

GLASS NEWS

A Specialised Magazine to Countrywide Flat Glass Industry & Trade

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October - December, 2024

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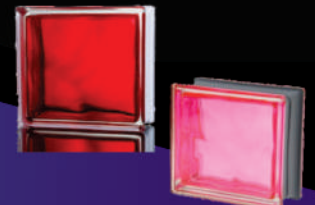
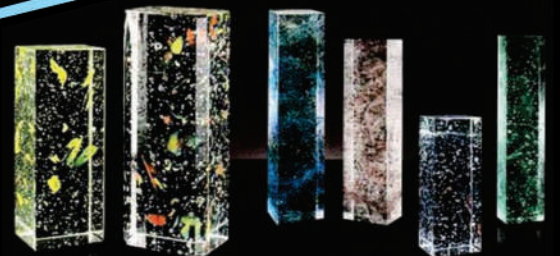
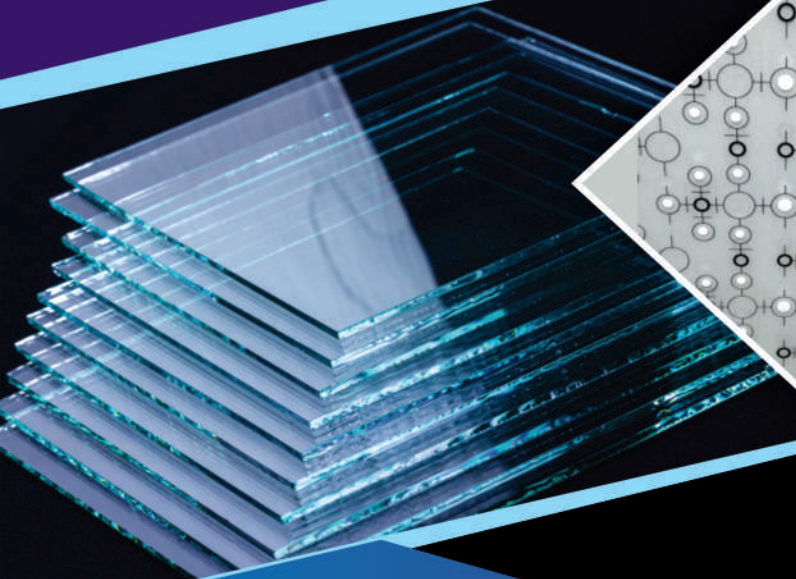
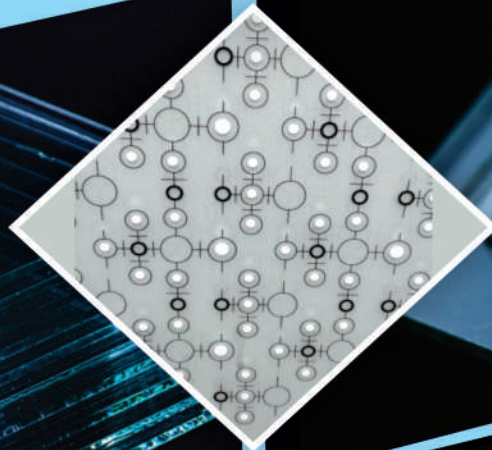


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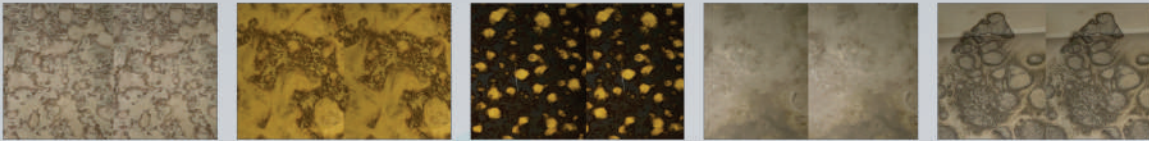


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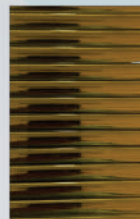
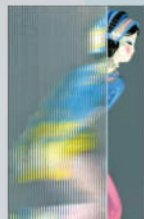
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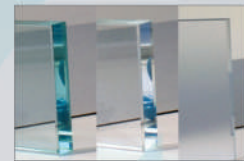
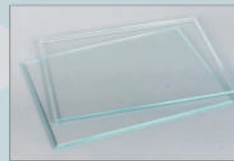
Lacquered Glass



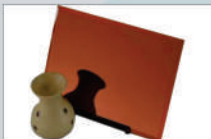
Masterline/Fluted Glass



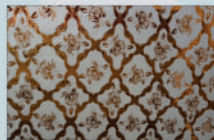
Extra Clear Glass



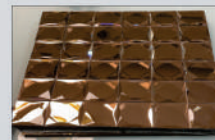
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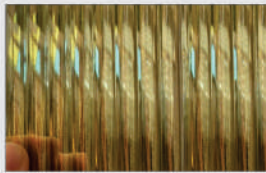
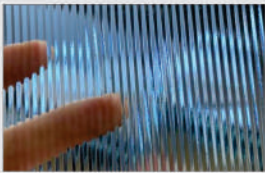
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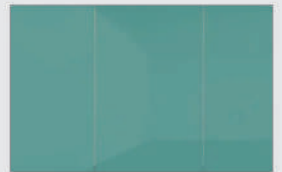
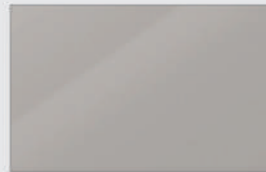
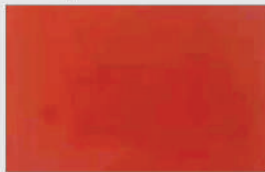
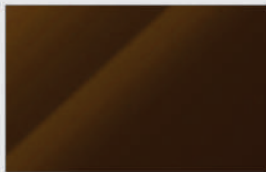
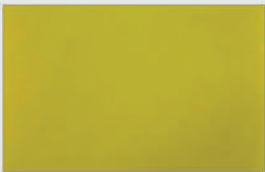
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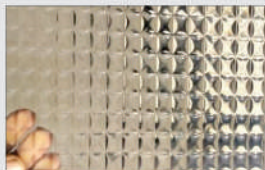
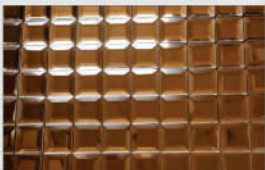
Fluted Glass



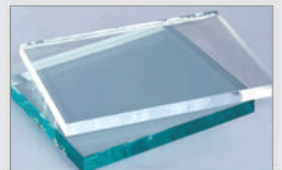
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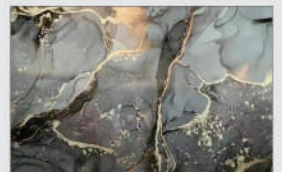
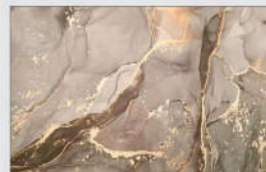
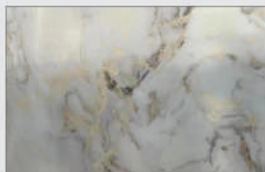
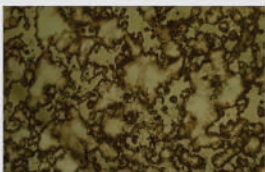
Mosaic Glass



Extra Clear Glass



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Glass Bricks

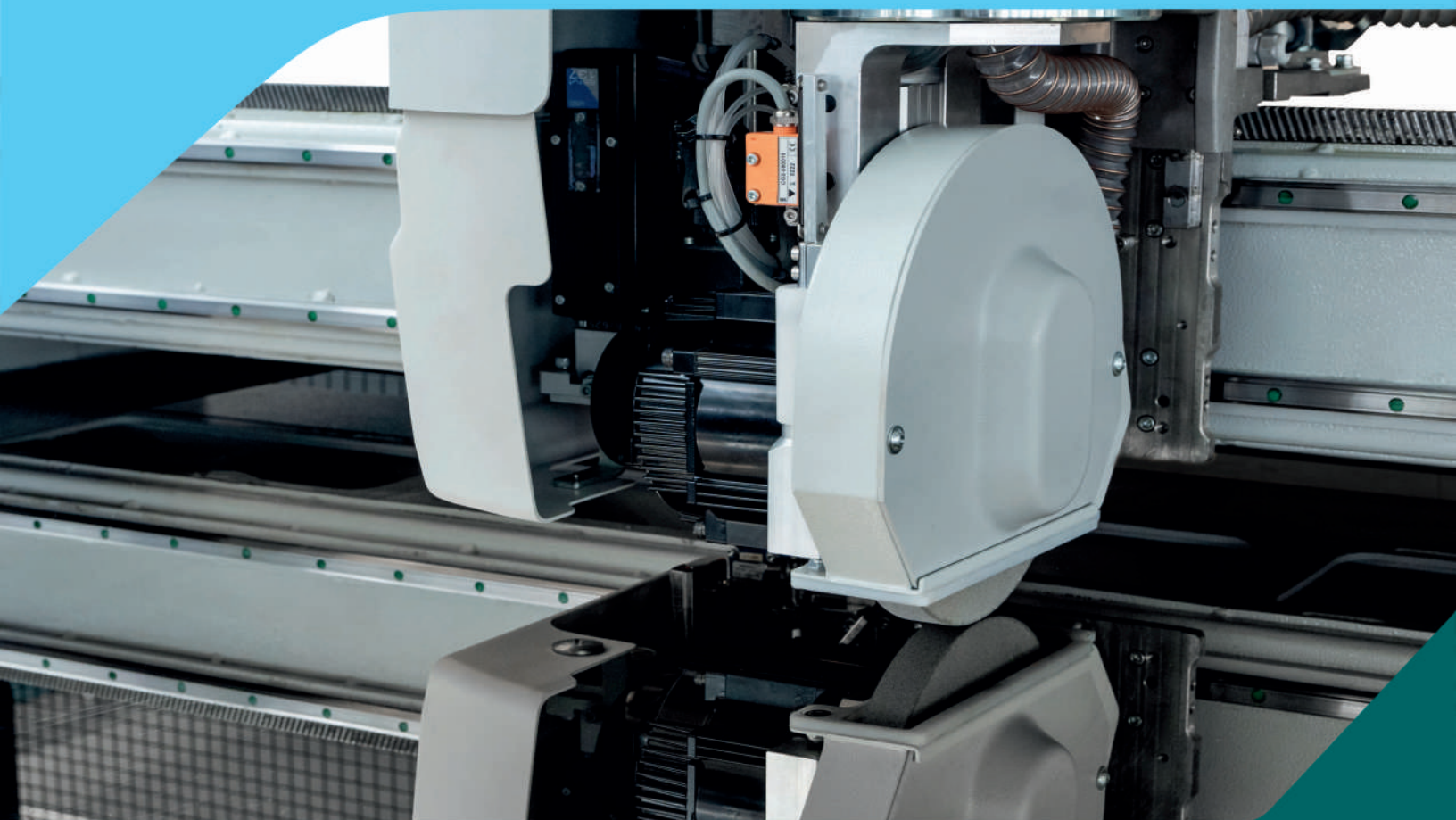


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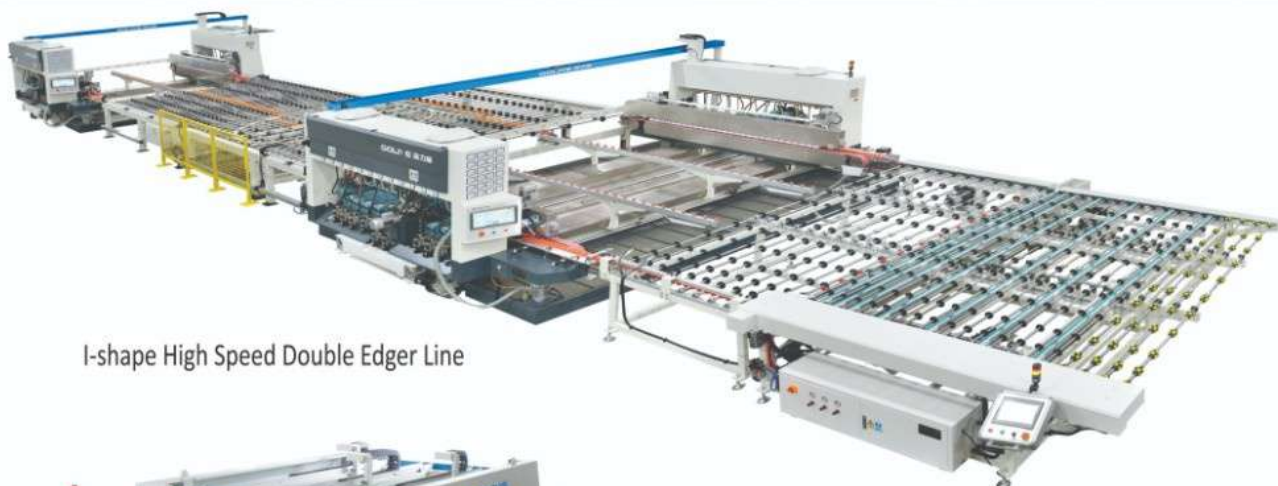
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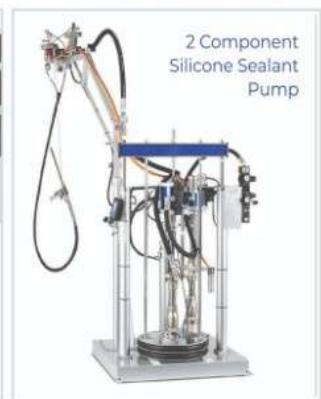


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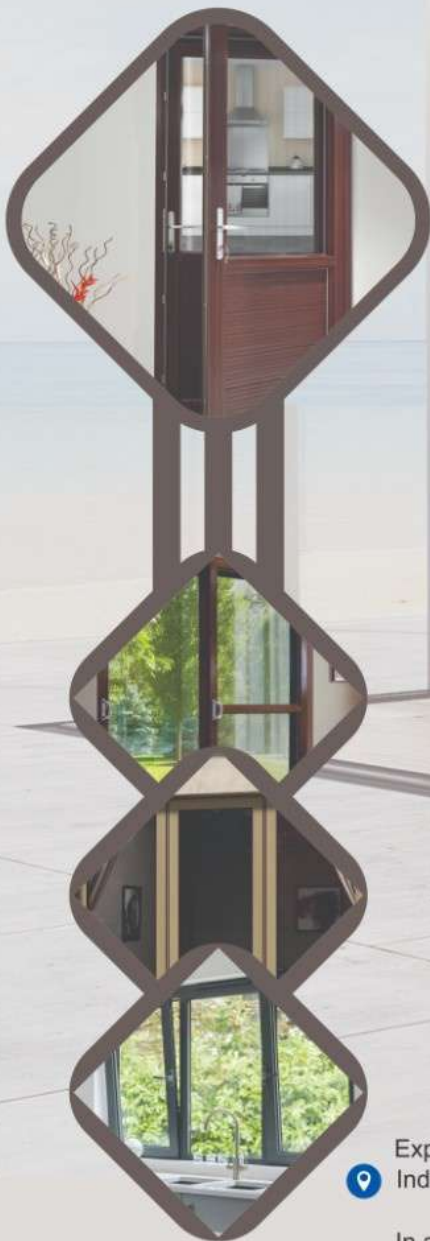
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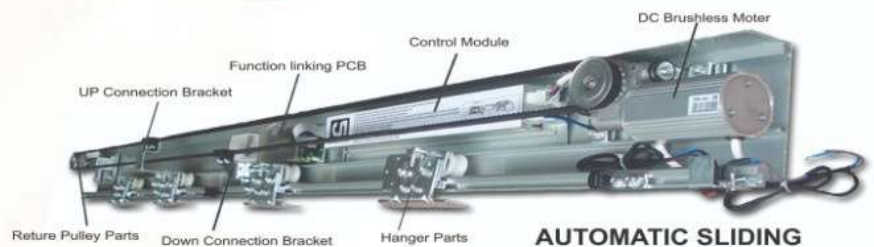


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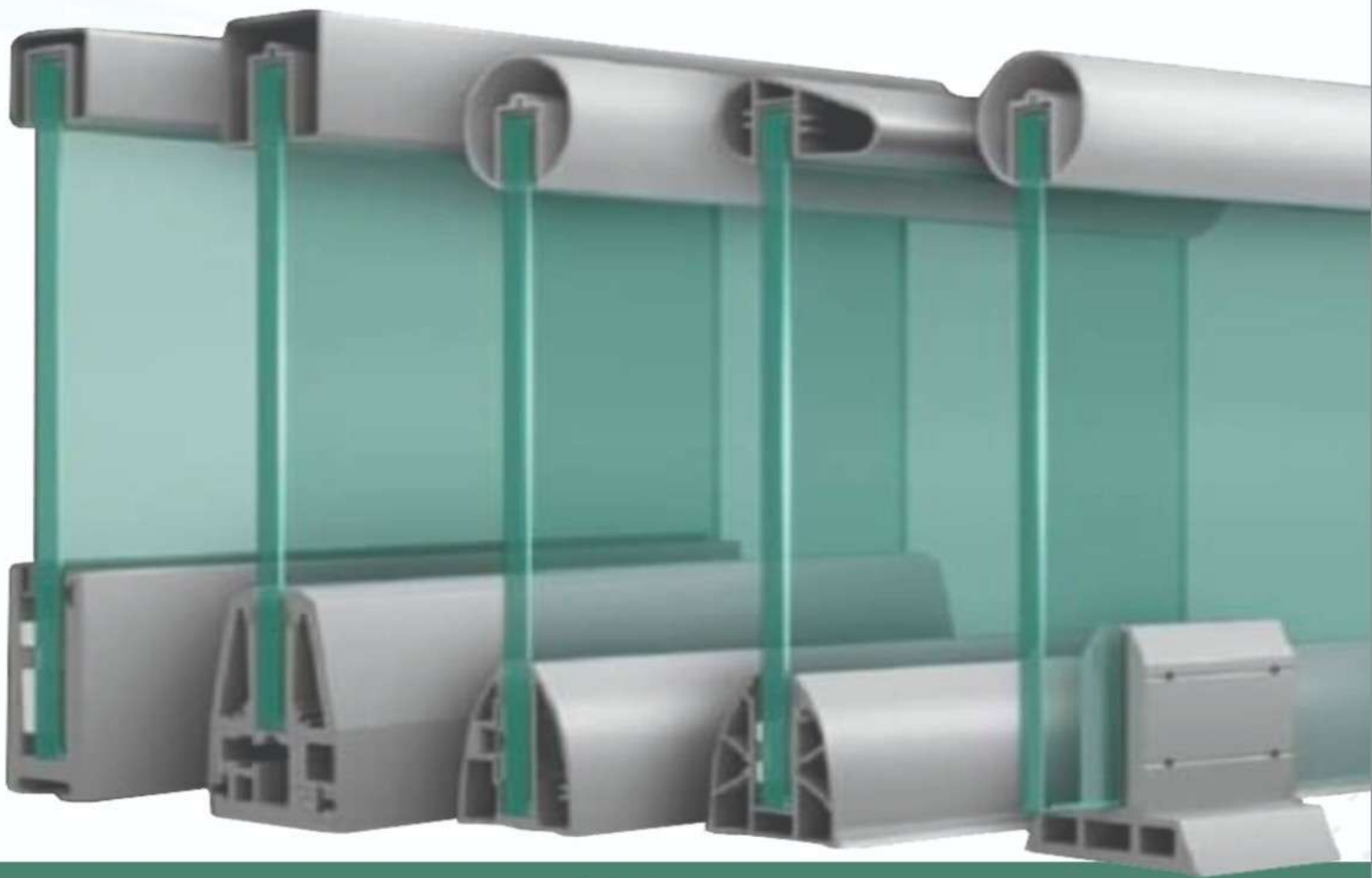
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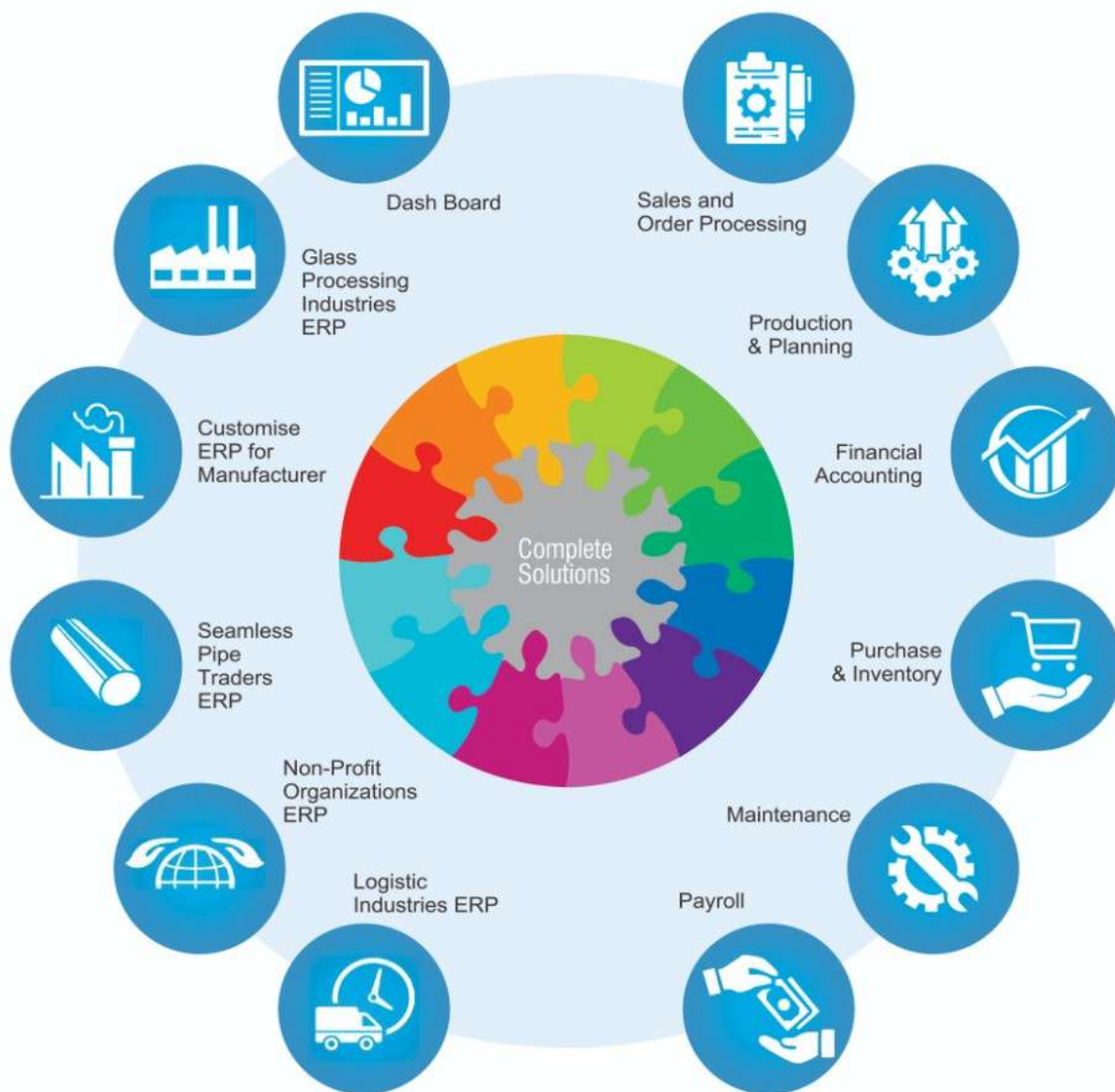
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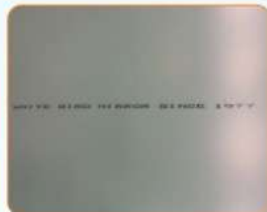
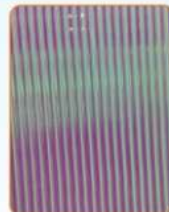
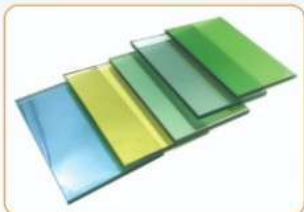
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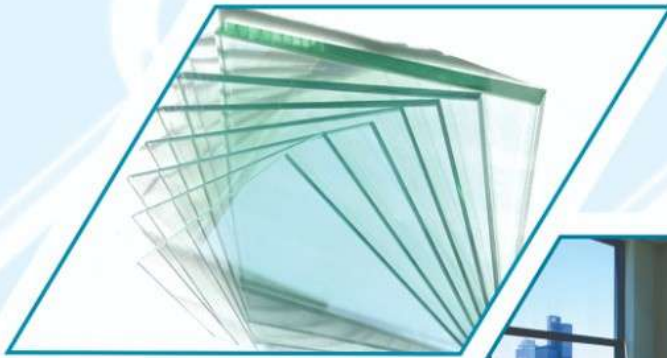
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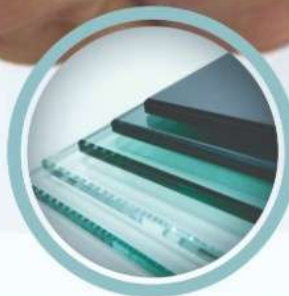
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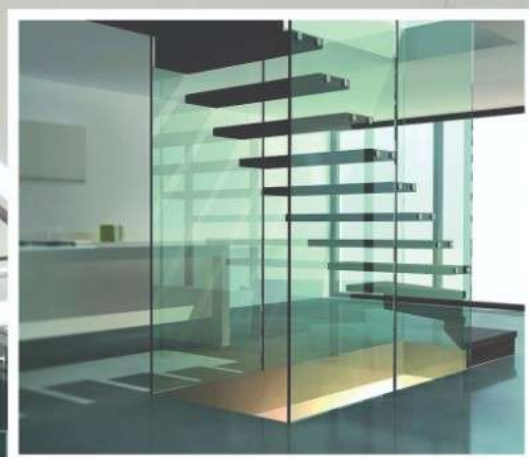


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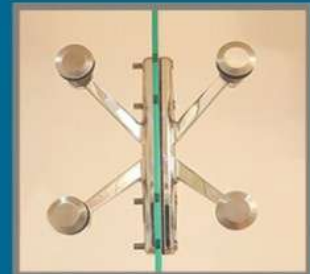
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घरेलू मार्केट में फ्लोट ग्लास की मांग यथावत् होने के बावजूद भी कीमतों में निरन्तर गिरावट का क्रम जारी



चालू वित्त वर्ष 2024-25 की तीसरी तिमाही (अक्टूबर-दिसम्बर 2024) के दौरान घरेलू मार्केट में क्लीयर एवं टिन्डेड फ्लोट ग्लास, लेक्ड ग्लास, रिफ्लेक्टिव ग्लास एवं मिरर की मांग यथावत् रहने के बावजूद घरेलू निर्मित फ्लोट ग्लास की कीमतों में निरन्तर गिरावट दर्ज की गयी है। अक्टूबर-दिसम्बर, 2024 के दौरान ऑटोमोबाइल ग्लास उद्योग एवं कन्स्ट्रक्शन उद्योग की मांग यथावत् रहने के बावजूद भी गत् तिमाही में कीमतों में निरन्तर गिरावट का क्रम देखने को मिला। अक्टूबर-नवम्बर एवं दिसम्बर, 2024 के दौरान क्लीयर फ्लोट ग्लास की प्रचलित थोक कीमतें 4 एम.एम. से 6 एम.एम. तक क्रमशः 53, 52, 51 एवं 8 एम.एम. से 12 एम.एम. तक क्रमशः 57, 56, 55 रुपये प्रति एम.एम. प्रति वर्ग मीटर के आस-पास दर्ज की गयी हैं। इसके अतिरिक्त दूर-दराज वाले राज्यों में भाड़ा अधिक लगने के कारण कम्पनियां अपने-अपने मैटेरियल की कीमतें और अधिक वसूल करती हैं।

घरेलू निर्मित फ्लोट ग्लास की मांग यथावत् रहने के पश्चात् भी कीमतों का निरन्तर गिरना क्यों ?

हम अपने सुविज्ञ पाठकों को इस पत्रिका के माध्यम से अपने प्रत्येक अंक में घरेलू निर्मित फ्लोट ग्लास के साथ-साथ कीमतों में हो रही उठा-पटक के बारे में बतलाने का जो हम प्रयत्न करते रहते हैं कि घरेलू निर्मित फ्लोट ग्लास की कीमतों पर निर्माता कम्पनियों का कोई नियन्त्रण नहीं है, अगर नियन्त्रण है तो केवल एवं केवल आयातित फ्लोट ग्लास का है।

येन-केन-प्रक्रेण अथवा किसी भी तरह जब-जब आयात कम होता है तब-तब कम्पनियां अपने द्वारा उत्पादित मैटेरियल की कीमतें ऊपर ले जाती हैं और तुलनात्मक रूप से आयातित फ्लोट ग्लास और घरेलू निर्मित फ्लोट ग्लास की कीमतों में पर्याप्त रूप से अन्तर कम होने के कारण स्वतः ही आयात कम होता है और केवल उसी का आयात होता है जिसका निर्माण देश में नहीं होता है, जैसे एक्स्ट्रा क्लीयर फ्लोट ग्लास, 15 एवं 19 एम.एम. फ्लोट ग्लास की आपूर्ति आयात पर ही निर्भर रहती है। अक्टूबर-दिसम्बर, 2024 के दौरान आयातित फ्लोट ग्लास में कमी आने के दो मुख्य कारण रहे हैं- पहला तो एल्युमिनियम कोटिड मिरर पर एन्टी-डम्पिंग ड्यूटी का प्रभावी होना एवं दूसरा कारण गोल्ड प्लस ग्लास इण्डस्ट्री लि0 की चौथी फ्लोट ग्लास लाइन द्वारा 800 टन प्रतिदिन क्षमतायुक्त प्लान्ट का उत्पादन में आ जाने से घरेलू निर्मित फ्लोट ग्लास की कीमतें और भी कम हुई हैं। वहीं सितम्बर में आयातित ग्लास कुल 70,000 टन, अक्टूबर में 58,000 टन एवं नवम्बर में 41,000 टन के आस-पास आयात हुआ। आयात कम होने के कारण एल्युमिनियम कोटिड मिरर पर 21 अक्टूबर, 2024 को एन्टी डम्पिंग ड्यूटी आरोपित हुई। गौरतलब है कि क्लीयर फ्लोट ग्लास के आयात में कमी का कारण घरेलू निर्मित फ्लोट ग्लास की कीमतों में निरन्तर गिरावट दर्ज की जा रही है और असाही इण्डिया ग्लास लि0 की भीलवाड़ा (राजस्थान) स्थित तीसरी फ्लोट ग्लास लाइन का भी व्यावसायिक उत्पादन जनवरी के अन्त तक आ जायेगा, जिससे कीमतों में और भी गिरावट देखी जा सकती है। यह भी विदित हो, मार्केट सूत्रों के अनुसार असाही इण्डिया ग्लास लि0 का रूड़की उत्तराखण्ड स्थित प्लान्ट कोल्ड रिपेयरिंग में जाने

की सम्भावना है।

कीमतों में गिरावट का औचित्य क्या ?

सामान्यतः जब किसी उत्पाद की आपूर्ति बढ़ती है अथवा स्टॉक में तुलनात्मक रूप से वृद्धि होती है, तब मार्केट में यह आशंका भी बलवती होती है कि अमुक उत्पाद की कीमतों में तुलनात्मक रूप से गिरावट भी सम्भव है, लेकिन मांग-पूर्ति जैसे बाजारू घटकों पर आधारित उक्त आर्थिक सिद्धांत के अनुसार उत्पाद की कीमतों के निर्धारण में मांग-पूर्ति घटकों की भूमिका अवश्य होती है, लेकिन यह भूमिका अपने उक्त विस्तृत मार्केट के दायरे में सीमित होती है क्योंकि मांग-पूर्ति घटकों के अतिरिक्त अन्य दूसरे ऐसे आर्थिक घटक भी सक्रिय होते हैं, जो मांग-पूर्ति घटकों के प्रभाव को निष्क्रिय कर देते हैं अर्थात् दूसरे शब्दों में हम यह भी कह सकते हैं कि अर्थशास्त्र में कोई भी सिद्धान्त 'अगर-मगर एवं लेकिन' के बिना पूर्ण नहीं होता है।

यह सत्य है कि देश में फ्लोट ग्लास की उत्पादन क्षमता में निरन्तर वृद्धि हो रही है और आगामी समय में इसमें और अधिक वृद्धि सुनिश्चित है, लेकिन उक्त उत्पाद की मांग-पूर्ति के घटकों की सक्रियता के साथ-साथ अन्य दूसरे ऐसे घटक भी सक्रिय रूप से प्रभावी हो रहें हैं, जिनकी वजह से घरेलू मार्केट में फ्लोट ग्लास की कीमतों में गिरावट की व्याप्त आशंका के औचित्य पर एक भारी-भरकम प्रश्न चिन्ह लगा हुआ है। भारतीय फ्लोट ग्लास निर्माताओं के दिमाग में यह विचार द्रढ़ता लिये हुए है कि तीव्र मार्केटिंग प्रतिस्पर्धा के चलते हुए कीमतों में थोड़ी-बहुत गिरावट तो सम्भव है, लेकिन कोई बहुत बड़ी गिरावट होगी, यह बाजार की भूल है क्योंकि कीमतों में गिरावट से मांग-वृद्धि किसी भी रूप में सम्भव नहीं होती है। सभी निर्माता यह भली-भांति जानते हैं कि उनकी उत्पादन-लागत

में अच्छी-खासी वृद्धि हुई है और हो रही है। उक्त उत्पादन लागत की वृद्धि के मद्देनजर कीमतों में गिरावट के मूड में कोई भी फ्लोट ग्लास निर्माता कतरई नहीं है।

वर्तमान में उत्पादन-लागत के दृष्टिकोण से भारतीय फ्लोट ग्लास उद्योग एक बेहद जटिल,

पेचीदगी पूर्ण एवं विषम परिस्थितियों के नाजुक दौर से गुजर रहा है। देशीय कांच उद्योग पर सुरसा की तरह तीव्र गति से उत्पादन-लागत का भारी-भरकम बोझ निरन्तर बढ़ता जा रहा है। क्योंकि कांच मैल्टिंग में प्रयुक्त - प्राकृतिक गैस, ट्रांसपोर्टेशन, बिजली-पानी, मजदूरी, वेतन, कच्चे माल के रूप में - सोडा

एश, सिलिका सैण्ड, फेल्सफार, डोलोमाइट एवं क्वाड्स पाउडर की कीमतों में भी आशातीत उल्लेखनीय वृद्धि हुई है, लेकिन बढ़ती हुई उत्पादन लागत के मुताबिक कांच की कीमतों में वृद्धि नहीं हो पा रही है।

1st GUJARAT GUARDIAN LTD.

Production Starts from Month / Year	Total Capacity Tons / Day	City	State	Region
March 1993	600	Bharuch	Gujarat	West

2nd ASAHI INDIA GLASS LTD.

Production Start from Month / Year	Total Capacity Tons / Day	City	State	Region
1st Float Glass Line December, 1994	500	Taloja Industrial Area, Raigad	Maharashtra	West
2nd Float Glass Line December, 2006	700	Roorkee	Uttarakhand	North
3rd Float Glass Line December, 2024	800	Bhilwara	Rajasthan	North
Total Capacity	2,000	----	----	----

3rd SAINT GOBAIN INDIA PVT. LTD.

1st Float Glass Line July, 2000	600	Sri Perumbudur	Tamilnadu	South
2nd Float Glass Line December, 2005	900	Sri Perumbudur	Tamilnadu	South
3rd Float Glass Line May, 2011	550	Jhagadia, Bharuch	Gujarat	West
4th Float Glass Line August, 2018	800	Bhiwadi	Rajasthan	North
5th Float Glass Line	1000	Sri Perumbudur	Tamilnadu	South
6th Float Glass Line	900	Bhiwadi	Rajasthan	North

4th GOLD PLUS GLASS INDUSTRY LTD.

1st Float Glass Line January 2009	550	Roorkee	Uttarakhand	North
2nd Float Glass Line April 2018	700	Roorkee	Uttarakhand	North
3rd Float Glass Line April 2023	800	Belgaum	Karnataka	South
4th Float Glass Line May 2024	800	Belgaum	Karnataka	South

5th SISECAM FLAT GLASS INDIA PVT. LTD.

2009	650	Vadodara	Gujarat	East
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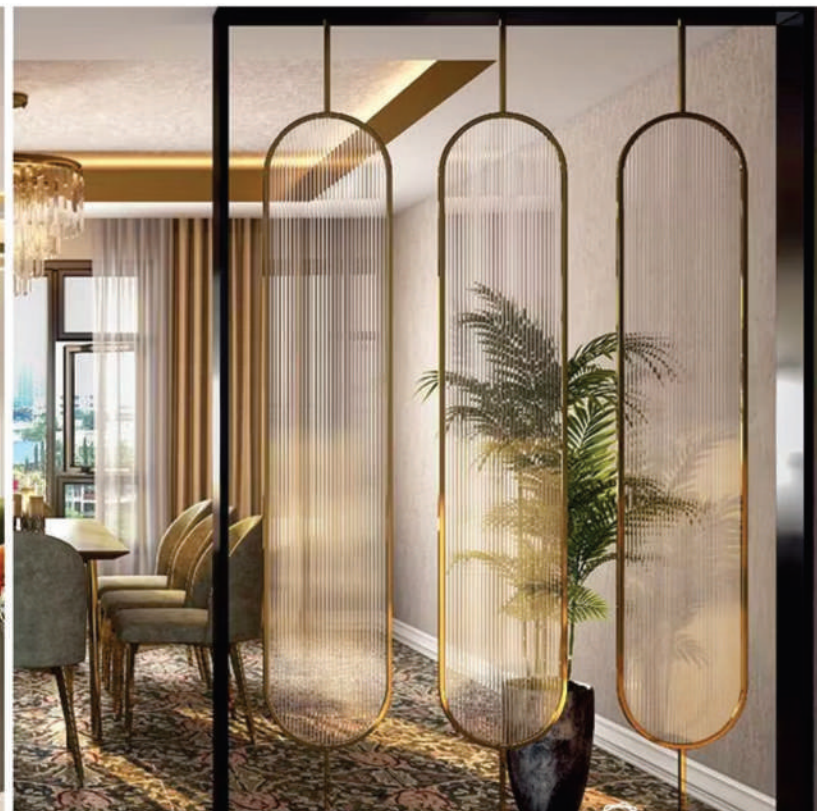
गोल्ड प्लस ने अपनी प्रोडक्ट रेन्ज में फ्लूटिड ग्लास का भी निर्माण करके बनाया एक और अभूतपूर्व रिकॉर्ड

कनागला इण्डस्ट्रीयल एरिया, ताल्लुक हुक्केरी, जिला बेलगाम (कर्नाटक) स्थित देश की दूसरी सबसे बड़ी फ्लोट ग्लास निर्माता कम्पनी गोल्ड प्लस ग्लास इण्डस्ट्री लि0, जो लगभग 15 वर्षों से विश्वस्तरीय फ्लोट ग्लास के निर्माण में संलग्न है, जिसकी उत्पादन क्षमता रुड़की (उत्तराखण्ड) एवं बेलगाम (कर्नाटक) स्थित फ्लोट ग्लास प्लांट्स से लगभग 2850 टन प्रतिदिन फ्लोट ग्लास बनाने की है, ने अपने कारोबार का विस्तार करते हुये नवम्बर, 2024 से देश में पहली बार फ्लूटिड ग्लास के उत्पादन का भी शुभारम्भ किया है, जो कि उक्त कम्पनी के नाम यह भी एक अभूतपूर्व रिकॉर्ड बन गया है क्योंकि इससे पूर्व में पांच फ्लोट ग्लास निर्माता कम्पनियों में से केवल 'गोल्ड प्लस' ने ही 'सोलर ग्लास' के निर्माण का भी रिकार्ड अपने नाम कर लिया है। इस प्रकार कम्पनी ने प्रारम्भ से ही एक के बाद एक नये-नये रिकार्ड अपने नाम किये हैं। भविष्य में गोल्ड प्लस

ग्लास इण्डस्ट्री लि0 कुछ और नये रिकॉर्ड बनाने की योजना पर ध्यान केन्द्रित किये हुये है। विदित हो, यह भी सनद रहे कि यह कम्पनी ही केवल समस्त फ्लोट ग्लास निर्माता कम्पनियों में 100 प्रतिशत शुद्ध भारतीय कम्पनी है। यह भी विदित हो, कम्पनी ने 'फ्लूटिड ग्लास' का उत्पादन करके आयातित फ्लूटिड ग्लास पर भी अंकुश लगाया है, अभी तक देश में इसकी आपूर्ति केवल आयात पर ही निर्भर थी, लेकिन कम्पनी प्रबन्धकों ने अपने ग्राहकों की मांग के अनुरूप 'फ्लूटिड ग्लास' का उत्पादन करके एक बार फिर मील का पत्थर स्थापित किया है। इससे पूर्व में भी अनेकों बार कम्पनी ने अपने निर्माण एवं कारोबारी कार्यकाल में कितनी ही बार मील के पत्थर स्थापित किये हैं। मार्केट सूत्रों के अनुसार कम्पनी द्वारा उत्पादित 'फ्लूटिड ग्लास' क्वालिटी के दृष्टिकोण से भी उच्च गुणवत्तायुक्त बताया जा रहा है।

श्री हेमन्त अग्रवाल राष्ट्रीय मुखिया (सेल्स

एण्ड मार्किटिंग) ने कम्पनी दौरे पर गये इस पत्रिका के कार्यकारी सम्पादक अभिषेक शर्मा से औपचारिक बातचीत करते हुये बतलाया कि हमारी कम्पनी के पास वर्तमान में क्लीयर एवं टिन्टेड फ्लोट ग्लास, रिफ्लेक्टिव ग्लास, फ्रोस्टेड ग्लास, सोलर ग्लास, एल्युमिनियम कोटेड मिरर, सिल्वर कोटेड मिरर के साथ-साथ अभी हाल में फ्लूटिड ग्लास के उत्पादन में आ जाने से हमारे पास अपने मूल्यवान ग्राहकों की सेवा करने के लिये अधिकतम रेन्ज उपलब्ध हो गयी है और आगामी समय में भी हमारी कम्पनी और भी नए प्रोडक्ट लॉन्च करेगी। कम्पनी ने अपने प्रोडक्ट्स के प्रचार-प्रसार के उद्देश्यों हेतु 'NDTV' चैनल पर अपना विज्ञापन भी देना प्रारम्भ कर दिया है, जिससे कम्पनी का बिक्री-संवर्धन हेतु देशव्यापी नेटवर्क स्थापित होगा और साथ ही साथ लाभ-मार्जिन में भी वृद्धि होगी।





GOLD PLUS GLASS INDUSTRY AT NDTV CONCLAVE: A MOMENT OF PRIDE



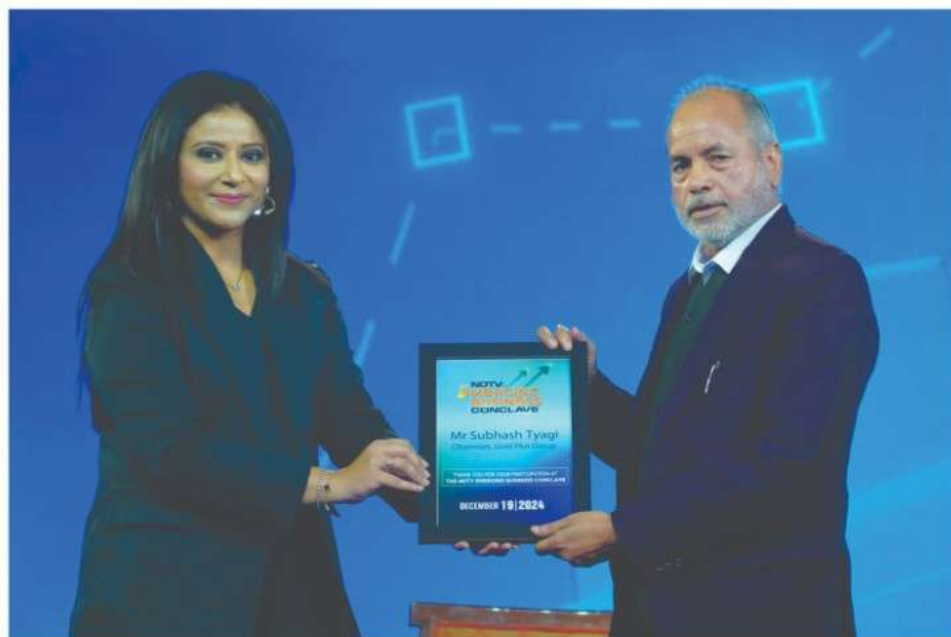
It was an honor to attend the prestigious NDTV Conclave held on December 19th at The Grand Hotel, Vasant Kunj, alongside our Chairman and Managing Director, Mr. Subhash Tyagi, and esteemed colleagues. During the event, Mr. Tyagi eloquently addressed several critical challenges and shared insightful perspectives with the panel and audience.

Some of the key highlights included:

1. **Concerns on High Fuel Costs :** Mr. Tyagi shed light on the disparity in fuel costs in India compared to Malaysia and China, emphasizing the need for reforms to enhance industrial competitiveness.
2. **Logistical Challenges in Glass Transportation :** While discussing our new 1900-ton capacity glass manufacturing plant in Karnataka, he raised concerns about the inadequate availability of

transporters and trucks, which impacts the smooth delivery of glass to our dealers.

3. **Inspiring the Youth for Startup Success :** Mr. Tyagi motivated aspiring entrepreneurs by sharing his journey from a glass trader to a processor and eventually becoming a manufacturer. He encouraged youth to take calculated risks, start small, and scale up gradually without being overly dependent on external funding, which can bring added financial pressures.





This event was a fantastic platform for Gold Plus Glass Industry Limited to share our vision, challenges, and contributions to the glass manufacturing sector.

A special thanks to NDTV for

organizing this impactful conclave, giving industry leaders a voice to bring attention to vital issues and inspire future generations.

#GoldPlusGlass

#NDTVConclave

#Leadership

#Innovation

#Entrepreneurship





Aadhi Glass Pvt. Ltd

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REFLECTIVE GLASS

असाही इण्डिया ग्लास लि0 की तीसरी फ्लोट ग्लास लाइन से उत्पादन प्रारम्भ

गांव-सोनियाना, भीलवाड़ा(राजस्थान) स्थित असाही इण्डिया ग्लास लि0 की तीसरी फ्लोट ग्लास लाइन की धमनभट्टी 26 नवम्बर, 2024 को प्रज्ज्वलित की गयी। भारी- भरकम पूंजी-विनियोग से स्थापित देश के उक्त इन्टीग्रेटेड ग्लास प्लान्ट की 800 टन प्रतिदिन क्षमतायुक्त अद्यतन तकनीकीयुक्त फ्लोट ग्लास लाइन अपनी स्थापना के लगभग डेढ़ वर्ष के पश्चात् ही फ्लोट ग्लास के उत्पादन में आ गयी है। सूत्रों के अनुसार दिसम्बर, 2024 के मध्य

सप्ताह में ट्रायल उत्पादन के उपरांत दिसम्बर के अन्तिम सप्ताह से फ्लोट ग्लास का व्यावसायिक उत्पादन सुचारु रूप से हो रहा है और कम्पनी द्वारा उक्त फ्लोट ग्लास लाइन से निर्मित क्लीयर फ्लोट ग्लास की इन्वेन्ट्री की जा रही है। कम्पनी की योजना है कि जनवरी, 2025 से ही उक्त नवनिर्मित क्लीयर फ्लोट ग्लास का घरेलू कांच मार्केट में डिस्पेचेज का शुभारम्भ किया जायेगा।

विदित हो, असाही इण्डिया ग्लास लि0 (पूर्व

नाम फ्लोट ग्लास इण्डिया लि0) जो दिसम्बर, 1994 (तलोजा, महाराष्ट्र) एवं दिसम्बर, 2006 (रूड़की, उत्तराखण्ड) स्थित में समस्त प्रकार के समतल कांच - क्लीयर एवं टिन्टेड फ्लोट ग्लास, रिफ्लेक्टिव ग्लास, मिरर आदि के निर्माण में लगभग 29 वर्षों से संलग्न हैं। उक्त इन्टीग्रेटेड प्लान्ट से निर्मित टफन्ड, लेमिनेटेड विन्डशील्ड्स, ओ ई एम एवं रिफ्लेसमेन्ट मार्केट में निरन्तर दबदबा बना हुआ है।

2nd ASAHI INDIA GLASS LTD.

Production Start from Month / Year	Total Capacity Tons / Day	City	State	Region
Ist Float Glass Line December, 1994	500	Taloja Industrial Area, Raigad	Maharashtra	West
2nd Float Glass Line December, 2006	700	Roorkee	Uttarakhand	North
3rd Float Glass Line December, 2024	800	Bhilwara	Rajasthan	North
Total Capacity	2,000	----	----	----

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Shop : 0512-2536108, 7852872401, 7376454255
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VIVEK: A VISIONARY LEADER IN THE GLASS INDUSTRY



Mr. Vivek Dubey

Vivek is a distinguished leader with nearly 27 years of transformative experience in the glass industry. His career is marked by an extraordinary journey from starting as a Management Trainee to spearheading the growth of a small processing company into India's second-largest float glass manufacturer and the third-largest solar glass producer.

With expertise in strategic sales and marketing, operational efficiency, and achieving global production benchmarks, Vivek is renowned for his ability to drive innovation, quality, and cost optimization. His visionary leadership and people-centric

approach have built high-performing teams, delivering sustained profitability and growth. A recognized figure in industry forums, Vivek's contributions have elevated standards and fostered innovation across the glass sector.

Professional Experience

Founder & CEO, FutureVue Solutions (Sep 2024 – Present)

Vivek founded FutureVue Solutions with the mission to empower the Indian glass industry to achieve global standards in production, quality, and cost-efficiency. Leveraging his extensive experience, FutureVue combines deep local expertise with world-class engineering to provide customized consultancy and services tailored to the unique needs of the sector.

Chief Operating Officer, Gold Plus Industries (Apr 1998 – Sep 2024)

Vivek began his career with Gold Plus when the company had a turnover of Rs. 5 crore and focused solely on glass processing. Over the years, he played a pivotal role in expanding the business into a Rs. 3,000-crore enterprise, establishing it as a leader in float and solar glass production.

◆ Held critical roles, including **National Head of Sales and Marketing, CEO of the Processing Division, and GroupCOO.**

◆ Served on the **Board of Directors**, contributing to strategic decision-making

and organizational growth.

Key Leadership Roles & Industry Contributions

◆ **Vice President, Federation of Safety Glass (FOSG):** Played a key role in developing quality standards for India's largest association of glass processors.

◆ **Treasurer & Governing Body Member, Confederation of Construction Products and Services (CCPS):** Provided strategic and financial oversight, enhancing the industry's impact.

◆ **Principal Member, Bureau of Indian Standards (BIS):** Contributed to national standardization initiatives to align the glass industry with government priorities.

◆ **Jury Member, Glass Bulletin Awards (GBA):** Recognized and encouraged industry innovations through the prestigious GBA platform.

◆ **Guest Speaker, ZAK Glasstech Seminars:** Shared industry insights and expertise at India's largest glass and fenestration exhibitions.

Vivek's unparalleled industry knowledge, strategic foresight, and passion for excellence have left an indelible mark on the Indian glass sector. His journey continues to inspire professionals and drive advancements in the field.



CHALLENGES FACING THE INDIAN FLOAT GLASS INDUSTRY AND STRATEGIC SOLUTIONS

The Indian float glass industry is grappling with significant challenges due to the influx of cheap imports, even in the presence of protective measures such as anti-dumping duties and quality control orders. Here is an in-depth analysis of the current situation, its impacts, and strategic solutions for manufacturers to navigate these hurdles effectively.

Current Situation

1. Cheap Imports :

- Imported float glass, often from countries with lower production costs (like China, Malaysia, or Indonesia), continues to dominate the Indian market.
- Factors like subsidies in exporting countries, unethical pricing practices, and favorable trade agreements further exacerbate the problem.
- These imports often bypass regulations through under-invoicing, undervaluation, or false declarations, undermining the intent of anti-dumping measures.

2. Anti-Dumping Duties :

- While these duties aim to level the playing field, their effectiveness is limited as importers find ways to maintain competitive pricing.
- Additionally, the duty rates may not adequately reflect the extent of cost disparities or subsidies provided by exporting countries.

3. Quality Control Orders (QCOs) :

- These regulatory measures ensure safety and adherence to standards but come with higher compliance costs for domestic producers.
- Imported glass, despite QCOs, may still reach the market through loopholes, creating further disparity.

Impact on Domestic Manufacturers

- **Pressure on Margins :** The availability of cheaper imported glass forces domestic manufacturers to lower their prices, squeezing profit margins.
- **Delayed Investments :** Financial strain discourages investment in advanced technologies and capacity expansion, affecting long-term competitiveness.
- **Stunted Growth :** With limited resources for innovation or market diversification, the industry's growth potential is significantly restricted.

Strategic Solutions for Indian Float Glass Manufacturers

1. Enhancing Operational Efficiency :

- **Technology Upgrades :** Adopt state-of-the-art machinery and digital tools like IoT and AI for precision manufacturing, energy savings, and waste reduction.
- **Lean Processes :** Implement lean manufacturing principles to optimize resource usage and reduce costs.

2. Focusing on Quality Differentiation :

- **Premium Products :** Shift focus to producing high-grade float glass that meets or exceeds international standards.
- **Brand Positioning :** Build a reputation for reliability and quality to capture a discerning market segment willing to pay a premium.

3. Developing Value-Added Products :

- Introduce specialized glass products, such as low-emissivity (**Low-E**) glass, **solar glass**, or **laminated and coated glass**, to cater to evolving market demands.
- Value-added products generally yield higher margins, reducing reliance on standard float glass sales.

4. Market Diversification :

- Explore **export opportunities** in regions where Indian float glass has a cost or quality advantage.
- Expand domestically by targeting **emerging sectors** like renewable energy (solar panels) and smart architecture.

5. Strengthening Advocacy Efforts :

- Collaborate with industry bodies to advocate for stricter anti-dumping measures, better enforcement of QCOs, and policies favoring domestic manufacturing.
- Request periodic review of duty structures to align them with market realities.

6. Adopting Sustainability Practices :

- Invest in **green manufacturing technologies**, such as energy-efficient furnaces and renewable energy sources.
- Market eco-friendly products to environmentally conscious consumers and align with global ESG (Environmental, Social, Governance) standards.

Conclusion

The challenges posed by cheap imports require a multi-pronged approach, combining operational excellence, innovation, advocacy, and sustainability. By focusing on efficiency, quality, and diversification, Indian float glass manufacturers can not only withstand import pressures but also secure long-term profitability and global competitiveness. Collaborating with stakeholders, including government agencies, will be crucial in creating a favorable environment for the industry's growth and resilience.

Source :

Vivek Dubey

Director : FUTUREVUE SOLUTIONS LLP

Vision Under Expertise

बिरकन इन्जीनियरिंग इन्डस्ट्रीज प्रा0 लि0 आयातित अत्याधुनिक उन्नत तकनीकीयुक्त निर्माण सुविधाओं से युक्त विश्वस्तरीय टेम्पर्ड, इन्सुलेटिड, लेमिनेटिड, सोलर एवं हाई-टेक ग्लास ग्लेजिंग के निर्माण एवं कारोबार में संलग्न एक प्रगतिशील कम्पनी



कम्पनी के दूरदृष्टिपूर्ण प्रबंध निदेशक श्री मुकेश गुप्ता

साहिबाबाद, गाजियाबाद (राष्ट्रीय राजधानी क्षेत्र) स्थित देश की सर्वाधिक अग्रणी, चुनिन्दा एवं लब्धप्रतिष्ठित ग्लास प्रोसेसिंग कम्पनियों में गणना की जाने वाली कम्पनी मैसर्स बिरकन इन्जीनियरिंग इन्डस्ट्रीज प्रा0 लि0, जो काफी लम्बे समय से अत्याधुनिक निर्माण सुविधाओं से युक्त हाई-टेक ग्लास ग्लेजिंग के निर्माण एवं कारोबार में संलग्न है, ने अपने कारोबार का समय-समय पर शीघ्र-अतिशीघ्र विस्तार करते हुये एक-एक करके चार टेम्परिंग लाइन, इन्सुलेटिंग लाइन एवं पा. वी. बी. लेमिनेटिंग ग्लास लाइन स्थापित की हैं और इसी वर्ष 2024 के प्रारम्भ में चीन स्थित 'SAIL' टेम्परिंग फर्नेस कम्पनी से एक अत्याधुनिक उन्नत तकनीकीयुक्त 8'x14' की टेम्परिंग फर्नेस आयात की है, जिससे फरवरी, 2024 से इन्टीरियर्स एवं एक्सटीरियर्स, आर्किटेक्चुरल स्ट्रक्चरल ग्लेजिंग, फ्रेमलैस ग्लास डोर्स/पार्टीशन्स, कर्टेन-वॉलिंग, शॉप-फ्रन्ट्स, रेलवेज, ग्लास फर्नीचर्स जैसे अन्य विविधकृत उद्देश्यों हेतु 'BE TUFF' ब्राण्ड से

उत्पादन किया जा रहा है। कम्पनी द्वारा इस आयातित, अत्याधुनिक उन्नत तकनीकीयुक्त होरीजोन्टल टेम्परिंग फर्नेस से विशेष तौर से स्ट्रक्चरल ग्लेजिंग, डोर्स / विन्डोज आदि-आदि उद्देश्यों हेतु 3 एम.एम. से 19 एम.एम. मोटाई के 8'x14' साइजेज तक के समस्त प्रकार के समस्त प्रकार के समतल कांच - क्लीयर एवं टिन्टेड फ्लोट ग्लास, रिफ्लेक्टिव ग्लास, लो-ई ग्लास आदि टेम्पर्ड/हीट-स्ट्रेन्थड किये जा रहे हैं। कम्पनी के दूरदृष्टिपूर्ण प्रबंध निदेशक श्री मुकेश गुप्ता एवं इनके प्रतिभाशाली सुपुत्र श्री रोबिन मुकेश गुप्ता, जो कम्पनी में कार्यकारी निदेशक हैं, ने इस पत्रिका के कार्यकारी सम्पादक अभिषेक शर्मा एवं उप-सम्पादक राजा भारद्वाज से एक विशेष मुलाकात के दौरान बतलाया कि हमारी कम्पनी एन.सी.आर. सहित उत्तरी भारत की कन्सट्रक्शन उद्योग के साथ-साथ रेलवेज की बढ़ती हुई सुरक्षित कांच की मांग को पूरा करने में गत् 14 वर्षों से अपना महत्वपूर्ण योगदान दे रही है। आगे अपनी बात जारी रखते हुये पिता-पुत्र ने यह भी बतलाया कि हमारी कम्पनी के पास टेम्पर्ड ग्लास, इन्सुलेटिड ग्लास, पी. वी. बी. लेमिनेटिड ग्लास (ऑटोक्लेव फ्री) की सम्पूर्ण रेन्ज उपलब्ध है, जिसके कारण हम अपने मूल्यवान ग्राहकों को उच्च गुणवत्तायुक्त उत्पाद एक निर्धारित समय के अन्तर्गत प्रदान करने में सक्षम हैं, जिससे हमारे ग्राहक भी पूरी तरह सन्तुष्ट रहते हैं।

विदित हो, बिरकन इन्जीनियरिंग इन्डस्ट्रीज प्रा0लि0 ने लगभग 14 वर्ष पूर्व 2010 में चीन की विश्व विख्यात ग्लास प्रोसेसिंग मशीनरी निर्माता कम्पनी लैण्ड ग्लास टेक्नोलॉजी कं0 लि0 से एक उच्च तकनीकीयुक्त होरीजोन्टल टेम्परिंग लाइन स्थापित की थी, जो मार्च, 2010 से उत्पादनरत है,

जिससे आर्किटेक्चुरल फ्लोट, ऑटोमोटिव, सोलर एवं लो-ई ग्लास, क्लीयर एवं टिन्टेड फ्लोट ग्लास, कोटिड ग्लास, पैटर्नड ग्लास, टेम्पर्ड / हीट स्ट्रेन्थड किये जा रहे हैं। इस उच्च तकनीकी युक्त होरीजोन्टल टेम्परिंग लाइन से अधिकतम् साइजेज 6'x11' के 4 एम.एम. से 19 एम.एम. मोटाई तक के विश्वस्तरीय गुणवत्ता युक्त टेम्पर्ड / हीट स्ट्रेन्थड ग्लास बनाये जाते हैं। यह भी विदित हो, कम्पनी ने मार्च, 2012 में अपने कारोबार का और अधिक विस्तार करते हुए दूसरा उच्च तकनीकीयुक्त होरीजोन्टल टेम्परिंग प्लान्ट स्थापित किया। यह होरीजोन्टल टेम्परिंग प्लान्ट चीन की सुप्रसिद्ध ग्लास प्रोसेसिंग मशीनरी निर्माता कम्पनी मैसर्स ग्पदहसे से आयात किया, जिससे विश्व स्तरीय गुणवत्तायुक्त टेम्पर्ड/ हीट स्ट्रेन्थड ग्लास बनाये जा रहे हैं। इस उच्च तकनीकीयुक्त होरीजोन्टल टेम्परिंग लाइन से 4'x8' साइजेज के 2'x8 एम.एम. से 19 एम.एम. मोटाई तक के ग्लास टेम्पर्ड किये जा सकते हैं। उच्च गुणवत्तायुक्त फिनिशड उत्पाद बनाने के लिए यह आवश्यक है कि उसके उपयोग में आने वाली प्री-प्रोसेसिंग मशीनरी भी अच्छी क्वालिटी की होनी चाहिए तभी फिनिशड मैटेरियल उच्च गुणवत्तायुक्त बन सकता है, दूसरे जब तक आप के पास उचित



प्री-प्रोसेसिंग मशीनरी नहीं होगी तब तक आप अपने ग्राहकों को बिना विलम्ब आपूर्ति नहीं कर सकते तथा टेम्परिंग लाइन की उत्पादन क्षमता का शत-प्रतिशत उपयोग भी नहीं कर सकते।

ज्ञातव्य हो, इस पत्रिका के कार्यकारी सम्पादक ने श्री गुप्ता से मार्केट में चल रही कड़ी प्रतिस्पर्धा के बारे में पूछा तो श्री मुकेश गुप्ता ने स्पष्ट रूप से बतलाया कि वर्तमान में भारतीय मार्केट में चल रही कड़ी व्यापारिक प्रतिस्पर्धा की स्थिति में कोई भी उद्यमी बगैर उच्च तकनीक अपनाये अपनी कारोबारी विकास दर एवं लाभ दर को ज्यों का त्यों/बरकरार रखने में सक्षम नहीं हो सकता क्योंकि 'उच्च तकनीक'

ही एक ऐसा उपाय है जिससे एक तरफ तो उत्पादों की गुणवत्ता बेहतर होती है, दूसरी तरफ 'आर्थिक उपादेयता' के आधार पर 'मात्रात्मक क्वान्टिटी' में आशातीत वृद्धि के परिणाम स्वरूप लाभ दर में भी वृद्धि निश्चित हो जाती है। इसीलिए हमारी कम्पनी ने अपने कारोबार में समयानुसार उच्च तकनीक अपनाते हुए अपने कारोबार का विस्तार किया है ताकि निकट भविष्य में हमारी कम्पनी भारतीय कांच मार्केट एवं भारतीय रेलवे को अपने द्वारा प्रोसेस्ड ग्लास की मात्रात्मक रूप में आपूर्ति कर अपनी विकास दर एवं लाभ दर को प्रभावित न होने दे।



कम्पनी के कार्यकारी निदेशक श्री रोबिन मुकेश गुप्ता

कम्पनी का एक संक्षिप्त परिचय

साहिबाबाद, गाजियाबाद (राष्ट्रीय राजधानी क्षेत्र) स्थित मैसर्स बिरकन इन्जीनियरिंग इन्डस्ट्रीज प्रा० लि०, जो लगभग 34 वर्षों से भारतीय रेलवे को गुणवत्तायुक्त मिरर, सेफ्टी, इन्सुलेटिड ग्लासेज की आपूर्ति करती आ रही है। आपूर्तिकर्ता के रूप में यह कम्पनी एक सुस्थापित एवं साखयुक्त फर्म मानी जाती है। इस कम्पनी ने प्रारम्भिक तौर पर भारतीय रेलवे के साथ उक्त प्रकार के ग्लासेज के एक आपूर्ति कर्ता के रूप में जो कारोबार शुरू किया वह कुछ लाख रुपये तक ही सीमित था, लेकिन कुछ समय में ही अन्य प्रतिस्पर्धी सप्लायर्स की तुलना में उत्पादों की गुणवत्ता एवं प्रतिस्पर्धी कीमतों के बल पर वर्ष-दर-वर्ष भारतीय रेलवे के साथ इनके कारोबार में गुणकों में वृद्धि होती गयी और कम्पनी की बिक्री टर्न ओवर लाखों से करोड़ों रुपयों में पहुँच गयी। ज्ञातव्य हो, मैसर्स बिरकन इन्जीनियरिंग इन्डस्ट्रीज प्रा० लि० के 66 वर्षीय प्रबन्ध निदेशक श्री मुकेश गुप्ता एक सुशिक्षित सघन अनुभवी एवं दूरदृष्टिपूर्ण उद्यमी हैं। इन्होंने 1981 में मेरठ विश्वविद्यालय से कॉमर्स में स्नातकोत्तर एवं 1983 में एफ.सी.ए. (चार्टर्ड एकाउन्टेन्ट) की डिग्री प्राप्त करने के पश्चात 1984 में बिरला ग्रुप की एक कम्पनी में एकाउन्ट्स ऑफीसर के रूप में अपने कैरियर की शुरुआत की

और 6 वर्षों तक मैसर्स क्राउन टी.बी. निर्माता कम्पनी में सीनियर मैटेरियल मैनेजर (परचेज एवं स्टोर) के रूप में कार्य किया। तत्पश्चात् इन्होंने 1989-90 में श्री संदीप गंगल (भान्जे) के साथ मिलकर सूरजपुर ग्रेटर नौएडा, उत्तर प्रदेश में रिलायबल सेफ्टी ग्लास लि० के नाम से एक टफन्ड ग्लास यूनिट एवं बिरकन इन्जीनियरिंग इन्डस्ट्रीज प्रा० लि० की स्थापना की। दोनों पार्टनर्स का कारोबार विभाजन वर्ष 2000 में हुआ और रिलायबल सेफ्टी ग्लास प्रा० लि० इनके भान्जे श्री संदीप गंगल के हिस्से में और बिरकन इन्जीनियरिंग इन्डस्ट्रीज प्रा० लि० श्री मुकेश गुप्ता के हिस्से में आ गयी। श्री गुप्ता ने वर्ष 2000 में ही बिरकन इन्जीनियरिंग इन्डस्ट्रीज प्रा० लि० की फ़ैक्ट्री साहिबाबाद औद्योगिक क्षेत्र में एवं इसका रजिस्टर्ड कार्यालय मधु विहार, पटपड़गंज, दिल्ली में स्थापित किया।

मैसर्स बिरकन इन्जीनियरिंग इन्डस्ट्रीज प्रा० लि० के प्रबन्ध निदेशक श्री मुकेश गुप्ता जो सघन अनुभवी एवं दूरदृष्टिपूर्ण व्यावसायी हैं के नेतृत्व में कम्पनी वर्ष दर वर्ष व्यावसायिक प्रगति के पथ पर अग्रसर है। विदित हो, इनका सफर एक चार्टर्ड एकाउन्टेन्ट से शुरू होकर एक परिवर्तनकारी कम्पनी के नेतृत्व तक पहुँचा। गत 14 वर्षों से श्री गुप्ता के

युवा सुपुत्र रोबिन मुकेश जिन्होंने बी.टेक. (मेकेनीकल) एवं एम.बी.ए. की डिग्री प्राप्त की है और वर्तमान में वे कम्पनी में एक्जीक्यूटिव डायरेक्टर हैं अपने सुयोग्य पिता की देखरेख में कम्पनी के कारोबार में अपना अद्वितीय योगदान दे रहे हैं। इस सुशिक्षित नवयुवक उद्यमी से समतल कांच उद्योग व्यापार को काफी आशाएं एवं आकांक्षाएं हैं। यह भी विदित हो कि श्री मुकेश गुप्ता की पुत्र वधू भी चार्टर्ड एकाउन्टेन्ट हैं, वह भी कम्पनी में अपना अद्वितीय योगदान दे रही हैं। वर्तमान में कम्पनी के पास निर्माण सुविधाएं :

- ❖ कम्पनी के चार अत्याधुनिक टेम्परिंग लाइन हैं, जो विभिन्न उद्योगों की आवश्यकताओं को पूरा करती हैं।
- ❖ दो आर्किटेक्चरल ग्लास के लिए, जो रेजीडेन्सियल एवं कॉमर्शियल प्रोजेक्ट्स की आवश्यकताओं को पूरा करती हैं।
- ❖ दो OEM इण्डस्ट्रीज के लिए - रेलवे, सोलर, मॉड्यूल्स, फ्रीजर्स एवं रेफ्रिजरेटर्स, लाइट्स आदि-आदि औद्योगिक उत्पादों के लिए विशेष रूप से डिजाइन की गयी हैं।

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अम्बाशाक्ति ग्लास इण्डिया प्रा० लि० के दौरे पर आये सेन्ट-गोबेन इण्डिया प्रा० लि० के टेक्निकल मैनेजर सरदार गुरशरण सिंह ने कम्पनी में कार्यरत कर्मचारियों को सेफ्टी ट्रेनिंग प्रदान की

रुद्रपुर (उत्तराखण्ड) स्थित मैसर्स अम्बाशाक्ति ग्लास इण्डिया प्रा० लि०, जो अत्याधुनिक निर्माण सुविधाओं से युक्त उत्कृष्ट गुणवत्तायुक्त टेम्पर्ड, इन्सुलेटिड एवं इ वी ए लेमिनेटिड सेफ्टी ग्लास के निर्माण में गत आठ वर्षों से संलग्न रहते हुये कम्पनी में अद्यतन तकनीकी अथवा आदि-आदि उद्देश्यों हेतु समय-समय पर सेमिनार आयोजित करती रहती है अथवा कराती रहती है, जैसे - हवन-यज्ञ, वृक्षारोपण एवं अपने कर्मचारियों की सुरक्षा के दृष्टिकोण से कुछ न कुछ

कार्यक्रम करती रहती है, उसी कड़ी में 31 दिसम्बर, 2024 को सेन्ट-गोबेन इण्डिया प्रा० लि० की तरफ से आये टेक्निकल मैनेजर सरदार गुरशरण सिंह ने कम्पनी में सभी कर्मचारियों को बतलाया कि कार्य करते समय किस प्रकार कांच से सुरक्षित रह सकते हैं। इस प्रकार से उन्होंने सभी कर्मचारियों को टिप्स दिये और साथ ही उन्होंने कर्मचारियों को सेफ्टी-किट भी प्रदान की और कम्पनी में सेफ्टी पोस्टर भी लगाये। इस अवसर पर कम्पनी प्रबन्धकों में श्री सुरेन्द्र सिंह अदलखा, श्री संजय अदलखा एवं

श्री ध्रुव अदलखा उपस्थित रहे, साथ ही साथ कम्पनी अधिकारियों एवं कर्मचारियों में एच आर-श्री तरून विष्ट, प्लान्ट हेड-श्री अरूण सिंह, सीनियर सुपरवाइजर-श्री पवन बहुगुणा, ऑर्डर कन्फर्मेशन-श्री सुनील जोशी, क्रेन लोडिंग इंचार्ज-श्री अरूण कुमार, अनलोडिंग इंचार्ज-श्री अजीत सिंह, टफण्ड ग्लास मशीन ऑपरेटर-श्री हरविन्दर सिंह, प्री-प्रोसेसिंग मशीन ऑपरेटर-श्री महीपाल सिंह एवं मैन्टिनेन्स डिपार्टमेन्ट-श्री प्रमोद सिंह आदि कर्मचारी उपस्थित रहे।





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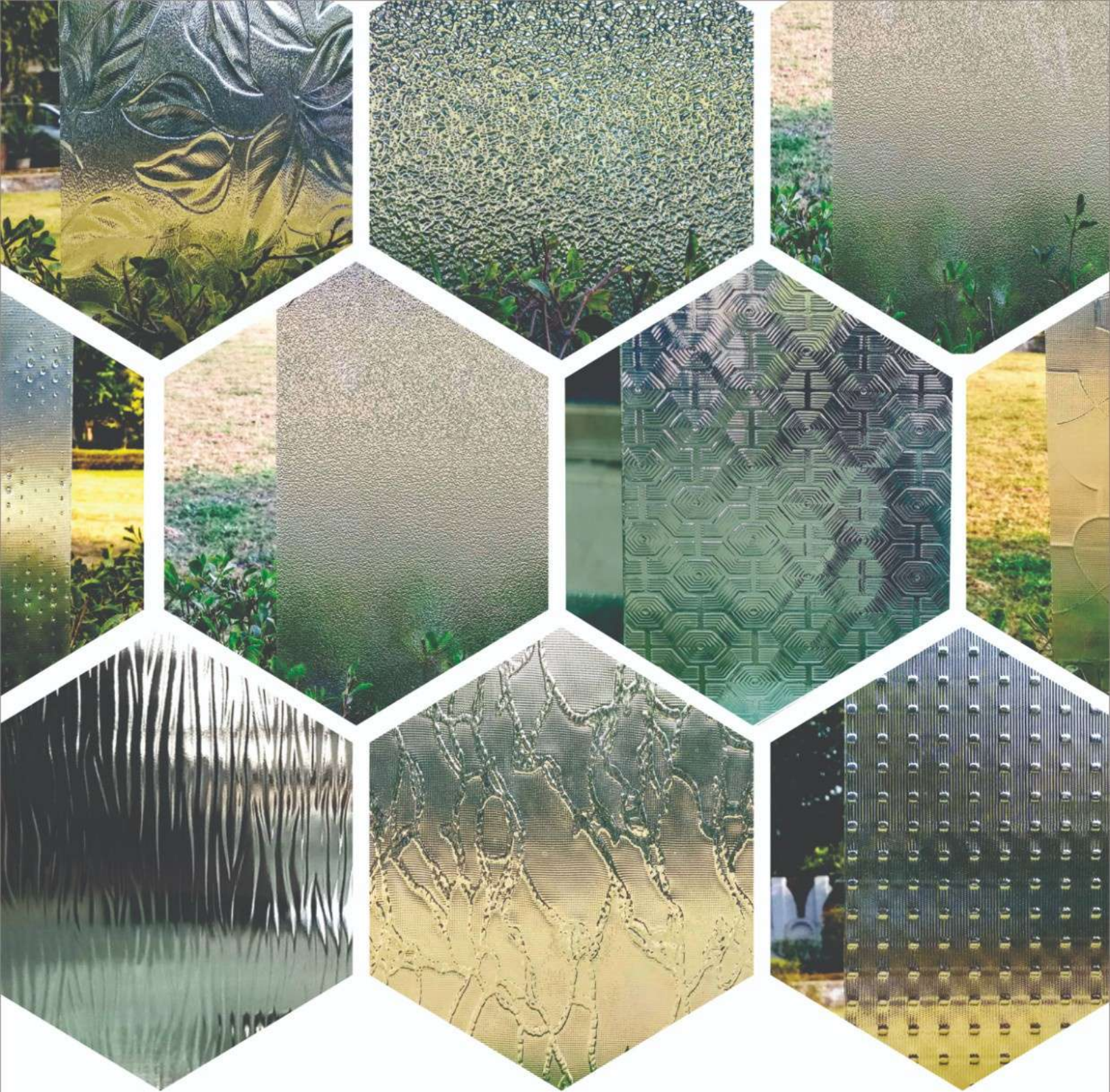
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जगन्नाथ एण्ड जगन्नाथ द्वारा आयातित अत्याधुनिक उन्नत तकनीकीयुक्त इन्सुलेटिंग एवं ई वी ए लेमिनेटिंग ग्लास लाइन से उत्पादन प्रारम्भ

कटक (ओडिशा) स्थित पूर्वी भारत की लब्ध प्रतिष्ठित, चुनिन्दा एवं सर्वाधिक सुस्थापित प्रोसेसिंग कम्पनियों में गणना की जाने वाली कम्पनी मैसर्स - जगन्नाथ एण्ड जगन्नाथ, जो गत 10 वर्षों से विश्व स्तरीय उत्कृष्ट गुणवत्तायुक्त आर्किटेक्चरल टफन्ड ग्लास के उत्पादन में संलग्न है, ने अपने कारोबार का पुनः भारी विस्तार करते हुए चीन स्थित इन्सुलेटिंग ग्लास निर्माता कम्पनी (HANJIANG) से एक अत्याधुनिक, उन्नत तकनीकीयुक्त इन्सुलेटिंग ग्लास लाइन आयात की, जिससे जुलाई, 2024 से 8'x14" साइजेज के इन्सुलेटिड ग्लास का निर्माण किया जा रहा है। विदित हो, दिसम्बर, 2024 से कम्पनी द्वारा ई वी ए / फ़ैब्रिक लेमिनेटिड ग्लास का भी निर्माण किया जा रहा है। इस ई वी ए लेमिनेटिंग ग्लास लाइन से 2.5 एम.एम. से 19 एम.एम. मोटाई तक के 2.5 x 4 मीटर अधिकतम साइजेज तक के क्लीयर एवं टिन्टेड फ्लोट ग्लास, रिफ्लेक्टिव ग्लास, लैकर्ड ग्लास आदि के विभिन्न रंगीन शेड्स, फ़ैब्रिक डिजाईनर ग्लास एवं विभिन्न आकर्षक डिजाइनयुक्त लेमिनेटिड सेफ्टी ग्लास



कम्पनी के सघन अनुभवी, गतिशील एवं दूरदृष्टिपूर्ण प्रबंध निदेशक श्री संजय अग्रवाल

जिसका उपयोग बहुतायत में टेबल टॉप्स, लेमिनेटिड डिजाईनर ग्लास पार्टीशन्स, लेमिनेटिड शॉवर क्यूबीकल्स, बाल्युशर्ट्स / रेलिंग, अल्ट्रा वायलट प्रतिरोधक स्काई-लाईट्स, शोर-नियंत्रक लेमिनेटिड ग्लास के रूप में किया जाता है। इस 'ई वी ए'

लेमिनेटिड सेफ्टी ग्लास के निर्माण में जो 'ई वी ए' फिल्म (EVA-Ethyl Vinyl Acetate) प्रयुक्त की जाती है उसमें मुलायम एवं लचीलेपन की उत्कृष्ट विशिष्ट विशेषतायें व्याप्त हैं और परिणामतः इससे निर्मित लेमिनेटिड सेफ्टी ग्लास को टेम्पर्ड सेफ्टी ग्लास के स्थान पर प्रयुक्त किया जाना और अधिक उपयोगी एवं सुविधाजनक माना जाता है क्योंकि टेम्पर्ड ग्लास शीट को मनोवांछित साइजेज में कटिंग नहीं किया जा सकता है, जबकि लेमिनेटिड सेफ्टी ग्लास को मनोवांछित साइजेज में कटिंग किया जा सकता है। इसके अतिरिक्त अन्य थर्मोप्लास्टिक्स की तरह 'ई वी ए' लेमिनेटिड सेफ्टी ग्लास को भी प्रोसेस्ड किया जा सकता है।

मैसर्स - जगन्नाथ एण्ड जगन्नाथ के सघन अनुभवी, गतिशील एवं दूरदृष्टिपूर्ण प्रबंध निदेशक श्री संजय अग्रवाल ने कटक (ओडिशा) के दौरे पर गये इस पत्रिका के मुख्य सम्पादक श्री उमेश दत्त शर्मा एवं कार्यकारी सम्पादक अभिषेक शर्मा को अपनी कम्पनी के बारे में विस्तृत जानकारी देते हुये बतलाया कि हमारी कम्पनी ने अपनी आर्किटेक्चरल



रेन्ज को पूरा करने के उद्देश्यों हेतु जुलाई 2024 में एक इन्सुलेटिंग ग्लास लाइन एवं दिसम्बर, 2024 में ई वी ए लेमिनेटिंग ग्लास लाइन स्थापित की है, जिससे अब हम अपने मूल्यवान ग्राहकों को एक ही छत के नीचे आर्किटेक्चरल ग्लास की अधिकतम रेन्ज उपलब्ध करा सकें। विदित हो, बिल्डिंग स्ट्रक्चर्स में इन्सुलेटिंग ग्लास का उपयोग जहां एक तरफ बिल्डिंग के अन्दर अवांछित भयंकर गर्मी को बाधित करता है, वहीं दूसरी तरफ शौर-प्रदूषण पर भी अंकुश लगता है। देश में विद्युत संकट हमेशा बना रहता है। बिल्डिंग्स में इन्सुलेटिंग ग्लास के

उपयोग से विद्युत बचत के माध्यम से काफी हद तक देशीय विद्युत संकट को भी कम किया जा सकता है। इन्सुलेटिंग ग्लास की उक्त अन्तर्निहित विशेषताओं एवं उपयोगिताओं के कारण देशीय मार्केट में इन्सुलेटिंग ग्लास के उपयोग की प्रचुर सम्भावनाएं व्याप्त हैं और दिन-प्रतिदिन, वर्ष-दर-वर्ष, इन्सुलेटिंग ग्लास की मांग में अभूतपूर्व वृद्धि हो रही है। इन्हीं सम्भावनाओं के मद्देनजर हमारी कम्पनी ने टेम्पर्ड ग्लास के साथ-साथ इन्सुलेटिंग ग्लास एवं लेमिनेटिंग ग्लास के निर्माण का भी शुभारम्भ किया है।

कम्पनी का संक्षिप्त परिचय

मैसर्स जगन्नाथ एण्ड जगन्नाथ की स्थापना 1993 में फर्म के 73 वर्षीय संस्थापक श्री सुखदेव अग्रवाल द्वारा की गयी, ने अपने कारोबारी कार्यालय में अभूतपूर्व व्यावसायिक प्रगति करते हुए ओडिशा ही नहीं बल्कि पूर्वी भारत के समतल कांच उद्योग व्यापार में एक उच्च स्तरीय साख भी अर्जित की। वर्तमान में फर्म के दूरदृष्टिपूर्ण प्रोपराइटर श्री संजय अग्रवाल ने अपने पिता द्वारा स्थापित कारोबार को उन्हीं की वटवृक्ष रूपी छाया में नित नयी दिशा प्रदान की है और अपने कांच व्यापार को शिखर की तरफ ले जाने में अपना महत्वपूर्ण योगदान दे रहे हैं। उच्च शिक्षा प्राप्त श्री अग्रवाल ने अपने कारोबार का समय-समय पर विस्तार किया है और इसी विस्तार

कार्यक्रम के अन्तर्गत इन्होंने समय की मांग के अनुरूप अप्रैल, 2009 में एक मूल्य वर्धित ग्लास का भव्य एवं विशाल शो-रूम स्थापित किया, जिसमें विभिन्न प्रकार के मनमोहक ग्लास डिजाइन्स, आर्किटेक्चरल ग्लास हार्डवेयर, एल्युमिनियम स्लिम प्रोफाइल का बखूबी डिस्प्ले किया गया है। उक्त मूल्य वर्धित ग्लास शो-रूम में आन्तरिक एवं बाह्य साज-सज्जा हेतु पूर्णतः आर्किटेक्चरल उद्देश्यों हेतु विश्व स्तरीय क्वालिटी के क्लीयर फ्लोट ग्लास, टिन्टेड/रिफ्लेक्टिव ग्लास, डेकोरेटिव ग्लास मिरर एवं विभिन्न प्रकार के प्रोसेस्ड ग्लास आदि की अद्भुद् विशाल श्रृंखला उपलब्ध करायी गयी है, जिसमें एक ही छत के नीचे अपने मूल्यवान ग्राहकों

विदित हो, प्रोसेस्ड मूल्यवर्धित फिनिशड ग्लास एवं ग्लास उत्पादों की गुणवत्ता इस तथ्य पर निर्भर करती है कि ग्लास एवं ग्लास उत्पादों का प्री-प्रोसेसिंग कार्य जैसे - कांच की कटिंग, एजिंग, डीलिंग, वाशिंग आदि कितनी गुणवत्ता के साथ की गयी है, इसी को ध्यान में रखते हुए उक्त कम्पनी की स्थापना के समय से ही नामी-ग्रामी कम्पनियों की प्री-प्रोसेसिंग मशीनरी स्थापित की गयी है और अभी कुछ समय पूर्व 'ब्रब्र' चीन से आयातित एक फोर एजर मशीन भी स्थापित की गयी है।

को उनकी आवश्यकतानुसार अधिकतम रेन्ज के साथ सेवा करने का उत्तम अवसर प्राप्त हुआ है।

मैसर्स जगन्नाथ एण्ड जगन्नाथ देश में अन्तर्राष्ट्रीय क्वालिटी के फ्लोट ग्लास के निर्माण में संलग्न सेन्ट-गोबेन इण्डिया प्रा0 लि0, असाही इण्डिया ग्लास लि0, गुजरात गार्जियन लि0, गोल्ड प्लस ग्लास इन्डस्ट्री लि0, सिस्केम फ्लेट ग्लास इण्डिया लि0 एवं फिगर्ड ग्लास के निर्माण में कार्यरत कम्पनी-गोपाल ग्लास वर्क्स लि0 एवं त्रिवेणी ग्लास लि0 के मैटेरियल की अधिकृत विक्रेता फर्म है।

श्री संजय अग्रवाल (प्रबन्ध निदेशक)

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एक सच्चे समाजसेवी श्री सुखदेव अग्रवाल



कम्पनी के संस्थापक श्री सुखदेव अग्रवाल

यह भी विदित हो, मैसर्स जगन्नाथ एण्ड जगन्नाथ के संस्थापक श्री सुखदेव अग्रवाल शास्त्रों में वर्णित 'नर सेवा नारायण सेवा' के अनुसार 'अपना घर आश्रम' नामक संस्था में कुछ वर्षों से जुड़े हुये हैं। 'नर सेवा ही नारायण सेवा है' जीवों की सेवा करना ही परमात्मा की सच्ची सेवा है।

- ◆ हमारे धर्म के मुताबिक, हर नर में नारायण होते हैं और हर नर को नारायण ने ही बनाया है।
- ◆ नारायण स्वयं भी नर का रूप धारण करके कभी-कभी हमारे सामने आते हैं।
- ◆ इसलिए जब हम नारायण के बनाये नर की सेवा

करते हैं, तो हम नारायण की ही सेवा करते हैं।

- ◆ नारायण सेवा का मतलब है भूखे को श्रद्धा और विनम्रता से भोजन कराना, वस्त्र पहनाना, बीमार एवं लाचारों की चिकित्सा कराना।
- ◆ सेवा की शुरुआत हमें अपने घर में दादा-दादी, माता-पिता व बड़ों की सेवा से करनी चाहिये।
- ◆ तत्पश्चात् समाज में जरूरतमंदों की हर संभव सहायता एवं सेवा करनी चाहिये।

समाज में रहकर नर सेवा करना ही नारायण सेवा है, जो लोग जरूरतमंदों की सेवा एवं सहायता करते हैं, वे सच्चे समाजसेवी हैं। अपने लिये तो सभी

जीते हैं, जो दूसरों की मदद के लिये आगे आते हैं, वे सच्चे मानव होते हैं। उन्हीं में से एक महान समाजसेवी श्री सुखदेव अग्रवाल 'अपना घर आश्रम' के माध्यम से कुछ वर्षों से 'अपना घर आश्रम' नामक संस्था के कार्य में संलग्न हैं, इस कार्य में वे लगभग सुबह से शाम तक व्यस्त रहते हैं और इसी को अपना पूर्ण कर्तव्य मानते हुये इसी के प्रति पूरी तरह अपने आप को सेवा भाव से समर्पित किया हुआ है और श्री अग्रवाल का कहना है कि आज की

भाग-दौड़ भरी जिन्दगी में इन्सान इतना मसगूल हो गया है कि उसे पैसे कमाने के अलावा कोई और काम समझ नहीं आता है। यहां तक कि खाने-पीने से लेकर अपने बच्चों अपने परिवार में ही उलझा हुआ है।

विदित हो, 'अपना घर आश्रम' परित्यक्त, बेघर और निराश्रित लोगों का घर है, यहां पर सड़क के किनारे घूमते मंदबुद्धि जीवों को आश्रम में लाकर उनका पूरी तरह से इलाज करवाया जाता है और

ठीक होने पर कोशिश की जाती है कि इनके परिवार से उनको मिलाया जाये और ऐसे काफी लोग ठीक होकर अपने घर चले जाते हैं। यहां प्रभु जी को मुफ्त आश्रय, भोजन, कपड़े, चिकित्सा, देखभाल, सुविधाएं, प्यार और स्नेह प्रदान किया जाता है। 'अपना घर आश्रम', कटक (ओड़िशा) की शुरुआत 13 दिसम्बर, 2021 को हुई थी।

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Managing Partner of Company Mr. Shiv Kumar Bansal

मीरपुर कोटला, पोस्ट त्रिलोकपुर, तहसील नाहन, जिला सिरमौर (हिमाचल प्रदेश) स्थित उत्तरी भारत की जानी-मानी, लब्धप्रतिष्ठित, चुनिन्दा एवं सर्वाधिक सुस्थापित ऑटोमोटिव टफ़न्ड ग्लास एवं लेमिनेटिड विन्डशील्ड्स ग्लास निर्माता कम्पनी मैसर्स हिम इम्पीरियल ऑटो ग्लास वर्क्स, जो उन्नत तकनीकीयुक्त निर्माण सुविधाओं से युक्त समस्त प्रकार के ऑटोमोटिव ग्लास की अधिकतम रेन्ज - हल्के/भारी कॉमर्शियल वाहनों, बस-कोचेज, रेलवेज के उद्देश्यों हेतु एक विशाल उत्पाद श्रृंखला में उच्च गुणवत्तायुक्त टफ़न्ड ग्लास, लेमिनेटिड विन्डशील्ड्स, बैकलाईट्स, सिलेन्ड्रीकल, फ्लेट एण्ड बैण्ड अधिकतम साइजेज तक के ग्लास निर्माण में काफी समय से संलग्न है, ने अपने कारोबार का पुनः भारी कारोबार विस्तार करते हुए 2024 में चीन स्थित 'माउन्टेन ग्लास' से एक अत्याधुनिक, उन्नत तकनीकीयुक्त फ्लेट एवं बैण्ड टेम्परिंग लाइन आयात की है, जो जुलाई 2024 से एक्सटीरियर्स एवं इन्टीरियर्स आर्किटेक्चरल स्ट्रक्चरल ग्लेजिंग, कर्टेन-वॉलिंग, फ्रेमलैस ग्लास डोर्स/विन्डोज, शॉप फ्रन्ट्स, एन्ट्रेन्स एसेम्बलीज, शॉवर-क्यूबीकल्स, स्काई-लाईट्स, केनोपीज,

ग्लास फर्नीचर्स, बस-कोचेज जैसे अन्य विविधीकृत उद्देश्यों के लिए 'HIM ORIGINAL' TUFF ब्राण्ड से उत्कृष्ट गुणवत्तायुक्त टेम्पर्ड/हीट-स्ट्रेन्थंड ग्लास के निर्माण में संलग्न है। कम्पनी द्वारा स्थापित उक्त आयातित, अत्याधुनिक, उन्नत तकनीकीयुक्त होरीजोन्टल फ्लेट एवं बैण्ड टेम्परिंग फर्नेस से स्ट्रक्चरल ग्लास ग्लेजिंग, ग्लास डोर्स/पार्टीशन्स आदि-आदि उपयोग हेतु 4 एम.एम. से 19 एम.एम. मोटाई के 9'x18' अधिकतम साइजेज तक के समस्त प्रकार के समतल कांच- क्लीयर एवं टिन्टेड फ्लोट ग्लास, रिफ्लेक्टिव ग्लास, लो-ई ग्लास आदि टेम्पर्ड / हीट स्ट्रेन्थंड किये जा सकते हैं।

मैसर्स हिम इम्पीरियल ऑटो ग्लास वर्क्स के सघन अनुभवी एवं दूरदृष्टिपूर्ण प्रबंध भागीदार श्री शिव कुमार बंसल जो सुशिक्षित हैं, ने इस पत्रिका के कार्यकारी सम्पादक अभिषेक शर्मा को बतलाया कि उनकी कम्पनी ने टेम्परिंग फर्नेस निर्माता कम्पनी - (माउन्टेन ग्लास) से जो एक अत्याधुनिक टेम्परिंग फर्नेस आयात की है, यह फर्नेस कम्पनी के सर्वश्रेष्ठ मॉडल में से एक मानी जाती है। इससे सभी प्रकार के समतल कांच, हाई परफॉरमेन्स रिफ्लेक्टिव ग्लास, लो-ई एवं पैटर्न्ड ग्लास विश्व स्तरीय गुणवत्ता के मापदण्डों के अनुसार टेम्पर्ड किये जा सकते हैं। इस टेम्परिंग फर्नेस से निर्मित टेम्पर्ड ग्लास की उत्कृष्ट गुणवत्ता निरन्तर बरकरार रखने हेतु इस फर्नेस का 'क्वालिटी मोनीटोरिंग सिस्टम' बेजोड़ है। इस फर्नेस से लो-ई ग्लास बिना किसी ज्वलन एवं क्षति के उत्कृष्ट गुणवत्ता के साथ टेम्पर्ड किये जा सकते हैं। इस फर्नेस में प्रयुक्त एकरूपी हीटिंग एवं कूलिंग सिस्टम तथा उच्च श्रेणी के सेरेमिक रोलर्स के कारण टेम्पर्ड होने वाले कांच की फ्लेटनेस तो बरकरार रहती ही है, साथ ही रिफ्लेक्टिव ग्लास की कोटिंग में और अधिक चमक आती है। श्री शिव

कुमार बंसल ने अपनी बात जारी रखते हुए यह भी बतलाया कि हमारी कम्पनी मैसर्स हिम इम्पीरियल ऑटो ग्लास वर्क्स, हिमाचल प्रदेश सहित सीमावर्ती राज्यों एवं एन.सी.आर. में बढ़ती हुई टेम्पर्ड ग्लास की मांग को पूरा करने में अपनी महत्वपूर्ण भूमिका निभा रही है। श्री शिव कुमार बंसल ने यह भी बतलाया कि गत वर्षों के दौरान कन्सट्रक्शन उद्योग सहित देशीय कांच अर्थव्यवस्था में बड़े प्रोजेक्ट्स के अतिरिक्त मध्यम स्तर के बिल्डिंग प्रोजेक्ट्स में टेम्पर्ड ग्लास की मांग दिन-प्रतिदिन बढ़ रही है। टेम्पर्ड ग्लास की मांग में वृद्धि का एक और बड़ा कारण यह रहा कि देश में तीव्र गति से अधिक संख्या में टेम्परिंग प्लान्ट्स के स्थापित होने के कारण टेम्परिंग ग्लास उद्योग में एक कड़ी प्रतिस्पर्धा उत्पन्न हुई, जिसके परिणाम स्वरूप टेम्पर्ड ग्लासेज की कीमतें तुलनात्मक रूप से कम हुईं और कीमतें कम होने से इसकी मांग में वृद्धि हुई। सादा ग्लास एवं मूल्यवर्धित टेम्पर्ड ग्लास की कीमतों में अन्तर पर्याप्त रूप से कम होने के कारण उपभोक्ताओं ने सादा ग्लास के स्थान पर टेम्पर्ड ग्लास (जो सादा ग्लास की तुलना में 5 गुणा अधिक मजबूत होता है और सुरक्षित भी होता है) का उपयोग करना शुरू कर दिया है जिसकी वजह से टेम्पर्ड ग्लास की मांग में अभूतपूर्व वृद्धि हो रही है। गत वर्षों के दौरान आम जनता में भी यह जागृति आई है कि बिल्डिंग्स में सादा कांच के स्थान पर सुरक्षित एवं मजबूत टेम्पर्ड सेफ्टी ग्लास का अधिक से अधिक उपयोग किया जाए, अस्तु आम जनता के मध्य इस जागृति के परिणाम स्वरूप भी टेम्पर्ड ग्लास की मांग में वृद्धि सम्भव हुई है।

विदित हो, प्रोसेस्ड मूल्यवर्धित फिनिशड ग्लास एवं ग्लास उत्पादों की उत्कृष्ट गुणवत्ता इस प्रमाणित तथ्य पर निर्भर करती है कि ग्लास एवं

ग्लास उत्पादों की प्री-प्रोसेसिंग कार्य जैसे - कांच की कटिंग, एजिंग, होलिंग / ड्रिलिंग, वॉशिंग आदि कितनी गुणवत्ता के साथ की गयी है। समतल कांच एवं प्रोसेसिंग से जुड़े सभी व्यापारी भली-भांति जानते हैं कि कांच कभी बीच में से नहीं टूटता, जब भी टूटेगा किनारों से टूटेगा। इसीलिए कांच की होलिंग / ड्रिलिंग, वॉशिंग के लिये प्री-प्रोसेसिंग मशीनरी का उन्नत तकनीकीयुक्त होना अति आवश्यक है। इसी पर टेम्पर्ड ग्लास की गुणवत्ता निर्भर करती है। उक्त प्री-प्रोसेसिंग मशीनरी कम्पनी में उत्पादन के शुभारम्भ से ही स्थापित हैं।

ISO 9001:2015 के सर्टिफिकेशन से प्रमाणित कम्पनी मैसर्स हिम इम्पीरियल ऑटो ग्लास वर्क्स, जो "Him Original Tuff" और "Him Original Safe" ब्रान्डेड एक विशाल रेन्ज उच्च गुणवत्तायुक्त ऑटोमोटिव ग्लासेज के निर्माण में काफी समय से संलग्न है और कम्पनी द्वारा निर्मित उक्त ब्रान्डेड ऑटोमोटिव टफण्ड ग्लास, लेमिनेटेड विन्डशील्ड्स ग्लास देशीय मार्केट में तीव्र गति के साथ लोकप्रिय हो चुके हैं और जिसकी हिमाचल प्रदेश राज्य

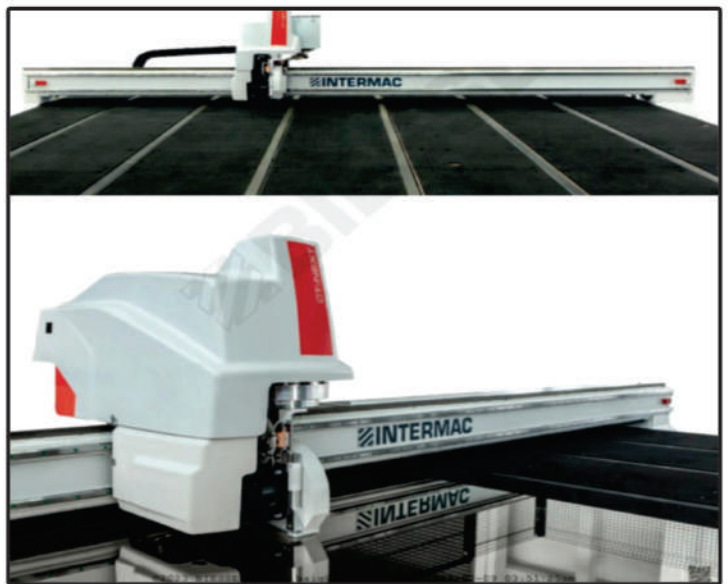
सड़क परिवहन निगम (HPSRTC), हरियाणा राज्य इन्जीनियरिंग निगम (HSEC), राजस्थान राज्य सड़क परिवहन निगम (RSRTC), उत्तर प्रदेश राज्य सड़क परिवहन निगम (UPSRTC), मध्य प्रदेश राज्य सड़क परिवहन निगम (MPSRTC) एवं बृहनमुम्बई इलैक्ट्रिक सप्लाय एण्ड ट्रान्सपोर्ट (बेस्ट) परिवहन निगम में भारी मात्रा में सप्लाय की जा रही है।

मैसर्स हिम इम्पीरियल ऑटो ग्लास वर्क्स के प्रगतिशील प्रबन्ध भागीदार श्री शिव कुमार बंसल ने आगे बतलाया कि हमारी कम्पनी रिप्लेसमेन्ट मार्केट के साथ-साथ देश की जानी-मानी कॉमर्शियल बस / कोचेज वाहन निर्माता कम्पनियों - सुतलज, माजदा, मर्सडीज, पारस, वेन्ज, जे सी बी एल कोचेज एवं तिपहिया निर्माता कम्पनियों - जे एस ऑटोज, ए पी आई, जी एम पी-इलैक्ट्रिक रिक्शाओं एवं पैसेन्जर वाहनों - कार / वैन / यूटिलिटी व्हीकल्स के लिए उच्च गुणवत्तायुक्त विविध प्रकार के ऑटोमोटिव टफण्ड ग्लासेज की बहुत बड़ी

उत्पाद श्रृंखला - का निर्माण कर रही है। आगे अपनी बात जारी रखते हुए श्री बंसल ने बतलाया कि हमारी कम्पनी द्वारा निर्मित ऑटोमोटिव ग्लासेज फ्रिगमेन्ट टेस्ट, ट्रान्सपेरेन्सी आदि की उच्च स्तरीय गुणवत्ता के मानकों की कसौटी पर शत-प्रतिशत खरे उतरते हैं एवं इण्डियन कौन्सिल ट्रान्सपोर्ट ऑथोरिटी (ICAT) द्वारा निर्धारित गुणवत्ता के मापदण्डों के अनुरूप अनुमोदित हैं। हमारा निरन्तर प्रयास रहता है कि हम नयी-नयी तकनीकी के माध्यम से उत्पाद की लागत एवं गुणवत्ता के साथ-साथ अपने मूल्यवान ग्राहकों की आशाओं के अनुकूल बेहतर सेवा प्रदान कर सकें। विदित हो, कम्पनी के 51 वर्षीय प्रबंध निदेशक श्री शिव कुमार बंसल अपने कारोबार को नित-नयी दिशा एवं दशा प्रदान कर कम्पनी को शिखर की तरफ ले जा रहे हैं।

शिव कुमार बंसल (प्रबन्ध भागीदार)

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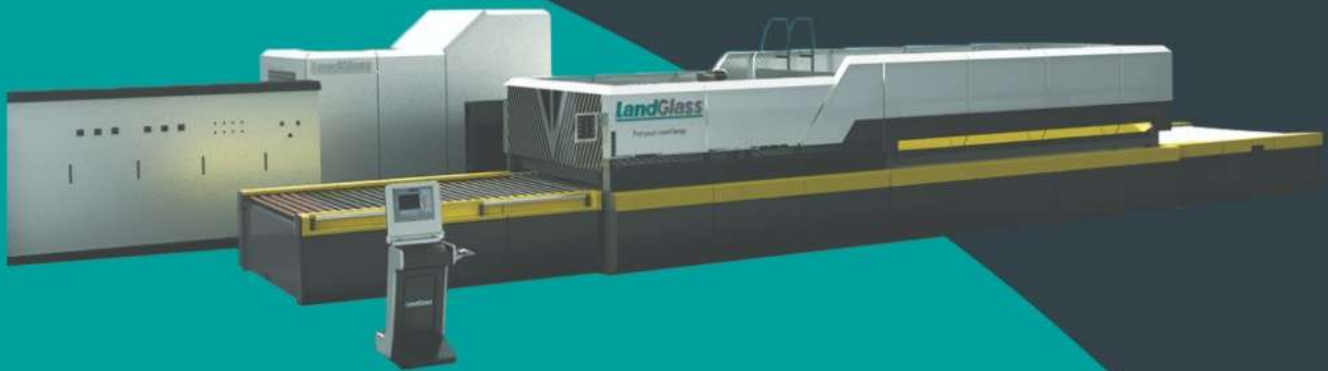
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कम्पनी के गतिशील एवं दूरदृष्टिपूर्ण प्रमोटर्स श्री अर्पित गुप्ता एवं श्री अनिरुद्ध गर्ग

नोएडा (उत्तर प्रदेश) स्थित मैसर्स न्यू ट्रेक टफ ग्लास प्रा0 लि0, जो 2023 से समस्त प्रकार के समतल कांच-क्लीयर एवं टिन्टेड फ्लोट ग्लास, रिफ्लेक्टिव ग्लास, पैटर्न ग्लास, स्ट्रक्चरल ग्लेजिंग, कर्टेन-वॉलिंग, फ्रेमलैस ग्लास डोर्स/विन्डोज, शॉप फ्रन्ट्स, शॉवर-क्व्यूबीकल्स, स्काई लाइट्स, ग्लास फर्नीचर्स, सॉफ्ट कोटेड ट्रिपल सिल्वर लो-ई ग्लास आदि के निर्माण एवं प्रोसेसिंग में संलग्न है, ने अपने कारोबार का और अधिक विस्तार करते हुये अभी हाल ही में अत्याधुनिक, उन्नत तकनीकीयुक्त ईवीए / फेब्रिक लेमिनेशन मशीन स्थापित की है, जिससे 8'x12' साइजेज तक के 3.5 एम.एम. से 19 एम.एम. मोटाई तक के समस्त प्रकार के समतल कांच लेमिनेटिड किये जा सकते हैं।

कम्पनी के गतिशील एवं दूरदृष्टिपूर्ण प्रमोटर्स श्री अर्पित गुप्ता एवं श्री अनिरुद्ध गर्ग ने इस पत्रिका के कार्यकारी सम्पादक अभिषेक शर्मा एवं राजा भारद्वाज को फैंक्ट्री दौरे के दौरान बतलाया कि हमने अपनी आर्किटेक्चुरल रेन्ज को पूरा करने के

उद्देश्यों हेतु एवं अपने मूल्यवान ग्राहकों की मांग के अनुरूप क्लीयर सेफ्टी ग्लास के अतिरिक्त विभिन्न रंगीन शेड्स, फेब्रिक डिजाइनर ग्लास एवं विभिन्न आकर्षक डिजाइनयुक्त लेमिनेटिड सेफ्टी ग्लास जिसका उपयोग बहुतायत में टेबल टॉप्स, लेमिनेटिड डिजाइनर ग्लास पार्टीशन्स, लेमिनेटिड शॉवर क्यूबीकल्स, रेलिंग, अल्ट्रा वायलट प्रतिरोधक स्काई-लाइट्स, शोर-नियंत्रक लेमिनेटिड ग्लास के रूप में किया जाता है। आगे अपनी बात जारी रखते हुए यह भी बतलाया कि 'ई वी ए' लेमिनेटिड सेफ्टी ग्लास के निर्माण में जो 'ई वी ए' फिल्म (EVA-Ethyl Vinyl Acetate) प्रयुक्त की जाती है उसमें मुलायम एवं लचीलेपन की उत्कृष्ट विशिष्ट विशेषतायें व्याप्त हैं और परिणामतः इससे निर्मित लेमिनेटिड सेफ्टी ग्लास को टेम्पर्ड सेफ्टी ग्लास के स्थान पर प्रयुक्त किया जाना और अधिक उपयोगी एवं सुविधाजनक माना जाता है क्योंकि टेम्पर्ड ग्लास शीट को मनोवांछित साइजेज में कटिंग नहीं किया जा सकता है, जबकि लेमिनेटिड सेफ्टी ग्लास को

मनोवांछित साइजेज में कटिंग किया जा सकता है। इसके अतिरिक्त अन्य थर्मोप्लास्टिक्स की तरह 'ई वी ए' लेमिनेटिड सेफ्टी ग्लास को भी प्रोसेस किया जा सकता है। 'ई वी ए' लेमिनेटिड सेफ्टी ग्लास की विशिष्ट विशेषताएं इस प्रकार हैं :

- ◆ अच्छी-खासी पारदर्शिता एवं चमक।
- ◆ अवांछित गर्मी एवं शोर प्रदूषण को रोकने की क्षमता।
- ◆ गर्मी-सर्दी को झेलने की पूर्ण क्षमता।
- ◆ अल्ट्रावायलेट रेडियेशन की प्रतिरोधक क्षमता।
- ◆ हॉट मेल्ट एडेहिसिबज एण्ड हीट सीलिंग प्रोपर्टीज।
- ◆ उच्च वायु दबाव को झेलने की क्षमता।
- ◆ साउन्ड / ध्वनि प्रतिरोधक।
- ◆ समुचित भार झेलने की क्षमता।

विदित हो, विश्व में अन्तर्राष्ट्रीय गुणवत्ता स्पेशिफिकेशन्स के मुताबिक दो प्रकार के लेमिनेटिड सेफ्टी ग्लास होते हैं, जिनमें से एक पी.वी.बी. (P.V.B.-Poly Vinyl Butryal) दूसरा 'ई वी ए' (E.V.A.-Ethyl Vinyl Acetate) के प्रोसेस से लेमिनेटिड सेफ्टी ग्लास बनाये जाते हैं। पी.वी.बी. लेमिनेटिड सेफ्टी ग्लास निःसन्देह उत्कृष्ट कोटि का विश्व स्तरीय उत्पाद माना जाता है और इसके निर्माण हेतु मंहगी मशीनरी एवं पी.वी.बी. फिल्म की आवश्यकता होती है, जबकि 'ई वी ए' फिल्म प्रोसेस से निर्मित वैक्यूम लेमिनेटिड सेफ्टी ग्लास की गुणवत्ता भी उक्त उत्पाद के निश्चित उद्देश्यों के उपयोगों के मुताबिक अत्यन्त विश्वसनीय मानी गयी है तथा इस प्रकार के लेमिनेटिड सेफ्टी ग्लास के निर्माण हेतु पी.वी.बी. फिल्म के स्थान पर एक विशेष प्रकार का फेब्रिक इस्तेमाल किया जाता है और इसके निर्माण हेतु तुलनात्मक रूप से मशीनरी की कीमतें भी सस्ती

होती हैं।

ई.वी.ए. वैक्यूम तकनीकी से निर्मित लेमिनेटिड सेफ्टी ग्लास जिसे मार्केट की आम प्रचलित भाषा में 'ई वी ए' वैक्यूम लेमिनेटिड सेफ्टी ग्लास कहा जाता है, अपने प्रकार का एक ऐसा अद्भुत मैटेरियल है, जिसे अभी कुछ समय पूर्व ही अन्तर्राष्ट्रीय बाजार में प्रचलित किया गया है और उपयोगकर्ताओं के द्वारा इसके परिणाम अत्यन्त सफल बताये गये हैं। 'ई वी ए' वैक्यूम लेमिनेटिड सेफ्टी ग्लास निर्माताओं के अनुसार उक्त प्रकार के लेमिनेटिड सेफ्टी ग्लास अथवा लेमिनेटिड सेफ्टी मिरर, अल्ट्रावायलेट रेसिसटेंट एवं पूर्ण सुरक्षा प्रदान करता है।

'ई वी ए' वैक्यूम लेमिनेटिड सेफ्टी ग्लास उपयोगकर्ताओं की मांग के मुताबिक क्लीयर सेफ्टी ग्लास के अतिरिक्त विभिन्न रंगीन शेड्स-ब्रोन्ज, सिल्वर, पिन्क, ब्ल्यू, ओरेंज क्रश, ब्रोन्ज क्रश, सिल्वर क्रश, व्हाइट डेजल, रेनब्रो, ओनेक्स मार्बल,

रिवा, साटिना, इस्टीला आदि-आदि एवं विभिन्न आकर्षक डिजाईन्सयुक्त विभिन्न थिकनैसेज (जैसे 4+4, 5+5 एम.एम.) एवं विभिन्न साईजेज में उपलब्ध है। 'ई वी ए' लेमिनेटिड सेफ्टी ग्लास अपनी विशिष्ट उपयोगिताओं के कारण विश्व के अन्य देशों की तरह इसका निर्माण भारत में भी अभी हाल ही के वर्षों में लोकप्रियता की तरफ अग्रसर है।

मैसर्स न्यू ट्रेक टफ ग्लास प्रा0 लि0 के अन्तर्गत चीन स्थित 'माउन्टेन' की एक अत्याधुनिक, उन्नत तकनीकीयुक्त जम्बो साइज 10'x20' 'फेन फोर्स्ड कन्वेक्शन' टेम्परिंग लाइन है। उक्त फर्नेस का मॉडल न0 GPQ 3060 है। इस टेम्परिंग लाइन से समस्त प्रकार के समतल कांच - क्लीयर एवं टिन्टेड फ्लोट ग्लास, रिफ्लेक्टिव ग्लास, पैटर्न ग्लास, स्ट्रक्चरल ग्लेजिंग, कर्टेन-वॉलिंग, फ्रेमलैस ग्लास डोर्स / विन्डोज, शॉप-फ्रन्ट्स, शॉवर-क्यूबीकल्स, स्काई लाईट्स, ग्लास फनीचर्स के साथ-साथ इस प्लान्ट की मुख्य विशेषता सोफ्ट

कोटिड ट्रिपल सिल्वर लो-ई ग्लास ($E>0.01$) आदि विविधीकृत उद्देश्यों के लिए 'न्यू ट्रेक टफन्ड' ब्राण्ड से उत्कृष्ट गुणवत्तायुक्त 4 एम.एम. से 19 एम.एम. मोटाई तक के टेम्पर्ड / हीट-स्ट्रेन्थंड ग्लास बनाये जा रहे हैं। विदित हो, टेम्परिंग लाइन के साथ-साथ एक अत्याधुनिक, उन्नत तकनीकीयुक्त इन्सुलेटिंग ग्लास लाइन 'BOKE' चीन से आयात की और इस इन्सुलेटिंग ग्लास लाइन से 10'x16' साइजेज तक के इन्सुलेटिड ग्लास का निर्माण किया जा रहा है।

कम्पनी के पास प्री-प्रोसेसिंग निर्माण सुविधाएं इस प्रकार हैं :

- ◆ Intermac Cutting Machine with Hamam loader.
- ◆ Supertech Glass Machinery Washing Machine.
- ◆ GTA Polishing Machine.
- ◆ GTA Drilling Machine.
- ◆ GTA Wholling Machine.

कम्पनी का संक्षिप्त परिचय

मैसर्स न्यू ट्रेक टफ ग्लास प्रा0 लि0 के 33 वर्षीय निदेशक श्री अर्पित गुप्ता, 48 वर्षीय निदेशक श्री भारत बंसल एवं 24 वर्षीय निदेशक श्री हरी गर्ग जो शिक्षा में क्रमशः परस्नातक एवं स्नातक हैं इनमें से श्री अर्पित गुप्ता ही कांच कारोबार में संलग्न थे और इन्होंने अपने कांच-कारोबारी कैरियर की शुरुआत नोएडा स्थित श्री स्वास्तिक टफ ग्लास एल एल पी से 2016 में निदेशक के रूप की और उस कम्पनी का लगभग चार वर्षों तक न केवल बखूबी संचालन किया बल्कि कम्पनी को नित नई दिशा प्रदान करते हुए राष्ट्रीय राजधानी क्षेत्र के समतल

कांच मार्केट में अपनी एक पहचान बनायी एवं अच्छी-खासी साख भी अर्जित की। तत्पश्चात् 2020 में अपने अनुज श्री राघव गुप्ता के साथ मिलकर एक नई ट्रेडिंग फर्म मैसर्स महालक्ष्मी ग्लास एण्ड एल्युमिनियम की स्थापना की, जिसमें समस्त प्रकार के समतल कांच, एल्युमिनियम एवं यूपीवीसी डोर्स-विन्डोज के कारोबार एवं प्रोसेसिंग में संलग्न है। कम्पनी के अन्य निदेशकों में श्री भारत बंसल जो अन्य व्यवसाय में संलग्न हैं, वहीं हरी गर्ग अपनी पढ़ाई पूरी करके आए हैं (इनका पैत्रिक कारोबार प्लाईवुड का है) और अपने कैरियर की शुरुआत

कांच की चमत्कारिक दुनिया जैसे व्यावसाय से की, जिसके बिना वर्तमान में आधुनिक बिल्डिंग की कल्पना भी नहीं की जा सकती और न ही इसका दुनिया में अभी तक कोई विकल्प है। ऐसे नवयुवकों सर्वश्री श्री अर्पित गुप्ता, भारत बंसल, हरी गर्ग एवं राघव गुप्ता से देशीय समतल कांच उद्योग व्यापार को काफी आशाएं एवं अपेक्षाएं हैं।

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बी एस इण्डस्ट्रीज द्वारा आयातित अत्याधुनिक उन्नत तकनीकीयुक्त टेम्परिंग, इन्सुलेटिंग एवं पी. वी. बी. लेमिनेटिंग ग्लास लाइन से उत्पादन प्रारम्भ



प्रबन्ध निदेशक श्री सन्दीप गंगल एवं इनके सुपुत्र श्री श्रेष्ठ गंगल साथ में इस पत्रिका के कार्यकारी सम्पादक अभिषेक शर्मा

यू पी एस आई डी सी इण्डस्ट्रीयल एरिया, सूरजपुर, ग्रेटर नोएडा (उत्तर प्रदेश) स्थित नवस्थापित कम्पनी मैसर्स बी एस इण्डस्ट्रीज, जो अत्याधुनिक निर्माण सुविधाओं से युक्त हाई-टेक ग्लास ग्लेजिंग के निर्माण एवं कारोबार में संलग्न है, ने 2024 में अपने कारोबार का भारी विस्तार करते हुए कुछ ही महीनों के अन्तराल में तीन प्लान्ट स्थापित किये हैं, जिनमें एक अत्याधुनिक उन्नत तकनीकीयुक्त 8'x14' की एक टेम्परिंग लाइन, 8'x14' साइजेज की एक पी.वी.बी. लेमिनेटिंग ग्लास लाइन एवं 'WEILLY' चीन से आयातित 8'x12' साइजेज की एक इन्सुलेटिंग ग्लास लाइन शामिल हैं, जिसमें अक्टूबर, 2024 से टेम्परिंग लाइन से इण्टीरियर्स एवं एक्सटीरियर्स आर्किटेक्चरल स्ट्रक्चरल ग्लेजिंग, कर्टेन-वॉलिंग, फ्रेमलैस ग्लास डोर्स / विन्डोज / शॉप-फ्रन्ट्स, केनोपीज, ग्लास फर्नीचर्स एवं रेफ्रिजरेटर्स / फ्रिजर्स जैसे अन्य विविधकृत उद्देश्यों हेतु 'UNITUF' ब्राण्ड से उत्पादन किया जा रहा है।

कम्पनी द्वारा आयातित अत्याधुनिक, उन्नत तकनीकीयुक्त होरीजोन्टल टेम्परिंग फर्नेस से विशेष तौर से स्ट्रक्चरल ग्लेजिंग, डोर्स / विन्डोज / पार्टिशन आदि-आदि उद्देश्यों हेतु 3.5 एम.एम. से 19 एम.एम. मोटाई के 8'x14' साइजेज तक के समस्त प्रकार के समतल कांच - क्लीयर एवं टिन्टेड फ्लोट ग्लास, रिफ्लेक्टिव ग्लास, लो-ई ग्लास आदि टेम्पर्ड / हीट- स्ट्रेन्थंड किये जा सकते हैं। मैसर्स बी. एस. ग्लास इण्डस्ट्रीज के 58 वर्षीय प्रबन्ध निदेशक श्री सन्दीप गंगल एवं इनके 31 वर्षीय एक मात्र सुपुत्र श्री श्रेष्ठ गंगल ने इनकी फैक्ट्री के दौरे पर गये इस पत्रिका के कार्यकारी सम्पादक अभिषेक शर्मा को जानकारी देते हुये बतलाया कि उनकी कम्पनी राष्ट्रीय राजधानी क्षेत्र के साथ-साथ सीमावर्ती राज्यों की बढ़ती हुई सुरक्षित कांच की मांग को पूरा करने में अपना महत्वपूर्ण योगदान दे रही है।

विदित हो, बिल्डिंग स्ट्रक्चर्स में जहां टेम्पर्ड, लेमिनेटिड ग्लास का उपयोग अधिक मजबूती प्रदान करता है, वहीं इन्सुलेटिड ग्लास के उपयोग से जहां

एक तरफ बिल्डिंग के अंदर अवांछित भयंकर गर्मी का प्रकोप बाधित होता है, वहीं दूसरी तरफ शोर प्रदूषण पर भी अंकुश लगता है। देश में विद्युत संकट हमेशा बना रहता है। बिल्डिंग्स में इन्सुलेटिड ग्लास के उपयोग से विद्युत बचत के माध्यम से कुछ हद तक देशीय विद्युत संकट को भी कम किया जा सकता है। इन्सुलेटिड ग्लास की उक्त अन्तर्निहित विशेषताओं एवं उपयोगिताओं के कारण देशीय मार्केट में इन्सुलेटिड ग्लास का उपयोग दिन-प्रतिदिन बढ़ता जा रहा है और इन्हीं उपयोगिताओं के मद्देनजर हमारी कम्पनी द्वारा टेम्पर्ड, लेमिनेटिड ग्लास के साथ-साथ इन्सुलेटिड ग्लास का निर्माण भी किया जा रहा है।

यह भी विदित हो, प्रोसेस्ड मूल्यवर्धित फिनिशड ग्लास एवं ग्लास उत्पादों की उत्कृष्ट गुणवत्ता इस प्रमाणित तथ्य पर निर्भर करती है कि ग्लास एवं ग्लास उत्पादों का प्री-प्रोसेसिंग कार्य जैसे - कांच की कटिंग, एजिंग, होलिंग, ड्रिलिंग, वॉशिंग आदि कितनी गुणवत्ता के साथ की गई हैं। समतल

कांच एवं प्रोसेसिंग से जुड़े सभी व्यापारी एवं उद्यमी भली-भांति जानते हैं कि कांच कभी बीच में से नहीं टूटता, जब भी टूटेगा एजिज / किनारों से ही टूटेगा। इसी प्रकार कांच की होलिंग / ड्रिलिंग / वॉशिंग के लिये प्री-प्रोसेसिंग मशीनरी का उन्नत तकनीकीयुक्त होना अति आवश्यक है इसी पर टेम्पर्ड ग्लास की गुणवत्ता निर्भर करती है। उक्त प्री-प्रोसेसिंग मशीनरी कम्पनी में उत्पादन के शुभारम्भ से ही स्थापित हैं।

वहीं साथ ही साथ उक्त कम्पनी में पी.वी.बी. लेमिनेटेड सेफ्टी ग्लास लाइन भी स्थापित की गयी है, जिससे 2.5 एम.एम. से 19 एम.एम. मोटाई तक के समस्त प्रकार के समतल कांच क्लीयर एवं टिन्टेड फ्लोट ग्लास, रिफ्लेक्टिव ग्लास आदि के आर्किटेक्चुरल लेमिनेटेड सेफ्टी ग्लास बनाये जा सकते हैं, और इसका उपयोग डोर्स / विन्डोज,

हाउसहोल्ड-फर्नीचर्स, किचन एवं बाथरूम सेलव्स, ग्लास स्काई लाईट्स, ग्लास एक्युरियम, ग्लास रेलिंग इत्यादि में किया जा सकता है।

विदित हो, विश्व में अन्तर्राष्ट्रीय गुणवत्ता, स्पेशिफिकेशन्स के मुताबिक पी.वी.बी. (Poly Vinyl Butryl) के प्रोसेस से बनाये जाने वाले लेमिनेटेड सेफ्टी ग्लास निःसंदेह उत्कृष्ट कोटि का विश्वस्तरीय उत्पाद माना जाता है। इसके निर्माण हेतु महंगी मशीनरी एवं पी.वी.बी. फिल्म की आवश्यकता भी होती है।

विदित हो, मैसर्स बी एस इण्डस्ट्रीज ग्लास प्रोसेसिंग के क्षेत्र में नवस्थापित कम्पनी अवश्य है लेकिन इसके संस्थापक श्री संदीप गंगल एवं इनके सुपुत्र श्री श्रेष्ठ गंगल को समतल कांच उद्योग व्यापार का सघन अनुभव प्राप्त है। श्री संदीप गंगल

1989 से समतल कांच कारोबार से जुड़े हुये हैं, वहीं इनके सुपुत्र श्री श्रेष्ठ गंगल ने सी.ए. की डिग्री लेने के पश्चात् 2016 में अपने यशस्वी पिता द्वारा स्थापित एवं विकसित कांच कारोबार में प्रवेश किया और अपने सघन अनुभवी पिता के मार्गदर्शन में अपनी प्रोसेसिंग ग्लास उद्योग को शिखर की तरफ ले जाने में अपना महत्वपूर्ण योगदान दे रहे हैं। श्रेष्ठ गंगल जैसे नवयुवक से देशीय समतल कांच उद्योग व्यापार को काफी आशाएं एवं अपेक्षाएं हैं।

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टू कलर्स सोल्यूशन्स एण्ड टेक्नॉलॉजिज इण्डिया प्रा० लि० ने जैक ग्लास टेक्नोलॉजी एक्स्पो, 2024 के दौरान नई तकनीकी की CRYPTO XL मशीन लॉन्च की



कम्पनी निदेशक सरदार चरणजीत शाह, श्री तन्दीप सिंह सालूजा साथ में इस पत्रिका के कार्यकारी सम्पादक अभिषेक शर्मा एवं उप सम्पादक राजा भारद्वाज

पीतमपुरा (नई दिल्ली) स्थित देश की अग्रणी, प्रतिष्ठित एवं चुनिन्दा आयातित डिजिटल प्रिन्टर्स के कारोबार में संलग्न कम्पनी मैसर्स टू कलर्स सोल्यूशन्स एण्ड टेक्नोलॉजिज इण्डिया प्रा० लि०, जो गत 12 वर्षों से आयातित अत्याधुनिक उन्नत तकनीकीयुक्त हाई-टेक “सिग्नेज प्रिन्टर्स” का समस्त भारत में एक उच्च स्तरीय कारोबार कर रही है, ने अपने कारोबार का और अधिक विस्तार करते हुये अभी हाल ही में ‘CRYPTO XL’ मशीन का भी शुभारम्भ किया है, जिसका डिस्प्ले पहली बार दिसम्बर, 2024 में आयोजित होने वाली जैक ग्लास टेक्नोलॉजी एक्स्पो, प्रगति मैदान, नई दिल्ली

में किया गया। उक्त मशीन से टेक्सचर्ड ग्लास पर डिजिटल प्रिंटिंग की विभिन्न डिजाईन का डिस्प्ले देखकर विजिटर्स के बीच चर्चा का विषय बना रहा और सभी ने उक्त मशीन की संचालन प्रणाली को देखकर भरपूर सराहना भी की। उक्त मशीन से उन्नत तकनीकीयुक्त डिजाइनर ग्लास एवं मॉर्डन स्टेन्ड ग्लास आदि बनाये जा सकते हैं।

Features

कम्पनी निदेशकों में 45 वर्षीय श्री सौरभ सहदेव, 39 वर्षीय सरदार चरणजीत शाह एवं 42 वर्षीय तन्दीप सिंह सालूजा जो शिक्षा में सभी

सुशिक्षित हैं, ने दिल्ली दौरे पर गये इस पत्रिका के कार्यकारी सम्पादक अभिषेक शर्मा से एक भेंट-वार्ता के दौरान बतलाया कि हमारी कम्पनी द्वारा आयातित ‘सिग्नेज प्रिन्टर्स’ का उपयोग तो देश में दिन-प्रतिदिन बढ़ ही रहा है लेकिन अभी हाल ही में हमने नेक्स्ट जेनरेशन की नई तकनीकी वाली विशेष मशीन अपने मूल्यवान ग्राहकों की इच्छा के अनुरूप आयात की है, जो परम्परागत आयातित ‘सिग्नेज प्रिन्टर्स’ से तो केवल किसी भी सरफेस मैटेरियल पर ही प्रिंटिंग की जा सकती है जैसे - ग्लास, वुड, मार्बल, सनबोर्ड, एम डी एफ, टाईल्स, पी वी सी, स्टील, लैडर, फोम बोर्ड आदि के मुकाबले इस विशेष मशीन से टेक्सचर्ड ग्लास के साथ-साथ उक्त इसी प्रकार के मैटेरियल्स पर भी डिजिटल डिजाइन की जा सकती है। इन समस्त प्रकार की मशीन द्वारा ग्लास के ऊपर डिजाइन करना हू-ब-हू किसी भी पिक्चर फोटो सीनरी को बनाना अत्यन्त आसान है, साथ-ही-साथ मैनुअल प्रोसेस अथवा कारीगरों द्वारा की गयी प्रिंटिंग में वह एक्च्यूरेसी नहीं आती, जो हमारे द्वारा इस प्रकार के आयात किये गये ‘सिग्नेज प्रिन्टर्स’ एवं ‘क्रिप्टो एक्स एल’ के द्वारा आती है और समय की बचत भी होती है एवं प्रिंटिंग में लेबर प्रॉब्लम से कॉफी हद तक छुटकारा मिल जाता है तथा साथ ही उक्त प्रिन्टर्स Eco-Friendly भी हैं।

विदित हो, उक्त प्रिंटिंग मशीन से पूर्व इस प्रकार की प्रिंटिंग संभव नहीं थी। तब इसमें सौन्दर्यता का अभाव रहता था इसी के परिणाम स्वरूप डिजिटल प्रिन्टर्स का उपयोग वर्तमान में काफी होने लगा है और भविष्य में इसके उपयोग की प्रचुर सम्भावनाएं व्याप्त हैं। डिजिटल प्रिन्टर्स का जो भी व्यावसायी उपयोग कर रहे हैं, वे अपने मूल्यवान ग्राहकों को उनकी इच्छानुसार, साइजेज

एवं किसी भी कलर्स में अतिशीघ्र सेवा प्रदान करने में सक्षम हैं।

मैसर्स टू कलर्स सोल्यूशन्स एण्ड टेक्नोलॉजिज इण्डिया प्रा0 लि0 के द्वारा डिजिटल प्रिंटर्स का विभिन्न देशों से आयात किया जा रहा है और उक्त कम्पनी द्वारा अभी तक देश में 1000 से अधिक डिजिटल प्रिन्टर्स की सप्लाय की जा चुकी है क्योंकि कम्पनी के तीनों ही निदेशकों को इस क्षेत्र में एक दीर्घ एवं सघन अनुभव प्राप्त है और वे अपने सभी मूल्यवान ग्राहकों को उच्च गुणवत्तायुक्त मशीन बिक्री करने के पश्चात उसकी सर्विस का भी पूरा ख्याल रखते हैं। अभी तक इन्होंने जितनी भी मशीनें बिक्री की हैं उनके सभी ग्राहक इनसे पूरी तरह से सन्तुष्ट हैं। इन्होंने 12 वर्षीय कारोबारी कार्यकाल के दौरान डिजिटल प्रिंटर्स की रिकॉर्ड बिक्री तो की ही है और साथ ही साथ उच्च कोटि की साख भी अर्जित की है। कम्पनी के तीनों ही युवा निदेशक कार्य के प्रति कर्मठ, ईमानदार एवं अत्यन्त व्यवहार कुशल व्यावसायी हैं।

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फर्म के प्रोपराइटर श्री शशि कुमार अरोड़ा (सुनेजा) एवं श्री मोहित कुमार अरोड़ा साथ में इस पत्रिका के मुख्य सम्पादक श्री उमेश दत्त शर्मा एवं कार्यकारी सम्पादक अभिषेक शर्मा

पीतल नगरी के नाम से विख्यात देश में मुरादाबाद स्थित मैसर्स ग्लास एन ग्लास जो टेम्पर्ड ग्लास, समस्त प्रकार के आकर्षक अभिनव डिजाइनर ग्लास, डेकोरेटिव ग्लास एवं ग्लास उत्पादों-डायमण्ड की तरह क्रिस्टल क्लीयर बैवल्ड ग्लास, पॉलिशड ग्लास, टेक्सचर्ड ग्लास, एन्ग्रेव्ड ग्लास, फ्यूज्ड ग्लास पेनेल्स, ईच्ड ग्लास, स्टेन्ड ग्लास, एयर ब्रुश ग्लास, ग्लास फर्नीचर के साथ-साथ गत 14 वर्षों से एन्टिक मिरर के निर्माण में संलग्न हैं। एन्टिक मिरर की मांग देश एवं विदेशों में हमेशा बनी रहती है। मैसर्स ग्लास एन ग्लास के प्रोपराइटर श्री शशि कुमार अरोड़ा (सुनेजा) ने मुरादाबाद दौरे के दौरान इस पत्रिका के मुख्य सम्पादक श्री उमेश दत्त शर्मा एवं कार्यकारी सम्पादक अभिषेक शर्मा को बताया कि हमारी फर्म द्वारा निर्मित एन्टिक मिरर लोकल मार्केट के साथ-साथ एक्सपोर्ट्स के माध्यम से विदेश में भी निर्यात किया जाता है, जिसकी मांग देश एवं विदेश में हमेशा बनी रहती है और दिन-प्रतिदिन बढ़ रही है, क्योंकि एन्टिक

मिरर का निर्माण बहुत ही कम प्रोसेसर करते हैं। श्री अरोड़ा ने अपनी बात जारी रखते हुए बताया कि हमारी फर्म द्वारा एन्टिक मिरर की क्वालिटी बहुत ही आकर्षक एवं अच्छी होती है जिसको लोकल मार्केट के साथ-साथ विदेशों में भी खूब पसन्द किया जाता है।

मैसर्स ग्लास एन ग्लास के 63 वर्षीय प्रोपराइटर श्री शशि कुमार अरोड़ा (सुनेजा) ने अपना निजी कारोबार 2001 में समस्त प्रकार के समतल कांच-क्लीयर एवं टिन्टेड फ्लोट ग्लास, थिकर ग्लास, पैटर्न्ड ग्लास, लैक्ड ग्लास, रिफ्लेक्टिव ग्लास एवं मिरर के साथ-साथ मूल्य वर्धित ग्लास की प्रोसेसिंग के रूप में शुरू किया, जिन्होंने वर्तमान में प्रगति करते हुए समय की मांग के अनुरूप उच्च गुणवत्तायुक्त कांच प्रोसेसड करने के उद्देश्यों हेतु चीन से आयातित एक टेम्परिंग लाइन, जो उच्च गुणवत्तायुक्त टफन्ड ग्लास के निर्माण में संलग्न है एवं इसके साथ-साथ कई ऑटोमैटिक मशीनें स्थापित की हैं - जिनमें ऑटोमैटिक बैवलिंग मशीन, ऑटोमैटिक एजर मशीन, ऑटोमैटिक शेप

बैवलिंग मशीन, ऑटोमैटिक सी.एन.सी. कटिंग मशीन भी आयात की है, जिनसे विश्वस्तरीय मूल्य वर्धित कांच की प्रोसेसिंग की जा रही है। श्री शशि कुमार अरोड़ा ने अपनी बात जारी रखते हुए बताया कि आज के दौर में मैनुअल तरीके से ग्लास प्रोसेसड करने में ऐसी गुणवत्ता परिलक्षित नहीं होती जैसे कि ऑटोमैटिक मशीनों में आती है दूसरे कांच प्रोसेसड करने में काफी समय लगता है और साथ ही साथ दिन-प्रतिदिन लेबर प्रोब्लम हमारे शहर में ही नहीं अपितु पूरे देश में बनी हुई है, जिसकी वजह से हमने ऑटोमैटिक मशीनें स्थापित की हैं, जिनसे शीघ्रता-शीघ्र हम अपने उच्च गुणवत्तायुक्त क्वालिटी के प्रोसेसड ग्लास हम अपने मूल्यवान ग्राहकों को उपलब्ध करा रहे हैं।

यह भी विदित हो, मैसर्स ग्लास एन ग्लास के गतिशील प्रोपराइटर श्री शशि कुमार अरोड़ा (सुनेजा) का अपना निजी कारोबार से पूर्व इनका पैत्रक कांच कारोबार काफी पुरातन है। इनके पिता श्री सुन्दर लाल सुनेजा (जिनका 1999 में स्वर्गवास हो गया) ने 1968

में बाबा ग्लास कम्पनी के नाम से अपने कांच कारोबार का शुभारम्भ किया था जो 1980 में बन्द हो गया। तत्पश्चात 2001 में श्री शशि कुमार अरोड़ा जो स्वर्गीय सुन्दर लाल सुनेजा के बड़े सुपुत्र हैं, ने अपने पैत्रिक कांच कारोबार को ग्लास एन ग्लास के नाम से शुभारम्भ किया, जो वर्तमान में उत्तर प्रदेश के समतल कांच उद्योग व्यापार में अपना महत्वपूर्ण योगदान देकर अपने

कारोबार को नित नयी दिशा प्रदान कर, प्रगति की तरफ ले जा रहे हैं। श्री शशि कुमार अरोड़ा के साथ कारोबार में इनके दोनों युवा सुपुत्र श्री मोहित सुनेजा एवं सोहित सुनेजा जो कि सुशिक्षित हैं, अपने पिता द्वारा स्थापित कारोबार में सहयोग ही नहीं बल्कि अपना महत्वपूर्ण योगदान दे रहे हैं।

मैसर्स ग्लास एन ग्लास देश में फ्लोट ग्लास के

निर्माण में संलग्न कम्पनियों-सेन्ट गोबेन इण्डिया प्रा० लि० एवं गोल्ड प्लस ग्लास इन्डस्ट्री लि० के मैटेरियल की अधिकृत थोक विक्रेता फर्म है।

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शिवानी ग्लास हाउस का सौन्दर्यकरण से ओत-प्रोत एक भव्य आउटलेट



कम्पनी के प्रबन्ध भागीदार श्री शंकर राउत, एवं इनके भतीजे श्री संजीत राउत

कटक, ओड़िशा की सर्वाधिक प्रगतिशील, प्रतिष्ठित एवं चुनिन्दा उच्चस्तरीय रिटेल समतल कांच कारोबारी फर्मों में से एक मैसर्स शिवानी ग्लास हाउस, जो गत् 22 वर्षों से समस्त प्रकार के समतल कांच-क्लीयर एवं टिन्टेड फ्लोट ग्लास, रिफ्लेक्टिव ग्लास, लैकड ग्लास, फिगर्ड ग्लास, मिरर, फ्लूटिड ग्लास, डिजाइनर ग्लास, डिजाइनर मिरर आदि के साथ-साथ मूल्यवर्धित कांच एवं कांच उत्पादों की विविध श्रृंखला में डायमण्ड की तरह क्रिस्टल क्लीयर बैवलड ग्लास, ईच्छ ग्लास, टेक्सचर्ड ग्लास, ग्लास फर्नीचर्स, एल. ई. डी. मिरर, ग्लास कन्सोल, स्ट्रक्चरल ग्लेजिंग, कर्टन वॉलिंग, डेकोरेटिव मिरर, एल्युमिनियम एवं यूपीवीसी डोर्स / विन्डोज, आर्किटेक्चुरल टफन्ड, इन्सुलेटिड एवं लेमिनेटिड ग्लास, आर्किटेक्चुरल ग्लास हार्डवेयर, ए सी पी की प्रोसेसिंग एवं कारोबार में संलग्न सौन्दर्यकरण से ओत-प्रोत, अजब-गजब एक भव्य आउटलेट है।

मैसर्स शिवानी ग्लास हाउस के प्रबन्ध भागीदारों में सर्वश्री शंकर राउत, भोला राउत एवं इनके भतीजे श्री संजीत राउत (जिन्हें लोग प्यार से जीतू भईया कहते हैं) ये सभी सुशिक्षित व्यावसायी

हैं, ने कटक के दौर पर गये इस पत्रिका के मुख्य सम्पादक श्री उमेश दत्त शर्मा एवं कार्यकारी सम्पादक अभिषेक शर्मा को बतलाया कि गत् 31 वर्षों (1993) के दौरान देशीय समतल कांच उद्योग-व्यापार में सघन पूंजी-विनियोग, तकनीकी-उन्नयन, उत्पादन-क्षमता एवं मांग में अभूतपूर्व विकास आदि के दृष्टिकोण से क्रान्तिकारी परिवर्तन हुए हैं और इसके परिणाम स्वरूप जो उद्यमी एवं कारोबारी उक्त उद्योग व्यापार के बदलते परिदृश्य में समय के साथ अपने कारोबार के तौर-तरीकों में सम्यक परिवर्तन ले आये हैं, वे निरन्तर प्रगति के पथ पर अग्रसर हैं। इस दिशा में हमने भी समय-समय पर अपने कारोबार के उन्नयन हेतु अनेकों वांछित कदम उठाये हैं, जिसमें 2009 में एक भव्य वातानुकूलित शो-रूम स्थापित किया, जिसमें मूल्यवर्धित ग्लास का शानदार तरीके से डिस्प्ले किया गया है। जिससे उनके मूल्यवान ग्राहक अपनी इच्छानुसार मूल्यवर्धित ग्लास की च्वाँइस कर सकें।

श्री संजीत राउत का मानना है कि वर्तमान में प्रचलित एवं अत्यन्त प्रतिस्पर्धी व्यावसायिक परिस्थितियों में आवश्यक हो गया है कि अपने

मूल्यवान ग्राहकों को एक ही छत के नीचे कांच एवं विभिन्न प्रकार के मूल्यवर्धित प्रोसेस्ड कांच उत्पादों की अधिकतम रेंज उपलब्ध करा सकें। इन्होंने ही कटक के समतल कांच मार्केट में सबसे पहले मूल्यवर्धित ग्लास का भव्य शो-रूम स्थापित किया और इन्होंने सरकारी एवं प्राइवेट प्रोजेक्ट्स के कार्य का भी शुभारम्भ किया था।

वर्तमान में सर्वश्री शंकर राउत एवं भोला राउत जो फैक्ट्री का कार्यभार संभालते हैं, वहीं दूसरी तरफ इनके मार्गदर्शन में इनके भतीजे श्री संजीत राउत शो-रूम एवं प्रोजेक्ट्स सम्बन्धित समस्त जिम्मेदारियों का बखूबी संचालन कर रहे हैं।

मैसर्स शिवानी ग्लास हाउस की स्थापना 2002 में समस्त प्रकार के समतल कांच एवं समय की मांग के अनुरूप मूल्यवर्धित ग्लास के रूप में की गयी थी, जो अपने कारोबारी कार्यकाल में निरन्तर उल्लेखनीय व्यावसायिक प्रगति करते हुये शिखर की तरफ अग्रसर है। सर्वश्री शंकर राउत, भोला राउत एवं संजीत राउत ने ऐसे कारोबार को चुना, जो वर्तमान में आधुनिक बिल्डिंग उद्योग में अपरिहार्य वस्तु बन गया है क्योंकि इसके बिना किसी भी आधुनिक बिल्डिंग्स की कल्पना भी नहीं की जा सकती और फर्म की स्थापना के समय से ही अपने कारोबार के प्रति सच्ची लगन, अथक परिश्रम, व्यापार में साफ-सुथरी डीलिंग के बल पर इन्होंने यह प्रमाणित कर दिया है कि बिना किसी पारिवारिक व्यावसायिक पृष्ठभूमि के भी व्यवसाय की ऊचाइयों को छुआ जा सकता है और अपनी व्यावसायिक क्षमता एवं योग्यता को भी प्रमाणित कर दिया है कि कम पूंजी से भी व्यापार को नई दिशा एवं दशा प्रदान की जा सकती है और वर्तमान में इनका कारोबार कटक महानगर के समतल कांच मार्केट में एक विशिष्ट स्थान प्राप्त कर चुका है।

श्री संजीत राउत : 9437047950



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गांधीधाम, कच्छ, गुजरात स्थित मैसर्स मुरलीधर ग्लास हाउस ऑटोमोबाइल ग्लास के क्षेत्र में एक जानी-मानी लब्धप्रतिष्ठित एवं अग्रणी फर्म है, जो गत् 1995 से समस्त प्रकार के ऑटोमोबाइल ग्लास, लेमिनेटिड सेफ्टी ग्लास, लेमिनेटिड विंड शील्ड्स ग्लास, कॉमर्शियल व्हीकल्स एवं अर्थमूवर ग्लास के साथ-साथ यह फर्म सनरूफ, बाइफर्स व क्लेडर्स, रबर बीडिंग एवं मिरर ऐसेसरीज के होलसेल एवं रिटेल कारोबार में संलग्न है, ने अपने कारोबार का विस्तार करते हुए अभी (अप्रैल 2024) से अहमदाबाद में भी कारोबार की लार्ज स्कैल पर शुरुआत की है। फर्म के 53 वर्षीय प्रोपराइटर श्री देव मोहनानी ने अपने इस शोरूम की स्थापना में अपने सघन एवं दीर्घकालिक अनुभवों को पूरी तरह से प्रदर्शित किया है और शोरूम को देखने से ऐसा प्रतीत होता है कि वास्तव में इतनी बड़ी ग्लास श्रंखला को पूरी तरह व्यवस्थित तौर पर रखा गया है। इस शोरूम की यह विशेषता है कि, जो भी टफन्ड / लेमिनेटिड ग्लास जहां पर रखा गया है,

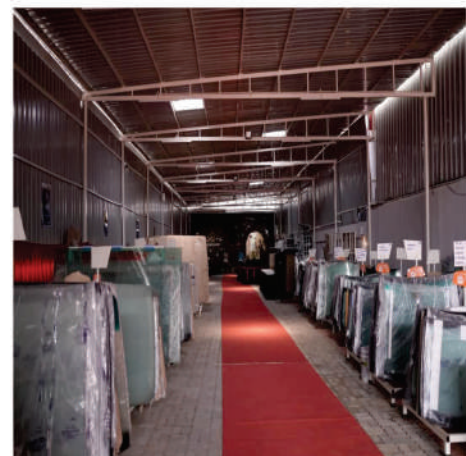
उस पर साइज एवं मॉडल नम्बर भी डाला गया है, ताकि कर्मचारी से गलती होने की संभावनाओं को कम किया जा सके इसको चेक करने के लिए कम्प्यूटर में भी रिकॉर्ड किया गया है। यह शोरूम देखने में ऐसा लगता है कि जैसे किसी कम्पनी का वेयरहाउस हो। उक्त स्पेशियस शोरूम को स्थापित करने में श्री देव मोहनानी एवं उनकी टीम का अथक प्रयास रहा है तभी एक शानदार एवं भव्य शोरूम की स्थापना हो पाई है। उक्त फर्म ने ऑटोमोबाइल ग्लास की रेंज में देश में उच्च गुणवत्तायुक्त टफन्ड ग्लास एवं लेमिनेटिड विंड शील्ड्स ग्लास के निर्माण में संलग्न कम्पनियों ड्यूराटफ, ड्यूरासेफ, सेकुरिट सेन्ट गोबेन एवं अन्य ऑटो ग्लास कम्पनी के मैटेरियल की होलसेल/रिटेल विक्रेता एवं स्टॉकिस्ट्स फर्म के रूप में कार्यरत है। मैसर्स मुरलीधर ग्लास हाउस एक ऐसी फर्म है जिसने अपने कांच कारोबार के क्षेत्र में गुजरात के ग्लास मार्केट में एक अच्छी पहचान बनाई है साथ ही उच्चस्तरीय साख भी अर्जित की है। फर्म ने अपने

ग्राहकों के बीच अच्छे व्यावसायिक सम्बंध भी स्थापित किए हैं और इस फर्म के सभी मूल्यवान ग्राहक भी पूरी तरह सन्तुष्ट हैं।

मैसर्स मुरलीधर ग्लास हाउस के (गांधीधाम एवं अहमदाबाद) के 53 वर्षीय सघन अनुभवी एवं दूरदृष्टिपूर्ण संस्थापक एवं प्रोपराइटर श्री देव मोहनानी ने 1995 में काफी छोटे स्तर से अपने ऑटोमोइल कांच कारोबार का शुभारम्भ किया, जो वर्तमान में अभूतपूर्व प्रगति करते हुए शिखर की तरह अग्रसर है। वर्तमान में श्री देव मोहनानी के 19 वर्षीय नवयुवक सुशिक्षित सुपुत्र श्री कृष मोहनानी अपनी शिक्षा के साथ-साथ फर्म का पार्ट टाइम संचालन भी करते हैं। श्री देव मोहनानी के होनहार सुपुत्र अपने दीर्घ अनुभवी पिता के मार्गदर्शन में अपने पिता द्वारा स्थापित एवं विकसित कांच कारोबार को नित नई दिशा एवं दशा प्रदान करने के साथ-साथ बुलंदियों पर ले जा रहे हैं। ऐसे नवयुवक से देशीय समतल कांच उद्योग व्यापार को काफी आशाएं एवं अपेक्षाएं हैं। श्री कृष मोहनानी अपने पिता श्री देव मोहनानी की तरह ही स्वभाव से बेहद विनम्र, व्यवहार कुशल एवं मृदुभाषी हैं।

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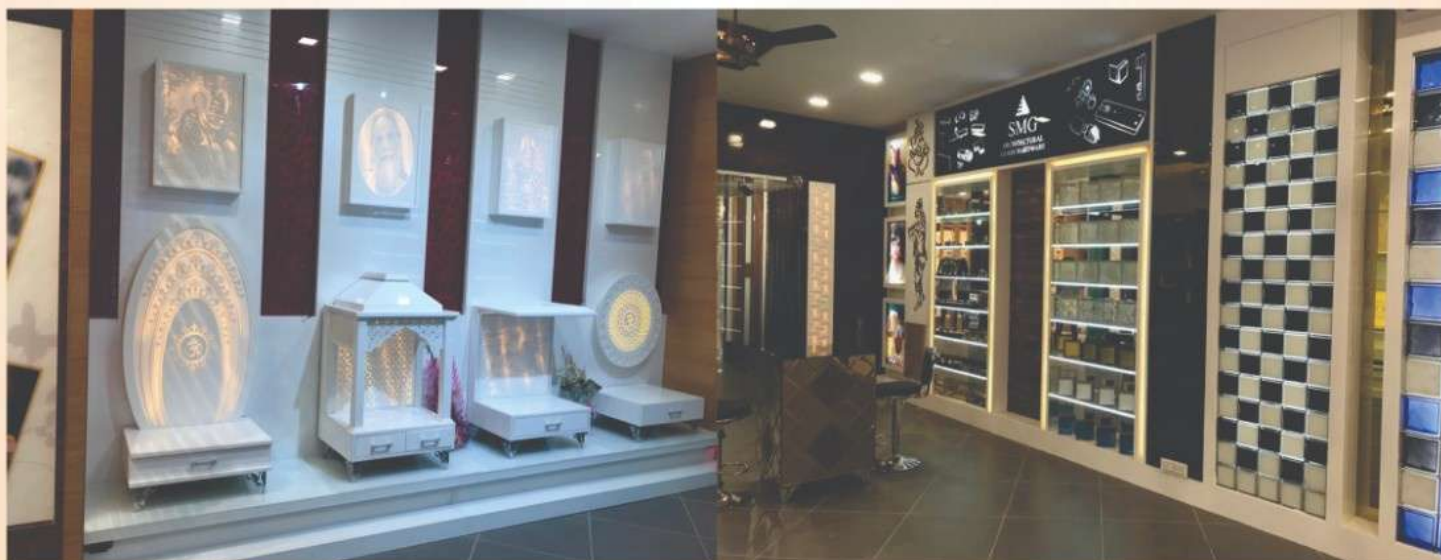
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की उत्पादन लागत अधिक आने की वजह से अब पूर्व की तरह प्लान्ट रोजाना नहीं चलता है, इसलिए फर्म के संस्थापक एवं प्रोपराटर श्री मनसुख पटेल जिनको कांच कारोबार का सघन एवं दीर्घ अनुभव प्राप्त है, ने गुजरात दौरे पर गये इस पत्रिका के उप सम्पादक श्री रमेश चन्द्र शर्मा से बातचीत करते हुए बतलाया कि हमारे पास इससे पूर्व में, जो वेयरहाउस था वह कारोबार बढ़ने की वजह से उसमें कार्य करने में दिक्कत महसूस हो रही थी, जिसके कारण हमने खाली स्पेस को कवर्ड करके क्रेन भी स्थापित करा दी है, जिससे हमारे वेयरहाउस का कुल कवर्ड एरिया 25000 वर्ग फुट हो गया है और अब काम करने में काफी आसानी हो रही है। अब हमारे वेयरहाउस में लोडिंग-अनलोडिंग एक साथ हो जाती है क्योंकि दो ऑटोमैटिक क्रेन उपलब्ध होने की वजह से यह सुविधा मुहैया हो पाई है, जिससे हम अपने मूल्यवान ग्राहकों को शीघ्र-अतिशीघ्र मैटेरियल की आपूर्ति करने में सक्षम भी हुए हैं।

यह भी विदित हो, कि श्री मनसुख पटेल के साथ उनके नवयुवक भतीजे श्री सुरेश पटेल एवं श्री भरत पटेल भी अपनी क्षमताओं के अनुसार कारोबार

में अपना-अपना योगदान दे रहे हैं, जिससे गुजरात ग्लास मार्केट में मैसर्स मनहर मिरर्स ने अच्छी खासी पहचान बनाई है एवं उच्च कोटि की साख भी अर्जित की है और दिन प्रतिदिन उक्त फर्म निरन्तर प्रगति के पथ पर अग्रसर है। फर्म ने अपने कारोबारी कार्यकाल में अभूतपूर्व व्यावसायिक प्रगति करते हुए अपने कारोबार का समय-समय पर विस्तार किया है। फर्म के पास ग्लास पॉलिशिंग, ग्लास बैवलिंग एवं सीएनसी ग्लास कटिंग टेबल आदि ऑटोमैटिक मशीनें उपलब्ध हैं, जिनसे कार्य करने में काफी आसानी होती है। यह भी विदित हो मैसर्स मनहर मिरर्स देश में समतल कांच के निर्माण में संलग्न कम्पनियों - सेन्ट गोबेन इण्डिया प्रा0 लि0, सिस्केम फ्लेट ग्लास इण्डिया लि0, गोल्ड प्लस ग्लास इन्डस्ट्री लि0, गुजरात गार्जियन लि0 एवं फिगर्ड ग्लास निर्माता कम्पनी, गोपाल ग्लास वर्क्स लि0, सुमंगल ग्लास प्रा0 लि0 के मैटेरियल में बतौर अधिकृत थोक विक्रेता फर्म है।

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DESPITE THE DEMAND FOR FLOAT GLASS IN THE DOMESTIC MARKET REMAINING STABLE, PRICES CONTINUE TO FALL



During the third quarter of the current financial year 2024 - 25 (October - December

2024), despite the demand for clear and tinted float glass, lacquered glass, reflective glass and mirror remaining stable in the domestic market, the prices of domestically manufactured float glass have registered a continuous decline. Despite the demand from the automobile glass industry and construction industry remaining stable during October-December, 2024, a continuous decline in prices was observed in the last quarter. During October-November and December, 2024, the prevailing wholesale prices of clear float glass of 4 mm to 6 mm were recorded at Rs 53, 52, 51 respectively and of 8 mm to 12 mm were recorded at Rs 57, 56, 55 per mm per square meter respectively. Apart from this, due to higher freight charges in far-off states, companies charge higher prices for their material.

Why are the prices continuously falling despite the demand for domestically manufactured float glass remaining the same?

We try our best to inform our knowledgeable readers through each issue of this magazine about the fluctuations in the prices of domestically manufactured float glass and that the manufacturing companies have no control on the prices of domestically manufactured float glass. If there is any control, it is only and only of imported float glass.

Whenever imports reduce, either by hook or crook or by any other means, companies increase the prices of the material produced by them and due to the comparatively less difference in the prices of imported float glass and domestically

manufactured float glass, imports automatically reduce and only that is imported which is not manufactured in the country, such as Extra Clear Float Glass and 15 and 19 mm Clear Float Glass (the supply of which is solely dependent on imports). There are two main reasons for the reduction in imported float glass during October-December 2024 - first is the anti-dumping duty being effective on aluminum coated mirror and the second reason is that the prices of domestically produced float glass have further reduced after the fourth float glass line of Gold Plus Glass Industry Ltd. with 800 tonnes per day capacity plant came into production. In September, the total imported glass was 70,000 tonnes, 58,000 tonnes in October and around 41,000 tonnes in November. Due to the decrease in imports, anti-dumping duty was imposed on aluminum coated mirror on October 21, 2024. It is worth noting that due to the decrease in imports of clear float glass, the prices of domestically manufactured float glass are continuously declining and commercial production of Asahi India Glass Ltd's third float glass line located in Bhilwara (Rajasthan) will also commence by the end of January, due to which further decline in prices can be seen. It should also be known that according to market sources, Asahi India Glass Ltd's Roorkee Uttarakhand plant is likely to go into cold repair.

What is the justification for the fall in prices?

Generally, when the supply of a product increases or the stock increases comparatively, then the apprehension in the market also gets strengthened that the prices of a particular product may also fall comparatively, but according to the above economic theory based on market factors like demand-supply, the demand-supply factors definitely play a role in determining the prices of the product, but this role is

limited within the scope of the above mentioned wide market because apart from the demand-supply factors, other economic factors are also active which neutralise the effect of the demand-supply factors, i.e. in other words we can also say that no theory in economics is complete without 'ifs-buts and buts'.

It is true that the production capacity of float glass in the country is constantly increasing and in the coming times, it is sure to increase further, but along with the activeness of the demand-supply factors of the said product, other factors are also becoming active, due to which a big question mark has been put on the validity of the fear of a fall in the prices of float glass in the domestic market. The Indian float glass manufacturers have a strong notion that a slight drop in prices is possible due to intense marketing competition, but it is a market misconception that there will be major drop because a drop in prices is not likely to increase demand in any way.

All the manufacturers are well aware that their production cost has increased and is increasing significantly. In view of the said increase in production cost, no float glass manufacturer is in the mood to reduce prices.

At present, from the point of view of production cost, the Indian float glass industry is going through a very complex and difficult phase. The heavy burden of production cost is increasing continuously on the Indian glass industry at a rapid pace. Because the prices of natural gas, transportation, electricity-water, labour, salary, raw material like soda-ash, silica sand, phelsphur, dolomite and quartz powder used in glass melting have also increased significantly beyond expectations, but the prices of glass are not increasing as per the increasing production cost.

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1st GUJARAT GUARDIAN LTD.

Production Starts from Month / Year	Total Capacity Tons / Day	City	State	Region
March 1993	600	Bharuch	Gujarat	West

2nd ASAHI INDIA GLASS LTD.

Production Start from Month / Year	Total Capacity Tons / Day	City	State	Region
1st Float Glass Line December, 1994	500	Taloja Industrial Area, Raigad	Maharashtra	West
2nd Float Glass Line December, 2006	700	Roorkee	Uttarakhand	North
3rd Float Glass Line December, 2024	800	Bhilwara	Rajasthan	North
Total Capacity	2,000	----	----	----

3rd SAINT GOBAIN INDIA PVT. LTD.

1st Float Glass Line July, 2000	600	Sri Perumbudur	Tamilnadu	South
2nd Float Glass Line December, 2005	900	Sri Perumbudur	Tamilnadu	South
3rd Float Glass Line May, 2011	550	Jhagadia, Bharuch	Gujarat	West
4th Float Glass Line August, 2018	800	Bhiwadi	Rajasthan	North
5th Float Glass Line	1000	Sri Perumbudur	Tamilnadu	South
6th Float Glass Line	900	Bhiwadi	Rajasthan	North

4th GOLD PLUS GLASS INDUSTRY LTD.

1st Float Glass Line January 2009	550	Roorkee	Uttarakhand	North
2nd Float Glass Line April 2018	700	Roorkee	Uttarakhand	North
3rd Float Glass Line April 2023	800	Belgaum	Karnataka	South
4th Float Glass Line May 2024	800	Belgaum	Karnataka	South

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GOLD PLUS HAS CREATED ANOTHER UNPRECEDENTED RECORD BY MANUFACTURING FLUTED GLASS IN ITS PRODUCT RANGE

Gold Plus Glass Industry Ltd., the country's second largest float glass manufacturing company located at Kanagala Industrial Area, TalukHukkeri, District Belgaum (Karnataka), which has been engaged in the manufacture of world-class float glass for about 15 years with a production capacity to manufacture about 2850 tonnes of float glass per day from float glass plants located at Roorkee (Uttarakhand) and Belgaum (Karnataka), has expanded its business and has also started the production of fluted glass for the first time in the country from November 2024. This has also become an unprecedented record in the name of the company because earlier, out of the five float glass manufacturing companies in the country, only 'Gold Plus' had also made a record of manufacturing 'Solar Glass'.

Thus, the company has made new records one after the other since its inception. In future, Gold Plus Glass Industry Ltd. is focused on making some more new records. It should also be noted that this company is the only 100% pure Indian company among all float glass manufacturing companies. It should also be noted that by producing 'fluted glass', the company has also curbed imported fluted glass, till now its supply in the country was dependent only on imports, but the company managers have set a milestone by producing 'fluted glass' as per the demand of its customers. Even before this, the company has set milestones many times in its manufacturing and business tenure. According to market sources, the 'fluted glass' produced by the company is also said to be of high quality from the quality point of view.

Mr. Hemant Agarwal, National Head (Sales and Marketing) while talking to Abhishek Sharma, Executive Editor of this magazine on his company visit, stated that our company currently has clear and tinted float glass, reflective glass, frosted glass, solar glass, aluminium coated mirror, silver coated mirror and recently with the introduction of fluted glass, we have maximum range to serve our valuable customers and in the coming time our company will launch more new products. The company has also started advertising on NDTV channel for the purpose of promoting its products, which will establish a nationwide network for the company's sales promotion and at the same time will also increase the profit margin.



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PRODUCTION COMMENCES FROM ASAHI INDIA GLASS LTD.'S THIRD FLOAT GLASS LINE

The furnace of Asahi India Glass Ltd.'s third float glass line located at Village-Soniana, Bhilwara (Rajasthan) was ignited on 26th November, 2024. The 800 tonnes per day capacity float glass line of the country's above integrated glass plant with latest technology, established with huge capital investment, has commenced the production of float glass about one and a half years after its establishment. According to sources, after trial production in the

middle week of December, 2024, commercial production of float glass is going on smoothly from the last week of December and the company is making inventory of clear float glass manufactured from the above float glass line. The company plans to dispatch the newly manufactured clear float glass in the domestic glass market from January 2025 itself.

It is to be known that Asahi India

Glass Ltd. (formerly known as Float Glass India Ltd.) which has been engaged in the production of all types of flat glass, clear and tinted float glass, reflective glass mirror etc. for about 29 years (since December 1994 from Taloja, Maharashtra and December 2006 from Roorkee, Uttarakhand). The toughened, laminated windshields manufactured from the above integrated plant continue to dominate the OEM and replacement market.

ASAHI INDIA GLASS LTD.

Production Start from Month / Year	Total Capacity Tons / Day	City	State	Region
1st Float Glass Line December, 1994	500	Taloja Industrial Area, Raigad	Maharashtra	West
2nd Float Glass Line November, 2006	700	Roorkee	Uttarakhand	North
3rd Float Glass Line December, 2024	800	Bhilwara	Rajasthan	North
Total Capacity	2,000	----	----	----

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Celebrated 100th Birthday

Peter Santano D'Cruz, Director of APTCO India Pvt Ltd celebrated his 100th Birthday on the 5th of January 2025.

Mr. D'Cruz embarked on his professional journey as an Assistant Supervisor at Paragon Textile Mills. Over a distinguished 40-year career, he ascended through the ranks to become the Chief Engineer. His dedication and expertise turned him into a key foundational piece at what was once one of Bombay's premier companies. During his tenure, Mr. D'Cruz was responsible for the operation and maintenance of high-value equipment critical to the Indian textile industry, showcasing his technical prowess and leadership qualities.

After an illustrious career at Paragon, Mr. D'Cruz retired but continued to lend his expertise by joining the Board of APTCO India Pvt Ltd. His transition marked another chapter in his career, where his knowledge and experience played a crucial role in shaping the company's future.

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Peter Santano D'Cruz,
Director of APTCO India Pvt Ltd

distribution warehouses nationwide. Mr. D'Cruz's vision and guidance were pivotal in helping APTCO grow into a significant player in the Glass Processing Industry in India today.

We salute and thank Mr. D'Cruz for his lifetime of service. His contributions have not only impacted the companies he worked with but have also left a lasting impression on the industries he was involved in. We pray that the Almighty looks after him and grants him the highest blessings as he enjoys the fruits of his labor and the admiration of his colleagues and industry peers.





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Visionary Managing Director of the company Mr. Mukesh Gupta

M/s Birkan Engineering Industries Pvt. Ltd., situated at Sahibabad, Ghaziabad (NCR), counted amongst the few and reputed Glass Processing Companies of the country, which is engaged in the manufacture and business of hi-tech Glass Glazing since a long time, having ultra-modern manufacturing facilities, has expanded its business very rapidly from time to time and has set up four Tempering Lines, Insulating Line and P.V.B. laminating glass line, one by one. In the beginning of the year 2024, a state-of-the-art advanced technology 8'x14' tempering furnace has been imported from 'SAIL' Tempering Furnace Company, China, which has been engaged in the production of 'BE TUFF' brand glass for interiors & exteriors, architectural structural glazing, frameless glass doors / partitions, curtain walling, shop fronts, railways, glass furniture and other diversified purposes since February, 2024. The company is using this imported state-of-the-art advanced technology Horizontal Tempering Furnace to tempered / heat strengthened all types of flat glass - clear and tinted float glass, reflective glass, low-e glass etc. of 3 mm to 19 mm thickness and 8' x 14' sizes especially for structural glazing, doors / windows etc. The visionary Managing Director of the company Mr. Mukesh Gupta

and his talented son Mr. Robin Mukesh Gupta who is the Executive Director of the company, during a special meeting with Executive Editor Abhishek Sharma and Sub Editor Raja Bhardwaj of this magazine, stated that our company has been making significant contribution for the last 14 years in fulfilling the growing demand of safety glass of the construction industry of North India including NCR as well as Railways. Further speaking, the father-son duo also informed that our company has a complete range of tempered glass, insulated glass, PVB laminated glass (autoclave free), due to which we are able to provide high quality products to our valued customers within a stipulated time, due to which our customers are also completely satisfied.

It is to be known that Birkan Engineering Industries Pvt. Ltd. had installed a high-tech horizontal tempering line imported from the world famous glass processing machinery manufacturing company of China, Land Glass Technology Co. Ltd., about 14 years ago in 2010, which is in production since March 2010 through which architectural flat, automotive solar and low-E glass, clear and tinted float glass, coated glass, patterned glass are being tempered / heat strengthened. This high-tech horizontal tempering line produces world-class quality tempered / heat strengthened glass of maximum sizes 6' x 11' with thickness from 4 mm to 19 mm. It is also worth mentioning that the company further expanded its business by setting up a second high-tech horizontal tempering plant in March 2012. This horizontal tempering plant was imported from China's renowned glass processing machinery manufacturing company M/s Xinglass, which is manufacturing world-class quality tempered / heat strengthened glass of 2.8 mm to 19 mm thickness in 4' x 8' sizes. To make high-quality finished products, it is necessary that the pre-processing machinery used in it should also be of good



Executive Director of the company Mr. Robin Mukesh Gupta

quality, only then the finished material can become of high quality, secondly, unless you have proper pre-processing machinery, you cannot supply to your customers without delay and cannot use 100% of the production capacity of the tempering line.

It is worth mentioning that when the Executive Editor of this magazine asked Mr. Gupta about the tough competition going on in the market, Mr. Mukesh Gupta clearly told that in the current tough business competition in the Indian market, no entrepreneur can maintain his business growth rate and profit rate without adopting high technology because 'high technology' is the only solution which improves the quality of products on one hand. On the other hand, on the basis of 'economic utility', as a result of unexpected increase in 'quantitative quantity', increase in profit rate is also certain. That is why our company has expanded its business by adopting high technology in its business as per the time so that in the near future our company will be able to supply the processed glass to Indian glass market and Indian Railways in quantitative terms and will not let its growth rate and profit rate get affected.

A Brief Introduction Of The Company

M/s Birkan Engineering Industries Pvt. Ltd., located at Sahibabad Ghaziabad (NCR), has been supplying quality Mirror, Safety, Insulated Glasses to Indian Railways for about 34 years. As a supplier, this company is considered to be a well-established and reputed firm. The business that this company started initially as a supplier of the above mentioned glasses with Indian Railways was limited to a few lakh rupees, but within a short time, on the basis of quality of products and competitive prices as compared to other competing suppliers, its business with Indian Railways increased manifold year after year and the company's sales turnover reached from lakhs to crores of rupees. It may be noted that Mr. Mukesh Gupta, 66 years old Managing Director of M/s Birkan Engineering Industries Pvt. Ltd. is a well-educated, experienced and visionary entrepreneur. He completed his B.Com from Meerut University in 1981 and FCA in 1983. After obtaining the degree of Chartered Accountant, he started his career as an Accounts Officer in a company of Birla Group in 1984 and worked for 6 years

as Senior Material Manager (Purchase & Stores) in M/s Crown T.V. Manufacturing Company. Thereafter, in 1989-90, he along with Mr. Sandeep Gangal (nephew) established a toughened glass unit in the name of M/s Reliable Safety Glass Ltd. and M/s Birkan Engineering Industries Pvt. Ltd. at Surajpur Greater Noida, Uttar Pradesh. The business of both the partners was divided in the year 2000 and Reliable Safety Glass Pvt. Ltd. came in the share of his nephew Mr. Sandeep Gangal and Birkan Engineering Industries Pvt. Ltd. came in the share of Mr. Mukesh Gupta. Mr. Gupta established the factory of Birkan Engineering Industries Pvt. Ltd. in Sahibabad Industrial Area in the year 2000 and its registered office is in MadhuVihar, Patparganj, Delhi.

Under the leadership of Mr. Mukesh Gupta, Managing Director of M/s Birkan Engineering Industries Pvt. Ltd., who is an experienced and visionary businessman, the company is progressing on the path of business growth, year after year. It may be noted that his journey started from being a chartered accountant and reached the

leadership of a transformative company. For the last 14 years, Mr. Gupta's young son, Robin Mukesh, who is B.Tech. (Mechanical) and MBA and is currently the Executive Director of the company, is making his unique contribution to the company's business under the supervision of his able father. The flat glass industry has great hopes and aspirations from this well-educated young entrepreneur. It is also known that Shri Mukesh Gupta's daughter-in-law is also a chartered accountant and she is also making her unique contribution to the company. At present the company has manufacturing facilities:

- ❖ The company has four state-of-the-art tempering lines which meet the requirements of various industries.
- ❖ Two are for architectural glass which meet the requirements of residential and commercial projects.
- ❖ Two are for OEM industries specially designed for industrial products like railways, solar, modules, freezers and refrigerators, lights etc..

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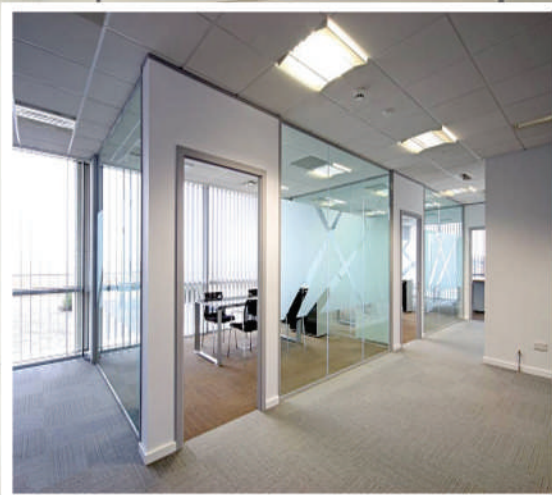
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JAGANNATH & JAGANNATH STARTS PRODUCTION WITH STATE-OF-THE-ART ADVANCED TECHNOLOGY IMPORTED INSULATING AND EVA LAMINATING GLASS LINE

M/s Jagannath & Jagannath, located in Cuttack (Odisha), counted amongst few and most well-established processing companies of Eastern India, engaged in the production of world-class high quality Architectural Toughened Glass since the last 10 years, has once again expanded its business substantially by importing a state-of-the-art advanced technology Insulating Glass Line from China based Insulating Glass manufacturing company (HANJIANG), which will be manufacturing 8'x14' sizes of Insulating Glass from July 2024. It is to be noted that since December 2024, the company is also manufacturing EVA / fabric laminated glass. This EVA laminating glass line produces clear and tinted float glass, reflective glass, lacquered glass etc of 2.5 mm to 19 mm thickness up to maximum sizes of 2.5 x 4 meters in various coloured shades, fabric designer glass and laminated safety glass with various attractive designs which are widely used in the form of table tops, laminated designer glass partitions, laminated shower cubicles,



balcony/railings, ultra violet resistant skylights, noise-controlling laminated glass. The 'EVA' film (EVA- Ethyl Vinyl Acetate) used in the manufacture of this 'EVA' laminated safety glass has excellent unique characteristics of softness and

flexibility and as a result the laminated safety glass manufactured from it is considered more useful and convenient to be used in place of tempered safety glass because tempered glass sheets cannot be cut to desired sizes, whereas laminated safety glass can be cut to desired sizes. Apart from this, 'EV A' laminated safety glass can also be processed like other thermoplastics.

Mr. Sanjay Agarwal, the experienced, dynamic and visionary Managing Director of M/s Jagannath & Jagannath, while giving detailed information about his company to the Chief Editor of this magazine, Mr. Umesh Dutt Sharma and Executive Editor Abhishek Sharma, who were on a visit to Cuttack (Odisha), stated that our company has established an insulating glass line in July 2024 and EVA laminating glass line in December 2024 for the purpose of completing its architectural range, so that now we can provide maximum range of architectural glass to our valuable customers under one roof. It is to be noted that the use of insulated glass in building structures, on one hand, prevents unwanted



extreme heat inside the building, on the other hand, it also curbs noise pollution. There is always a power crisis in the country. The use of insulated glass in buildings can reduce the national power crisis to a great extent through electricity saving. Due to the above mentioned inherent features and utilities of insulated glass, there are abundant possibilities of use

of insulated glass in the national market and day by day, year after year, the demand for insulated glass is increasing unprecedentedly. In view of these possibilities, our company has started the manufacture of insulated glass and laminated glass along with tempered glass.

It is to be noted that the quality of processed value-added finished glass and

glass products depends on the quality of pre-processing work of glass and glass products such as glass cutting, edging, drilling, washing etc. Keeping this in mind, since the inception of the said company, pre-processing machinery of reputed companies has been installed and recently a four edger machine imported from 'GOLIVE' China has also been installed.

A Brief Introduction Of The Company

M/s Jagannath & Jagannath was established in 1993 by the 73 year old founder of the firm, Mr. Sukhdev Agarwal, and has achieved unprecedented business growth in its business tenure and a high level reputation in the flat glass industry of not only Odisha but also of Eastern India. At present, the farsighted proprietor of the firm, Mr. Sanjay Agarwal, has been giving new direction to the business, established by his father, under the guidance of his father and is making a significant contribution in taking his glass business to new heights of success. Mr. Agarwal, who is highly educated, has expanded his business

from time to time and under this expansion program, he established a grand and huge showroom of value added glass in April 2009, in accordance with the demand of the time, in which various types of attractive glass designs, architectural glass hardware, aluminum slim profiles have been displayed beautifully. The above value added glass showroom provides a wide range of world class quality clear and tinted float glass, reflective glass, decorative glass mirror and various types of processed glass etc. for purely architectural purposes for interior and exterior decoration, giving a great opportunity to serve the valuable

customers of the company with maximum range as per their requirement under one roof.

M/s Jagannath & Jagannath is an authorized dealer in the material of companies engaged in the manufacture of international quality float glass in the country such as Saint Gobain India Pvt. Ltd. Asahi India Glass Ltd, Gujarat Guardian Ltd., Gold Plus Glass Industry Ltd, Sisecam Flat Glass India Ltd. and Gopal Glass Works Ltd. and Triveni Glass Ltd - companies engaged in the manufacture of Figured Glass.

A True Social Worker - Mr. Sukhdev Agarwal



कम्पनी के संस्थापक श्री सुखदेव अग्रवाल

It should also be known that Mr. Sukhdev Agarwal, founder of M/s Jagannath & Jagannath, has been associated with an institution named 'ApnaGhar Ashram' for some years as per the 'Nar Seva Narayan Seva' mentioned in the scriptures. 'Nar Seva Hi Narayan Seva Hai' means serving living beings is the true service of God.

- ◆ According to our religion, there is God in every human and every human has been created by God.
- ◆ God himself sometimes comes in front of us in the form of a human.
- ◆ Therefore, when we serve the human created by God, we serve God only.
- ◆ God's service means feeding and clothing the hungry with devotion and humility, providing treatment to the sick and helpless.
- ◆ We should start our service by serving our grandparents, parents and elders in our home.
- ◆ After that, we should help and serve the needy in the society in every possible way.

Serving mankind by living in society is serving God. Those who help and serve the needy are true social workers. Everyone lives for themselves, but those who come forward to help others are true human beings. One of those great social workers is Mr. Sukhdev Agarwal, who has been associated with the work of an organization

called 'ApnaGhar Ashram' for some years. He remains busy in this work from morning to evening. Considering it his complete duty, he has completely dedicated himself to this work. Shri Agarwal believes that in today's fast paced life, man has become so helpless that he does not understand any other work except earning money. He is only entangled in his food, his children and his family.

It is known that 'ApnaGhar Ashram' is a home for the abandoned, homeless and destitute people. Here, the mentally challenged people roaming on the side of the road are brought to the ashram and are given complete treatment and after recovery, efforts are made to reunite them with their families and many such people recover and go back to their homes. Here 'Prabhu Ji' is provided free shelter, food, clothing, medical care, facilities, love and affection. 'Apna Ghar Ashram' Cuttack (Odisha) was started on 13 December 2021.



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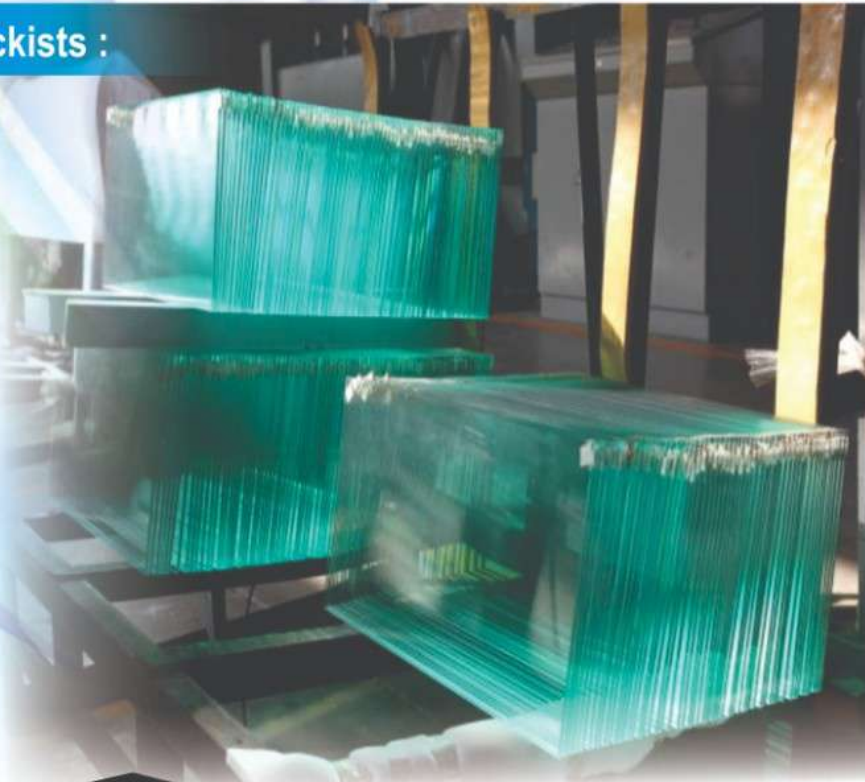
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HIM IMPERIAL AUTO GLASS WORKS: LEADING THE WAY IN GLASS INNOVATION



Him Imperial Auto Glass Works, a renowned name in the glass manufacturing industry, has been setting benchmarks in quality and innovation since its establishment in 2008. Headquartered in Kala Amb, Himachal Pradesh, the company has emerged as one of India's most trusted manufacturers of toughened glass, laminated safety glass, bulletproof glass, and insulated glass. With its unwavering commitment to excellence, Him Imperial continues to expand its horizons, addressing the dynamic demands of the automotive, industrial, and architectural sectors.

Under the stewardship of **Mr. Shiv Kumar Bansal**, the Managing Partner of Him Imperial Auto Glass Works, the company has witnessed exponential growth. With over three decades of experience in the glass industry, Mr. Bansal's visionary leadership and focus on innovation have driven the organization to achieve remarkable milestones. In a recent interview, he shared insights into the company's latest developments and the factors contributing to its success.

Mr. Bansal emphasized the importance of adopting state-of-the-art technology and maintaining rigorous quality standards. He highlighted the company's recent expansion, which includes the installation of a **jumbo-size tempering and insulated glass line**, a **3300**

x 6100 mm CNC cutting line by Intermac, and a **3000 x 5000 mm double edger line**. These advancements underscore Him Imperial's commitment to delivering cutting-edge solutions to its customers across India and abroad.

Him Imperial's most recent expansion has cemented its position as an industry leader. The addition of the **jumbo-size tempering and insulated glass line** represents a major technological leap, enabling the production of both tempered and insulated glass in sizes up to **3000 x 5000 mm**. This new capability is critical for addressing the growing demand for large-format architectural applications, including structural glazing, curtain walls, and energy-efficient designs.

Complementing this, the **3300 x 6100 mm CNC cutting line by Intermac** has significantly enhanced the company's precision and productivity in glass cutting. This advanced system can cut glass with thicknesses ranging from 3 mm to 19 mm, with a precision of 0.5 mm, ensuring seamless execution of complex designs. Additionally, the **3000 x 5000 mm double edger line** supports the polishing of glass edges for large sheets, providing smooth finishes and durability essential for high-end architectural projects.

These advanced systems allow Him Imperial to cater to diverse customer needs, from intricate decorative glass to robust safety glass, further strengthening its position in the market.

Mr. Bansal also discussed the rising demand for tempered and insulated glass in both domestic and international markets. He attributed this growth to heightened consumer awareness about the benefits of advanced glass solutions, such as superior safety, durability, and energy efficiency. The reduction in price disparities between plain and value-added glass has further fuelled this transition, making high-performance glass solutions more accessible.

Him Imperial's robust infrastructure,

coupled with its recent technological upgrades, ensures the company is well-positioned to meet this increasing demand. The state-of-the-art facility, spanning over **1,00,000 sq. ft.**, incorporates sustainable practices such as a **500KW solar power system** and a **water recycling facility**, reflecting its commitment to environmental responsibility.

Him Imperial Auto Glass Works takes pride in its rigorous quality assurance processes. Each product undergoes stringent tests, including impact resistance, optical distortion, and edge durability assessments, ensuring adherence to global standards. The company's certifications, including ISO 9001:2015 for quality management and IATF 16949 for automotive products, are a testament to its dedication to excellence.

Mr. Bansal highlighted how the company's investments in cutting-edge technologies, such as the jumbo insulated glass line and precision cutting systems, align with its vision of delivering world-class glass solutions to its customers. These innovations allow Him Imperial to produce products tailored to the needs of automotive manufacturers, industrial equipment suppliers, and architectural visionaries.

As Him Imperial Auto Glass Works expands its footprint across India and the world, its commitment to innovation, quality, and sustainability remains steadfast. With visionary leadership, cutting-edge technology, and a focus on customer-centric solutions, the company is poised to shape the future of the glass industry.

"Our journey has been one of passion, diligence, and innovation," said Mr. Bansal. "We are not just manufacturing glass; we are creating solutions that transform lives and spaces." With such an inspiring ethos, Him Imperial Auto Glass Works continues to set new benchmarks, reinforcing its position as a leader in the global glass manufacturing industry.

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Dynamic and Visionary Promoters of the Company, Mr. Arpit Gupta and Mr. Aniruddh Garg

M/s New Track Tuff Glass Pvt. Ltd., located in Noida (Uttar Pradesh), which is engaged in manufacturing and processing of all types of flat glass, clear and tinted float glass, reflective glass, patterned glass, structural glazing, curtain walling, frameless glass doors / windows, shop fronts, shower-cubicles, sky lights, glass furniture, soft coated triple silver low-E glass etc. since 2023, has further expanded its business and recently installed a state-of-the-art advanced technology EVA / fabric lamination machine, which can laminate all types of flat glass from 3.5 mm to 19 mm thickness up to 8x12 sizes.

The dynamic and visionary promoters of the company, Mr. Arpit Gupta and Mr. Aniruddh Garg, informed the Executive Editors of this magazine, Abhishek Sharma and Raja Bhardwaj, during their factory visit, that for the purpose of completing our architectural range and to meet the demand of our valued customers, along with clear safety glass we have also commenced the business of various coloured shaded fabric designer glass and laminated safety glass with various attractive designs which are

extensively used in table tops, laminated designer glass partitions, laminated shower cubicles, railings, ultra violet resistant skylights, noise reducing laminated glass. Further he also stated that the 'EVA' film (EVA - Ethyl Vinyl Acetate) used in the manufacture of 'EVA' laminated safety glass has excellent special features of softness and flexibility and as a result, the laminated safety glass manufactured from it is considered more useful and convenient to be used in place of tempered safety glass because tempered glass sheet cannot be cut into desired sizes, whereas laminated safety glass can be cut into desired sizes. Apart from this, 'EVA' laminated safety glass can also be processed like other thermoplastics. The special features of 'EVA' laminated safety glass are as follows:

- ◆ Good transparency and brightness.
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- ◆ Sound resistant.
- ◆ Capacity to withstand appropriate load.

It may be noted that as per international quality specifications, there are two types of laminated safety glasses in the world, one of which is P.V.B. (P.V.B. Poly Vinyl Butryal) and the other is laminated safety glasses made by the process of EVA (E.V.A. Ethyl Vinyl Acetate). P.V.B. laminated safety glass is undoubtedly considered to be a world class product of excellent quality and to manufacture it, expensive machinery and P.V.B. film are required, whereas the quality of vacuum laminated safety glass made by EVA film process is also considered to be highly reliable as per the uses of the specific purposes of the above product and a special type of fabric is used in place of PVB film and the cost of machinery for its manufacture is also comparatively cheaper. Laminated safety glass made from EVA vacuum technology, which is called 'EVA Vacuum Laminated Safety Glass' in the common language of the market, is a unique material of its kind, which has been introduced in the international market only recently and its results have been reported to be highly successful by the users. According to the manufacturers of 'EVA' vacuum laminated safety glass, the above type of laminated safety glass or laminated safety mirror is ultraviolet resistant and provides complete protection.

'EVA' Vacuum Laminated Safety Glass is available in various color shades like Bronze, Silver, Pink Blue, Orange Crush, Bronze Crush, Silver Crush, White Dazzle, Rainbow Onyx Marble, RichaSatina, Esteela etc., in different sizes and thickness (like 4+4, 5+5 mm) with various attractive designs as per the demand of consumers, in addition to Clear Safety Glass. 'EVA' Laminated Safety Glass, due to its unique utilities, is gaining popularity in India as

well as in other countries of the world in recent years.

M/s New Track Tuff Glass Pvt. Ltd. has a state-of-the-art, advanced technology jumbo size 10'x20' 'Fan Forced Convection' tempering line from 'Mountain' located in China. The model number of the above furnace is GPQ 3060. All types of flat glass - Clear & Tinted Float Glass, Reflective Glass, Patterned Glass, Structural Glazing, Curtain Walling, Frameless Glass Doors / Windows, Shop-fronts, Shower Cubicles,

Sky Lights, Glass Furnitures along with other products are manufactured from this tempering line. The main feature of this plant is excellent quality soft coated Triple Silver Low-E Glass ($E > 0.01$) etc. under 'New Track Tuff' brand of 4 mm to 19 mm thickness for diversified purposes is being tempered / heat strengthened. It is to be noted that along with the tempering line, a state-of-the-art, advanced technology insulating glass line 'BOKE' has been imported from China and with this

insulating glass line, 10x16' sizes of insulated glass are being manufactured.

The company has the following pre-processing manufacturing facilities:

- ◆ Intermac Cutting Machine with Hamam loader.
- ◆ Supertech Glass Machinery Washing Machine.
- ◆ GTA Polishing Machine.
- ◆ GTA Drilling Machine.
- ◆ GTA Wholling Machine.

A BRIEF INTRODUCTION OF THE COMPANY

33 years old Director Mr. Arpit Gupta, 48 years old Director Mr. Bharat Bansal and 24 years old Director Mr. Hari Garg of M/s New Track Tuff Glass Pvt. Ltd are Post Graduate and Graduate respectively in education. Out of these Mr. Arpit Gupta was the only one involved in glass business and he started his glass business career with Shree Swastik Tuff Glass LLP located in Noida in 2016 as a Director and for about four years not only managed the company very well but also gave new direction to the

company and made his mark in the flat glass market of the National Capital Region and also earned a good reputation. There after, in 2020, along with his younger brother Shri Raghav Gupta, he also established a new trading firm M/s Mahalaxmi Glass & Aluminium, which is engaged in the business and processing of all types of flat glass, aluminium and UPVC doors windows. The other directors of the company include Shri Bharat Bansal who is engaged in other business as well, while

Hari Garg has joined after completing his studies (his ancestral business is of plywood) and they have started their career in the business of the wonderful world of glass, without which modern buildings cannot be imagined today and there is no alternative to it in the world yet. The country's flat glass industry has a lot of hopes and expectations from such young men like Shri Arpit Gupta, Bharat Bansal, Hari Garg and Raghav Gupta.



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Managing Director Mr. Sandeep Gangal and his son Mr. Shreshth Gangal with in Executive Editor of this magazine, Abhishek Sharma

M/s B.S Industries, a newly established company located at UPSIDC Industrial Area, Surajpur, Greater Noida (NCR), which has been engaged in the manufacturing and trading of high-tech glass glazing with state-of-the-art manufacturing facilities, has expanded its business substantially in 2024 and set up three plants in a span of few months, which include a state-of-the-art advanced technology tempering line of 8'x14', a P.V.B laminating glass line of 8'x14' sizes and an insulating glass line of 8'x12' sizes imported from 'WEILLY' China which has been engaged in the production of 'UNITUF' brand glass for diversified purposes such as interiors & exteriors architectural structural glazing, curtain walling, canopies, frameless glass doors / windows, shop fronts, glass furniture and refrigerators since Oct, 2024.

All types of flat glass, clear and tinted float glass, reflective glass, low-E glass etc. of thickness 2.5 mm to 19 mm up to 8' x 14' sizes can be tempered / heat strengthened with the above hi-tech Horizontal Tempering Furnace imported by the

company, especially for the purposes of structural glazing, doors / windows / partitions etc. 58 year old Managing Director of M/s B. S. Industries, Mr. Sandeep Gangal and his 31 year old only son Mr. Shreshth Gangal, while informing the Executive Editor of this magazine, Abhishek Sharma, who visited their factory, stated that their company is making an important contribution in meeting the increasing demand of safety glass in the National Capital Region as well as the bordering states by establishing a laminated safety glass line.

It is known that while the use of tempered laminated glass in building structures provides more strength, the use of insulated glass on one hand prevents the spread of unwanted extreme heat inside the building and on the other hand also curbs noise pollution. Power crisis always persists in the country. The use of insulated glass in buildings can also reduce the national power crisis to some extent through electricity saving. Due to the above mentioned inherent features and utilities of insulated glass, the use of insulated glass is

increasing day by day in the domestic market and in view of these utilities, our company is manufacturing insulated glass along with tempered laminated glass.

It is also known that the excellent quality of processed value added finished glass and glass products depends on the quality of pre-processing work of glass and glass products such as glass cutting, edging, holing, drilling, washing etc. All the traders and entrepreneurs associated with flat glass and its processing know very well that glass never breaks from the middle, whenever it breaks, it breaks from the edges only. Similarly, it is very important that the pre-processing machinery for glass holing, drilling/washing should be equipped with advanced technology as the quality of tempered glass depends on this. The above pre-processing machinery has been installed in the company since the beginning of production. At the same time, PVB laminated safety glass line has also been installed in the company, from which all types of flat glass, clear and tinted float glass, reflective glass etc. architectural laminated safety glass of 3.5 mm to 19 mm

thickness can be made, and it can be used in doors/windows, household-furniture, kitchen and bathroom shelves, glass sky lights, glass aquarium, glass railing etc.

As per international quality and specifications in the world, laminated safety glass manufactured from the process of PVB (Poly Vinyl Butryl) is undoubtedly considered to be a world class product of excellent quality. Expensive machinery and

PVB film are also required for its manufacture.

It may be noted that although M/s B. S. Industries is a newly established company in the field of glass processing, but its founder Mr. Sandeep Gangal and his son Mr. Shreshth Gangal have vast experience in the flat glass industry. Mr. Sandeep Gangal has been associated with the flat glass business since 1989, while his son Mr.

Shreshth Gangal, after obtaining a CA degree, joined the glass business established and developed by his illustrious father in 2016 and is making a significant contribution in taking his processing glass industry to the top under the guidance of his vastly experienced father. The country's flat glass industry has a lot of hopes and expectations from this young man.

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TRUE COLORS SOLUTIONS & TECHNOLOGIES INDIA PVT. LTD. LAUNCHED NEW TECHNOLOGY CRYPTO XL MACHINE DURING ZAK GLASS TECHNOLOGY EXPO, 2024



surface material like glass, wood, marble, sunboard, MDF tiles, PVC steel, leather foam board etc., digital designs can be done on textured glass as well as on these types of materials with this special machine. It is very easy to design any picture, photo or scenery on glass with the help of all these machines. At the same time, the accuracy which is available through our imported 'Signage Printers' and 'Crypto XL' is not available in manual process or printing done by artisans. It also saves time and the level problem in printing is largely eliminated. Also, the above printers are Eco-Friendly.

It should be noted that before the above printing machine, all these types of printing were not possible and there was lack of beauty in it. As a result of this, digital printers are being used a lot at present and there are abundant possibilities of its use in future. The businessmen who are using digital printers are able to provide prompt service to their valuable customers in sizes and colours as per their wish.

Digital printers are being imported from various countries by M/s TrueColours Solutions and Technologies India Pvt. Ltd. and so far more than 1000 digital printers have been supplied in the country by the company because all the three directors of the company have a vast and rich experience in this field and after selling high quality machines to all their valuable customers, they also take full care of its service. All the customers of the machines they have sold so far are completely satisfied with them. During their 9-year business tenure, they have not only achieved record sales of digital printers but have also earned a high reputation. All the three young directors of the company are hardworking, honest and highly skilled businessmen.

M/s True Colors Solutions & Technologies India Pvt. Ltd., a leading, reputed and selected imported digital printers company of the country based in Pitampura (New Delhi), which has been engaged in a high level business of imported state-of-the-art advanced technology high-tech "Signage Printers" all over India for the last 12 years, has expanded its business further and recently launched the 'CRYPTO XL' machine, which was displayed for the first time at the Zak Glass Technology Expo held in December, 2024 at PragatiMaidan, New Delhi. The display of various designs of digital printing on textured glass from the above machine became a topic of

discussion among the visitors and everyone also praised the operation system of the machine.

The company directors, 45-year-old Mr. Saurabh Sahdev, 39-year-old Sardar Charanjit Shah and 42-year-old Tandeep Singh Saluja, all well-educated, briefed Abhishek Sharma, Executive Editor of this magazine, during a meeting with him on a visit to Delhi that the use of 'Signage Printers' imported by our company is increasing day by day in the country but recently we have imported a special machine with next generation technology as per the wish of our valuable customers. Unlike the traditional imported 'Signage Printers' which can print only on any

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GLASS N GLASS - A PROGRESSIVE COMPANY ENGAGED IN MANUFACTURING AND PROCESSING OF TEMPERED AND EXQUISITE GLASS WORK



Proprietor of the Firm Mr. Shashi Kumar Arora (Suneja) and Mr. Mohit Kumar Arora with in Chief Editor of this magazine, Mr. Umesh Dutt Sharma and Executive Editor Abhishek Sharma

M/s Glass N Glass, located in Moradabad, known as the Brass City, has been engaged in the manufacturing of tempered glass, all types of attractive innovative designer glass, decorative glass and glass products - diamond-like crystal clear beveled glass, polished glass, textured glass, engraved glass, fused glass panels, etched glass, stained glass, air brushed glass, glass furniture as well as antique mirrors for the last 14 years. The demand for antique mirrors is always there in the country and abroad. Mr. Shashi Kumar Arora (Suneja), the proprietor of M/s Glass N Glass, briefed the Chief Editor of this magazine, Mr. Umesh Dutt Sharma and Executive Editor Abhishek Sharma on their visit to Moradabad that the antique mirrors manufactured by our firm are exported abroad through the local market as well as exporters, the demand for which is always there in the country and abroad and is increasing day by day, because very few processors manufacture antique mirrors. Mr. Arora further added that the quality of antique mirrors manufactured by our firm is very attractive and excellent and is preferred a lot in the local market as well as abroad.

Mr. Shashi Kumar Arora (Suneja), 63 years old proprietor of M/s Glass N Glass started his private business in 2001 with processing of all types of flat glass, clear and tinted float glass, thicker glass, patterned glass, lacquered glass, reflective glass and mirror as well as value added glass. The business has progressed over time and at present he has installed a tempering line and many automatic machines -automatic bevelling machine, automatic edger machine, automatic shape bevelling machine, automatic CNC cutting machine, imported from China, for the purpose of processing high quality glass as per the demand of the time and through which world class value added glass is being processed. Mr. Shashi Kumar Arora further added that in today's era, glass processed manually does not reflect the same quality as it does from automatic machines. Secondly, it takes a lot of time to process glass and at the same time, there is a day-to-day labor problem not only in our city but in the whole country, due to which we have installed automatic machines, through which we are providing our high quality processed glass to our valuable customers very quickly.

It should also be known that before starting his own business, the ancestral glass business of Mr. Shashi Kumar Arora (Suneja), the dynamic proprietor of M/s Glass N Glass, is very old. His father Mr. Sundar Lal Suneja (who passed away in 1999) started his glass business in 1968 in the name of Baba Glass Company, which shut down in 1980. There after in 2001, Shri Shashi Kumar Arora, the elder son of late Sunder Lal Suneja, started his ancestral glass business through Glass N Glass, which is currently contributing significantly to the flat glass industry of Uttar Pradesh and is taking the business towards progress by giving it a new direction every day. Along with Shri Shashi Kumar Arora, his two young sons, Shri Mohit Suneja and Sohail Suneja, who are well educated, are not only helping in the business established by their father but are also contributing significantly.

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Managing Partners of Company Mr. Shankar Raut and their nephew Mr. Sanjit Raut

M/s Shivani Glass House, one of the most progressive, reputed and selected high end retail flat glass trading firms of Cuttack, Odisha is a grand and exquisite outlet engaged in the processing and trading of all types of flat glass, clear and tinted float glass, reflective glass, lacquered glass, figured glass, mirror, fluted glass, designer glass, designer mirror etc. along with a wide range of value added glass and glass products like diamond like crystal clear bevelled glass, etched glass, textured glass, glass furniture, LED Mirror, Glass Console, Structural Glazing, Curtain Walling, Decorative Mirror, Aluminium & UPVC Doors / Windows Architectural Toughened, Insulated & Laminated Glass, Architectural Glass Hardware, ACP since the last 22 years.

Managing Partners of M/s Shivani Glass House - Shri Shankar Raut, Shri Bholanath Raut and their nephew Shri Sanjit Raut (fondly called Jeetu Bhaiya) are all well-educated businessmen. They briefed the Chief Editor of this magazine, Shri Umesh Dutt Sharma and Executive Editor, Abhishek Sharma on their visit to Cuttack that during the last 31 years (1993) revolutionary changes have taken place in

the Indian flat glass industry in terms of intensive capital investment, technological upgradation, unprecedented growth in production capacity and demand etc. and as a result those entrepreneurs and businessmen who have brought appropriate changes in their business methods with time in the changing scenario of the industry are continuously moving on the path of progress. In this direction, we have taken many desired steps from time to time to upgrade our business, including establishing a grand air-conditioned showroom in 2009, in which value-added glass has been displayed in a splendid manner so that our valuable customers can choose the value-added glass as per their wish.

Shri Sanjit Raut believes that in the current and highly competitive business conditions, it has become necessary to provide the maximum range of glass and various types of value-added processed glass products to our valuable customers under one roof. He was the first to establish a grand showroom of value-added glass in the flat glass market of Cuttack and he also commenced the work of government and private projects.

At present, Mr. Shankar Raut and Mr. Bholanath Raut overlooks the whole management of the factory, while on the other hand, under their guidance, their nephew Shri Sanjit Raut is handling all the responsibilities related to the showroom and projects very well.

M/s Shivani Glass House was established in 2002 to manufacture all types of flat glass and value added glass as per the demand of the time. It is continuously progressing towards the top during its business tenure by making remarkable business progress. Mr. Shankar Raut, Mr. Bholanath Raut and Mr. Sanjit Raut has chosen such a business which has become an indispensable commodity in the modern building industry today because without it, no modern building can be imagined. And since the establishment of the firm, with true dedication towards their business, tireless hard work, clear dealing in business, they have proved that even without any family business background, one can touch the heights of business. They have also proved their business capability and ability that even with less capital, new direction can be given to the business. And at present, their business has carved a niche in the flat glass market of Cuttack city.





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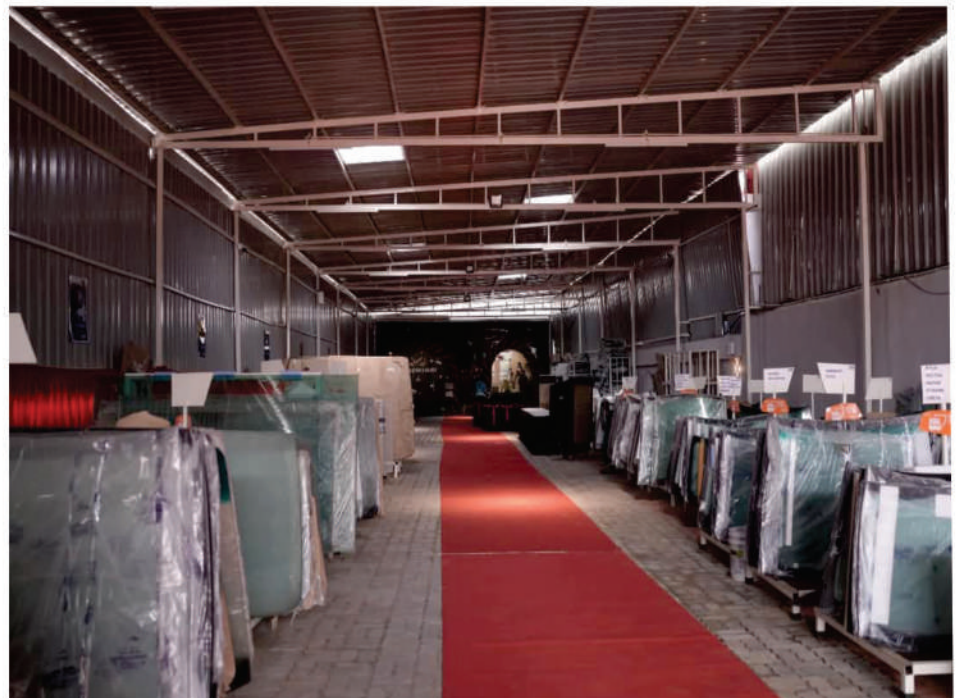
Proprietor of the firm Mr. Dev Mohinani and his son Mr. Krish Mohinani

M/s Murlidhar Glass House located at Gandhidham, Kutch, Gujarat is a well-known, reputed and leading firm in the field of automobile glass, which is engaged in the wholesale and retail business of all types of automobile glass, laminated safety glass, laminated wind shields glass, commercial vehicles and earthmover glass as well as sunroofs, wipers and cladders, rubber beading and mirror accessories since 1995. Expanding its business, the firm has now (April 2024) started business on a large scale in Ahmedabad as well. The 53 year-old proprietor of the firm, Mr. Dev Mohinani, has fully displayed his extensive and long-term experience in setting up this showroom and looking at the showroom, it seems that such a large glass range has actually been kept in a completely organized manner. The specialty of this showroom is that the size and model number of the toughened/laminated glass is also marked on it, so that the chances of mistake by the employee can be reduced. This has also been recorded in the computer for checking. This showroom looks like a warehouse of the company. The tireless efforts of Mr. Dev Mohinani and his team

combined together have contributed to the establishment of the above spacious showroom. The firm is engaged in the manufacture of high quality toughened glass and laminated wind shields glass in the range of automobile glass in the country and is a wholesale/retail seller and stockist firm of the material of Duratuff, Durasafe, Securit, Saint Gobain and other auto glass

companies. M/s Muralidhar Glass House is such a firm which has marked a niche in the market of Gujarat glass business and has also earned high level reputation. The firm has also established good business relations among its customers and all the valuable customers of this firm are also fully satisfied.

Mr. Dev Mohinani, 57 years old experienced and visionary founder and proprietor of M/s Murlidhar Glass House (Gandhidham and Ahmedabad) started his automobile glass business in 1995 from a very small scale, which is currently progressing towards the peak with unprecedented progress. At present, Mr. Dev Mohinani's 19 years old young and well-educated son Mr. Krish Mohinani runs the firm part time along with his education. Mr. Dev Mohinani's promising son, under the guidance of his long-experienced father, is taking the glass business established and developed by his father to new heights along with giving it a new direction. The country's flat glass industry has a lot of hopes and expectations from such a young man. Mr. Krish Mohinani is very polite, well-behaved and soft-spoken by nature just like his father Mr. Dev Mohinani.





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MANHAR MIRRORS EXPANDS BUSINESS THROUGH SETTING UP OF SPACIOUS WAREHOUSE



Founder and Proprietor of the firm Mr. Mansukh Patel

M/s Manhar Mirrors, one of the reputed leading and most progressive high end wholesale and retail flat glass trading firms of Morbi, Gujarat has been engaged in trading of all types of flat glass - clear and tinted float, reflective glass, lacquered glass, architectural glass, toughened glass, architectural glass hardware etc. and also a wide range of high quality value added glass and glass products for interiors and exteriors purposes like diamond like clear crystal beveled glass, polished glass, decorative mirror etc. since 2002. Prior to this the firm was manufacturing local mirrors under the brands 'Golden Sparrows' and 'Elephant' from 1981 to 2002. At present, the imported automatic mirror plant is still present in its associate firm – M/s Antique Glass Industries where mirrors are made for cupboards even today, but due to the higher production cost of mirrors manufactured in India as compared to Chinese mirrors, the plant does not run daily

as before. Therefore, the founder and proprietor of the firm, Mr. Mansukh Patel, who has extensive and long experience in the glass business, while talking to the Deputy Editor of this magazine, Mr. Ramesh Chandra Sharma, who was on a tour to Gujarat, told that we were facing difficulty in working in the warehouse we had earlier due to the increase in business. Due to which we have covered the empty space and also installed a crane, due to which the total covered area of our warehouse has become 25000 square feet and now it has become very easy to work. Now loading and unloading is done simultaneously in our warehouse because this facility has been made available due to the availability of two automatic cranes, due to which we have been able to supply the material to our valuable customers as quickly as possible.

It should also be known that along with Mr. Mansukh Patel, his young nephews Mr.

Suresh Patel and Mr. Bharat Patel are also contributing to the business according to their capabilities, due to which M/s Manhar Mirrors has made a good identity in the Gujarat Glass Market and has also earned a high quality reputation and day by day the firm is continuously progressing on the path of progress. The firm has expanded its business from time to time by making unprecedented business progress during its business tenure. The firm has automatic machines like glass polishing, glass bevelling and CNC glass cutting table etc., which make the work very easy. It should also be noted that M/s Manhar Mirrors is an authorised wholesaler of the material of companies engaged in the manufacture of flat glass in the country, namely Saint Gobain India Pvt. Ltd., Sisecam Flat Glass India Ltd., Gold Plus Glass Industry Ltd., Gujarat Guardian Ltd. and Figured Glass manufacturing company -Gopal Glass Works Ltd. Sumangal Glass Pvt. Ltd.





OZONE UNVEILS NEW EXPERIENCE CENTRE IN BENGALURU

Bengaluru, 16th November 2024: Ozone, a leader in Architectural Hardware Solutions, proudly announced the opening of its cutting-edge Experience Centre in Bengaluru. The grand two-day launch event, held on the 16th and 17th of November, brought together a distinguished gathering of architects, interior designers, and channel partners, including dealers, distributors, OEMs, and fabricators.

The inaugural ceremony began with a ribbon-cutting, followed by traditional lamp lighting and cake-cutting, marking the auspicious launch. Gracing the event were esteemed Guests of Honour, Mr. Subramanya from RSP Design Consultants India, and Mr. K.M. Shetty from Interspace Pvt. Ltd. Their presence underscored the

collaborative synergy between Ozone and the architectural and design community.

Speaking on the occasion, **Mr. Alok Aggarwal**, Managing Director of Ozone, remarked, *"This Experience Centre is a pivotal step in achieving our 2024 expansion goals. As leaders in glass hardware and other solutions, we are committed to creating platforms where clients can interact with our innovations firsthand. We deeply*

value our partnerships and strive to provide resources that drive shared success."

The event featured a showcase of Ozone's latest offerings, including:

- **Luxury Profile Shades**
- **Stealth Slim Frame Doors (Slimmer Versions)**
- **In-Pocket Sliding Wardrobe Systems**
- **Wardrobe Accessories**
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Designed as a one-stop destination, the Experience Centre allows architects, designers, and homeowners to physically explore and engage with Ozone's innovative solutions.

This launch reaffirms Ozone's 25-year commitment to quality,

innovation, and the 'Make in India' vision. As part of its expansion, Ozone has recently inaugurated Franchise Experience Centres under the **Ozone Blu** initiative in Ayodhya, Noida, and Gurugram. This initiative is designed for **Ozone channel partners** to facilitate opening smaller footprint showrooms to provide solutions for showers, railings, partitions, and more. Around **100 such showrooms** are planned for the next financial year, further strengthening Ozone's

presence and accessibility across India.

The Bengaluru Experience Centre is now open to visitors at : Building No.62, Asha Pearl, 100 Feet Rd, Defence Colony, Indiranagar, Bengaluru, Karnataka - 560038

For further details, please contact:
Customer Care: +91 9310012300

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BIESSE UNVEILS NEW FEATURES OF GENIUS CT-NEXT AT ZAK GLASS TECHNOLOGY EXPO 2024

Biesse redefines glass processing technology with the launch of its upgraded features of the groundbreaking Genius CT-Next cutting machine, at the ZAK Glass Technology Expo 2024 in New Delhi.



 Biesse

The Upgraded Genius CT-Next Glass Cutting Machine

Bengaluru, January 2025 – Biesse, a globally recognised company specialising in the manufacturing of integrated lines and machines for processing wood, glass, stone, plastic, and composite materials, launched the **upgraded features** of the **Genius CT-Next 61** cutting machine at the upcoming **ZAK Glass Technology Expo 2024**. The event which took place from **December 5-**

7, 2024 at Delhi's **Pragati Maidan**, is recognized as India's premier trade fair for glass processing technologies.

The Genius CT-Next 61 cutting machine features several groundbreaking enhancements to optimize glass processing operations. Among its innovative attributes is the **optional air cushion technology**, which creates a seamless shifting and

turning process for glass by generating an air layer between the glass and the cutting table. This allows operators to perform breaking operations directly on the cutting table, even when occupied with other tasks.

Additionally, the machine includes a **three-sided fence** and a **one-sided photocell light barrier** that facilitate manual intervention and loading, providing



Biesse at the Zak Glass Expo 2024



quick access during loader maintenance or when cutting special glass sheets. The **increased oil tank capacity of 5 + 5 liters**, compared to the previous 1 + 1 liters, enables extended machine operation without frequent interruptions for oil refills, thereby optimizing production time.

Speaking on the launch, **Sayeed Ahmed, CEO of Biesse India**, stated, “We are pleased to unveil the upgraded Genius CT-Next 61 at ZAK Glass Technology Expo 2024. This machine is endowed with several features that will facilitate effortless handling, enhanced safety, and easier maintenance in glass cutting, processing, and finishing. Our commitment to innovation drives us to continually deliver solutions that adapt to the dynamic needs of

the glass processing industry. With these advancements, Biesse is set to solidify its leadership and accelerate growth in this vital sector.”

The company also made a significant impact with the launch of the original Genius CT-Next 61 at the Expo's previous edition, receiving widespread acclaim for the machine's precision and efficiency in glass cutting.

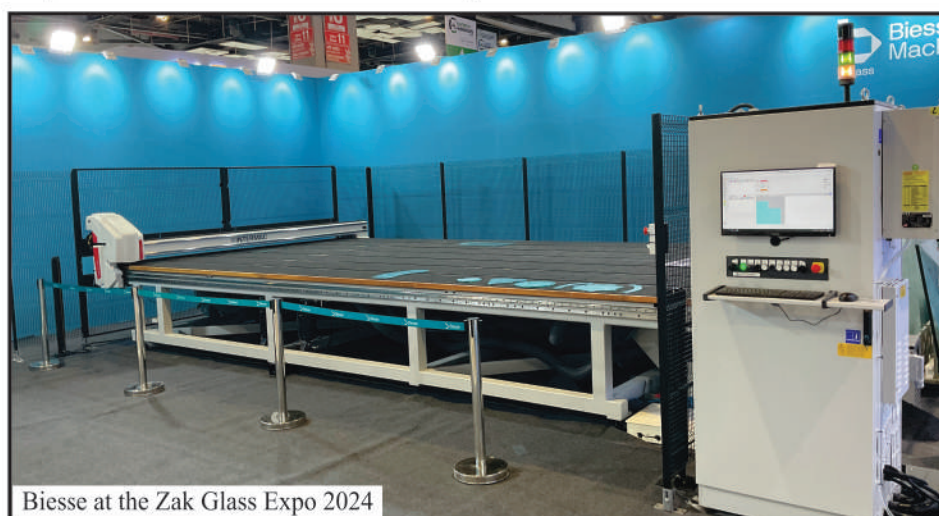
About Biesse:

Biesse is a globally recognised company specialising in the manufacturing of integrated lines and machines for processing wood, glass, stone, plastic, composite materials, and future materials. Established in Italy in 1969 and listed on the Euronext STAR segment of the Italian

Stock Exchange, Biesse supports the business evolution of its clients across the furniture, housing and construction, automotive, and aerospace industries.

Currently, approximately 80 percent of Biesse's consolidated revenue is derived from international markets, facilitated by a growing global network that includes four manufacturing campuses and over 30 showrooms, reaching more than 160 countries.

Thanks to its rooted competence embodied by 4,200 employees, Biesse empowers the imagination of industry-leading companies and prestigious names in Italian and international design to make the potential of any material shine.





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BolayMac mainly provides standard and non-standard equipment for glass processing industries such as architectural glass, automotive glass and home appliance glass. In addition to equipment, BolayMac has rich experience of more than a decade in planning and delivering complete end-to-end solutions to glass processors and assisting in consulting of right machinery, providing prompt and economical after sales service such as installation, training, maintenance and on-going support to satisfy all glass processors' needs.

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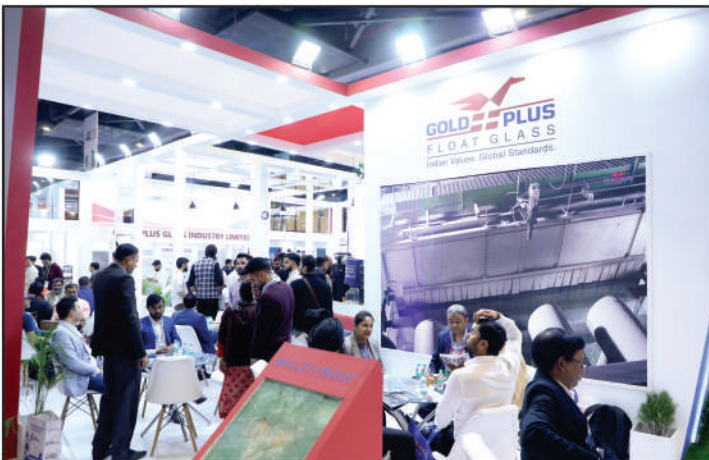
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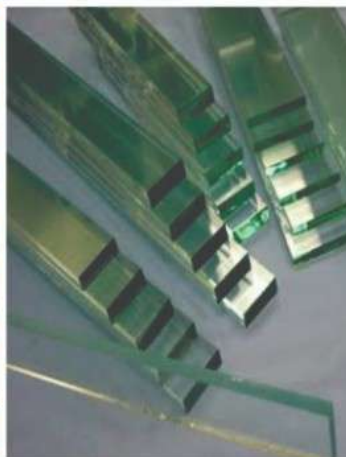
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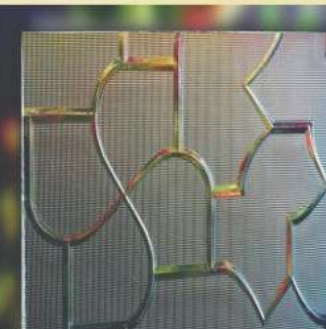
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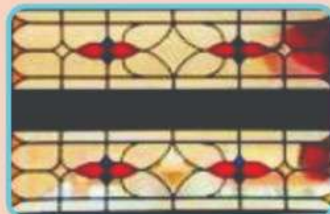
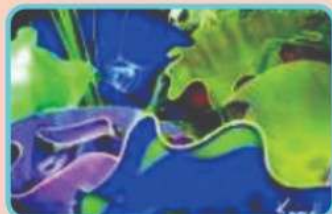
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LOW E PLC
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Phoenix-2615
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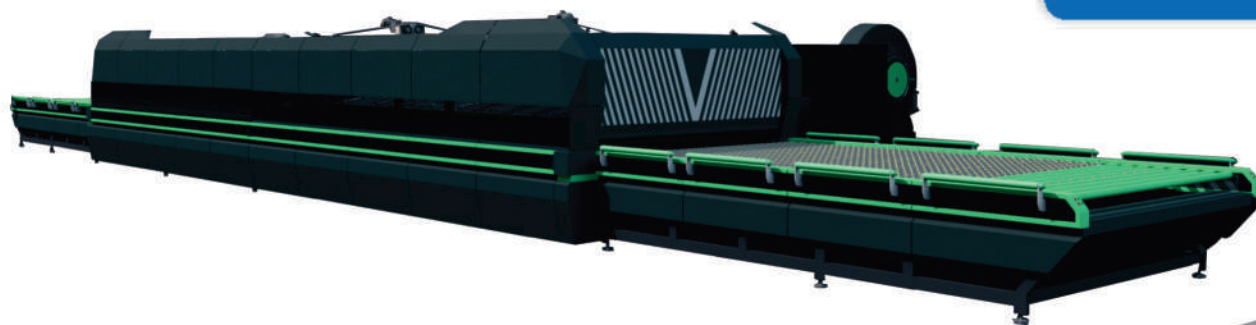


Product Highlights :

- Vertical Glass Straight Line Edging Machine
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- Horizontal Glass Washing Machine
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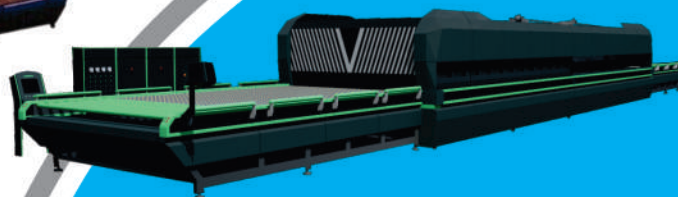
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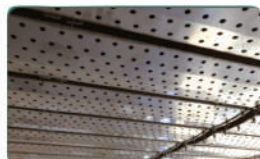


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Model No: 8x14 Ft
Model No: 9x14 Ft
Model No: 9x16 Ft
Model No: 10x14 Ft



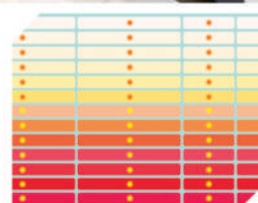
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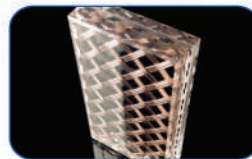
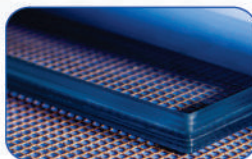
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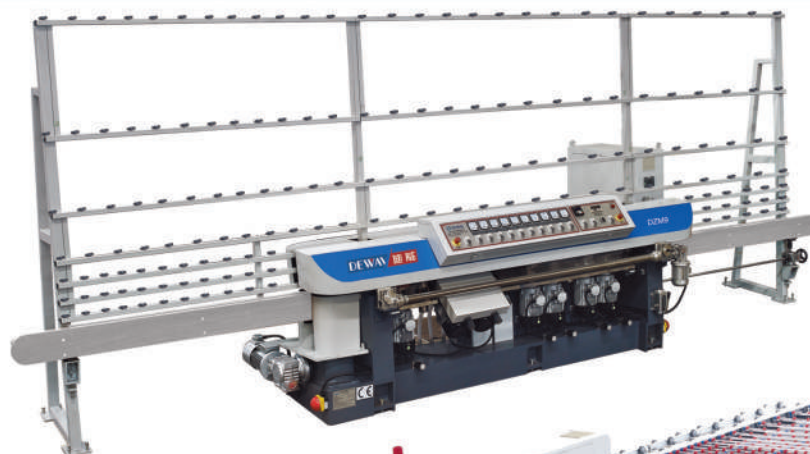
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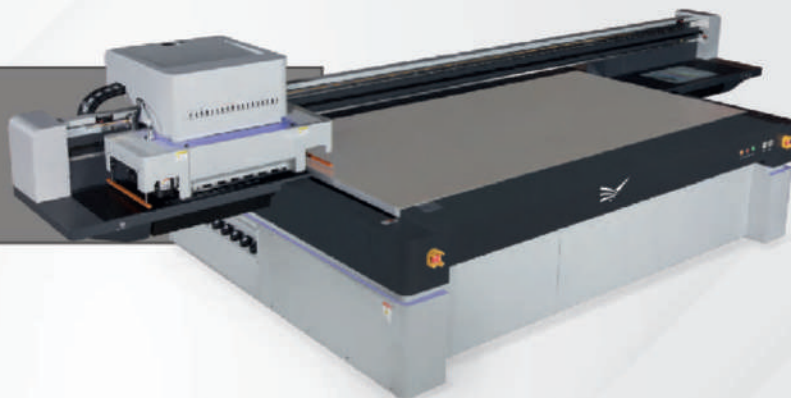
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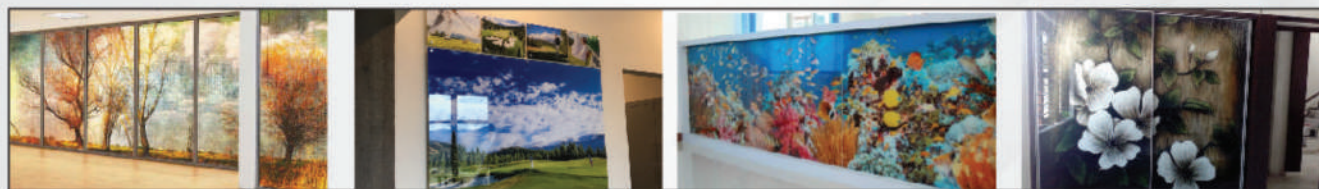
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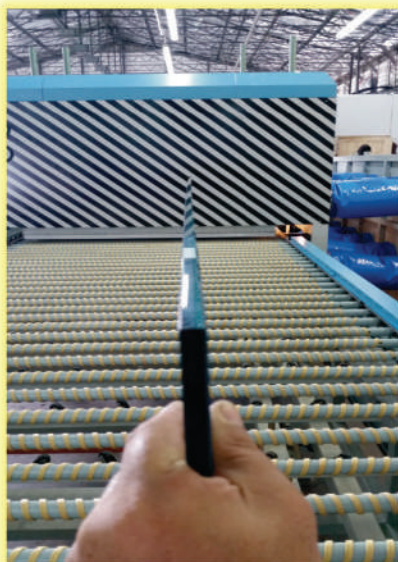
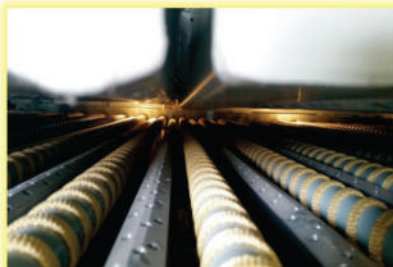
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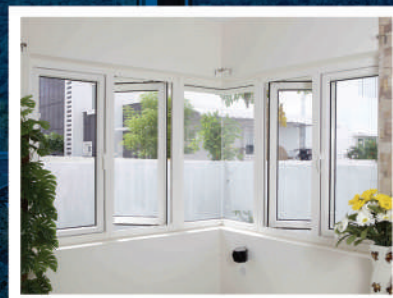
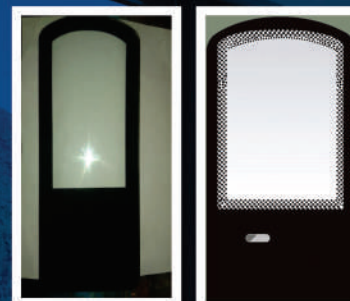
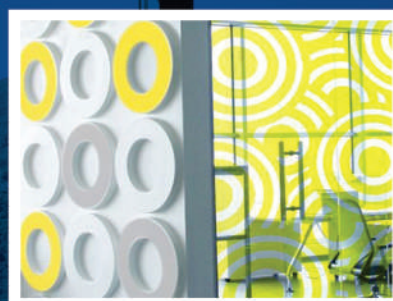
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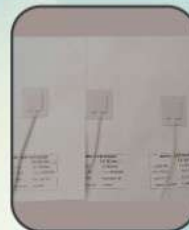
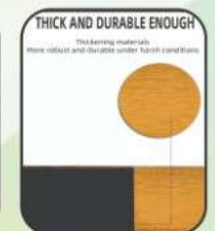
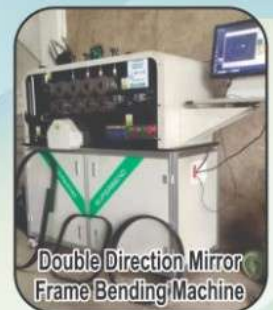
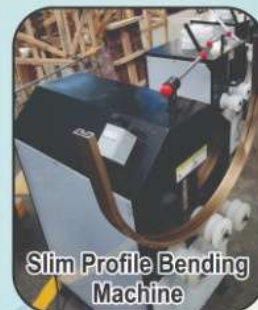
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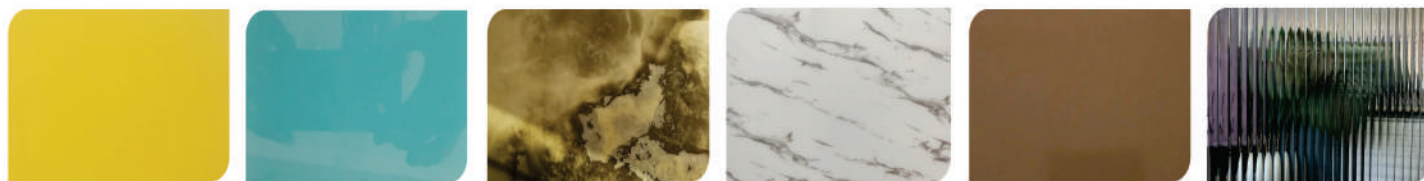


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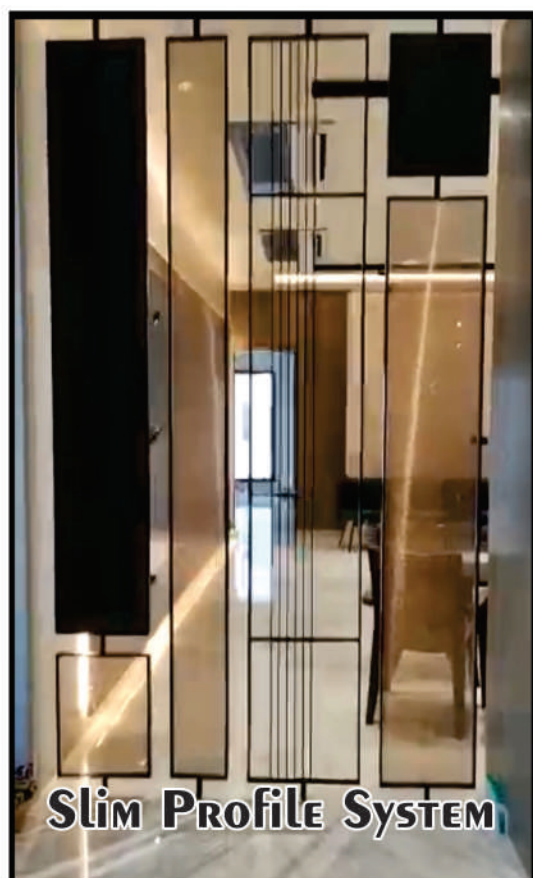
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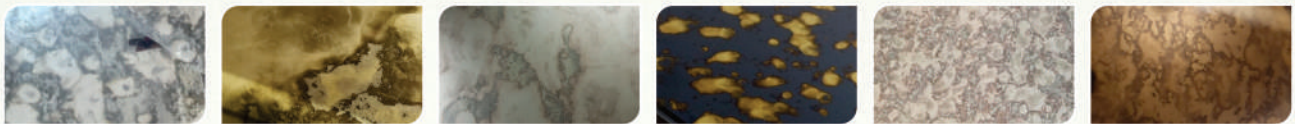
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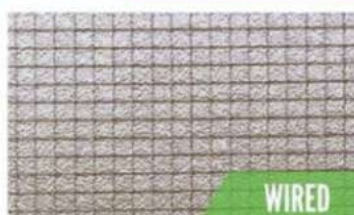
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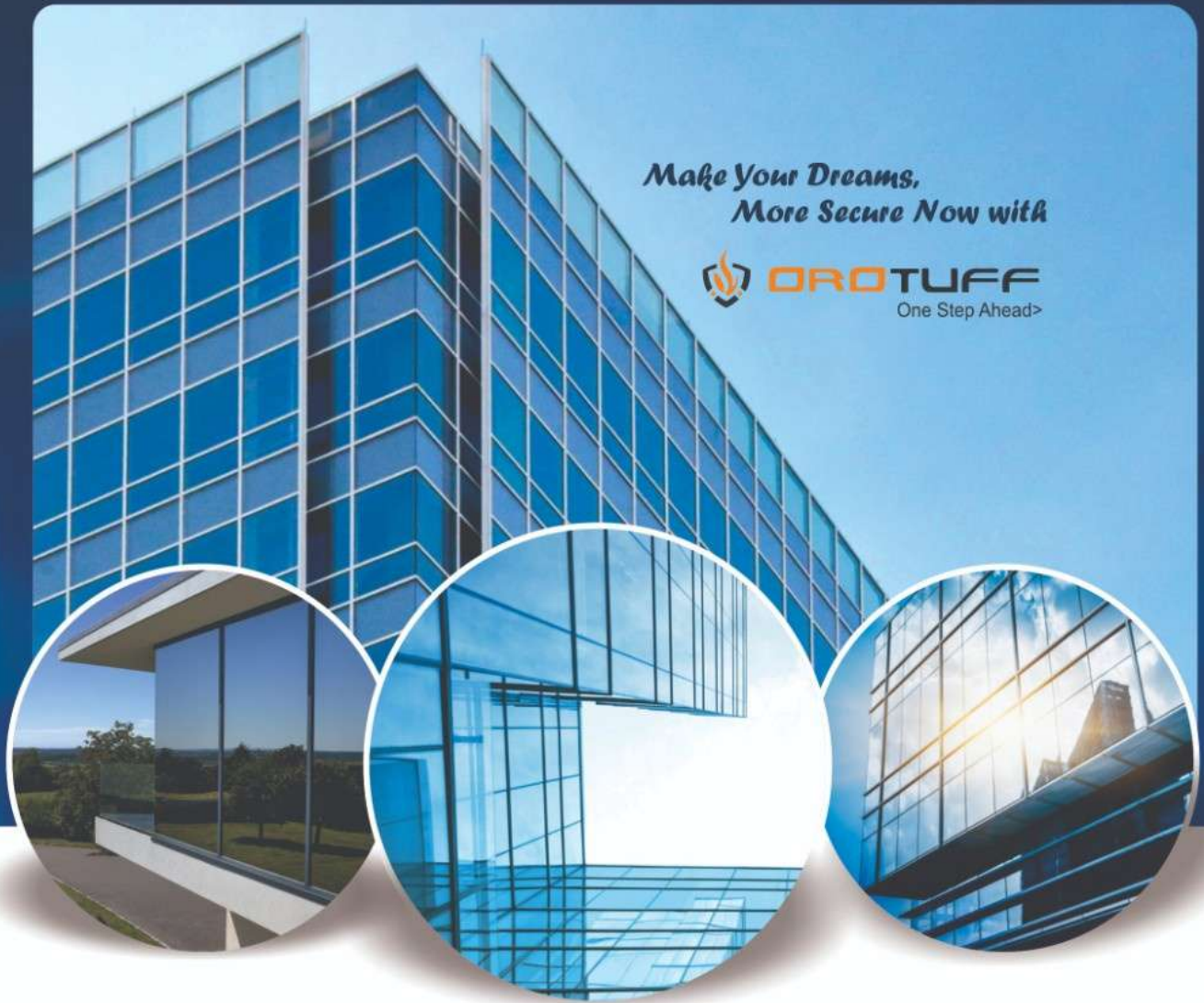
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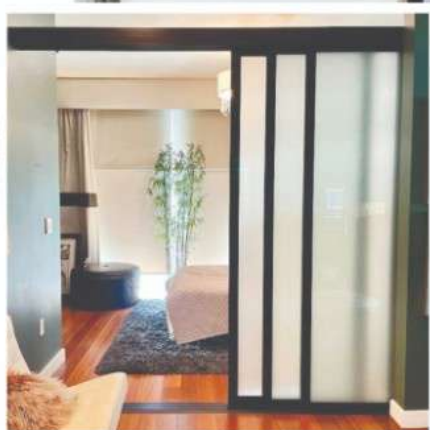
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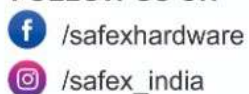


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