





## **UWDMA TIMES**

\*\*THE ANNUAL EDITION\*\*

uPVC WINDOW & DOOR MANUFACTURERS ASSOCIATION

Nov 2021-Nov 2022





Mr.Satish Kumar (Deceuninck) , awarded for his work & contribution to UWDMA's Technical Committee



Mr.Ullas Gulliani (Kommerling), awarded for his work & contribution to UWDMA's Technical Committee

#### **UWDMA AGM 2021-22**

After a long gap of 2 years due to Covid, UWDMA had remarkable reunion at the Annual General Meeting on 26th Nov 2021 @ Radisson Blu Plaza, Delhi Airport.

The event was hosted by Mr.Amit Malhotra (Mccoy Group) and was focused towards future activities to be organized by UWDMA. Dr.h.c.Mario Schmidt (President –UWDMA) interacted with everyone to have their views and ideas on various aspects for future initiatives.

Mr.Satish Kumar(Deceuninck) & Mr.Ullas Gulliani (Kommerling) were presented with souvenirs for their extraordinary work in UWDMA's Technical committee.





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Mr.Pramod Jha (Spectrum) sharing his views with other UWDMA members.



Mr. Farid Khan (Kommerling) talking to the audience and sharing his ideas.



Mr.Dev Chandvani (Deceuninck) presenting his views to all the members .



Mr.Amit Malhotra (Mccoy Group) addressing the



Mr.Krishna Kumar (Windowmaker ), Mr. Pratap Singh (Windowmaker), Mr. Ashok Verma (Veka)



Dr.h.c.Mario Schmidt (Lingel), Mr.Dinesh Sharma (Lingel) ,Mr.Pramod Jha(Spectrum Windows) ,Mr.Ullas Gulliani (Kommerling), Mr. Satish Kumar (Deceuninck), Mr.Y.P. Singh(Fenesta), Mr.Saurabh Mathur (Dhabriya Polywood)



Mr.Vikas Malhotra (DNV Hardware), Mr. Neelesh (Sudhakar Profiles) ,Mr.Mahesh Kumar(Sudhakar Profiles )





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#### PARTICIPATION IN ZAK @ MUMBAI'21

Once again , the spirit of uPVC window industry could be witnessed at ZAK EXPO 2021@MUMBAI .

UWDMA members who participated or visited the expo made sure they stop by at UWDMA's booth and get their photographs clicked .

Meanwhile Dr.h.c.Mario Schmidt (*President UWDMA*), visited booths of all UWDMA members who participated in the expo and got some interesting videos made.

It was pleasure to see enthusiasm and unity of uPVC window industry fraternity .





















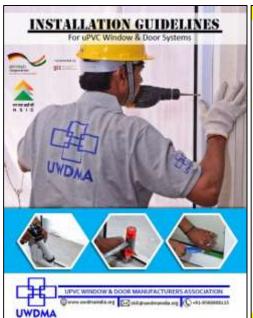






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## LAUNCH OF UWDMA INSTALLATION GUIDELINES





To bring benchmarking and standardization in uPVC window & door installation , UWDMA launched its Installation Guidelines on 14<sup>th</sup> June at NSIC ( National Small Industries Centre ) , Chennai .

These guidelines are result of efforts and hard work of UWDMA members. These guidelines were inaugurated by Mr.Chandrasekhar Reddy (GIZ), Mr.Satish Kumar (Deceuninck), Dr.h.c.Mario Schmidt (President-UWDMA),

Mr.U Venkatachelapathy (NSIC) and Mr.Veeramanikandan Palanisamy (Sarvana Building Products).



Mr.Chandrasekhar Reddy (GIZ) , Mr.Satish Kumar (Deceuninck) , Dr.h.c.Mario Schmidt (President-UWDMA), Mr.U.Venkatachelapathy (NSIC) , Mr.Veeramanikandan Palanisamy (Sarvana Building Products)







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#### **UWDMA INSTALLATION WORKSHOPS IN VARIOUS CITIES**

From 14th June'22 To 29th Sep'22

With the mission to promote " A uPVC window is as good as its installation ", this year UWDMA focused on providing deep in sights about uPVC window installation by organizing 'Live Window Installation Workshops ' at various cities like Chennai , Ahmedabad ,Bangalore ,Hyderabad & Gurugram .

During these workshops ,live installation of a uPVC window 2 track sliding window on a wooden wall was shown , following step by step procedure ,starting from correct measurement method to removal of protective film .

The most interesting part was the common problem that occurred in all the workshops, that was misalignment of the siding panels resulting in non locking of espagnolette cams in the strikers. Therefore the attendees were able to learn through live problem solving through glass alignment & frame re-alignment.

UWDMA thanks its patrons Klimas Fastener Technologies , Eva Software , Sudhakar Profiles , Insta Hardware & Kingston Sealants for their support to these workshops .

#### INSTALLATION WORKSHOP @ CHENNAI ON 14TH JUNE '22





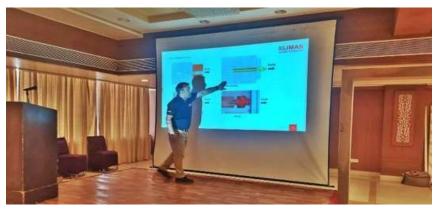




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#### INSTALLATION WORKSHOP @ AHMEDABAD ON 25TH AUG '22



Product Presentation By Klimas Fastener Technologies







#### INSTALLATION WORKSHOP @ BANGALORE ON 8<sup>TH</sup> SEP '22







Product Presentation By Eva Software

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#### INSTALLATION WORKSHOP @ HYDERABAD ON 8TH SEP '22







Product Presentation By Sudhakar Profiles

#### INSTALLATION WORKSHOP @ GURUGRAM ON 29TH SEP '22









Product Presentation By Kingston Sealants



Product Presentation By Insta Hardware





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#### INAUGURATION CHENNAI CENTRE 8th Aug 2022

UWDMA reached another milestone in skill development initiative for uPVC window & door industry with inauguration of its second skill development center for uPVC window & door fabrication on 8th August 2022 at NSIC, Chennai .This project is a joint effort of UWDMA, NSIC and GIZ.

It was a pleasure to witness the passion of UWDMA members towards upliftment of uPVC window industry as they came forward and contributed funds for entire project in just 48 hours . That showed unity of uPVC window industry fraternity and the passion to invest and work together for betterment and upliftment of the industry. As a result of these contributions, this center is equipped with all latest machines & tools required to fabricate uPVC windows & doors.

Dr.Rodney Reviere (GIZ) chief guest for the ceremony inaugurated the center. During the ceremony appreciation certificates were presented to all the contributors for this project.

With this training center UWDMA looks forward to create skilled manpower for the industry in future.









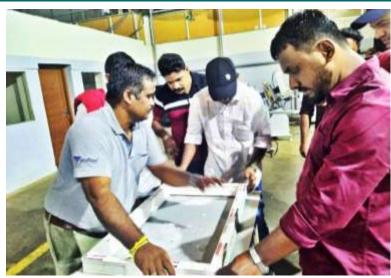




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31st -1st-2nd Nov 2022

With the objective to impart knowledge about correct uPVC window Manufacturing process, UWDMA organized this 3 Day workshop at Chennai . The attendees were from Kerala , Hyderabad and Chennai.

Trainers -Mr.Bhagwati (Fenesta Building Systems) & Mr.Vasantha (Profine India-Kommerling) demonstrated entire fabrication process of an outside opening casement along with hardware fitment to the attendees .

During the workshop , the attendees also performed different manufacturing process practically by themselves .











## uPVC WINDOW-DOOR SALES 27<sup>th</sup> January 2022

This interactive workshop was organized for newly employed sales and marketing executives to give them deep insights about uPVC window-door market and its sales . This workshop focused on how to sell uPVC windows & doors and how a person can excel at sales .

#### uPVC WINDOW-DOOR DESIGNING 4th February 2022

This 2 hours training workshops attended by 100 + participants, focused on all aspects of uPVC window & door designing. It taught how to design an uPVC window or door based on client's requirement and various technical aspects like designs, maximum & minimum width and height, selection of glass, sash weight etc





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## "THE WEBINAR MARATHON"



**APR-MAY 2022** 



## THE COST FACTOR ANALYSIS

In the times when prices of raw material were so unstable and it was being really hard to predict anything about the rates, UWDMA organized this webinar on THE COST FACTOR to stand with the industry and give them a view about the entire scenario . In this webinar industry leaders like

Mr.Farid Khan (Kommerling),
Mr.Satish Kumar
(Deceuninck), Mr.Jagadeesh
Kumar(Gealan), Mr.Amit
Malhotra (Mccoy Group),
Mr.Nikhil Gupta (GB
Enterprises), Mr.Karan Shah
(Pego), Mr.Ajay Tenany
(Siegenia), Mr.Raman Dhiman
(Insta Hardware)

shared their views about current & expected Market conditions and how one can sustain in such a volatile market conditions.





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## HOW TO BUILD A HEALTHY COMPANY?

This special webinar, on 6<sup>th</sup> May' 2022 was organized to bring the focus on a very important thing i.e. to be a happy boss and to have happy employees.

The key to build a healthy company is to have happy employees because happy and satisfied employees performs better at their jobs.

This webinar was presented by Mr.Pramod Jha (Spectrum Windows & Beyond ) and Dr.h.c.Mario Schmidt (Lingel group ) . Both the presenters showed variuos ways to build a healthy & happy company .

## **uPVC WINDOW & DOOR TENDER SPECIFICATIONS**

On 13<sup>th</sup> May at 4:00 pm , UWDMA's Tender Specification Document was introduced on this special webinar presented by Mr.Ullas Gulliani ( Profine India –Kommerling ) , lead member of UWDMA Technical Committee .

This technical guidance document is to help architects and end users to select correct uPVC windows & doors for their projects. This document will guide them to make various checks about profiles , hardware ,reinforcement ,glass etc while making the final decision .

This document is available and can be downloaded from UWDMA's website (www.uwdmaindia.org)





- Design Requirements
- · Profile Specification
- Hardware Specification
- Reinforcement Specification
- Glazing & Weather strip
- Fixing Requirements
- Fabrication Requirements





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WEBINAR

#### HOW TO CUT DOWN YOUR COSTS?

For uPVC Window-Door Manufacturers

18<sup>TH</sup> MAY'22

WEDNESDAY

04:00 PM

Mr.Veeramanikandan Palanisamy ( Sarvana Building Products)



One of the First Manufacturers Of uPVC Windows in India.

"When we can't do anything about increasing raw material prices, lets learn how to cut down the Costs, from the man who is in this industry since 22 years"



- PRODUCTION LOSS
- CONTINOUS CASH LOSS
- UNEXPECTED LOSSES
- LOSSES AT SITE

## HOW TO CUT DOWN YOUR COSTS ?

This webinar ,on 18<sup>th</sup> May'22 was organized with the purpose to support the uPVC window manufacturers to figure out ways to cut down their costs and make profits because in volatile market conditions where the rates of the raw material are too high , the only way to make profit is too know where the funds are draining and to project various methods to save that draining money .

This webinar was presented by MrVeeramanikandan (Director-Sarvana Building Products ).



FREE WEBINAR

#### ADHESIVES FOR UPVC WINDOWS & DOORS

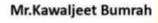
27III MAY'22

FRIDAY

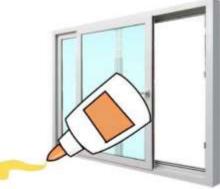
04:00 PM

## ADHESIVES FOR uPVC WINDOWS & DOORS

From the house of the experts in adhesives 'Henkel', Mr. Kawaljeet Bumrah presented this webinar on adhesives for uPVC windows & doors. Deep insights about the technology and usage of adhesives was shared in this webinar on 27th May 2022.







Get to know the usage , technicalities and correct application of adhesives in uPVC Window & Door Systems from the specialists themselves .... HENKEL .





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## 7.5 HOURS FREE ONLINE TRAINING PROGRAM

10<sup>th</sup>-11<sup>th</sup>-12<sup>th</sup>-13<sup>th</sup>-14<sup>th</sup> October 2022

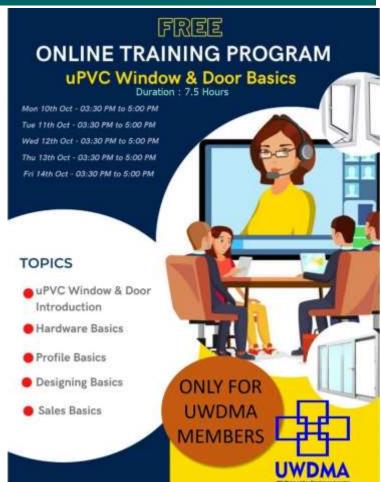
This October one week online training program was organized especially for UWDMA members . UWDMA members enrolled their newly employed team members for this workshop to get them trained about uPVC Windows & Doors .

This was a 5 day program with 1.5 hours session everyday . Each day different topics were covered like Basic Introduction to uPVC windows& doors , hardware , profiles , designing of uPVC window systems & Sales of uPVC windows & doors .

#### 4 HOURS FREE SALES TRAINING FOR EMPLOYEES OF AN UWDMA MEMBER -DEC GROUP

16th & 17th November 2022

On 16<sup>th</sup> & 17<sup>th</sup> September'22 ,4:00 PM to 6:00 PM , UWDMA organized a 4 hours training workshop for employees of one of the newest UWDMA member, DEC group (Hyderabad). DEC group is a big organization with their branches in many businesses like aluminium formwork , pre-engineered doors , Pre-Engineered structures, pvc pipes, construction chemicals eis. Now DEC group is going to have its new branch in uPVC window & door industry . With the intent to get their sales force knowledge about uPVC windows & its sales, DEC group asked UWDMA to arrange these training sessions for their team . Team DEC was really happy and satisfied with their learnings from these sessions.





All UWDMA members are always welcome to book training sessions for their employees to up-skill their team.





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I.T.I Kishangarh



I.T.I Suheta



I.T.I COLLEGES VISIT

June-July 2022

For imparting awareness about uPVC window industry among young I.T.I students and mobilization of trainees for the new 3 month course team UWDMA visited many I.T.I colleges near Bhiwadi from June to August . As most of the ITI students were unaware about uPVC windows and doors , during theses visits they were told about uPVC window industry and carrier opportunities in it .

Students were excited to know about the industry and to see the window samples and showed great interest in joining UWDMA's 3 month course of uPVC Window-Door Fabrication .





I.T.I Behror





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#### MOU WITH YADHUVANSHI ITI

26th May 2022

After signing its first DST MOU with Government ITI Bhiwadi in January 2021 ,this year UWDMA signed its second DST (Dual System Of Training ) MOU with Yadhuvanshi I.T.I , Behror on 26<sup>th</sup> May 2022 .

Under this DST MOU , in their 2 years course , students of fitter trade will undergo 1 year of practical training at uPVC window & door manufacturing units  $% \left( 1\right) =0$  .

Therefore once the students have completed their ITI course , they would be already trained in uPVC window fabrication and ready to work in uPVC Window industry .



Mr.S.N.Sharma (UWDMA Trainer) , Mr.Sompal Yadav (Principal ,Yadhuvanshi I.T.I ), Dr.h.c.Mario Schmidt (President UWDMA)





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#### 3 MONTHS COURSE "uPVC Window Fabrication" August 2022

When UWDMA was formed in the year 2008, its one of the main vision was to create skilled and trained manpower for the uPVC window & door industry, and since July 2018 UWDMA is continuously working in this direction by imparting training to young school & college graduates in uPVC window fabrication at UWDMA Skill Development Centre at Bhiwadi.

Taking one more step towards this vision, UWDMA started its 3 Months course in uPVC window fabrication where ITI graduate trainees would learn entire fabrication process at this fully equipped training center at Government I.T.I College, Bhiwadi.

Once this course gets completed and the trainees would pass their exam , in November UWDMA members would be invited for recruiting these trainees in their companies .











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## 14<sup>th</sup> Sep 2022

On  $14^{\text{th}}$  Sep 2022 , trainees of UWDMA Skill Development Centre , Bhiwadi were taken for an industrial visit to Manesar to witness the live fabrication process of uPVC windows and door .

The trip was organized and supported by two of the UWDMA members from Manesar , Window Magic and LKLS Windows .

During the visit the trainees were explained all the manufacturing processes in details at various stations at both the manufacturing units and they got a deep insight about working of uPVC window manufacturing unit.







#### TRAINING THE FUTURE FABRICATORS

August 2022

UWDMA's one of the newest initiative is to impart training to entrepreneurs who wants be a uPVC window & door manufacturer .

The objective behind this training is to impart a clear knowledge of correct manufacturing process and the right raw material to the new entrepreneurs who are going to enter the industry, because if prior entering the industry they will be having knowledge about the correct

manufacturing processes and raw material they will be able to manufacture and sell good quality uPVC windows & doors in the future .

The first entrepreneur to enroll for this course is Mr.Hitesh Yadav from Gurugram , Haryana. He travels everyday to Bhiwadi for pursuing this course .





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## EXAMINATION & PLACEMENT INTERVIEWS OF THE TRAINEES

15th -16th Nov 2022

After completing their 3 months course in uPVC window & door fabrication , the trainees had their exams on  $15^{\rm th}$  November '22 . It was a six hours exam with 1 hour 30 minutes theory exam and rest was practical . During the practical exam the students were asked to make 2 track sliding windows .

All the students performed really well in the exam . Ashish Kumar(Alwar) stood first with 95.5% marks , Mekahdeep (Punjab) stood second with 95% marks .

On 16<sup>th</sup> November'22 UWDMA members – Windowmagic (*Manesar*), LKLS (*Manesar*) and Harvy Interiors (*Gurugram*) visited the center for taking interviews and selecting candidates for offering them placements at their companies.



Team L.K.L.S (Manesar) interviewing the candidates.



Team Window Magic (Manesar) interviewing the candidates .





Harvy Interiors (Gurugram ) interviewing the candidates .





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After completing their 3 months course in uPVC window & door fabrication and passing their exams successfully , on 17<sup>th</sup> September 2022 , trainees of UWDMA skill Development Centre had their convocation ceremony at Grand Metro Hotel , Bhiwadi (Rajasthan) .

Mr.S.N.Sharma (Senior Trainer-UWDMA Skill Development Centre ) welcomed and motivated all the trainees with his beautiful words.

Students received their certificates & mark sheets from Dr.h.c.Mario Schmidt (*President-UWDMA*, *Leader – Lingel Group*). Dr.h.c.Mario Schmidt congratulated the students and wished them to have a successful future in uPVC window & door industry.

After the distribution of certificates , trainees celebrated their success by dancing on Punjabi music .













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## PRODUCTION TRAINING FOR UWDMA MEMBER'S EMPLOYEES

One of the newest UWDMA member, Aspire Windows (Bhatinda, Punjab) was previously in glass industry and is going to start a uPVC window manufacturing unit. With the intent to get a person trained in uPVC window & door fabrication who can thereafter work as a supervisor to manage a production team by himself, Aspire windows sent their employee, Mehakdeep to UWDMA skill development center for undergoing a 3 months course in uPVC window & door fabrication . UWDMA provided free training to him and as a result Mehakdeep is in a place to make uPVC windows by himself and also to lead a team . Mehakdeep stood 2<sup>nd</sup> in the examination with 95 % marks and received his certificate and prize from Dr.h.c.Mario Schmidt during the convocation ceremony .



Calculating production size of a uPVC window.

All UWDMA members are always welcome to send their production employees to the training center for getting them trained in uPVC window fabrication.



Mehakdeep Singh receiving certificate of completion from Dr.h.c.Mario Schmidt.



Mehakdeep Singh receiving prize for obtaining 95% marks In the examination ,from Dr.h.c.Mario Schmidt.



#### UWDMA TIMES UWDMA 2023



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## CREATING SALES TEAM FOR UPVC WINDOW INDUSTRY

One of the upcoming UWDMA's initiative for 2023 is to create ample trained sales work force for uPVC window-door industry . During our conversations with industry members , especially with uPVC window manufacturers , UWDMA realized ,apart from trained production staff, uPVC window industry also need trained sales staff. With this vision, UWDMA is going to associate with BBA and MBA colleges at different locations and train their students in uPVC sales through online classes. Once the students are out of their colleges they would be ready to enter uPVC window industry. UWDMA members would be able hire these young executives from these colleges.

## CREATING uPVC WINDOW DESIGNERS FOR UPVC WINDOW INDUSTRY

Another field which skilled requires manpower is windows designing i.e. the team which makes quotations & production sheets. With this vision to create window designers for our industry, UWDMA is going to associate with BCA and B.TECH colleges at different locations and train their students in window designing . Out training partners in this initiative are Eva , Windowmaker & Orgadata .During this course the students are going to have practical training of working on these softwares. UWDMA members would be able hire these young window designers from the colleges.



#### **UWDMA TIMES UWDMA 2023**

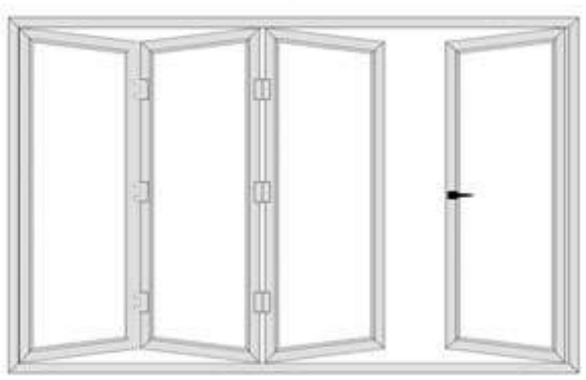


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# ON SLIDE & FOLD HARDWARE FITMENT AT VARIOUS CITIES

After successful workshops on uPVC window installation in 2022, in 2023 UWDMA is coming with live workshops on slide and fold hardware fitment at various cities . One of the UWDMA members Sigenia, would be our training partner in this entire series During these workshops, step by step process of slide and fold hardware fitment process would be shown to the attendees and hardware installation also manuals would be shared for better clarity.









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#### **PROFILES**



















#### **HARDWARE**



























#### **FASTENERS**





#### **FOIL**





#### GASKET/ WOOLPILE





#### **MACHINES**





#### **RAW MATERIAL**







**ADHESIVES** 



ALP

**OVERSEAS** 

**POLYMERS** 

REINFORCEMENT



**SEALANTS** 







#### **SOFTWARE**











### UWDMA TIMES UWDMA upvc WINDOW MANUFACTURERS



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### UWDMA TIMES UWDMA upvc WINDOW MANUFACTURERS



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#### WELCOME NEW MEMBERS

(Dec 2021-Oct 2022)



ARC INFRA INDUSTRIES





ASPIRE SOLUTIONS





BUILDING SOLUTIONS











EUROTECH HOMES DECOR









HINDUSTAN MARKETING





JS BUILDING SOLUTIONS











MAAMANGALA TRADERS

MAKE ONE INTERIO



NEELCON AUTOMATION & ARCH PRODUCTS







SHIVANG INFRATECH



SUN CONTROL SYSTEM

























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## THAN 30 ACTIVITIES THIS YEAR

## " CALLINE " C

## "ROAD SHOWS & EVENTS "

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ZAK MUMBAI'21 03

LAUNCH OF UWDMA
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INSTALLATION WORKSHOP – AHMEDABAD 06

INSTALLATION WORKSHOP – BANGALORE 06

INSTALLATION
WORKSHOP - HYDERABAD 07

INSTALLATION
WORKSHOP – GURUGRAM 07

3 DAYS PRODUCTION
WORKSHOP – CHENNAI

09

INAUGURATION -CHENNAI
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