

## MoU 2012-2013

REIL has entered into a performance MoU, for the year 2012-13, with DHI, MoHI&PE, on 21<sup>st</sup> March 2012.



Shri S. Sundareshan, Secretary, DHI, MoHI&PE (on the right) and Shri A.K. Jain, MD, REIL, on signing the MoU.

Shri S. Sundareshan, Secretary, DHI and Shri A.K. Jain, Managing Director, REIL signed the MoU 2012-13, on behalf of DHI, MoHI&PE, and REIL respectively.

## FINANCIAL RESULTS: FY 2011-2012

The unaudited results of FY 2011-2012 are now available. The Company has recorded a turnover of Rs. 231.87 Crore against the target of Rs. 130.00 Crore. The Electronics Division achieved a record turnover of Rs. 82.80 Crore registering a 47.75 % growth over the previous year. The Renewable Energy Division achieved a turnover of Rs. 149.07 Crore registering a 98.46 % growth over the previous year.

## PERFORMANCE: Q4 FY 2011-12

The fourth quarter of the Company closed on 31<sup>st</sup> March 2012. During this quarter, the Company has clocked a turnover of Rs. 69.16 Crore. The Electronics Division achieved a turnover of Rs 18.77 Crore while Renewable Energy Division achieved a turnover of Rs 50.39 Crore.

## Achievements: Electronics Division

During this period, the Division has received major

order of MilkoScan Minor from MRCMPU Ltd., Calicut, DPMCU from NGC and other unions, AMCU from AP Dairy, Bihar, Punjab and Haryana etc. and Solar EMT from various unions of Bihar. The Division has also received orders for Electronic Milk Testers and Lacto Scan from various Milk Unions of Gujarat, Punjab, Rajasthan etc.

At the end of fourth quarter Company has achieved turnover of Rs. 1773 Lac in the FOSS business. During this quarter the Division has supplied FOSS High-end solution such as FT120, MilkoScan Minor etc.

## Installation of FOSS equipments

During this period, the Company has installed Foss High End equipment, which includes MilkoScan Minor and FT120, in the state of Rajasthan and Haryana.

## Achievements: Renewable Energy Division

During this quarter, the Division has supplied Solar Power Systems, of 1581 KWp, to Bharat Nirman Rajiv Gandhi Seva Kendra (BNRGSK), established at the various Gram Panchayat, as per the contract for supply of Solar PV systems at BNRGSK.

The Division had also supplied SPV Home Lighting System under Rural Electrification (RE) Program in the state of Rajasthan and kept its promise to contribute in development of the state.

As part of the initiative to have a countrywide presence the Company inked MoU with Kerala State Electronics Development Corporation Limited for execution of 229 KWp SPV Power Plant project for Department of Prisons, Government of Kerala, during the quarter.

In addition to above, the Division has successfully commissioned 5 MW SPV power plant at Rawara village, Phalodi, District Jodhpur Rajasthan. The project has been commissioned in a record time of less than 100 days.

## ABOUT OUR PRODUCTS

### MilkoScan™ FT2

MilkoScan™ FT2 is an ideal solution for dairies requiring, sophisticated, accurate at-line analyses



with minimum sample handling. It offers the highest level of accuracy and reliability in a vibration and



water proof design. The high accuracy allows standardization closer to target and analysis of low level components and the robust flow system enables measurement of many viscous products without time-consuming dilution steps.

### **Standardisation and Sustainability**

Combining innovative FTIR technology with unrivalled experience in dairy analysis, the MilkoScan™ FT2 provides optimal standardization of milk for higher yield and quality.

With the MilkoScan™ FT2 you can standardize products closer to your set targets for improved profit while making optimal use of raw material, helping you to work towards the twin goals of business growth and sustainable production and also reduces the cost of testing while improving product consistency with cost effective technology.

### **What can it measure?**

MilkoScan™ FT2 analyses milk, cream, whey, yoghurt and a wide range of other dairy products for a range of constituents. Milk can be tested for Fat, Protein, Lactose, Total Solids, Solids non fat, Total Acidity, Density, Urea and Casein. An optional module allows screening for abnormalities in milk and dairy products.

### **Analysis Evolution**

The MilkoScan™ FT2 is a new generation instrument with powerful FOSS integrator software and providing unique functions designed for your evolving demands in milk testing as Automatic recording of measurement activity for improved quality assurance and traceability Intuitive 'touch and test' operator interface for routine operations Powerful Foss Integrator software for results handling and analysis Robust calibration based on a huge sample database Enhanced cleaning and

flow system to avoid risk of sample carry over Unique performance in measuring FPD -avoid poor quality milk due to added water

### **Simple to use software**

MilkoScan software is easy to use and quick to learn and includes valuable time-saving features such as:

- Control chart for monitoring instrument stability.
- Easy Slope and Intercept adjustment
- Product limits

## **INNOVATIONS AT REIL**

### **EMT/ DP EMT/ Smart DP EMT with Auto Calibration**

The EMT with Auto Calibration was designed and developed with the aim to provide a tamper- proof reliable solution to the dairy industry eliminating manual calibration, which shall make the machine reliable and tamper proof.



The conventional method of manual calibration using potentiometers on Measure PCB has a disadvantage of manual intervention. This product facilitates calibration through software. The calibration process is protected and enabled by secure smart card or keyboard.

The software enabled calibration feature is controlled by secure smart card or by password through keyboard. The calibration uses diluent and one reference milk sample. The calibration requires only one sample with known FAT value preferably 6-7%.

### **Features**

- Electronic Calibration
- Manual intervention eliminated
- Simple menu driven calibration process
- Increased transparency and customer confidence

## **PARTICIPATION BY REIL AT IDA CONFERENCE**

### **IDA Conference**

The XL Dairy Industry Conference and Exhibition of dairy equipments, products and services, was organized by Indian Dairy Association (North Zone) on 2-5th February, 2012 at Siri Fort



Auditorium, August Kranti Marg, New Delhi and at Manekshaw Convention Centre, Dhaula Kuan, New Delhi with theme of **“Indian Dairying : Perspective 2020”**. REIL actively participated in the conference by displaying its product range and interaction during the various sessions.



Shri A. K. Jain, Managing Director at REIL Stall at IDA Delhi with marketing team members and FOSS Engineers from Denmark

**Training and customer awareness**

- Mr. Tony Maddison, Product Specialist Dairy, Customer and Sales Support from FOSS Denmark visited REIL, Jaipur on 06.02.2012. Presentation was made on upcoming instruments i.e. Milkoscan FT1 and Milkoscan FT2 for Milk and Milk Products analysis. All Regional Manager and Regional Support Engineers have attended his presentation and shared knowledge on upcoming FOSS High-end equipments.

- Educational Training was given on EMT and AMCS to MIT students at FMC Palanpur. Training on EMT to 422 users at the different FMCs of the region was also given during this quarter.

- During the quarter 35 mandays of training was organized for employees internally and externally in various aspects of management like Awareness “Industrial Design Registration and Protection”, Energy Management System, National CSR Conclave etc.

**VIP GALLERY**

➤ Shri Arun Kumar Sinha, Joint Secretary, Department of Public Enterprises, Government of India visited the Company on 19.01.2012.



Shri A. K. Jain, Managing Director, REIL explaining the Company products to Shri Arun Kumar Sinha, Joint Secretary, Department of Public Enterprises, Government of India

➤ Board Members of Vijayawada Dairy and Mohali Dairy Milk Union visited our Company on 06.02.2012 and 17.02.2012 respectively and viewed all Company's products and manufacturing facilities. They also shown their keen interest in our products.



Board Members of Vijayawada Dairy Milk Union



Board Members of Mohali Dairy Milk Union



➤ Dr. S.K.Das CMD, along with Board of Directors, FCI Aravali Gypsum Minerals India Ltd. Jodhpur visited the Company on 17.03.2012.



Shri A.K.Jain, MD, REIL explaining Company Products to Dr. S.K. Das CMD, along with Board of Directors, FCI Aravali Gypsum Minerals India Ltd. Jodhpur.

## PARTICIPATION BY REIL AT VARIOUS FORUMS

### Regional CSR conclave

• REIL participated in Regional CSR conclave organised by Department of Public Enterprises & National CSR Hub, TISS at Jaipur, on 06.02.2012.



### Development program

• REIL participated in State level Vendor Development Programme, organized by Micro, Small and Medium Enterprises Development Institute, Government of India, Jaipur, on 24.03.2012..

## STAFF ACTIVITIES

### Republic Day Celebration

On the occasion of Republic day, flag was hoisted by the Managing Director, Shri A.K.Jain. Employees, along-with their family members, actively participated in the flag hosting ceremony.

## Prize Distribution Ceremony

On this occasion Prizes and Certificates were given by Managing Director to the winners who have participated in "Vigilance Awareness and Anti-Corruption Slogan Competition 2011".

In the Hindi and English Slogan competition the prize were given away to :-

### Hindi

1. श्री मुकेश कुमार मीणा
2. श्री धनराज नामा
3. श्री प्रहलाद पाराशर

### English

1. Shri Kamlesh Singh
2. Shri Atul Kumar
3. Shri D.L. Kumhar

## New Additions to REIL Family

The Company has new additions to its fold

Shri Santosh Avasthi, Tech. Asstt., Shri Rajendra Prasad Dwivedi, Tech. Asstt., Shri Rajendra Kumar Yadav, Technician, Shri Shanti Dev Sharma, Technician, Shri Mohit Kumar Jain, Technician, Shri Ajeet Singh Naruka, Technician, Shri Dhiraj Mishra, Technician, Shri Lokendra Tak, Technician

The Company wishes them a purposeful and long-lasting association.

## Separations

Shri Arvind Minocha, Sr. Engineer (Electronics), Ms. Manju Choudhary, Engineer (CP&IT), Ms. Poonam Sharma, Engineer (Electronics) & Shri N.K. Sharma, Jr. Engineer-II (P&IR) resigned from the services of the Company during this quarter.

We wish them a very happy and prosperous career.

## Wedlock

Shri Prashant Kumar Saini, Engineer tied knot with Ms. Akansha on 23rd February, 2012.

We wish the couple a very prosperous and happy married life.

## Corporate Social Responsibility

Under Corporate Social Responsibility the Company has

- Organised 08 no. Medical /Health Awareness camp for the underprivileged and deprived students.

- Supplied and installed 1.12 KW Solar Power System at Govt. School and ITI for running the computer systems.



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