



HIGHEST EVER DIVIDEND PAYOUT



Shri A.K. Jain, Managing Director, REIL, Jaipur, presented the dividend cheque of Rs. 1.07 Crore to Chairman and Managing Director, Instrumentation Limited, Kota, Shri M.P. Eshwar, in the gracious presence of Shri Praful Patel, Hon'ble Union Minister for Heavy Industries and Public Enterprises, in New Delhi on October 24, 2013.

RECOGNITION & AWARDS

PSE Excellence Award - 2013



Shri T.K.A. Nair, Advisor to PM of India, and Shri O.P. Rawat, Secretary, DPE, awarded PSE Excellence Award 2013 to MD, REIL, Shri A. K. Jain

The Company received the "PSE Excellence Award 2013" for Operational Excellence, which was presented to Shri A. K. Jain, Managing Director, at the 4th Summit on India Public Sector Agenda @ 2020 with a theme on *Local Challenges and Global Opportunities* organized by Department of Public Enterprises, Government of India and Indian Chamber of Commerce.

Shri A. K. Jain receives "The Super Boss of the Year" Award



Workplace leadership of Shri A.K. Jain, Managing Director, REIL has been recognized by conferring him Super Boss of the Year Award on 21st October, 2013, at Mumbai.

PERFORMANCE : Q3 FY 2013-14

The third quarter of the Company closed on 31st December 2013. At the end of third quarter, the Company turnover stood at Rs. 91.87 Crore. The Renewable Energy Division and Electronics Division turnover stood at Rs. 40.21 Crore and Rs. 51.66 Crore respectively.

During this quarter, the Company has clocked a turnover of Rs. 42.31 Crore. The Electronics Division achieved a turnover of Rs. 20.96 Crore while Renewable Energy Division achieved a turnover of Rs. 21.35 Crore.

Achievements: Electronics Division

During this quarter the Division has supplied sizable numbers of various milk testing and collection units, namely Electronic Milk Testers, DPMCU, Smart-DPMCU, AMCU etc.

It received major orders for AMCU and DPMCU from Andhra Pradesh, Gujarat, Karnataka, Kerala, Madhya Pradesh, Maharashtra, and Rajasthan.

It also received large orders for AMCU and DPMCU under the National Dairy Plan (NDP), from various states.

The Company also received major orders for EMT from Andhra Pradesh, Gujarat, Karnataka, Kerala, Maharashtra; Milk Analyzer from Tamil Nadu, Rajasthan (NGC), Madhya Pradesh; and RMRD from Chhattisgarh & Uttarakhand.

Apart from these, the Company received and executed a large size export order for Automatic Milk Analysis solutions for use in village centers in Bangladesh.

Customer Training Program

REIL conducted training sessions for its customers at various locations across the country. Training was imparted to about 250 end-users of EMT in Gujarat; to the DPMCU users under Katraj Dairy, Pune; to the Milk-Analyser users in the Godhara and Bharuch region. The Regional Office Bangalore organized training for end-users of milk-unions in Karnataka Region on AMCU and DPMCU where about 220 end-users benefited from the program.

Achievements: Renewable Energy Division

The Division supplied, installed and commissioned Solar Water Pumping Systems, under Horticulture Subsidy Scheme, across the entire state of Rajasthan, benefiting the farmers in power-deficient areas to enable them draw ground water for irrigation.

It also supplied and installed Solar Street Lights in various villages in Rajasthan, and further consolidated its presence in the area.

The Company also executed work-orders for large Kilo-Watt-size SPV power plants in Rajasthan, Haryana and North Eastern states.

The Company also marked its renewed presence in the state of Uttar Pradesh, when it undertook supply, installation and commissioning of SPV Power Pack with LED lights, against order received from Government of Uttar Pradesh.

INNOVATIONS AT REIL AUTOMATIC ELECTRONIC MILK TESTER

The Automatic Electronic Milk Tester, first developed and introduced in the year 2004, has been substantially upgraded with improvements in efficiency, features, and ease of operations.

The instrument has the advantage of elimination of manual mechanical operation in the EMT, thereby making it suitable for use at centers with large number of samples and managed by women or senior citizens.

The new instrument

deploys DC motors, which are efficient, reliable and lighter in weight. The machine can operate on a



wide input voltage range, from 150VAC -300VAC, and also has provision for DC operation. The instrument has been provided with the feature of auto-calibration (elimination of manual intervention) and a user-friendly menu for easier operations. The instrument is

now lighter by almost 30% over the earlier model, and is easier to handle.

The product is a yet another outcome of the company policy to continuously review and upgrade its products and services, in line with the customer requirements. The upgradation takes into consideration over 30 years of experience in dairy industry and the valuable feedback from esteemed customers. The Company is confident that the product will find a large acceptance among the users.

VIP GALLERY

- The Department Related Parliamentary Standing Committee on Personnel, Public Grievances, Law and Justice visited Jaipur from 08-10-2013 to 10-10-2013.



The Committee, under the chairmanship of Shri Shantaram Naik, held discussions on the prevention of Corruption (Amendment) Bill, 2013 and Effectiveness of Vigilance Administration in Central Government Ministries, Corporations, Societies, Public Sector Enterprises etc. in a meeting on 09th October 2013. The Managing Director REIL gave the presentation to the Committee members and answered their queries. On this occasion officers from Vigilance Department, REIL were also present.

- Shri Alok Srivastava, IAS, Joint Secretary, MNRE, Government of India visited the Company on 19.11.2013.



Shri Alok Srivastava, IAS, JS, MNRE (on right) in discussion with Shri A. K. Jain, MD, REIL (center) regarding SPV products

- Shri Adhar Sinha, IAS, Principal Secretary, MA & UD, Government of A.P. visited the Company on 19.10.2013.



Mr. Adhar Sinha, IAS, Principal Secretary, Municipal Administration, Govt. of Andhra Pradesh is being briefed about our products

- Ms. Shuchi Sharma, Managing Director, JCTSL, Government of Rajasthan, visited the Company on 22.11.2013. She took keen interest in the SPV solution of the Company and the Information Technology applications.

PARTICIPATION BY REIL AT VARIOUS FORUMS

The XLII Dairy Industry Conference for Indian Dairy Industry - dairy equipment, product and services was organized by Indian Dairy Association (South Zone), from 12th to 14th December 2013, at Chennai Trade Centre, Chennai Tamil Nadu with the theme of "Growth In Indian Dairying & Trade Issues".



REIL actively participated in the conference by displaying its product range and interacted with Dairy professionals during the various technical sessions.

The Company also displayed the engineered model of **Electronic Milk Adulteration Tester (EMAT)**. The EMAT is an ideal and low cost solution to discriminate between genuine and spurious milk. It detects the harmful adulterants such as **Urea, Vegetable Fat, Salt, Soda, Detergent and Liquid soap** in raw milk. These adulterants are hazardous to human health. The product drew an encouraging response from the professionals across the dairy industry.

A number of dignitaries namely Dr. (Mrs.) Amrita Patel, Chairperson, NDDB, Anand, Mr. Deepak Tikku,

Chairman, NDDB Dairy Services, Mr. Dilip Rath, MD NDDB, Shri Sunil Paliwal, Managing Director, AAVIN, Tamilnadu, Dr. A. K. Srivastava, Director, NDRI, Karnal, visited REIL stalls and appreciated the EMAT.



Apart from this REIL participated in the technical sessions and Mr. N. K. Bhatnagar, delivered a paper on the use of Solar Photo Voltaic solutions in Dairy Industry.

STAFF ACTIVITIES

Trainings

During the quarter, 51 man-days of training was imparted to employees, internally and externally, on various subjects of management like Competition Law & Public Procurement; Gandhian Ideology for Good Governance; Company Act, 2013; Safety & Health, Technical Development and their effects on industrial safety; safety in material handling; industrial safety & health; and precautionary measures for health hazards while working in industries.

A lecture on "Gandhian Ideology for Good Corporate Governance" was organized, at the Works premises, on 17th December 2013, and attended by over fifty



company personnel. The lecture was delivered by Smt. Shobhana Radhakrishna, Eminent Citizen, Ministry of Rural Development, Government of India. She highlighted the ideas and teachings of Mahatma Gandhi pertaining to eco-conservation, usage of local natural resources, trusteeship concept, customer relationship, team work and related them with the

contemporary thought process and actions like CSR, sustainable development, customer-orientation etc, to emphasize the continued relevance of his ideas over the past six decades.

Promotions

On 01-10-2013, the following officers were promoted in the Company with new designations mentioned against the respective names:

- Mr. N. K. Bhatnagar, Deputy General Manager
- Mr. L. L. Suthar, Deputy Manager.
- Mr. S. P. Bansal, Senior Accounts Officer.
- Mr. O. P Choudhary, Senior Engineer.
- Mr. P. K. Saini, Senior Engineer.
- Mr. Anuj Johari, Senior Executive.

Vigilance Awareness Week

The Vigilance Awareness Week 2013 was observed from 28.10.2013 to 02.11.2013, and commenced with the administration of pledge by the Managing Director, REIL. The theme of the week was 'Promoting Good Governance - Positive Contribution of Vigilance'.



A slogan writing competition in English & Hindi and Presentation Competition were organized during the week. A lecture cum interactive session on "Moral Values, Ethics and Good Governance" was held on 31-10-2013. Our past Chairman, Shri Rajendra Bhanawat, IAS (retd.) addressed the employees on role of Moral Values, Ethics and Good Governance in increasing effectiveness.

Corporate Social Responsibility (CSR)

As part of the activities under the Corporate Social Responsibility, REIL organized two medical camps for children in schools, during the quarter.



Eye testing of students in the medical camp organized at school

One camp was organized, on 16.11.2013, at the Government Senior Secondary School, Meenawala, Sirsi Road, Jaipur, in the vicinity of the Company premises. Another camp was organized, on 19.11.2013, at Prayas, J-5A, Jhalana Institutional Area, Jaipur, a school run by a NGO.



REIL team along with doctors at the medical camp

A total of 230 students, in the age group of 06 to 38 years, have been provided medical attention and services in these camps.

The Company draws participation from among its employees for conducting the activities under Corporate Social Responsibility and Sustainable Development.

For a more effective participation, awareness, understanding of the underlying philosophy, identification of areas, execution, and impact analysis etc. the Company has conducted workshops for its employees.



Employees participating in discussions on Corporate Social Responsibility and Sustainable Development

In three sessions, of one day each, the workshops had participation of about sixty employees.



Quarterly Newsletter, Published by

Rajasthan Electronics & Instruments Limited

B-21, Kala Colony, J.L.N. Marg, Malviya Nagar, Jaipur - 302017, Rajasthan (INDIA)

Tel : 91-141-2724968, Fax : 91-141-2724960, E-mail : reiljp@sancharnet.in

Printed for Rajasthan Electronics & Instruments Limited by M/s. Laxmi Printers, Jaipur # 9829125258