



From the Desk of CMD



Dear colleagues,

My greetings to you all.

It gives me immense pleasure in sending this communication on the occasion of my completing one year in IL. Govt. of India has bestowed upon me the responsibility to steer Instrumentation Limited as CMD, and on completion of first year, I express my sincere gratitude to all for reposing faith in me.

I still remember the day when I stepped into the hallowed portals of IL on 19th July 2013. I knew I was joining a company which once was great but facing great difficulties. The desire, the passion and the overarching purpose of revival was very overwhelming. One look and subsequent interaction with the Directors and top management team on the day of joining convinced me that here is the team which has all elements of a 'dream team', to make our collective 'vision of revival' to come true.

The year 2014 is very special to all of us, it being IL's Golden Jubilee year. However, the 50th anniversary of our momentous journey is at a most challenging time. Enhancing Order Booking, timely execution despite severe liquidity crunch, coercive actions by PF and Bank authorities, mounting statutory & salary dues are some of the challenges we are wrestling with.

It was Ratan Tata who said: "**Ups and Downs in life are very important to keep us going, because a straight line even in an ECG means, we are not alive.**" Indeed, life in the last one year in IL was full of ups and downs. More ups than downs! To name a few: We received highest amount in a year from UIT, Kota towards land sale proceeds. We got the sale procedures of Jaipur assets on fast track despite State and Central elections. We had 61% higher order bookings compared to the 2012-13 - kudos to PU and Commercial Unit for their excellent contribution.

As on 1st July 2014, we have pending orders worth Rs. 63.44 Cr at Kota complex and Rs. 77.28 Cr at IL Palakkad. Our clients have again begun to repose confidence in us with Commercial Unit bagging orders of Rs. 20.20 Cr. from RVUNL, Rs. 9.48 Cr. from Anpara TPS and recently Rs. 4.45 Cr. from Ropar TPS. Our Palakkad Unit has also got some good orders (a single order of Rs. 3.5 Cr. was recently bagged from M/s Alstom). We are aiming for all time high Order Booking and Turnover in this Golden Jubilee Year.

Project focus is a must for our future sustenance. We need to maximize efforts for completion of all executable orders with particular emphasis on Thermal, Steel & Railways. In the first quarter of 2014-15, the performance of Kota Unit has increased remarkably. It has accelerated the production of SBC panels and we are now trying to get IL registered as Type I vendor so as to get maximum share of SBC requirements of Railways.

However, we could contribute only very little towards the mounting dues of PF, prompting EPFO to take coercive action ultimately. We are leaving no stone unturned for getting a favorable resolution of this issue shortly. Our request for statutory dues (PF/ Gratuity/ EL/ Pending Salaries) and Salary support for 2014-15 may take time to materialize, which means we will continue to face challenges.

In the present scenario, the only way to survive is by performing. We cannot depend only on external support. We have to leverage the intrinsic strength of all employees of the company and tide over our challenges.

We therefore need to generate income from our operations. This is possible if we achieve Turnover and Order Booking targets. This looks difficult but is not impossible.

Let us aim for the stars and at least reach Moon!

The only way to reach our goal & vision is for us to work with renewed energy and enthusiasm, dedication and determination. I am glad that despite the rapid rate of superannuation and no stress on recruitments, all are displaying these traits, which is need of the hour.

My fellow Directors and I have been working with organizational values of transparency, collective & faster decision making, ethical practices etc., thus creating a vibrant corporate culture which is essential for employees to thrive and excel. A strong and cohesive team took charge at the top with a single point agenda of taking this company towards the road to recovery. With all our sincere and dedicated efforts, we are hopeful that BIFR in its next hearing on 22nd July 2014 will give its consent on sale of IL's Jaipur assets.

I call upon each employee to exhibit a high level of belongingness and take pride in their work and strive to excel. Sustainable efforts are required from all of us as a team to convince the various agencies that **we have the capabilities and we can perform better.**

I strongly believe that we can make IL attain its pre-eminent position in the industry. We not only have to work hard and smart but also with positive mindsets, so that our collective efforts bear fruit and we realize our Vision-2016, which is: "IL is a profit making company with Rs 500 Cr Turnover." As the head of Company, I would like to assure you all that the Management as a team will leave no stone unturned in its endeavor to achieve the stipulated objective.

I have unflinching faith and am sure that in this Golden Jubilee year, we will all lay a strong foundation for the golden era and past glory of IL to return.

Today, let us all pray that IL will be healthy again. Let me share a small story on prayer. A child asked God: If you have already written everything in our destiny, then why pray? God smiled and said: May be in few places I have written, "As you wish!!"

I wish you one and all and IL the best of times, despite the trials and tribulations we are all undergoing. Please remember that ***"the tough get going when the going gets tough!"***

Finally I would like to sign off with a quote by John F Kennedy: ***"The Chinese use two brush strokes to write the word 'crisis.' One brush stroke stands for danger; the other for opportunity. In a crisis, be aware of the danger--but recognize the opportunity."***

Let us therefore take this opportunity and be **positively instrumental in IL's march towards 'healthy' horizons.**

With warm wishes and regards,

M P Eshwar