, Mr. Ashim Chugh, Ms. Jignasa Suthar. Video/Conference call for discussion and status update.



### **Action By:**

30/06/2018

Mr. Satish Kumar,  
Technical Team &  
Mr. Vijay Nawariya

20/02/2018

Mr. Satish Kumar

Mr. Vijay Nawariya

# UWDMA MEMBERSHIP:



## UWDMA MEMBERSHIP:

### **Profile Extruder and Suppliers Members:**

- All existing profile manufacturer needs to submit test certificate as described on membership form.
- Certificate will be published on UWDMA website.

### **Window Manufacturers:**

- UWDMA will invite all window manufacturers for membership.
- Membership will be offered after approval of management committee.

## Action By:

Management  
Committee &  
Mr. Vijay Nawariya

Regional  
Commanders &  
Mr. Vijay Nawariya



# SOCIAL MEDIA CAMPAIGN:

## SOCIAL MEDIA AWARENESS:

UWDMA will invest on web development and make social campaign, awareness webinars, etc. to aware end consumers for why to choose and how to choose uPVC

## MARKETING TEAM:

Mr. Amit Malhotra,

Mrs. Neelam Negi,

Mr. Prem Kumar



## Action By:

Mr. Amit Malhotra &  
Team McCoy

## REGIONAL COMMANDERS KPI:



- To make Presentation for UWDMA for Architects and Developers by 31st March, 2018.
- Make a list of Proposed Members circulated and action by 28 Feb, 2018.
- According to list 20 Members by June, 2018.
- Regional events to be organized once in Quarter.
- Regional Commanders will form a team and approach architects and developers: 2 meetings in a month.

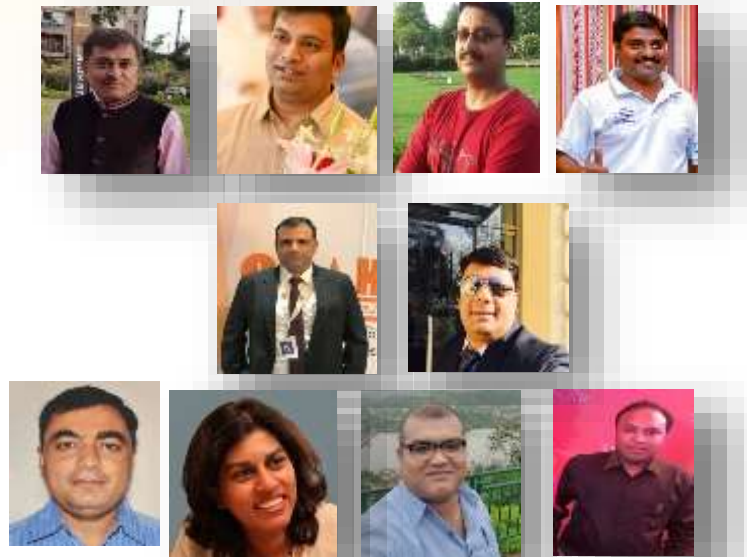
### **Action By:**

Regional  
Commanders by  
31/03/2018.  
June, 2018.

# REGIONAL COMMANDERS KPI:

## REGIONAL COMMANDERS:

- Bangalore: Mr. Narendra Patel
- Chennai: Mr. P. Veeramanikandan
- Hyderabad: Mr. MN Sridhar & Mr. K. Ravi Kumar
- Mumbai/Pune: Mr. Vinay Singh & Mr. Kapil Jain
- Ahmedabad: Mr. Devang Khatri & Ms. Rima Singh
- Delhi NCR: Mr. Pramod Jha, Mr. Nikhil Gupta



## GENERAL MARKET DISCUSSION:

- Perception of the market is that its moving towards high end system Aluminum due to PVC taking the cheap route.
- Many PVC Window producers have added Aluminum Lines.
- Earlier Aluminum Windows were below Rs. 300/sqft and System Aluminum starting at around Rs. 1200/sqft. UPVC was in between. Many Developers and customers who wanted Quality and Value opted for UPVC.
- In the last few years, Aluminum Systems have come down to Rs. 700 – 800 /sqft. UPVC has slipped to Rs. 280 – 320 / sqft. This has lead to many premium customers opting for System Aluminum Windows.
- The consequences were debated and the need for working on window label and standards was re-emphasized.
- Mr. Satish Kumar explained that the market of Color Lamination is growing and all must push it further. Globally White UPVC has become a commodity whereas Color is considered as premium. In Turkey its 40-45% and in Belgium close to 85%. In India it has grown from 0 to 18% for Deceuninck. It is important to bring in innovation to stabilize the market instead of going down on price.

## GENERAL MARKET DISCUSSION Cont.:

- Value Addition – Offering High Performance System where possible to create a niche market.
- Correct Specification – In the absence of BIS / IS Code it is important for Window Producers and Profile companies to get right specifications. The UWDMA Guideline can be used. In case any corrections / additions are needed in the same, Members are requested to comment/revert ASAP. Hard copies will be sent to all members. Soft copies can be downloaded from UWDMA website.

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# UWDMA VISION 2020 SNAPSHOTS:



**THANK YOU**

\*Omission and errors are unintentional

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