

PERFORMANCE: Q1 FY 2014-15

The first quarter of the FY 2014-15 closed on 30th June 2014. At the end of first quarter, the Company turnover stood at Rs. 25.16 Crore. The Renewable Energy Division and Electronics Division turnover stood at Rs. 10.64 Crore and Rs. 14.52 Crore respectively.

The Turnover is increased by 20% over the corresponding period turnover of Rs. 20.93 Crore.

Achievements: Electronics Division

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

The Company received major orders for AMCU and DPMCU from Haryana, Karnataka, Andhra Pradesh, Kerala, Gujarat, Rajasthan, MP, and Maharashtra etc. It also received large orders for these products, under the National Dairy Plan (NDP), from various states.

Apart from these, REIL also received large orders for DPU based MCU from Rajasthan; EMAT; Auto EMT based AMCU from Gujarat and Solar-EMT from Bihar.

Customer Training Program

REIL conducted training sessions for its customers at various locations across the country. Training was imparted to about 65 end-users of EMT in Gujarat; to the DPMCU users in Rajasthan and Gujarat in different milk plants.

Product Demonstration

The recently developed Electronic Milk Adulteration Tester (EMAT) was demonstrated at VERKA milk plant – Patiala, Hoshiarpur, Jalandhar under MILKFED, Punjab and VITA Milk Plant Ambala, Jind, Rothak under HDDCF, Panchkula during this quarter.

Achievements: Renewable Energy Division

During the quarter, the Division has executed some prestigious orders, for customers such as BREDA, RITES Ltd., and Rural Development Department Uttar Pradesh.

In the state of Rajasthan, the Company has supplied and installed SPV Power Plants at Science Centres in Kota and Jhalawar, under Department of Science & Technology. The Company also executed orders for Department of Watershed in the state

In the Eastern Region, the Company executed orders for Solar Water Pumping systems in the state of Bihar, under BREDA and also undertook installation of SPV Submersible Pumps in the state of Madhya Pradesh.

Against the orders from RITES Limited, the Company has supplied SPV Power Plants for various buildings of Institutional Campus at Rohtak during the quarter.

The Company has also provided SPV home-lighting solutions for various houses, under the ambitious project of Rural Development Department of Uttar Pradesh for Lohiya Gramin Awas Yojana.

During the quarter, Company has exported more than 1000 nos. of SPV Systems including Home Lighting Systems & Lanterns, against order from a customer in Norway. These systems are installed in remote and far flung villages for upliftment of rural masses.

VIP GALLERY

- Smt. Veenu Gupta , Principal Secretary Industries, Government of Rajasthan, MD, RIICO and Chairman, REIL visited the Company on 02.05.2014.



Smt. Veenu Gupta is being briefed about our products.

- Shri Tarun Kapoor, Joint Secretary, MNRE and Shri Rajendra Nimje, MD, SECI visited REIL works on 24.04.2014.



Shri Tarun Kapoor, JS, MNRE (extreme right) and Shri Rajendra Nimje, MD, SECI (center), in discussion with MD, REIL (extreme left) regarding SPV products.

- Shri M.P. Eshwar, Chairman & Managing Director, Instrumentation Limited, Kota visited the Company, on 04.04.2014



MD, REIL explaining about the products to Shri M.P. Eshwar, Chairman & Managing Director, Instrumentation Limited, Kota

- Shri R.K. Agrawal, Managing Director, Rajasthan Awas Vikas Infrastructure Limited visited REIL works on 07.04.2014.



Managing Director, RAVIL being briefed about SPV Module production facilities, at REIL works.

- Shri Subhash Chandra Trivedi, Secretary, Rural Development, Government of Uttar Pradesh visited REIL on 21.06.2014.



Secretary, Rural Development, Government of Uttar Pradesh having look at SPV module production facilities.

RECOGNITION & AWARDS

BT Star "PSU Award 2014" for Excellence in Innovation



Hon'ble Union Minister of State for DoPT, Dr. Jitendra Prasad awarded to the Managing Director, Shri A.K. Jain "Best PSU Award for Excellence in Innovation" in presence of other eminent personalities, on 19.06.2014 at New Delhi.

The prestigious award PSU Award 2014 has been instituted by Bureaucracy Today to recognize the contribution of Public Sector Enterprises in the growth of the country.

REIL has been considered for this award for its Excellence in Innovation, which is the key to growth of the Organization and welfare of the society at large.

PARTICIPATION BY REIL AT VARIOUS FORUMS

- ❖ The Ministry of New and Renewable Energy (MNRE) jointly with Indo German Energy Forum (IGEF) and GIZ GmbH, organized a study tour on "Distribution Grid Management, Challenges and Solutions- Large scale integration of Renewable Energy" during June 02-07, 2014 in Germany.

The tour focused on learning the German experience while doing 36GW in the areas of photovoltaic, PV production technologies, domestic industry involvement, energy storage and smart grid technologies including roof-top solar.

MD, REIL, Shri A.K. Jain actively participated and interacted with market stakeholders to explore further business opportunities & risk there-off.



Shri A.K. Jain with other delegates from different countries

He also visited various sites along with other industry experts i.e. MRRE officials, regulatory bodies, State Nodal Agencies, service providers and partners of the solar industry.



Solar power plant installations in Germany-aggregated to 36 GW.

They were exposed to large scale implementation of distributed renewable energy generation in Germany with special focus on deployment of Grid Connected Rooftop Solar Photovoltaic installations.

STAFFACTIVITIES

Training

During the quarter 18 mandays of training was organized for employees, externally, in various aspects of management like Gain & Retain Customers & Workshop on Appraisal of Management Potential-Designing and Validating Measurement Process etc.

Master Selling Skills- by Shiv Khera

An organization can only grow by gaining new customers and by retaining the loyalty of its clients. This can only be achieved by giving unmatched customer service that ultimately leads to customer satisfaction.

Focusing on this thought, REIL encouraged its representatives to take part in the Gain & Retain Customers – Grow by Mastering Selling Skills program by Mr Shiv Khera held at Radisson Blu Plaza, New Delhi in May 2014.



REIL Officials from different divisions with Mr. Shiv Khera during the training session, on 10-11 May, 2014.

All the participants were made to take part in joint exercises and work assignments to make the program more interactive.

Customer centricity was another important aspect on which the program focused. In the last session of the program, Mr. Khera explained various closing techniques (with real life examples) which sales professionals can effectively use to make the close.

Program also gave an excellent opportunity to interact with sales and marketing professionals from different industries and geographies.

Corporate Social Responsibility (CSR)

The Corporate Social Responsibility (CSR) activity is an integral part of REIL's objectives. Under CSR, REIL has supplied and installed Solar Power System of 1.12 KWp capacity at Primary Health Center, Sirsi Village, on 02.05.2014.



Smt. Venu Gupta, Managing Director RIICO and Chairman REIL and Shri A.K. Jain, Managing Director REIL, while inaugurating the CSR activity.

With the help of this system, fans and other appliances at PHC will run even in case of power failure. REIL has also organized a medical camp at Government Senior Secondary School, Meenawala, Sirsi Road, Jaipur on 02.05.2014. A total of 106 students in the age group of 11 to 19 years have been benefited in this camp.



Medical camp at Government school

OBITUARY



One of our beloved employee Shri A.D. Sairam, Senior Technical Assistant (Electronics) passed away after pro longed illness, on 24.06.2014. He is survived by his spouse and two sons.

The Company held a condolence meeting to pay respect to the departed soul. May God grant the soul eternal rest and strength to the family to bear this irreparable loss.

SEPARATION

Shri Sandeep Sharma, Engineer (MM) and Shri Surendra Singh, Jr. Engineer-I (MM) resigned from the services of the company during this quarter. The Company wishes them a bright future and a very happy and prosperous career.

New Additions to REIL Family

The following employees joined our organization during this Quarter.

The following have been placed in Electronics Division: Shri Ankur Kumar Jain as Assistant Engineer; Shri Veerandera Singh and Shri Pramod Kumar Tailor as Technical Assistant; Shri Jitendar Kumar Sharma, Shri Ramjeet Singh Gurjar, Shri Nand Kishore, Shri Dinesh Singh Rawat, Shri Chakrawarti Singh and Shri Shreesh Pathak as Technicians.

The following have been placed in Renewable Energy Division: Shri Manoj Kumar Jangid as Technical Assistant. and Shri Ashok Kumar Titer as Technician Shri Santosh Meena has joined as Assistant Executive and is placed in **P&IR Department**. Shri Pulkit Gupta joined as Assistant Engineer and is placed in **Material Management Department**.

Sports activity

REIL staff club organized a sports activity for its employees and their family members, at REIL premises, on 8th June 2014. Various events like Race, Back race, Lemon Race, Hurdle race, Needle & thread race etc., were organized. The employees participated with full enthusiasm and energy. The judges decided the winners in each event. The employees desired that such event be organized every year.



Glimpses of the event

“Winners don't do different things... They do things differently.”



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. Shyam Printers & Stationers, Jaipur Ph.: 9314509052