



# NEWSLETTER

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April 2015 - June 2015



Fulfilling the  
**MAKE IN INDIA** initiative  
of Government of India



MoU signed with M/s. Milkotronics, Bulgaria during Hannover Messe 2015, in the gracious presence of Shri Rajan S. Katoch, Secretary, DHI, GoI, and Shri Vishvajit Sahay, Joint Secretary, DHI, GoI for manufacturing of Milk Analysers in India at REIL works.

## PERFORMANCE : Q1 FY 2015-16

The first quarter of the FY 2015-16 closed on 30<sup>th</sup> June 2015. At the end of first quarter, the turnover stood at Rs. 28.42 Crore. The Renewable Energy Division achieved a turnover of Rs.11.58 Crore while Electronics Division's turnover stood at Rs. 16.84 Crore.

The turnover has increased by 13% over the corresponding period turnover of Rs. 25.16 Crore.

## MAKE IN INDIA EVENT

**MoU signed with M/s. Milkotronic during Hannover Messe, 2015, Germany**

The Hannover Messe 2015, with India as official partner country, was organized during April 13 - April 16, 2015 and attended by Mr. A. K. Jain, Managing Director, and Mr. R. K Gupta, General Manager (R&D), where meetings were held with many key players. It is world's leading show for industrial technology and highlights innovations and groundbreaking solutions in all the core sectors.

During Hannover Messe, an MoU was signed between REIL and M/s. Milkotronic, Bulgaria for **Transfer of Technology for manufacturing of Milk Analysers in India** in the gracious presence of the Secretary, and the Joint Secretary, Department of Heavy Industry, Government of India. This action is not only in line with the "Make in India" initiative of Hon'ble Prime Minister of India but also offers contemporary product at more competitive level with economic after sales support.



Mr. Jain's address at Resurgent Rajasthan Partnership Summit



Mr. Jain with Smt. Nirmala Sitharaman, Hon'ble Minister of Commerce & Industry, Government of India.

## CAPACITY BUILDING AT REIL



100 KWp rooftop SPV Power Plant at REIL premises

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Recently, the Company has successfully completed installation & commissioning of 100 KWp solar power plant at factory premises. The solar plant is directly connected to electricity-grid and can generate, on an average, 500 units of electricity per day. The extra units generated can be exported to the grid. Currently it is contributing to fulfill in-house electricity consumption.

### **ACHIEVEMENTS OF THE FY 2015-16**

#### ***Achievements: Electronics Division***

During the quarter, the Division has received major orders for Automatic Milk Collection Unit (AMCU) Electronic Milk Adulteration Tester (EMAT) at field and DPMCU, from milk cooperative unions of Jammu & Kashmir, Tripura & Punjab covering major quantities under National Dairy Plan (NDP).

In an initiative to provide technology solution for women milk cooperative societies, the Company recently launched Automatic EMT based AMCU and received its biggest order for supply of over 250 systems to Banas Dairy, Valsad and Sabar Dairy, an AMUL Group Dairy Cooperatives. This would eliminate the manual operation required in EMT thereby making it suitable for use at centers with large number of samples and managed by women or senior citizens. The first ever biggest order for deployment of about 500 Auto-EMTs in the state of Gujarat was also received during the quarter.

The Company came up with the innovative idea of low cost Solar hybrid system for automatic milk collection centers and supplied its first Solar-Hybrid PC AMCUs to the Jharkhand State Milk Producers Federation Limited, Ranchi for trouble free operation at villages facing shortage of conventional power.



**Setup for Solar hybrid AMCU**

The Company addressed the need of milk tanker tracking by successfully developing and deploying the web-based Vehicle Tracking System (VTS) at Jodhpur Dairy. It would assist the user in tracking the movement of the vehicles, from a central location with graphical and textual details pertaining to locations.

The recently launched Electronic Milk Adulteration Tester (EMAT) has also been receiving the customer delight because of its uniqueness and affordability and with this, the deployment has reached to 17 locations across the country including southern region and Jammu & Kashmir. A speedy growth for this product is expected in coming months.



**Electronic Milk Adulteration Tester (EMAT) at a field site**

During the quarter, the Company joined hands with GCMMF "AMUL" for economic growth of marginal milk producers in the state of Jammu & Kashmir and received its first order for supply and installation of Automatic Milk Collection Unit (AMCU).

The Company developed "**Pashu Aushad**" **Software ("Integrated Online Medicine Management Software" (IOMMS))** for the Department of Animal Husbandry to provide them with a simplified Medicine Inventory Management system.

For the efficient monitoring of "Pashudhan Nishulk Aarogya Yojna", by the Department of Animal Husbandry, the software was launched and inaugurated by Mr. Prabhulal Saini, Hon'ble Minister of Agriculture and Animal Husbandry, Government of Rajasthan. The Software application is capable to retrieve and display information related with inventory performance and cost tracking at various levels.





(L to R)- Mr. Om Prakash Punia, Chairman, Jaipur Dairy, Shri Prabhulal Saini, Hon'ble Minister of Agriculture and Animal Husbandry, GoR, Mr. Rajeshwar Singh, IAS, Principal Secretary, Animal Husbandry & MD RCDF and Mr. Jain, during the inaugural function.

### Customer Training Program

The training on products-AMCU, DPMCU and EMT- has been organized by the Company in Gujarat region benefiting about 112 trainees. The training was also organized for NDDDB officials at NDDDB training centre for products-AMCU and DPMCU- supplied under NDP1.

The training for FMC staff on products-Lactoscan and DPU- was organized at Sangrur, Ludhiana, Chandigarh and Rohtak offices benefiting 50 trainees.

### Achievements : Renewable Energy Division

In its quest to expand the applications of Solar Photovoltaic Systems, the Division serviced orders for customers including Rajasthan Horticulture Development Society, CONCOR, POWERGRID Corporation of India Ltd., and SMS Stadium, Jaipur.

While sustaining its association with the PSUs, the Company has executed project for POWERGRID Corporation of India Ltd. for supply and installation through LED based community lighting at strategic locations in villages of Uttar Pradesh to ensure safety and security in the night hours.



LED based community lights installed at discrete locations of villages in Uttar Pradesh.

During the quarter, the Company has kept its promise of executing CSR projects for various organizations and has completed project for CONCOR for installation - commissioning of SPV SLSs and SPV Power Plants in the state of Uttar Pradesh and Rajasthan.



10 KWp SPV power plant installed at villages under CSR activity of CONCOR in government schools

As a part of providing energy efficient lighting and sustainable solutions, the Company received an order from the Sports Complex of SMS Stadium, Jaipur for application of energy efficient LED based SPV Lighting along side of the athletic track.



Athletic track of SMS Stadium illuminated by REIL through energy efficient Solar LED street lights.

Under RREC rooftop programme, the orders were received for supply, installation and commissioning of 240 KWp SPV power plants in the home state, of varying capacities to be installed at MNIT, Jaipur, SMS Stadium, Jaipur and Shri. Sanwaliaji Mandir, Chittorgarh.

The Company has also executed a prestigious export order for supply of SPV Systems and LED colour TV for households, mosque, clinic to New and Renewable Energy Authority (NREA), NASR City, Cairo, Egypt during the quarter. The order was placed by MNRE.



The order from the Department of Forest, Government of Rajasthan, was also received during the quarter for installation of 45KWp SPV power plant on the roof-top of their new building at Jaipur.

### ANNUAL ADDRESS

On the eve of closing of financial year 2014-15 Mr. A.K. Jain, Managing Director addressed the employees on the Company's performance in the last financial year and briefed about the future plans of the Company.



The HODs of all the departments shared the performance, experiences, achievements, challenges faced, innovations and future opportunities through presentations, in the respective areas of business.

### CHAIRMAN NDDDB VISITS REIL

Mr. T. Nanda Kumar, Chairman, National Dairy Development (NDDDB) visited REIL plant and witnessed the work being done by the Company on 29.05.2015.



Mr. T. Nanda Kumar, Chairman, NDDDB being briefed about the Company's initiatives in Dairy and Solar PV solutions which are relevant to this sector.

He saw the demonstration of various Milk analysis solutions manufactured by the Company, SPV based applications; and Information Technology solutions. He took keen interest in Electronic Milk Adulteration Tester (EMAT); appreciated the technologies used; products and their applications; and the scale of product deployment in the country. He asked REIL to innovate continuously for the benefit of milk producers.



Electronic Milk Adulteration Tester (EMAT), being demonstrated to Chairman NDDDB.

He acknowledged the work done by the Company, especially in the area of SPV based Renewable Energy, and observed that these products are useful in providing impetus to the Social and Economic Development of our country.



Use of Solar in the Dairy Sector, being demonstrated to Chairman NDDDB.

Hon'ble Chairman spoke on the significance of solar energy based applications and gave suggestions for the development of new applications while assuring full support from the National Dairy Development Board (NDDDB).



## RECOGNITION & AWARDS

### BT Star "PSU Award 2015"

The Company received the BT Star "PSU Award 2015" for Excellence in Corporate Social Responsibility" by Bureaucracy Today in a function held at New Delhi.



Mr. Jain receiving BT Star "PSU Award 2015" for Excellence in Corporate Social Responsibility, on 15.05.2015.

The Award was presented by Mr. Indresh Kumar, Member Core Committee RSS to Mr. A. K. Jain, Managing Director in the presence of Minister of State, Ministry of Human Resource Development Prof. Dr. R.S. Katheria, Governor of Andaman & Nicobar, Lt. Gen. A.K. Singh and Gazhal Samrat Ustaad Gulam Ali Khan.

## PARTICIPATION BY REIL AT VARIOUS FORUMS

- ❖ Smt. Anandiben Patel, Hon'ble Chief Minister, Gujarat, witnessed demonstration of REIL's AMCU during her visit to 'Kisan Mela' organized at Lunawada Taluka, Mahisagar District under operations of Panchmahal DCMPUL-Godhara on 30.04.2015.



Smt. Anandiben Patel, Hon'ble CM, Gujarat at stall.

- ❖ Dr. V. Bhaskara Ramana Murthy (IFS) MD - APDDCF, Dr. Jancy Gupta, Principal Scientist NDRI Karnal, Prof. Ravikumar, HOD - Dairy College, Tirupathi. and other officials from APDDCF- visited Gannavaram, Veterinary College, Krishna in Andhra Pradesh and were briefed on REIL's AMCU operation, on 30.05.2015.



Dignitaries being briefed about REIL's AMCU operation

- ❖ Mr. A.K. Jain, Managing Director was part of the delegation of the Ministry of New and Renewable Energy (MNRE) to Cairo, Egypt to explore the business in the country. He shared his vision on "Indian Renewable Energy policies, incentives, achievements etc".



Mr. Sanjay Bhattacharya, Ambassador, Embassy of India, Egypt addressing the delegates.



Mr. Jain with Dr. Mohamed Mousa Omran, First Under Secretary of State, Arab Republic of Egypt, Ministry of Electricity & Renewable Energy and other delegates during his visit to Egypt.

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- ❖ PHD Chamber in association NABARD, Regional Office Jaipur has organized the 'Rajasthan Green Banking Summit – 2015' on 22nd May 2015 at PHD House Building, Jaipur.

The Conference offered a platform for all stakeholders to come together to deliberate and devise the strategies of sustainable economic growth in the state of Rajasthan.



Mr. Jain as Chief Guest addressing the audience during Green Banking summit 2015 on 22.05.2015

Mr. A.K. Jain, MD as a Chief Guest in the inaugural session graced the event and addressed a host of senior representatives from the Banking & Financial Services focussing on “Explore Green Banking Solutions: Eco Friendly Banking”

- ❖ Solar Quarter, in association with the Rajasthan Solar Association (RSA), organized “**Solar Energy Net Metering 2015**” on 26<sup>th</sup> June, 2015 at Jaipur, focussing on the importance of Net-Metering in the country.

MD, Mr. A. K. Jain, an eminent panelist discussed on Net Metering Outlook : Key Policy and Policy Framework.



MD with Hon'ble MoS (Energy) GoR at the event

## STAFF ACTIVITIES

### Trainings

During the quarter five mandays of training was organized for employees externally on various domains like project, manufacturing/operations, materials/logistics, supply & distribution, sales, MIS, IT/ERP, finance & internal audit, HR/ Training, Vigilance, at corporate, regional & state and plant levels and corporate communication in digital age: challenges and opportunities etc.

### Promotions

The following promotions took place on 01.04.2015

- Mr. P. N. Sharma as Dy. General Manager
- Mr. Radhey Lal as Dy. Manager
- Mr. Avinash Kumar as Dy. Manager

*The Company congratulates them on their recognition and wishes for them continued success in their career.*

### Separations

Mr. Sita Ram Pareek, Supervisor (Tech.) (RE) resigned and was relieved from the services of the Company during this quarter.

*The Company wishes him for a very happy, healthy and prosperous life.*

### Celebration of International Yoga Day

On the occasion of International Yoga Day, a Yoga session was organized at factory premises on 21<sup>st</sup> June, 2015.

The Employees along with their families actively took part in this session.



Glimpse of the Yoga Day event at REIL

### **Annual Get Together 2015**

REIL Staff Club organized an Annual Get-Together on 12th June, 2015, at the auditorium in Mahaveer Public School, C-Scheme, Jaipur.

On this occasion the REIL personnel, along with their families, participated in a cultural evening followed by a dinner. It was a matter of delight to have Mr. M. P. Jindal, ex-Managing Director, REIL during this get-together.

The program started with welcome of the guests and lamp lighting ceremony followed by the release of newsletter of the Company.

The concept of the Backdrop was shared by GM(CP&HR). The Backdrop was themed on the achievements of the Company in the previous year, focusing on 1 MW SPV Power Plant installed at Shri Mata Devi Katra Railway Station that serves the purpose of pilgrims to reach holy cave; REIL's role in Make in India initiative; State-of-art Manufacturing capabilities at REIL; National Missions; CSR initiatives by the Company; and Awards/Honors received.

Everybody enjoyed the cultural program, performed by children of REIL employees. The clapping and cheering by the audience sustained the high tempo of the performers. The performances were rounded up by a Nukkad-natak on the theme about the critical need for checking adulteration in milk and their benefits to producers as well as consumers and addressing the power needs through clean and green - Solar Power solutions.

The annual gift for the Financial Year 2014-15 was also announced, for all the employees.

It was followed by recognizing the talented children of the REIL employees. The dignitaries awarded prizes and gift to children.

The Managing Director, congratulated the participants and winners and apprised about the Company activities and planning towards various activity, family welfare of the employee etc.

He also shared the importance of this day in his life, and encouraged the employees to celebrate the event every year with full zeal. He also thanked the staff club for their efforts in successful conduct of the function.

The event ended with chairman Staff Club thanking the employees and their family members for making the event livelier.

### **OUR AWARD WINNERS**

#### **Class X (2013)**

1. 10 CGPA, by Ms. Yashi Gupta, daughter of Mr. Deepak Gupta and Mrs. Anju Gupta.
2. 10 CGPA, by Mr. Jatin Dhyani, son of Mr. Subhash Dhyani and Mrs. Vijay Lata.
3. 94.24% marks, by Ms. Aishwariya S, daughter of Mr. C K Sreesan and Mrs. Bindu.
4. 9.4 CGPA, by Ms. Akanksha Agrawal, daughter of Mr. Ravi Kant Agrawal and Mrs. Indu Agrawal.
5. 9.2 CGPA, by Ms. Amishi Sharma, daughter of Mr. V K Sharma and Mrs. Suman Sharma

#### **Class X (2014)**

1. 10 CGPA, by Ms. Ashwani Ratnoo, daughter of Mr. M S Ratnoo and Mrs. Suman Ratnoo.
2. 9.4 CGPA, by Ms. Juhi Varshney, daughter of Mr. Sanjeev Kumar and Mrs. Rekha Rani.
3. 9.2 CGPA, by Ms. Abhilasha Agrawal, daughter of Mr. Ravi Kant Agrawal and Mrs. Indu Agrawal
4. 9 CGPA, by Ms. Ruchika, daughter of Mr. Ashwani Kumar and Mrs. Manju Devi

#### **Class XII (2014)**

1. 87.6%, by Mr. Anuj Sharma, son of Mr. K. K Sharma and Mrs. Prem Lata Sharma

#### **Sports Award (2013)**

1. Ms. Abhilasha Agrawal, daughter of Mr. Ravikant Agrawal and Mrs. Indu Agrawal, for attaining 2nd position in State Cluster.
2. Ms. Nisha Chaudhary, daughter of Mr. B S Chaudhary and Mrs. Bimla Chaudhary, for 1st position in Regional Kabbadi.
3. Mr. S Sagar, son of Mr. Sanjay Swami and Mrs. Bhawana, for attaining 1<sup>st</sup> position in Table Tennis.
4. Ms. Keerti Nayar, daughter of Mr. M. Kailasham and Mrs. Jyoti, for all round performance in NCC.



**GLIMPSE OF GETTOGETHER 2015**

Welcoming the guests & Lamp Lighting



Release of Newsletter

Themed Backdrop

Cultural Performances



Nukad Natak

Annual Gift



Awardees



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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

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