

### OUR PRODUCT RANGE

- Online UPS from 1 to 25 Kva
- Single/ Three Phase Input/ Output UPSs
- Line Interactive UPSs 0.5 Kva - 3 Kva

- Inverters
- Emergency Power Systems

- Battery Chargers
- Battery Charger Banks

### APPLICATIONS

- Software Development Centers
- Call Centers
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- Educational Institutions
- Training Centers
- Design Houses

- Laboratory & Analytical Equipment
- Hospitals, Ultra Sound, MRI
- Laser Zyoptic Equipments

- Hotels & Hospitality
- Telecommunications

- Offices
- Accountants, Architects, Lawyers etc.
- Homes



### When going gets tough - The tough get going

Large investments are committed to the applications listed alongside to ensure long term profitability, health and security.

These applications must function flawlessly under all conditions. If we look for the most critical support equipment ensuring the availability of these applications, it is the UPS powering them.



from the **President's Desk**

Members must be noticing that the Association is constantly pursuing the State Government with regard to the creation of product specific SEZ for electronic manufacturing. The effort is bearing fruit with the approval for allotment of land in Hardware Park near new International Airport (HIAL) by CCITI to the Electronic Industries who met the criteria laid out by the Government and who have applied for allotment.

For starting the activity, individual units have to make application to Development Commissioner for approval. The problem to be resolved is with regard to the price of land which will be allotted by APIIC once approved by CCITI. A request is being made to the Government for fixing a reasonable price to encourage the hardware industry. If proper encouragement is given, it is estimated that the hardware Electronics Export may reach about Rs.4,000 crore from the present level of bare Rs.50 crore by the year 2008 with estimated investment of about Rs.1,000 crore.

The vendor development programme which was postponed earlier is going to be held on 21.10.05 at NFC Guest House. I appreciate the effort of NSIC in this regard. Based on the success of this programme, one more such event will be organized for Defence Laboratories in future.

The non payment of subscription (very nominal amount) by some of the members is disheartening inspite of posting the list in the last issue of ELIAP news.

The first batch of 12 students who were trained under the programme "Advanced Electronics Industry Orientation Programme" (AEIOP) as a result of MoU entered between ELIAP & Govt. Institute of Electronics, Marredpally, Secunderabad were posted to six of our Member Industries. I am sure that the programme will be beneficial to our Industry and more number of students can be trained jointly in the years to come.

ELIAP will be supporting the CII program on "Clustering for competitiveness" to become competitive and remain competitive in Global market". About 10 industries in the turnover range of 3 to 10 crores per annum will be selected for this programme in the coming months.

I wish all members and their families a happy Diwali.

*L*

L.Satyanarayana  
President

### Central Excise Help Centre Meeting



Mr. Devesh Kumar, Mr. L. Satyanarayana, Mr. M.V.B. Rao and Mr. G.Srinivasa Rao

On 27<sup>th</sup> September 05 ELIAP has organized Central Excise Help Centre Meeting at IETE Conference Hall. Mr. M.V.B.Rao, Commissioner Central Excise, Hyderabad – III Commissionerate was present as Chief Guest and Mr. Devesh Kumar, Addl. Commissioner, Central Excise, Hyderabad –III Commissionerate was present as Guest of Honour. Mr. L. Satyanarayana, President has presided over the function.

Mr. M.V.B.Rao has explained about the Help Centre and its activities and given clarifications on questions raised by the members. Interesting problems were posed by the members and Mr. Rao and his team of officials gave the clarifications. Further the Commissioner advised the members to approach Higher Officials of the Department directly for their problems. The meeting was concluded with Vote of Thanks proposed by Mr. G.Srinivasa Rao, Hon. Secretary.



Members Presented to the Central Excise Help Centre Meeting



### Awareness Programme on EOU, EHTP and SEZ

On 14<sup>th</sup> October 05 ELIAP has organized an "Awareness Programme on EOU, EHTP and SEZ" at IETE Conference Hall. Mr. B. Krishnaiah, Retd Superintendent of Central Excise and Customs, and Consultant has made a presentation on EOU, EHTP and SEZ. Mr. Krishnaiah apprised the members right from the historical Background of Central Excise, Export Benefits and Procedures, Special Economic Zones, and Export promotion schemes for E.O.U and EHTP's. He clarified the doubts raised by the members on the above topics.

Mr. L. Satyanarayana, President Presided over the Programme and made the Programme more interactive. The Programme was concluded by the vote of thanks proposed by Mr. G. Srinivasa Rao, Hon. Secretary, ELIAP. Mr. G. Srinivasa Rao request the member present to join for dinner hosted by Mr. L. Satyanarayana, President, on the occasion of one-year completion of the new Managing Committee.



Mr. G. Srinivas Rao, Smt. B. Darahasa Kumari, Mr. L. Satyanarayana and Mr. B. Krishnaiah in "Awareness Programme on EOU, EHTP and SEZ"



Members presented to Awareness Programme on EOU, EHTP and SEZ



### 32<sup>nd</sup> CCITI Meeting

The 32<sup>nd</sup> CCITI Meeting was held on 17<sup>th</sup> October 05 at IT Conference Hall, AP Secretariat. Smt. K. Ratna Prabha, I.A.S., Presided over the meeting. Mr. L. Satyanarayana, President, Mr. G. Srinivasa Rao, Hon. Secretary, ELIAP attended the meeting. The CCITI examined various issues related to IT, ITES and about the criteria for allotment of land to the Hardware Manufactures in the SEZ/Hardware Park. The allocation of land will be decided after identification of the site.

### Presentation on Clustering for Competitiveness

On 14<sup>th</sup> October 05 ELIAP has organized a Presentation on "Clustering for Competitiveness" by Mr. Ramesh Datla, Managing Director, ELICO Ltd., at IETE Conference Hall.

Mr. Ramesh Datla explained in detail about the CII designed "Clustering for Competitiveness" concept and its advantages to the Industry. The main objective of the programme is to be become competitive and remain competitive in global market. To achieve this the companies must develop strategies, methods, skills and knowledge to enable them to implement improvements that will drive quality up and costs down.

Experts from Confederation of Indian Industry (CII) will be present on 4<sup>th</sup> Nov 2005 to make a detailed presentation on Clustering for Competitiveness.

Mr. L. Satyanarayana, President ELIAP has presided over the meeting



Mr. Ramesh Datla (right) making presentation on Clustering for Competitiveness

### Presentation on Banking facilities by SBH

ELIAP has organized a Programme on Banking On 14<sup>th</sup> October 05 at IETE Conference Hall. Mrs. B. Darahasa Kumari, Asst. General Manager, and Mr. P. Bala Showry, Chief Manager, International Banking from State Bank of Hyderabad made their Presentation on "Various facilities extended by State Bank of Hyderabad."



Smt. Darahasa Kumari making her presentation

Smt. B. Darahasa Kumari explained about the schemes available with their Bank like, SME Credit Plans, SME Smart Score, Fin Bowl Trade, Foreign Currency schemes for export houses and EOU & EHTP & SEZ units.

The meeting was conducted as an interactive session between the members and bankers. Members present derived the benefit of the presentations made by the both the officials on International Banking, Various financing Schemes for Imports and Exports offered by the bank and Information about the LC's, Pre shipment, and Post Shipment Credit etc. issues. Mr. L. Satyanarayana, President ELIAP has presided over the meeting

## Committee Members

### Office Bearers

- Sri. L. Satyanarayana – President**
- Sri. G.N.V. Satyanarayana – Vice President**
- Sri. A. Madhavan – Vice President**
- Sri. G. Srinivasa Rao – Hon. Secretary**
- Sri. Suresh K. Hebbar – Jt. Secretary**
- Sri. G. Raghu Raju – Treasurer**

### Committee Members

- Sri. T. Prabhakar**
- Sri. N. Shiva Prasad**
- Sri. U. Rama Krishna**
- Sri. G.R. Manohara Reddy**
- Sri. C. Babu Reddy**
- Sri. S. Ravi**
- Sri. K. Venu Babu**
- Sri. Vineet Tibrewala**

### Special Invitees

- Sri. P. Kamaleswara Rao, Director, ETDC**
- Sri. N.E. Prasad, Director, CETE**

### Immediate Past President

- Sri. A. Krishna Prasad**

### Past Presidents & Permanent Invitees

- Sri. Ramesh Datla**
- Sri. R. Venkatraman**
- Sri. K. Vijayakumar Gupta**
- Sri. B. R. Rao**
- Sri. K. R. Bhupatiraju**
- Sri. M. B. S. Purushottam**
- Sri. D. V. S. Raju**
- Dr. S. S. R. L. Swamy**
- Sri. R. N. Mittal**
- Sri. M. Madan Mohan**

### Annual Subscription for the Year 2005-06:

Subscription Bills for the Year 2005-2006 have been sent to all the members. Kindly remit your subscription and arrears if any by way of crossed Cheque/ D.D. in favour of "Electronic Industries Association of A.P." on or before 31<sup>st</sup> October 2005.

### Advertise in ELIAP News Letter:

ELIAP NEWS Letter will be published bi-monthly in multi colour. About 1000 Copies will be circulated to all the members of ELIAP, other Electronic Industries, Concern State and Central Government Officials. All Central Laboratories, PSU's, Engineering Colleges in the State and to reputed Magazines etc.

### Sponsor's Page:

Sponsorer will be given a full page Advertisement and space for write-up of their organization, Sponsor's page Rs. 12,000/-

**Tariff:** Full page Advertisement Rs.6,000/- Half Page Rs.3,500/-

ELIAP requests all the members and industry associates to support and contribute to the ELIAP NEWS by sponsoring and advertising.

### ELIAP Welcomes New Members

Name & Address	Chief Executive	Products
Jisnu Communications Ltd. #1355F, Road No. 45, Jubilee Hills, Hyderabad- 33 Tel.: 040 - 55447575 E-mail: jisnucom@yahoo.co.in	Mr. P. Srinivas Raju M.D.	Tracking & Telemetry systems, VSAT Systems, Data Acquisition and Processing systems
Navanidhi Electronics P.Ltd. 1-60/1, Snehapuri, Nacharam, M.D. Hyderabad- 76 Tel.: 27157084, 27170244 E-mail: nne@navanidhi.com	Mr. A. Ramanatha Sastry	Communications Equipment, antenna Test Range
Analogic Techno Matics (P) Ltd. 6-1-190/25, Padmarao Nagar, M.D. Secunderabad- 25 Tel.: 040 - 27506102 E-mail: atm@anlogicgroup.com	Mr. M. Surender Reddy	GSM/GPRS Based AMR Systems, GSM/GPR Modem
Sri Vijayalaxmi Engineering Industry S.No.6, D.No. 1-9-390/1, Ashish Complex, Pragathi Industrial Area, Kushaiguda, Hyderabad - 062 Tel.: 040-25502643 E-mail: svlei@rediffmail.com	Mr. K.S. Jagan Mohan Managing Partner	Sheet Metal Job's & Precision Components
V.R. Electronics #34/A, electronic complex, Kushaiguda, Hyderabad - 062 Tel: 040-27138658/27137684 E-mail: vrelectronics@sify.com	Mr. Narendra Kumar Managing Partner	Payphones, PCO Monitors, Electronic Weighting Scales, Cash Counting Machines, GSM Pay Phones & PCO's etc.

### ELIAP Dues cleared by Members

Name of the Company	Chief Executive	Amount Paid
Resource Technologies Pvt. Ltd. #2-62/1, Resource House, Kakatiyanagar, Hubshiguda, Hyderabad - 500 007 Tel: 040-27171415, 271773382 E-mail: hyd1_resource@sancharnet.in	Mr. K. Ramana Raju M.D.	Rs. 17,500/-

### Subscribe for ELIAP News

Subscribe ELIAP NEWS letter by sending Rs.200/- in the form of Cheque /DD in favour of "ELIAP" payable at Hyderabad per annum.

### Compiled & Published By:

D. Venkata Rao Administrative Officer, on behalf of M/s. Electronic Industries Association of A.P. (Regd. No. 542/1971), IETE Building, O.U. Campus, Hyderabad - 500 007. A.P., Ph: 040-27-098390, Fax: 040-27090391, E-mail: hyd2\_eliap@sancharnet.in

### Design courtesy :

OSI Systems Pvt. Ltd., B-1, Vikrampuri, Secunderabad

## Forth Coming Events

### Interactive Session with Secretary IT & C

ELIAP is trying to organize an Electronic Hardware Export Products Show along with Interactive Session with Secretary IT & C during November 2005. All the members who have applied for the land in the proposed SEZ/ Hardware Park and other Interested Members are requested to contact ELIAP Office before 31st October 2005.

### Participation in COMPONEX 2006

The "Componex/ Electronic India 2006" 11th International Conference and Exhibition of Electronic Components, Assemblies, Materials and Production Equipment, scheduled to be held at Pragathi maidan, New Delhi during 23-25 January 2006. Members interested to participate directly or on participation basis may contact ELIAP Office on or before 15.11.05

### International ICT Expo@ Hong Kong Convention & Exhibition ( Spring Edition)

The ICT Expo is being held from 14-17 April, 2006 at Hong Kong the main focus will be on the following:

- Telecom /Mobile /wireless
- Enterprise Solutions
- Computer Systems & Data Storage
- Linux
- E-Security
- E-Logistics & Retail Technologies
- E-Government
- Home-grown Technologies
- Trade Related Services & Digital Living

Attractive package is being offered to ELIAP members. Interested members may avail this opportunity to enter Chinese market. For details contact ELIAP Office before 15<sup>th</sup> November 05.

### Allotment of land in Hardware Park / SEZ near Hyderabad International Airport

The response from Members interested in land near new International Air Port is encouraging. Other members who are interested may contact ELIAP Office at the earliest as the second batch applications are going to be processed by the Government of A.P. very soon.

## Agenda

- Skilled Man Power development programmes through NSIC / GIOE /ATI etc.,
- Enrolment of New Members
- Arrears/ Out standing dues collection.
- SEZ/ Hardware Park
- Formation of Electronic Clusters in the State in Association with NSIC
- Cluster for excellence for electronics industries with CII
- Seminars on SEZ/EHTP/EQU and Banking Opportunities and CII Cluster for Excellence

## Featured Companies

### Allied Electronic Corporation

Allied Electronic Corporation was founded in the year 1987. Specialized in manufacturing Brass Based components for any industry. Having expertise in making Connectors, RF connectors, Plastic and Bakelite parts, tooling and manufacturing. As a diversification went in to manufacture engineering components, which is doing fairly, well. The company is the only suppliers in India for Oil Bunkers and Ships. The products are well known as Drip Line Sampler. And presently entered in to the global Markets.

**For Details:**  
E-mail: [mdpandya@rediffmail.com](mailto:mdpandya@rediffmail.com) Phone: 040-23704268 & 23706583

### Electro Magnetic Devices

Electro Magnetic Devices was established in the year 1972 and possessed with ISO 9000 – 2000 certification. The company is engaged in the manufacturing of Power Electronic & Electrical Transformers, Inductors, CVT's and Invertors. The company is having ECIL, BEL, HBL, HAL, GE Electrical & Medical Systems like organizations as its costumers.

**For Details:**  
E-mail: [kshemd@yahoo.com](mailto:kshemd@yahoo.com) Website: [www.emgdevices.com](http://www.emgdevices.com)  
Phone: 040-27122326, Fax: 040-27121513 Mobile: 9346296512

### Electro Mechano

Electro Mechano was established in the year 1983 and possessed with ISO 9000 – 2000 certification. The company is engaged in the manufacturing of Electronic wound Components, All Types of Transformers, Line Filters, chocks, Inductors, .The company is having ECIL, Linkwell, BEL, Efftronics, HBL, Axiom, like organizations as its costumers.

**For Details:**  
E-mail: [electromechno@yahoo.com](mailto:electromechno@yahoo.com) Phone: 040-23731375 Telefax: 040-23730791

### Electronic Enamels and Glasses Pvt. Ltd.

Started in 1975 with the aim of making Glass enamel powder for containing Resistors with a license from Central Glass and Ceramic Research Institute, Electronic Enamels and Glasses Pvt. Ltd., or EEG as it is known in the market place branched out to manufacturing glass fibre Resistors with equipment from Plessey Ltd. UK. EEG's pluggable and ceramic cased Resistor were the first in India and were used in almost all Televisions sets made in India.

EEG Pvt Ltd added vitreous enamel Resistor making capabilities with equipment supplied by Meggitt PLC, UK in 1993. It further added belt for finishing Resistors. EEG also added automobile products in the year 1997. EEG products are exported through its associated Precision Electronic Components Mfg.co., the well known as PEC brand Resistor manufacturer. Today EEG has a complete manufacturing facility comprising of fiber core, vitreous, ceramic cased and automation for producing low cost high quality wire wound Resistors in addition to high reliability automobile products.

**For Details:**  
E-mail: [admin@peccomponents.com](mailto:admin@peccomponents.com) Website: [www.peccomponents.com](http://www.peccomponents.com)  
Phone: 040- 27120283, 27126248

### ECIL Rapiscan Limited

The Joint Venture established in the year 1995 between ECIL (Public Sector) and OSI Systems Inc, USA a Public Company listed on the NASDAQ. Set up for the supply, installation and servicing of the latest state of the art security related equipment like X-Ray Inspection Systems for detection of Contraband and threat items concealed in small parcels, bags, cargo pallets and even sea containers in no time. Helping various Government agencies in operations like anti-smuggling, security of personnel, vital installations etc. for the past 10 years.

The Company is providing Electronic Perimeter Detection System based on technologies like Electric Fence, Sensor Cable, Vibration Sensors etc. coupled with auto tracking CCTV cameras as a total solution.

With a network of 10 service stations across the country with well trained Engineers to provide after sales & maintenance service of over 650 X-Ray Systems in the country. The Company is operating intranet based customer support package for assuring an uptime of systems greater than 95% to the entire satisfaction of our customers, one of its kind in the country.

**For Details:**  
Email: [hyd1\\_ecilrap@sancharnet.in](mailto:hyd1_ecilrap@sancharnet.in) Website: [www.ecilrapiscan.com](http://www.ecilrapiscan.com)  
Ph # 040-27810071 / 76 Fax # 040- 27810477

### ELIAP Meeting on SEZ

On 27<sup>th</sup> September 05 ELIAP has organized an interactive meeting with the members on SEZ/ Hardware Park. Mr. L.Satyanarayana, President has presided over the meeting and apprised the members about various meetings held with the officials and the meeting held with the Hon'ble Chief Minister Dr. Y. S.Rajashékara Reddy on 6<sup>th</sup> August 05 and the assurances given by him. The President further apprised the members about the meeting held with Smt. K. Ratana Prabha, I.A.S. Secretary, IT & C Department. Government of Andhra Pradesh.

The President explained the members about further developments on the SEZ / Hardware Park. The 30<sup>th</sup> CCITI committee meeting constituted a sub-committee to evaluate the Applications of ELIAP members and the sub-committee has met on 21<sup>st</sup> September 05 and decided the criteria for allotment of land to the Hardware Manufacturing Industry.

The members have discussed on the same and decided the criteria for the allotment of land to the Hardware Manufacturing Industry in the SEZ/ Hardware Park as average of every 100 employees and 10,000 sq.ft. build up area per Acre.



Members present to the meeting on SEZ

### CCITI Sub Committee Meeting

The CCITI Sub-committee for allotment of Land to Hardware Manufacturing Industries in the proposed SEZ/Hardware Park was constituted in the 30<sup>th</sup> CCITI meeting held on 29.7.05. The sub committee consists of Sri. M. Gopi Krishna, I.P.S., Addl. Secretary, IT & C, Mr. Manoj, Jt. Director, STPI, Mr. L. Satyanarayana, President ELIAP, Mr. G.Srinivasa Rao, Hon. Secretary ELIAP, and Mr. Janardhana Reddy, ED, APIIC. The Sub-committee met on 21.09.05 and on 07.10.05 and scrutinized the applications and decided to suggest criteria for allotment of land to the Hardware manufacturing Industries. Average of every 100 Employees and 10,000 Sq. Ft. built up area per Acre was decided as the criteria to be recommended for allotment. The same will be recommended to CCITI.

### AEIOP Industry Training Programme



Mr. L. Satyanarayana, President ELIAP, Conducting a Draw

Under ELIAP Industry – Institution Interaction Programme Government Institute of Electronics (GIOE), Marredpally, has conducted two months institutional training programme for a batch of 12 DECE candidates. The Candidates were trained on subjects suggested by Industry Experts. After completion of 2 months theory course, the candidates were send for Industry Training for 2 more months from 1<sup>st</sup> October 2005. After the training the candidates will be absorbed by the same Industry On 30<sup>th</sup> September 05 Mr. L. Satyanarayana, President ELIAP, conducted a draw to select the students for training. Mr. C.Mallesam, Coordinator ED Scheme, GIOE, Mr. M. Hari Murthy, Co-Coordinator, ED Scheme, GIOE were also present.

The Companies opted to absorb the first batch candidates are M/s OSI Systems Pvt. Ltd., M/s.Linkwell Telesystems (P) Ltd., M/s ELICO Ltd., M/s.Kwality Photonics, M/s Futuretech Instruments Pvt. Ltd and M/s. Electro Magnetic Devices.

### Meeting with Secretary IT & C

On 3<sup>rd</sup> October 05 Mr. L.Satyanarayana, President ELIAP and Mr. G.Srinivasa Rao, Hon. Secretary ELIAP met Smt. K. Ratna Prabha, I.A.S. Secretary, IT & C Department, Government of Andhra Pradesh and apprised about the response and the interest shown by the ELIAP members in the SEZ/ Hardware Park.

Mr.L Stayanarayana apprised the Secretary about the criteria arrived at by the sub-committee for the allotment of the land to Hardware Industry in SEZ. Further he requested Smt. Ratna Prabha to earmark 500 acres of land for the Electronic Hardware Manufacturing in the first phase. The delegation apprised the Secretary about the concern of the industry with regard to the cost of land to be fixed by APIIC.

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