



UWDMA

**UPVC Window & Door
Manufacturers Association**

YOU ARE INVITED TO
U-RC 2018-19
UWDMA REGIONAL CONFERENCES

Come Be a Part of us!

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Hosted by UWDMA!

www.uwdmaindia.org

A uPVC Team Window Workshop

Together We Learn - Together We Grow



The UPVC Window is not just profile or glass. It comprises of Profile, Gaskets, Hardware, Steel reinforcement, glass, silicone, fasteners, anchors and right technology to make and install them. The weakest item in this chain causes the UPVC window to fail and thereby giving a bad name to the Industry.

UWDMA has always chosen to be different in its concept and topics. This year we will address the issue of **Quality Window Production and Sales** methods to create better value for UPVC Windows and the UPVC Window Producing Community.



QUALITY SALES-2.0

A Team-Window Workshop

Agenda :

- Registration
- Welcome Address & UWDMA Updates
- Sponsors Discussion- Team Window
- UWDMA Quality Sales Presentation
- Vote of Thanks
- Networking & Dinner

Schedule

Time: 06:00 PM -10:30 PM

Event Calendar

New Delhi 24 Oct 2018 Wednesday	Coimbatore 21 Nov 2018 Thursday	Hyderabad 10 Jan 2019 Wednesday
Bengaluru 6 Feb 2019 Wednesday	Chennai 6 Mar 2019 Wednesday	Ahmedabad 10 Apr 2019 Wednesday

How This Workshop Will Be Executed

Together a window sample will be made at a window producer's unit. The window will be presented to the audience comprising of Window Producers from the city or surrounding region, who will explain each component individually.

Example :

Let's say you make a 2 track Sliding Window with Mesh-

- ✓ The profile team will explain the profiles used for making windows
- ✓ The window producer team will explain the practical issues which one should take care while making this window, where price difference could occur
- ✓ The hardware team would explain the hardware needed for making Sliders
- ✓ The glass team would explain the features of glass, so on and so forth.

The idea is to cover all components of the window by showing a window sample, rather than showing slides of individual companies without showcasing the product.

IMP: The points presented should be short and relevant to the topic

Sponsorship Open For

-  Profile Manufacturers
-  Gasket Producers
-  Hardware Producers
-  Glass Manufacturers
-  Sealant and Foam Manufacturers
-  Anchor Fasteners Manufacturers
-  uPVC Machine Manufacturers
-  Coatings and Lamination Manufacturers
-  uPVC Window and Door Manufacturers

Why You Must Sponsor

- ▶ Widespread Coverage - For the visibility of all, the entire event will be video graphed and shown on the screen LIVE as well as on Social Media. The event videos will be shared with all sponsors.
- ▶ Get to be a part of one and the only platform for the uPVC community and be a recognised player.
- ▶ Address 50+ UPVC window producers under one roof.
- ▶ Highlight your value proposition to the Window Industry.
- ▶ Get to network with UWDMA members for mutual learning and support.

Be active and be noticed!

Contribution By Sponsors

**SPONSORSHIP AMOUNT
RS. 1,00,000 EACH**

- ▶ 15% Discount for 3 Events*
- ▶ 25% Discount for 6 Events*

*To be paid at one time
in advance



Benefits To Sponsors

1. Distribution of Sample Kit, Demonstration kit, carry bags/merchandise (self-arranged by sponsor companies)
2. Lanyard with ribbon bearing UWDMA name and/ or logo
3. Table Space for product display
4. 2 standees inside or outside the hall
5. Maximum 4 passes – 1 speaker and 3 company representatives
6. Sponsor Logo displayed on stage backdrop/standee

A Panel Discussion By Sponsors At The Event



05 Minutes allotted to each participant in the process.

They may present on the following topics, focusing more on the product, and not the brand.

- ✓ Highlight the USPs of the product, the way it is designed and how it is useful.
- ✓ Highlight the standards and tests done
- ✓ Highlight how the product quality is controlled
- ✓ Highlight the performance
- ✓ Enhance more on the end user delight
- ✓ As a customer, why would you choose this product over the others?

It will be mandatory to submit the script of your key points 07 days prior to the event.

Payment Details :

Account Name: UPVC Window and Door Manufacturers Association

Bank Name: Kotak Mahindra Bank

Bank A/c No. 0912248200

Bank Address: Ground Floor Shop No. G/5-9,1111-13, N/2,4, 5,7, Plot No.1&2, Local Shopping Complex, Pamposh, Enclave, GK-1, New Delhi

IFSC Code KKBK0000195

****Please Note-** The payment must be made at least 07 days prior to the event to qualify as a Sponsor.

Come Be a Part of us!