



NEWSLETTER

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Hon'ble Union Minister (HI&PE), Mr. Anant G. Geete inaugurating REIL's stall during Vibrant Gujarat

PERFORMANCE : Q4 FY 2014-15

The unaudited results of the FY 2014-15 are now available. The Company has recorded a turnover of Rs. 222.77 Crore at the end of fourth quarter as on 31st March 2015. The Renewable Energy Division achieved a turnover of Rs.137.07 Crore while Electronics Division's turnover stood at Rs. 85.70 Crore.

The turnover has increased by 17% over the target set for the FY 2014-15.

INTERNATIONAL EXPOSURE

Global Trade Show, 2015, Vibrant Gujarat

The Company participated in the Global Trade Show, 2015 and Vibrant Gujarat from 7th-13th January, 2015 at Gandhinagar, Gujarat under DHI Pavilion and exhibited its products and solutions in Dairy Electronics, Renewable Energy and IT applications.

Hon'ble Union Minister (HI&PE), Mr. Anant G. Geete, inaugurated the REIL stall on 8th January 2015 whereas Hon'ble Minister of State, MoHI&PE, Mr. G M Siddeshwara and Hon'ble Minister of State for Finance, Mr. Jayant Sinha visited the stall.

They appreciated the work showcased and took keen interest in Electronic Milk Adulteration Tester (EMAT) and congratulated REIL for this innovation to ensure safe milk to its consumers.



Mr. G M Siddeshwara, Hon'ble Minister of state, MoHI&PE



Mr. Jayant Sinha, Hon'ble Minister of State for Finance

The 13th Pravasi Bharatiya Divas Convention was also held from 7th-9th January, 2015 wherein the overseas Indian community residing in various parts of the world visited the display and witnessed the work done by the Company.

The event was attended by many major players, domestic as well as international, in the field of electronics and renewable energy.

REIL "Shaping Rural India through Electronics, Renewable Energy and IT Solutions"

RE-INVEST

The Company also participated in RE-INVEST, the **1st Renewable Energy Global Investors meet and EXPO**, organized by Ministry of New and Renewable Energy, Government of India at **Vigyan Bhawan**, New Delhi during 15th -17th February, 2015 which was inaugurated by the **Hon'ble Prime Minister Mr. Narendra Modi**. In order to align its objective with **"Make in India"** initiative, various banks and financial institutions, PSUs, private manufacturers and private sector companies gave their Green Energy Commitments to the Ministers. REIL also has given its commitment for setting up 0.1 MW of Renewable energy projects in its premises during the 5 year period of 2015-2019 and enhancement of its solar cell and solar module manufacturing capabilities to the tune of 100 MW by 2019.

Mr. A.K. Jain being an eminent penalist in the session on **"Make in India-Renewable Energy"** discussed and deliberated the key policy interventions in the sector and support mechanisms required to incentivise domestic production and reduce dependence on imports.



MD REIL during the session on **"Make in India-Renewable Energy"**



REIL team at the expo

MoU 2015-16

REIL has signed Memorandum of Understanding (MoU), for the year 2015-16, with Department of Heavy Industry, Ministry of Heavy Industries and Public Enterprises, Government of India.



The MoU was signed by Mr. A.K. Jain, MD, REIL and Shri Rajan S. Katoch, Secretary (DHI).

ACHIEVEMENTS OF THE FY 2014-15

Contd.

Achievements: Electronics Division

During the quarter, the Division has received major orders for Automatic Milk Collection Unit (AMCU) and DPMCU, from milk cooperative unions of Haryana, Karnataka, Andhra Pradesh, Kerala, Gujarat, Rajasthan, Madhya Pradesh, and Maharashtra, covering major quantities under National Dairy Plan (NDP).

The Division has also serviced orders for supply of sizable number of Data Processor Milk Collection Unit (DPMCU) to Alwar, APDDCF, and NDDB Dairy Services for Shreeja Mahila Milk Producers Co. Ltd., Tirupati. Under Multi-state initiatives of Amul Brand (Paayas and BANAS Dairy), sizable orders for solar based DPU-MCU were received for their Rajasthan and Uttar Pradesh operations respectively. Orders for Milk analyzers were also received from milk unions of Punjab, against recent rate contract signed with MILKFED Punjab.

The Company received its first order from Rajasthan Livestock Development Board (RLDB) to undertake the development of Web enabled solution to **efficiently monitor the utilization of funds, management of inventory and prompt communication through bulk SMS and email.**

Customer Training Program

The Customer training on products - DPMCU, AMCU and SAMS have been organized by the Company in the Maharashtra and the Gujarat region

benefiting 60 trainees. The Employees training for field staff on product's support was organized at Jaipur, Junagarh, Bhandara, Valsad, Pune, Jamnagar and Kolhapur benefiting 14 trainees.

Achievements: Renewable Energy Division

As a part of green initiatives and to establish **Cold Chain** to promote hi-tech horticulture in rural areas, the Company received an order from Rajasthan Horticulture Development Society (RHDS) for supply, installation and commissioning, of SPV Power Plant and SPV Pumps in Jhalawar district.

In an initiative to solarize the Department of Medical and Health, Government of Rajasthan, SPV Power Plants at 100 Medical Sub-Centers shall be deployed to power most critical loads to expedite the delivery of medical services and attending \ emergencies during night in case of grid power failure.

In continuation to REIL's efforts towards implementation of CSR activities of the customer, MoUs have been inked with CONCOR and GAIL for execution of sizable business in solar power domain under their CSR initiatives. The Company also executed sizable lots of Street Lighting Systems (SLS) for Power Grid and CONCOR during the quarter.

The Company has continued to consolidate its presence in the Eastern region and 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.

In respect of the prestigious order of Rural Development Department of Uttar Pradesh for Lohiya Gramin Awas Yojana, the Company has successfully supplied more than 40000 SPV Systems (LED based) for rural housing, at the end of the quarter.

The turnkey project of 1 MWp Solar Plant at Shri Mata Vaishno Devi Katra Railway Station, J&K, for Northern Railway, Jammu, has been successfully commissioned and is under trial run.



1 MWp SPV Power pack on platform at Shri Mata Vaishno Devi Katra Railway station

BUSINESS STRATEGY MEET

Business Review - 2015 was organized between 29.01.2015 to 31.01.2015 at REIL, Jaipur. During the review, the Regional Heads shared the business opportunities, challenges and ongoing activities in respective regions. Review on key accounts like MAAHI, PAAYAS, SHREEJA, BANNI and business opportunities in Tamilnadu/Kerala were also shared by key account officers. The presentation on Renewable Division activities was given wherein the ongoing projects, challenges, emerging business opportunities in the field of CSR by PSU(s), NABARD scheme, Railways and Telecom segment, Solarization in Dairy sector etc. were discussed. On second day, the department heads discussed the ongoing activities and interacted with the Regional Heads on opportunities and challenges specific to their areas.

The Managing Director reviewed and deliberated on the strategies with HoDs and Regional Heads as regards to results upto 3rd FY 2014-2015 and the achievable business up to 31.03.2015. The business target for the year 2015-2016 was also discussed and concluded during the review.



Business review team with MD

INNOVATIONS / NEW BUSINESSES

Solarization of Railway Coaches

In an innovation to meet the critical power needs of lighting and fans in Railway Coaches, the Company has successfully completed a pilot project with Northern Railway, Delhi for installation of 3.6 KWp Solar Power Pack on rooftop of coach for charging of Battery Bank.



3.6 KWp SPV Power pack installed on train coach

Electronic Milk Adulteration Tester with Analyser



The **EMAT** is an ideal and low cost solution for accurate analysis of milk parameters and to discriminate between genuine and spurious milk. It detects the harmful adulterants in raw milk which are hazardous to human health such as:

- Urea
- Salt
- Soda
- Detergent
- Ammonium Sulphate
- Caustic soda
- Hydrogen Peroxide

The instrument is accurate, simple, economical, reliable and rugged for analysis of compositional parameters and to identify adulterants present in the Milk. The instrument is suitable for the Village Milk Collection Centers, Milk Chilling Centers, Dairy Plants and Milk Testing Laboratories.

It addresses the long awaited need of the Dairy industry for a cost affective solution that would detect adulteration in raw milk and prevent its consumption by people. The available methods based on chemical analysis are time consuming and involve use of various chemicals.

The Company deployed its first Electronics Milk Adulteration Tester (EMAT) in the state of Rajasthan at Jodhpur Dairy, Jodhpur. The total 10 nos instruments have been installed during the year 2014-15 and it received an overwhelming response.

Design Patent/ Validation Certification

The Design application number 259300 dated 08.01.2014 for EMAT submitted to the Patent office, Kolkata, Government of India has been accepted and REIL has been granted design patent for this product.

The Company has also received validation certificate for this product from NDRI, Karnal and STQC Bangalore.

For the first time, the Company has been awarded **Rate contract by market leader “AMUL”** for supply of its newly launched Electronic Milk Adulteration Tester (EMAT) through bidding process against Global players such as Foss etc.

Recently, the Company has signed five Memorandums of Understandings (MoUs) with National Dairy Research Institute (NDRI), Karnal for transfer of technology for strip based tests for rapid detection of various adulterants e.g Urea, Neutralizers, Maltodextrin, Hydrogen per Oxide and Glucose individually in milk.

The MoUs were signed by Additional General Manager, REIL and Director, NDRI at Indian Council of Agricultural Research (ICAR), Delhi.

Security surveillance

In a business expansion initiative in the **Digital Security solution in education sector**, the Company received and executed its first order for deploying 143 CCTV System covering Examination halls, 34 Control rooms across all 33 District Education Office, including Board of Secondary Education Head Office, Rajasthan. The online monitoring would ensure the transparency and traceability in the entire examination process. An order is also received from University of Rajasthan for CCTV System. The application is also replicated in two Mahila hospitals at Jaipur to monitor the movement of persons and vehicles entering the campus, on real time basis.

A Web enabled Vehicle Tracking System (VTS) has been supplied and commissioned, for around 100 vehicles of the Jaipur Nagar Nigam. The designated JNN officials can monitor the movement of the Vehicles through the web portal. A similar order has been received for the first time from Transport Department to efficiently manage the movement of RTO/DTO vehicles.

RECOGNITION & AWARDS

Best Employer Award 2013

The Company was awarded the prestigious “**Best Employer Award-2013**”, by the Employers' Association of Rajasthan, for 6th time in a row for its good cordial industrial relations with the employees, Health & Safety Policy and effective Employees' Grievance Redressal Policy.



Mr. Jain with the team receiving "Best Employer Award 2013" from Hon'ble Minister of Industry, GoR, Mr. Gajendra Singh Khimsar, on 13th March, 2015.

Besides this, the Company has been awarded a “**Golden Jubilee Trophy**” for the 33 years of invaluable contribution in economic and social growth of Rajasthan.

PARTICIPATION BY REIL AT VARIOUS FORUMS:

❖ The 43rd Dairy Industry Conference (DIC) for Indian Dairy Industry was organized by Indian Dairy Association (IDA) from 19th-21st February, 2015 at Kolkata with the theme of “**Dairying for Rural Prosperity**”.

A number of dignitaries visited the REIL stall and appreciated the innovative solutions.

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

Dignitaries at REIL stall during 43rd Dairy Industry Conference



Dr. Jeremy P Hill, President, International Dairy Federation

Mr. A. Sreenivas (IAS), MD AP Dairy, Telangana

Mr. Adesh T. (IAS), MD - COMFED Bihar

Mr. R.S Sodhi, MD, Amul Dairy

Apart from this, REIL participated in the technical sessions and Mr. N.K. Bhatnagar, Dy. General Manager at REIL, delivered a presentation on “**SPV Solution for Dairy Sector**” in the session on “**Energy Conservation and Clean Environment**”



REIL team at the expo

❖ The MSME - Development Institute Jaipur, Ministry of Micro Small and Medium Enterprises (MSME), Government of India in association with REIL and other organizations organized three days National Exhibition cum Vendor Development program from 27th February to 1st March, 2015 at Jaipur.

The Company actively participated in exhibition. Managing Director, Mr. Jain addressed as a chief guest during the session on “**Manufacturing Competitiveness and Latest Trends in Renewable Energy**”.



Chief Guest, Mr. Jain addressing the audience

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The General Manager, Renewable Energy Division also made a presentation during this session on **“Solar Power Plant for Rural Electrification - Financial and Technical Requirements”**.

- ❖ PHD Chamber of Commerce and Industry (PHDCCI) organized **“Rajasthan State Power Summit-2015”** on 12.02.2015 at Jaipur, to discuss and debate power sector reforms and opportunities in renewable energy sector in the State.

MD, Mr. A.K. Jain, was invited as a special guest and delivered a key note address focussing on **“Opportunities and Policies of Renewable Energy Sector in Rajasthan”**.

- ❖ The CII on completion of its 120 years of existence in 2015, organized “CII partnership Summit 2015” themed **“Partnerships for Shared New Realities”** during 15th to 17th January, 2015 at Jaipur.

The Managing Director and Senior Officials of the Company participated in the sessions and interacted first hand with policy makers, investors, industry leaders, entrepreneurs and innovators from India and around the globe.

STAFF ACTIVITIES

Trainings

During the quarter 95.5 mandays of training was organized for employees internally and externally in various aspects of management like The Partnership Summit 2015, Workshop on Communication and Presentation Skills, Workshop on RTI, Talk on Productivity, Safety & Health, Technical Development and their effects on industrial safety, safety in material handling, industrial safety & health, precautionary measures for health hazards while working in industries etc.

New Addition to REIL Family

The Company has following new additions to its fold.

Vigilance Department - Mr. R.S. Sinha, Chief Vigilance Officer (CVO).

P & IR - Mr. Pravin Singh, Supervisor (Civil)

MD's Office - Mr. Shiv Shankar Yadav, Driver

The Company wishes them long lasting relationship.

Separations

Mr. R.C. Jain, Dy. Manager (Works) superannuated from the services of REIL, on 31.01.2015.

During his tenure (32 years), he contributed sincere and dedicated efforts in Production, Administration, and good Industrial Relations.



Mr. A.K. Jain, MD presenting a memento to Mr. R.C. Jain during the function.

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

Promotions

The following promotions took place in this quarter

Mr. Rakesh Chopra as General Manager

Mr. R.K. Gupta as General Manager

Mr. M.B. Mathur as General Manager

Mr. Subhash Agrawal as Addl. General Manager.

Mr. Neeraj Saxena as Addl. General Manager.

In the quarter July-September, 2014, Mr. K. L. Kukana was also promoted as Engineer, with effect from 01.07.2014.

The Company congratulates them on their promotion and wishes them continued success in their career.

Wedlock

Mr. Rajesh Kumar Patodia, Sr. Engineer tied knot with Ms. Madhuri on 24th January, 2015.

The Company wishes the newly wedded couple a very prosperous and happy married life.



Republic Day Celebration

On the occasion of Republic day, flag was hoisted by the Managing Director, Mr. A.K.Jain; and employees along-with their family members participated in the programme.



On this occasion Prizes and Certificates were given by Managing Director to the winners of **Vigilance Awareness Slogan writing and Presentation Competition – 2014**.

हिन्दी

प्रथम पुरस्कार : "नो करप्शन, नो भ्रष्टाचार। क्योंकि अब है ई-गवर्नेंस और सूचना का अधिकार।।" द्वारा श्री धनराज नामा (सन्दर्भ संख्या 374)

द्वितीय पुरस्कार : "तकनीकी में आया नवाचार, सूचना प्रौद्योगिकी बनें आधार।।" भ्रष्टाचार का हो प्रतिकार, अर्थव्यवस्था में होगा शीघ्र सुधार।।" द्वारा श्री अजय मिश्रा (सन्दर्भ संख्या 081)

तृतीय पुरस्कार : "उन्नत तकनीकी है आई, नये नये साधन है लाई।।" अब तो शीघ्र भरेगी भाई, भ्रष्टाचार की गहरी खाई।।" द्वारा श्री कमलेश सिंह (सन्दर्भ संख्या 341)

English

First Prize : "Adopting method of emerging technologies, the corruption is about to subdue, long cherished dream to curb poverty, will now come true." by **Mr. Kamlesh Singh (Ref. No. 341)**

Second Prize : "Use of various modern technologies, have cut the corruption to it's size India will become a strongest economy, shortly the world would realize" by **Mr. Ajay Mishra (Ref. No. 081)**

26 जनवरी 2015 को "हिन्दी पखवाड़ा 2014" व "स्वच्छ भारत सप्ताह" में आयोजित की गई प्रतियोगिताओं के विजेताओं को पुरस्कार वितरित किए गए। प्रतियोगिता में पुरस्कार पाने वाले प्रतिभागियों का विवरण निम्न प्रकार है –

(i) निबन्ध प्रतियोगिता (हिन्दी पखवाड़ा 2014):

(विषय- औद्योगिक क्षेत्र में उन्नति के लिए कौशल विकास का महत्व एवं क्रियान्वयन हेतु संभावना)

- प्रथम पुरस्कार – श्री लक्ष्मी लाल सुथार, (सन्दर्भ संख्या 393)
द्वितीय पुरस्कार – श्री पुलकित गुप्ता, (सन्दर्भ संख्या 503)
तृतीय पुरस्कार – श्री पुरषोत्तम कौशिक, (सन्दर्भ संख्या 373)

अनुवाद प्रतियोगिता (हिन्दी पखवाड़ा 2014):

- प्रथम पुरस्कार – श्री हरीश यादव, (सन्दर्भ संख्या 490)
द्वितीय पुरस्कार – श्री भावेश शर्मा, (सन्दर्भ संख्या 428)
तृतीय पुरस्कार – श्री ललित बंसल, (सन्दर्भ संख्या 474)

निबन्ध प्रतियोगिता (स्वच्छ भारत सप्ताह):

(विषय- "सभी को अपनी सफाई स्वयं करनी चाहिए" : दैनिक जीवन में स्वच्छता का महत्व)

- प्रथम पुरस्कार – श्रीमती प्रीति भाटिया (सन्दर्भ संख्या 190).
सान्त्वना पुरस्कार – श्री पुरषोत्तम कौशिक, (सन्दर्भ संख्या 373).
सान्त्वना पुरस्कार – सुश्री लवीना बब्बर, (सन्दर्भ संख्या 488).

National Productivity Week

The National Productivity Week has been celebrated from 12th to 18th February, 2015 in the Company premises on the theme of "Make in India: Zero Defect, Zero Effect".



During the week a "Talk on Productivity" was also organized for improving Productivity/ Quality in respect of REIL's Products.

Corporate Social Responsibility (CSR)

REIL has supplied and installed the Solar Power Systems (12 Nos.) of 1.12KWp as part of the CSR activities at the following locations in order to create more awareness and promote renewable energy among the public at large:

- Police Station, Vaishali Nagar, Jaipur (01 No.)
- Police Station, Karni Vihar, Jaipur (01 No.)



- Kasturba Gandhi Balika Vidyalaya (KGBV), Rajasthan at Bhadesar, Sagwada, Raniwara, Todabhim, Chakeri, Asnawar, Ratlai, Nadoti, Tadarai Singh and Panwaliya. (01 No. each).



1.12 KWp SPV system at Kasturba Gandhi Balika Vidyalaya
The installed SPV system facilitate in uninterrupted power supply at these respective centers and reduce dependence on the electricity supplied by the state government to carry on with their services continuously for the public.

The Company supplied and installed one Solar EMT at Jawahar Navodaya Vidyalaya, Paota, Jaipur, during the quarter, for use and awareness on milk quality and hygiene as well as significance of milk consumption in the growth of children.



Solar based EMT at Navodaya Vidyalaya, Paota, Jaipur

Products at work during FY 2014-15



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