

## INTERVIEW G NARAYAN RAO

# Our products helped nearly 1 lakh in '12

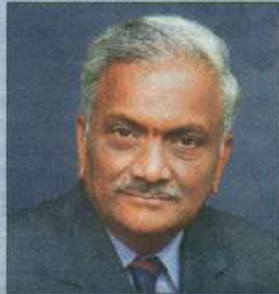
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*Artificial Limbs Manufacturing Corporation of India (ALIMCO) is a non-profit making organisation, under the ministry of social justice and empowerment. It was incorporated in the ministry in 1972 and started production in 1976. Its chairman and managing director G Narayan Rao spoke to Hindustan Times on a range of issues. Excerpts:*

### What are the objectives of ALIMCO?

The main objective of the corporation is to manufacture and supply prefabricated components of prosthetic and orthotic systems and other BIS marked rehabilitation aids and assistive devices for orthopaedically, visually and hearing impaired at reasonable costs. The other objective of the ALIMCO is to fabricate and distribute these components and devices to persons with disabilities through the country. In this capacity, it is one of the major implementing agencies of assistance for disabled



persons (ADIP) and ADIP — SSA (Sarva Siksha Abhiyan) scheme of the ministry of social justice and empowerment.

### Can you briefly elaborate on the product range of ALIMCO?

The corporation produces 355 different types of quality aids and appliances required by orthopaedically, visually, hearing handicapped persons. The product range includes orthotic and prosthetic appliances for upper and lower extremities such as lower limb orthotic (calipers), lower limb prosthetic (artificial legs), upper limb prosthetic (artificial hands),

spinal orthotic (braces for neck and back), prosthetic supplies such as socks and surgical boots, spinal braces for neck and back, cervical collars, traction kits, rehabilitation aids like wheel chairs, crutches and tricycles among others. For visually handicapped, the corporation produces braille slate, folding cane and braille shorthand machine. For hearing impaired, we produce pocket type hearing aids, digital type and behind the ear (BTE) hearing aids. Out of the total 35 categories of the products manufactured by the corporation, 17 Products are ISI certified. The corporation has been the foremost manufacturer of assistive devices having ISO certification 9001-2008 in the country.

### How did the turnaround in the company come about?

Since inception, the company has been accumulating the losses and its net worth was negative till March 31, 2011, which was (-) ₹141 crores. The corporation has made a 'turn around' in the finan-

cial year 2011-12, by wiping off all the accumulated losses and has positive net worth for the first time in 40 years. The net worth of the corporation as on March 31, 2012 stood at approximately ₹5.84 crore.

### What about finances of the company?

The company has exceeded all its past performance records in the financial year 2011-2012. The turnover touched ₹78.63 crore in 2011-12, as against ₹54.88 crore, a growth of 43%. This is the highest turnover in the corporation's history. Surplus during the year 2011-12 touched ₹7.25 crore as compared to the surplus of ₹5.51 crore during 2010-11, a growth of 32%.

### How many people have benefited from ALIMCO's products?

As against the 78,827 beneficiaries served in the financial year 2010-11, the corporation has served approximately 99,141 beneficiaries during 2011-12, registering an increase of 25.7% over previous year.

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