

# ALSTONE<sup>®</sup> TIMES

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## ***From the MD's desk***

As we present the July-September edition of Alstone Times, I am filled with immense pride at the progress we have achieved this quarter. Every milestone reached and every success story written stands as a testament to the hard work, commitment, and passion of our extended Alstone family — our employees, channel partners, architects, and fabricators.

This quarter has been especially memorable as we celebrated our top performers through the Vietnam and Bangkok Incentive Tours. These trips were not just rewards but reflections of the strong relationships and trust we have built over the years. The enthusiasm, unity, and positive energy shared during these journeys reaffirm our belief that success is always sweeter when celebrated together.

We also continued strengthening our engagement with the architectural and façade fraternity through impactful initiatives like Facade Titans, Alstone Arch Club and Soul Partners. These platforms allow us to honor industry pioneers, exchange ideas, and stay connected with the visionaries who shape the skyline of our nation.

As we move forward, our focus remains clear — innovation, quality, and excellence in every aspect of what we do. Together, we will continue to set new benchmarks and build a legacy that stands tall for generations.

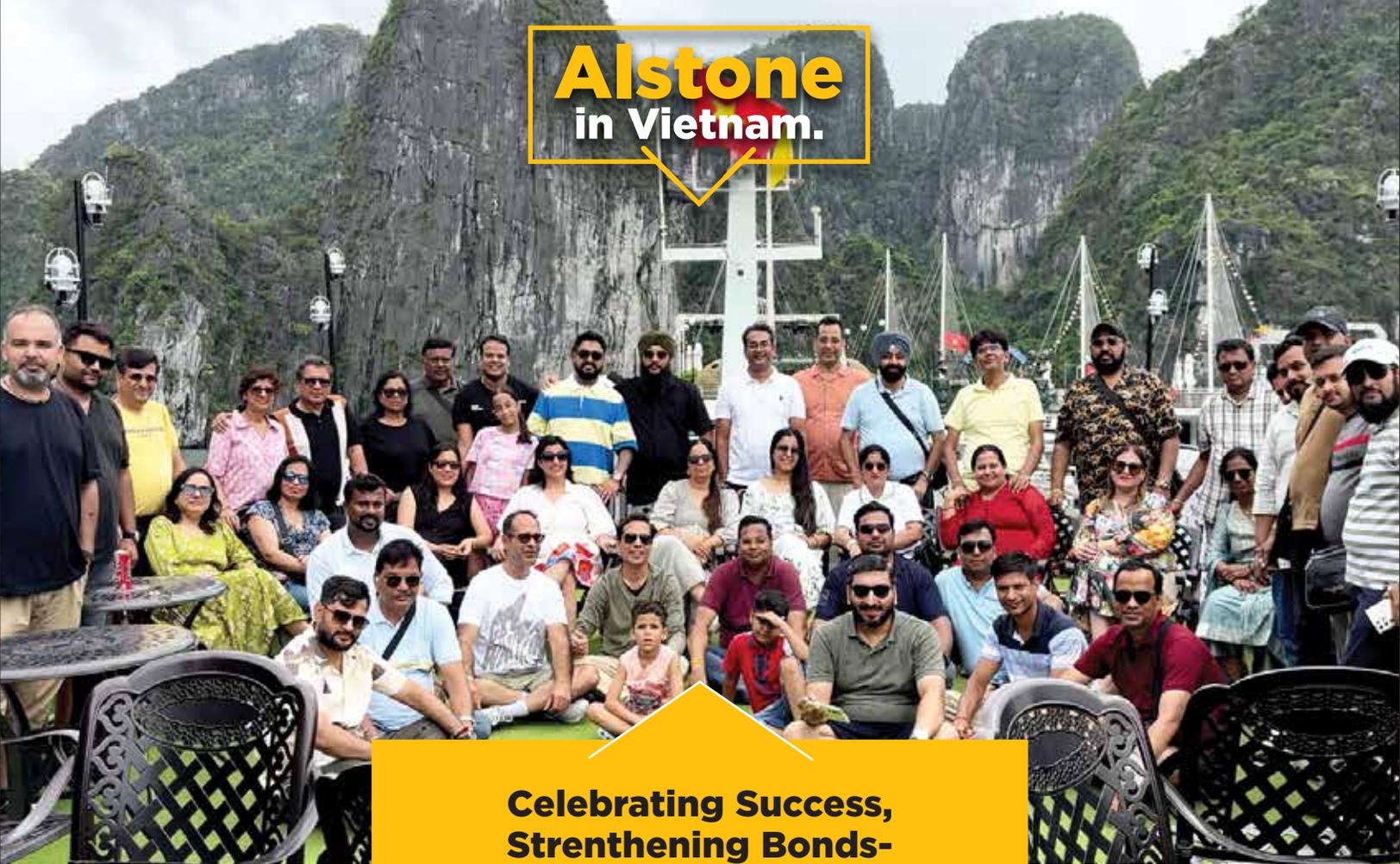
Warm regards,

**Sumit Gupta**

*Managing Director*

*Alstone Manufacturing Pvt. Ltd.*

# Alstone in Vietnam.



## Celebrating Success, Strengthening Bonds-

### The Alstone Vietnam Experience.

The Vietnam Incentive Trip was one of the most memorable highlights of this quarter — a gesture of appreciation from Alstone to our top-performing channel partners who continue to drive our growth across India. This journey was not just a reward; it was an experience designed to strengthen bonds, celebrate achievements, and create lifelong memories with the Alstone family.



## Alstone Anometa launched by Alstone Channel partners & family



The tour brought together achievers from different regions, united by one shared passion: building excellence. From the bustling streets of Hanoi to the serene landscapes of Ha Long Bay, every moment added meaning to the journey. Partners interacted, exchanged experiences, and celebrated their success, creating an atmosphere of unity and pride. It was inspiring to see the joy and enthusiasm with which everyone participated, reflecting the true spirit of the Alstone network.



The most iconic highlight of the trip was the Grand Yacht Night at Ha Long Bay – an evening that perfectly blended elegance, celebration, and camaraderie. Under the glowing night sky, amidst the majestic limestone formations, our partners were felicitated for their outstanding performance. With music, dance, laughter, and heartfelt speeches, the night became a powerful reminder that success becomes truly special when shared.



Beyond celebration, the trip also included meaningful discussions on market insights, product excellence, and future opportunities. This blend of leisure and learning ensured that the tour was not just memorable but also enriching. As the Vietnam journey concluded, one sentiment was unanimous – Alstone is not just a brand; it is a family built on trust, commitment, and shared dreams.

**Here's to our exceptional partners whose dedication strengthens the Alstone legacy, and to many more journeys that inspire, connect, and celebrate success together.**



## Bankok Trip Top Fabricators (Highest Sales Achievers)

The Bangkok Incentive Trip was Alstone's special way of honoring our top-performing fabricators — the true Cladstars behind every successful façade. Their dedication, precision, and commitment to excellence have played a vital role in strengthening Alstone's presence across India.

The trip offered our achievers a refreshing break filled with fun, exploration, and memorable experiences. From city tours to cultural shows and shopping streets, every moment was designed to appreciate their hard work and build stronger connections.

The highlight of the journey was the **Gala Recognition Night**, where our fabricators were felicitated for their outstanding performance. The evening was filled with applause, gratitude, and the pride of being part of the Alstone family.

Throughout the trip, fabricators interacted, shared ideas, and bonded like a close-knit team — creating new friendships and inspiring stories.

The Bangkok tour reflected Alstone's belief in celebrating success together and recognizing the people who help us grow every day.

**“A big salute to our fabricators — the hands that transform materials into masterpieces.”  
— Mr. Sumit Gupta, Managing Director, Alstone**



**Ar. Indraneel Dutta**

**Ar. Brinda Kannan**



**Ar. Nita Kembhavi**



**Ar. Indrajit Kembhavi**

**ALSTONE** | Club  
**ARCH** THE ARCHITECTS CLUB

*Celebrating Architectural Brilliance*

The Alstone Arch Club continues its mission of celebrating architects whose creativity and vision shape the future of design. This edition features two exceptional architectural teams whose work reflects innovation, sensitivity, and timeless design thinking.

*“Architecture is not about creating monuments, it’s about designing experiences that endure.”*

— **Ar. Brinda Kannan**,  
Co-Founder, DKA

*“Sustainability is not a trend; it’s the essence of responsible design.”*

— **Ar. Nita Kembhavi**,  
Principal Architect, KAF

We are proud to highlight **Ar. Indraneel Dutta & Ar. Brinda Kannan**, Co-Founders of **Dutta Kannan Architects (DKA)** from Bengaluru. With over 18 years of experience, their practice blends functionality, aesthetics, and context-driven design. Their approach focuses on creating meaningful spaces that speak to both environment and emotion.

We also feature **Ar. Nita Kembhavi & Ar. Indrajit Kembhavi** from the renowned **Kembhavi Architecture Foundation (KAF)**. Known for their human-centric and sustainable design philosophy, they have delivered landmark projects across India. Their work beautifully integrates creativity with environmental responsibility.

Both firms share a strong belief in using innovative materials and forward-thinking solutions — values that align closely with Alstone’s vision of enabling modern, efficient, and expressive architecture.

Through **Arch Club**, Alstone continues to connect with design leaders, celebrate their contributions, and inspire meaningful dialogue within the architectural community.



# Facade Titans

Powered by **ALSTONE**<sup>®</sup>

**Facade Titans** is Alstone's latest initiative to celebrate the visionaries who are shaping India's architectural identity. This exclusive series highlights the leaders, innovators, and pioneers whose ideas and engineering brilliance transform buildings into lasting landmarks.

We proudly begin this inspiring journey with **Mr. Pankaj Keswani**, Founder of **Alufit International Pvt. Ltd.**, a true titan in the façade engineering industry. With decades of expertise and a portfolio of iconic projects across India, he has played a key role in elevating the standards of façade design, technology, and execution.

In our Titan Talk, Mr. Keswani shares insights into India's evolving façade landscape, the growing importance of performance-driven design, and the need for stronger collaboration between architects, developers, and product manufacturers. His perspective reflects the forward-thinking spirit that drives the entire industry.

## Episode-1

### **Mr. Pankaj Keswani —**

*Founder, Alufit International Pvt. Ltd.*

Through Facade Titans, Alstone aims to honour leaders like him while creating a platform for knowledge sharing and inspiration.

***“A façade is more than an exterior — it is the identity of a building.”***

**— Mr. Pankaj Keswani,**  
*Founder, Alufit International Pvt. Ltd.*



### *Celebrating Trust, Dedication and Growth*

The **Alstom Soul Partner** series honors the pillars of our distribution network — partners whose trust, commitment, and consistency fuel Alstom's growth across India. This edition proudly features three remarkable leaders who continue to strengthen our brand with integrity and passion.

#### **Mr. Surjeet Singh,**

*M/s S.P.N Enterprises,  
(Amritsar, Punjab)*

is known for his reliability and deep market understanding. His focus on quality and customer satisfaction has helped establish Alstom as a trusted name across Punjab. His long-standing association reflects the true spirit of partnership.

*"Alstom stands for quality and consistency. Our partnership has been built on mutual trust and a shared goal of delivering the best to our clients."  
— Mr. Surjeet Singh*

#### **Mr. Varun Sharma,**

*M/s Royale Metals and Royale Claddings (Delhi)*

represents the new generation of façade entrepreneurs. His modern approach, design awareness, and commitment to excellence have made him one of the most impactful young partners in the Delhi region

*"Working with Alstom feels like working with a brand that listens, innovates, and evolves with time. Together, we've created a standard that defines modern façades."  
— Mr. Varun Sharma*

#### **Mr. Rahul Agrawal,**

*M/s Bhumeswar Enterprises,  
(Ghaziabad, UP)*

brings unmatched dedication and a strong dealer network to Western Uttar Pradesh. His hands-on attitude and customer-first approach have significantly contributed to Alstom's regional growth.

*"Alstom's journey is inspiring, and being part of it motivates me every day. The brand's innovation-driven approach gives us confidence to deliver excellence."  
— Mr. Rahul Agrawal*

# Woman Empowerment

## The Story of Ms. Ambhika S, South Sales Coordinator

At Alstone, we strongly believe that empowered women strengthen workplaces, inspire teams, and elevate organizations. One shining example of this spirit is **Ms. Ambhika S**, our dedicated **South Sales Coordinator**.

Ambhika holds an MBA in Marketing from Jain University and is currently pursuing her Doctorate in Business Administration from ESGCI University, Paris. Her professional journey began at National Aerospace Laboratories (CSIR), where she worked as a Project Assistant.

She joined Alstone on **1st December 2022**, and since then, her journey has been filled with learning and growth. Handling coordination across Karnataka, Hyderabad, Tamil Nadu, and Kerala, under the guidance of **Mr. Vivek Kumar Dubey**, she ensures smooth day-to-day operations with her excellent communication and organizational skills.

Ambhika expresses deep gratitude to Alstone for encouraging women to take on impactful roles and for creating an environment that supports learning and leadership.

She aspires to grow into a **sales leadership role** and contribute to the organization's vision with dedication and innovation.

Outside work, Ambhika enjoys music and cooking — activities that help her stay creative and balanced. Inspired by **Dr. A.P.J. Abdul Kalam**, she lives by the belief that consistency is the key to success.

**At Alstone, women like Ambhika are shaping our future with strength and purpose.**



# Emerge Glass starts Colour Glass Bottle Facility

Glass bottles are the most beneficial packaging mode as these are non-toxic, preserve taste of contents, odor free and are 100% recyclable; without loss of quality. Glass is made of natural material like sand, soda ash, limestone and its production is most sustainable, mode in packaging. Reuse of Glass bottles is easy due to easy wash which provides cost benefit to users.

In addition to other benefits of glass; colored bottles provide robust barrier to UV rays, protecting its content from degradation of sensitive substances, protect contents from chemical reactions triggered by light exposure, help preserve, potency of product ensuring that it remains effective for long periods.

Emerge Glass with its manufacturing facility at Keshwana in Rajasthan have established itself as a quality Glass bottle and Sheet glass manufacturer in India. After establishing presence in Flint Glass bottle manufacturing with 210 MT per day furnace; Emmerge Glass have started Colored Glass bottle manufacturing facility with capacity of 240 MT per day in May 2025.

Emerge Glass is capable of producing glass bottles in Narrow Neck Press & Blow (NNPB) and Blow & Blow process. NNPB process capability, is backed with precision, with desired infrastructure of process control equipment. Furnace is attached to control room having temperature monitoring and control in multiple zones of furnace to maintain glass homogeneity for desired precision in glass bottle.

There are highly experienced professionals working on high precision machines bought from Soncam, and other machines which help maintain, desired level of capacity in bottles, ensuring uniform glass distribution.

Emhart has supplied all manufacturing and on-line inspection machines including lehr. Bottles manufactured at Emmerge Glass are inspected on-line, to ensure high quality and strength and rechecked in lab equipped with high precision equipment for thermal shock (ability to withstand variation in temperature), Impact test, bursting strength and dimensional parameters of glass bottles.

Emerge Glass is preferred supplier to Kingfisher beer and Dabur Asav along with many other brands!!



**Mr. Shailendra Srivastava**

General Manager - Container Glass Division.  
Emmerge Glass India Private Limited



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**HPL**  
Feel The Nature

**ALSTONE®**  
**LOUVERS**  
LIMITLESS AS YOUR IMAGINATION

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**ANOMETA**  
ANODIZED LUXURY

**ALSTONE®**  
*Stonera*  
WORK of ART

**ALSTONE®**  
**ANTICA**  
BEAUTIFULLY RUSTIC

**ALSTONE®**  
**3D PANELS**

**ALSTONE®**  
**EVOLUTION**  
METAL COMPOSITE PANEL

**ALSTONE®**  
**CLASSIC**  
METAL COMPOSITE PANEL

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## **2.0**



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