

## THE FUTURE IS BRIGHT

*With hardwork as oil, our vision as the wick  
...our reputation is the light.*



Friends,

This is the time to feel happy and cheerful, as the festive preparations are in full swing. Homes are beautifully decorated and all are enthusiastically ready to celebrate. Greetings to all of you on these happy occasions.

Our business with the festive push got to newer heights. Both V-Trans and V-Xpress businesses are going to touch ever highest business figures. At V-Xpress the business growth is constant and the division is breaking the ever-highest record month on month with consistency, though a small worry over there is operating cost, I am sure this will be under control soon. V-Logis, led by the growth of ChemStore, is also doing well. Due to the encouraging response, we are making additional 4000 pallet positions for ChemStore, and ChemStore-2 is also in consideration.

The monsoon at large has been good and as the key element for agro production, which itself is a main indicator of the economy, the macro scenario for the coming year looks good for our country.

Our ambitious project Vijayant is now taking the final shape. Due to the complexities, that the team is working to resolve, we have slightly extended the go-live date, and now expect it to be live in two months' time.

Another such business project is MGM, where also the team is putting in their best efforts, and partly credited to this, Gujarat region's performance is also now upwards.

Care for employees and concern for the betterment till the last working member has always been there at our organization. Our Drivers need more help in this direction, because of the hardship of their job and the

apathy of society. This only made us launch programs like Dignity to Driver, and ensure that like all our colleagues they are treated with the utmost respect. Continuing the tradition, we keep organizing training and health check camps for our drivers. One such camp was organised at Vapi, recently.

Friends our motto is to drive excellence in our business, it's our tagline and the brand promise. Noticing the good work in customer excellence, Economic Times has recognized and awarded us as one of the Best Customer Excellence providing companies.

Our country's progress and reputation is soaring by the day. We have overtaken Britain to become the fifth largest economy. The statements from stalwarts like McKinsey CEO - Bob Sternfels, regards our country, where he said "It's not India's decade, it's India's century" is highly encouraging.

Our country's performance in various sports tournaments has also been improving year after year. This year also at the Commonwealth game the players performed very well and India won over 60 medals with 22 golds. This reflects learning of planned strategy and support system to achieve the ambitious objectives.

Best Wishes,  
**Mahendra Shah**





Mr. Ajay Kumar

In this issue of people profile, we are featuring Ajay Kumar National Manager-Sales of V-Xpress.

He has done M.Sc. in Statistic and MBA in Marketing. He joined V-Xpress on 1 March 2019. He has a rich experience of 20 years and has worked with companies like Gati, Fedex, APM (Known as Mearsk). He has a diverse experience of working in profile like Sales, Operations, Credit control, Port operation & Key account management.

He is a man with high principles and determination, He believes that Dream comes true if they are followed with determination and

with right direction and persistence. For him Sales is the key to success, for selling any services product firstly the persons who is facing client must be convinced. Of course brand plays a vital roll in obtaining the enquiry.

In his words “wow movement” of his journey in V-Xpress. “When I was given a challenge at V-Xpress to take Gujarat Region as a 5 Crore region from 2 Crore and all my energy was to achieve that single goal which management gave to me and shown that confidence that I can do it. When that goal was achieved, it was truly an inspiring moment for me”.

His wife Ms. Shradha is a freelancer for copy writing and takes care of family. His elder Son is Master Prayan who is 11 years of age, studying in class 7<sup>th</sup> and he is a Rated chess player. His Younger son Master Anay is 5 years old, and he is in Senior KG.



## PARTNER IN PROGRESS



We at V-Trans believe in TEAM. Together Everyone Achieves More and with this ideology we always keep on strengthening our relations with our vendors stake holders and connected persons. In consideration of the same our new series is liked by readers, employees and associates which is a regular feature of Vijaypath .

In the issue we are featuring our associate whose contribution counts a lot for the success story of V-Trans. One such "Partner in Progress", is Mr. BAINICHAND SUJHAD SINGH RANA He is associated with V-Trans since 26-Jul-93 and has more than 16 vehicles attached with us.

He says, “We are connected with V-Trans for a long time because it was always a win win situation for both and no one went back on their commitment. He further added “V-Trans has now become a big brand. I know the company since it used to be Vijay Transport “Rath wali company” and as the water flows from up to down V-Trans has developed the best cultures to deal with people whether employees or vendors like us”.

He is still looking ahead to grow more with adding more vehicle with V-Trans in coming years with more nature friendly vehicles. He fondly remember, that our Executive directors Mr. Rajesh Shah, helped him in purchasing the first truck by giving guarantee and how Mr. Hasmukh Shah out the way helped & nurtured him to grew big.



We at V-Trans always have the broader vision and always think ahead of time, in sync with our brand promise of driving excellence and the LSP that others will look up to. The tech leap that we have taken with Vijayant has below mentioned objective

## BUSINESS OBJECTIVE

- **Business Growth :** We at V-Trans always look for optimum use of Technology with latest version and here Vijayant will help us to grow in business with more data analysis.
- **Provision for new business :** in Vijayant ,we can map the old data with new one and plan for new customers systematically
- **Decision - Strategy & Planning :** Vijayant will help us with accurate data and insights to make new strategy and with which we can plan well.
- **Governance & Compliance :** this software is designed with a planning that it complies all the norms which we require to conduct our Business.

Few more objectives are, automate back office functions, Improve internal business processes and overall business performance, reduce costs, IT expenses, improve interactions between employees and business functions using centralized and integrated system. Manage organization needs, customers and inventory using integrated departments and functions across business, single system serving each departments' specific needs, Increase effective communication between departments.

Vijayant will provide more benefit apart from current ones as mentioned below-

## TECHNOLOGY OBJECTIVE

- **Flexible :** With help of Vijayant we can extract the data to desired level and than data analysis will become easier . No more working on data sheet and excel.
- **Scalable :** It can handle a large increase in users, workload or transactions without undue strain.
- **Restructure to adopt new features :** Restructuring is easy with Vijayant in terms of reorganizing the operational, or other structures of a company for the purpose of making it more profitable, or better organized for its present needs
- **Customer Support:** Through Vijaynt customer support, our customers can receive support at any time and consequently they are less likely to call during the day or send an email. When customers know that their answer can be easily found, they will be happier because they won't have to wait.

**Single Integrated Solution will be provided by Vijayant which will cover,** Human Resource Mgmt, Procurement & Inventory, Sales & Marketing, Purchase, Finance & Accounting, Customer Relationship Management(CRM), Supply Chain Management(SCM), Business Intelligence & Analytics, Mobile Interface, Standard defined business process, best practices and guideline, audit & compliance, governance control, cloud based solution, cost & budget, implementation effort, maturity period, flexibility, maintenance cost.



# THE ESSENCE OF DIWALI

## SOME LEARNINGS FROM THE FESTIVAL

Diwali is the Festival of Light, The Diwali holiday centers on the new moon in Kartik. The Hindu month corresponds to October and November. Each of the five days of Diwali (Dhan Teras, Naraka Chaturdasi, Diwali, Padwa, and Bhaidooj) is distinguished with its own set of rituals rooted in history and mythology. Origins of the festival vary in India, but the overall theme consists of triumph of the good over evil. To celebrate, diyas and fireworks are lit, regional food and sweets are indulged, and many other activities are engaged.

### WHAT DIWALI TEACHES US:

#### + Remove Darkness:

On this auspicious day we light diyas, lamps to remove the darkness of the night, but what actually it says is to never forget to remove darkness from your heart soul and mind, the actual message of Diwali is to remove darkness from within us, from within our soul and heart, we need to bring consciousness to remove unconsciousness from within us, we need to bring wisdom to remove ignorance from within us. Let us bring Wisdom in ourselves which removes darkness and ignorance not only from us but from the entire society.

#### + Stay Positive

On this day, we clean our house, workplace, offices because we want to welcome goddess Laxmi, We clean our house home on every auspicious occasion and festivals, but what we actually forget to clean is our heart from all negativity so that God can reside in our heart. Clean your heart mind and body from bad habits negativity and allow positivity to enter in your heart and mind and soul, be more loving and kind towards each other in order to invite positivity and god in your heart and soul.

#### + Patience

Every unpleasant thing will come to an end one day for sure, what you need to do is to have patience, diwali's third important lesson is to have patience, Just be in the right path to your hard work, put your efforts and wait patiently for your reward and good days, keep on moving don't worry about the long journey just enjoy the journey which is going to take you to your goal.

#### + Sharing

On this day, people buy sweets and share them with friends, colleagues and with strangers, people buy gifts and give it to each other, what exactly it shows is that sharing is caring, the actual message is that we should share happiness with others, we should share whatever extra we have with less privilege people, we should share with anyone without being biased and egoistic, because festivals teach us the unity, kindness, togetherness, and sharing. Sharing happiness with others will for sure double your happiness.

#### + New Day New Beginning

We buy new clothes, utensils because it makes us feel good and new things give us happiness but the actual message is that it's never too late to start afresh and make a new beginning, you should never give up, no matter how bad your today is, you always have a chance to make a better tomorrow, every day is the new beginning with new opportunities just grab it.

Every festival every occasion teaches us similar lessons, we just need to be together and should spread happiness with each other, spreading happiness joy and smile is the best gift we can give to other.

May this divine festival sparkle your life with joy happiness, drop all your fears and worries. Work for your dream, convert your dream to reality.

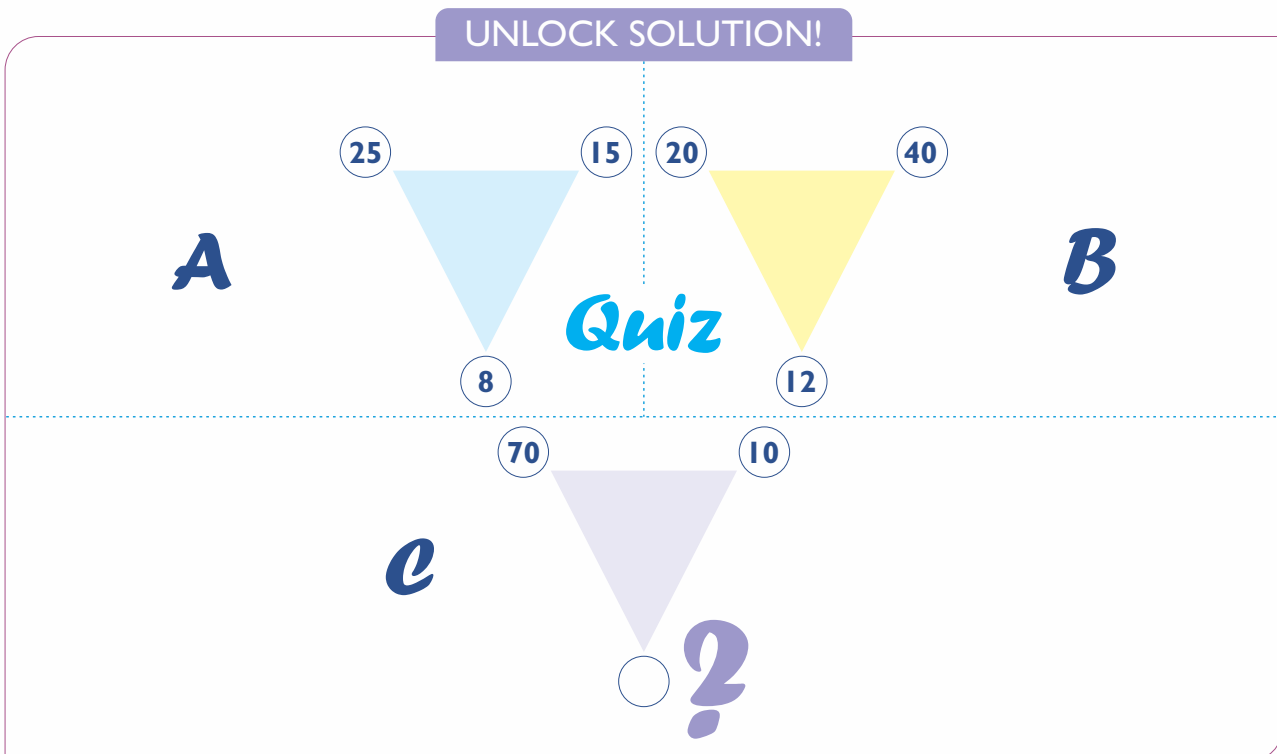




‘Sustainability’ is as an increasingly important strategic tool by all business groups. Embedding sustainability with economic benefit creation, will redefine the business ecosystem by creating value for all stakeholders, build safer environment and a stronger community. Businesses across the globe are undertaking measures to decouple growth from their environmental footprint and focus on eco-friendly operations, manufacturing facilities and activities, with the objective

of minimizing the impact of operations on and nurturing the biodiversity.

The ESG has become a base to differentiate between the companies that will be preferred by all stakeholders in long run and probably also the companies that will grow consistently. For V-Trans, before these comes, the sense of responsibility that we have towards the planet and society. **As we demonstrate strong work towards ESG excellence it is a feeling of delight and pride when forums such as The Economic Times, recognizes and praises our work. Humbled to share that ET has recognised us as an ET Sustainable organization-2022**



## ET CX AWARDS



We are glad to receive the Excellence in Customer Experience 2022 Award from The Economic Times. This recognition is given by the Economic Times during the ET CX Summit 2022. We firmly believe in customer delight and have been effectively using 24x7 digital technologies to provide a best-in-class customer experience, and this award is a testament to the tireless efforts we have been putting in to build an organization that believes in providing excellence in services, and experiences to our valued customers.

## MANUFACTURING TODAY

10<sup>th</sup> Manufacturing Today Conference, conducted by Manufacturing Today. Our Executive Director, Mr. Viral Shah was invited as a panel speaker where he shared his view on how we adopted technology at V-Trans to serve our customers better and provide complete visibility in the supply chain.



We also congratulate our Executive Director, Mr. Viral Shah, for being recognized as, "Logistics Entrepreneur of the Year". Thanks to Manufacturing Today India for the recognition.

Investing in training always helps stay competitive, and empowers the team, to deliver superior customer service, and wins business. Such mind-set produces excellent sales people who will continue to add value to the company and expand the customer base.

Our pan-India V-Xpress sales team gathered for the strategic initiative Xcelerate in Lonavala for three days of rigorous training and workshop of the Sales Leadership Team in order to take V-Xpress to the next level .



Subsequently V-Xpress all India operations team also gathered for strategic operation meet at Sion, Mumbai to devise strategies and execution plan for delivering world class services.



In today's technologically advanced world, it is essential to display the business online. From start-ups to MNC companies, all now use websites to showcase their information, and goods and services to potential clients. The website is the identity card of the business organization in today's tech-savvy world. It is the vital mouthpiece that reaches the target audience, spread across a wide area.

A user-friendly and professional website is essential to a company's success. We wanted a neat and simple website to represent our services as a growing 3PL service provider and to demonstrate our understanding of the customer needs.

We recently launched a website for our V-Logis division. Our new website highlights not only our services but also our mission and values of environmental preservation.

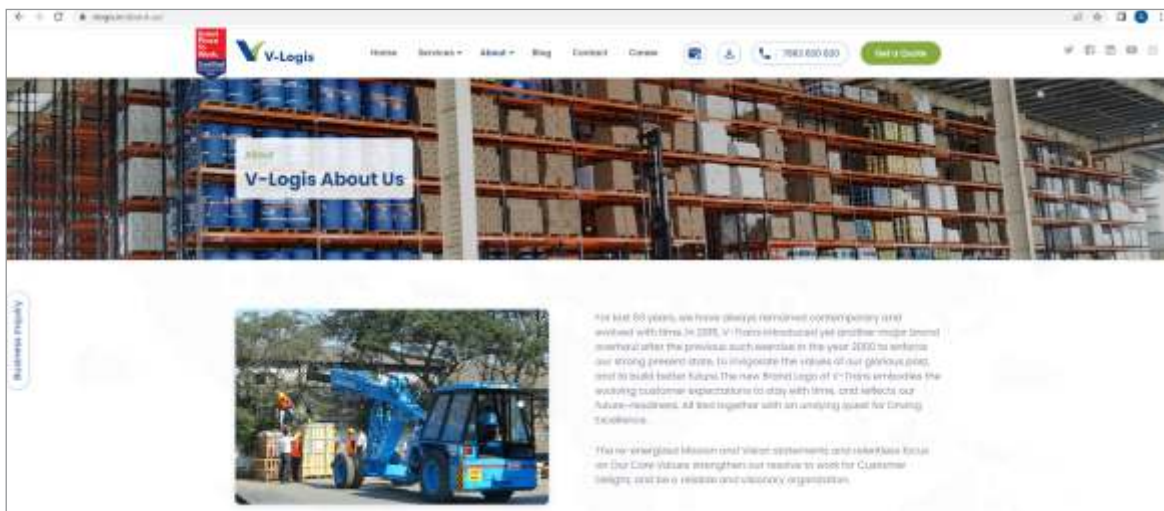
## MAIN FEATURE OF OUR NEW WEBSITE

- Contacting us is easy now that we have a customer service number and a form for quick business inquiries at the top of our website.
- To promote 3PL, ChemStore, and other businesses, website banners are utilized.
- Highlights of recent media activity with a unique news icon feature
- An aptly represented infrastructure
- Highlighted group's strength
- Blog section for information and insight
- The website's footer includes necessary information that visitors must read before exit.



## WHAT NEXT?

The increasingly digital world is changing how people and businesses do things. Nowadays, people will opt to look for information online, rather than calling. That's why our business must have a presence in the digital space, like on Google Search and social media platforms, i.e. a reason we are working on SEO strategies and regular updates for social media pages.



**“A thankful appreciation what an individual receives, whether tangible or intangible”.** With gratitude, people acknowledge the goodness in their lives. As a result, gratitude also helps people connect to something larger than themselves as individuals—whether to other people, nature, or a higher power.

## EXPRESS GRATITUDE

Expressing gratitude tends to spread positive feelings. You feel good about something and your appreciation makes someone else feel good as well, which contributes to an emotional economy a give and take of feelings, which fosters a positive ethos of the entire group.

## EXAMPLES OF GRATITUDE

Being thankful to the person who serves you tea in the office being thankful to the person who cooked for you. Being thankful for your good health. Appreciating the person who cleans your house.

### 4 Simple Ways to Express Gratitude Every Day

1. Write a thank note every day in your diary and communicate to the concern person by any means of communication, only ensure that the persons has received the communication.
2. Express your gratitude in person by any possible way
3. Show respect to everybody around you
4. Volunteer in your activities of any kind, of course ethical things.

**Some illustration that's thoughtful and deliberate way of Showing gratitude, you can say:**

- I cannot thank you enough.
- Words cannot express how much you mean to me.
- I am more grateful to you than you'll ever know.
- I'm eternally grateful.
- You have my deepest thanks.
- I'll never forget your support and kindness.

## PRAYER OF GRATITUDE

Thank you, Lord, for the blessings you have bestowed on my life. You have provided me with more than I could ever have imagined. You have surrounded me with people who always look out for me. You have given me family and friends who bless me every day with kind words and actions.

We can assure you it is a life changing practice, an internal happiness is created in the mind with adoption of gratitude mindset.





The Commonwealth Games bring nations together in a colourful celebration of sport and human performance. But the Games have evolved dramatically since its beginnings in 1930. Held every four years, missed during World War II 1942 & 1948, the Games have grown from featuring 11 countries and 400 athletes, to a global spectacle of 4,600 sports men and women from across 72 nations and territories.

Any country can participate in Olympics, while the countries which were once controlled by the British Empire are eligible to participate in the CWG.

Underpinned by the core values of humanity, the Games aim to unite the Commonwealth family through a glorious festival of sport.

Often referred to as the 'Friendly Games', the event is renowned for inspiring athletes to compete in the spirit of friendship and fair play. Some of the most memorable sporting moments in history took place at the Commonwealth Games: At the 1954 Vancouver Games, Roger Bannister and John Landy became the first people to break the four-minute mile in a race that became known as the 'Miracle Mile'.

The encouraging ethos of the Games has stirred athletes to sprint faster, leap higher and push themselves to the very limits of what the human body is capable of.

The 2010 Commonwealth Games were held in Delhi, India. The Games cost \$11 billion and are the most expensive Commonwealth Games ever.

## BIRMINGHAM COMMONWEALTH GAMES 2022.

With a rich haul of 61 medals (22 gold, 16 silver, and 23 bronze) at this edition of the Commonwealth Games, the Birmingham Games turned out to be one of the most memorable editions for the 210-strong Indian contingent. From athletics to racquet sports, cricket to hockey, boxing to wrestling, the Indian athletes finished with podium finishes in almost every event they took part in.

### India No.1 in Four sports

Sports in which India topped medal tally at CWG 2022

| Sport         | Gold | Sliver | Bronze | Total |
|---------------|------|--------|--------|-------|
| Table Tennis  | 6    | 1      | 5      | 12    |
| Badminton     | 3    | 3      | 4      | 10    |
| weightlifting | 3    | 1      | 2      | 6     |
| Wrestling     | 4    | 1      | 2      | 7     |

The 2026 Commonwealth Games, officially known as the XXIII Commonwealth Games and commonly known as Victoria 2026, is a multi-sport event for members of the Commonwealth scheduled to take place across four regional sites in the Australian state of Victoria: Geelong, Bendigo, Ballarat and Gippsland.

As part of a day-long road safety drive, the regional office in Vapi organized a free eye check-up camp for drivers. The purpose of this driver training program was to ensure that people with poor eyesight are not allowed to drive, especially in difficult conditions where visibility is less

We care for our workforce, educate and encourage them to follow essential safety regulations as part of our various safety campaigns. Our regular health and eye checkups along with a driver training program, encourage drivers to stay healthier and deliver goods safely and on time.

## OBJECTIVES OF THE DRIVING TRAINING PROGRAM

- Improve driving ability
- Improve efficiency
- Eye check up
- Awareness of the road environment that the drivers drive in
- Safety of the driver and the vehicle
- To handle incidents scientifically
- Develop a methodical approach towards recognizing hazards and environment failures
- Consider driver's health and behaviour
- Ensure that the vehicles are maintained properly



## THE CASE OF IDENTITY MISTAKE

Once upon a time, a shepherd found the newly born lion's cub. He took it home, fed it with goat's milk, and bred it with his herd of goats. Consequently, though it was a lion, it always moved, ate, and drank like a goat. The cub thought he was a goat.

One day, the cub went to the forest with the goats. At the forest, a new lion appeared who roared as usual. All the goats got scared and began to run away. The cub also began to run. The lion of the forest saw the cub and said, "Hello brother, goats flee when I roar, but why do you run away? You are like me, a lion." The cub who was brought up with the goats said, "You are lying. I am not a lion. I am a goat. I afraid of you and I want to run away."

The lion realized that the cub had stayed with the goats and thought he was a goat. The lion said, "Friend, am I wrong ? If my gigantic body makes you think that way, then you are mistaken. Your face is also round like mine. It is not long like a goat's. Your waist is as slender as my waist, and your feet have paws not hoofs like those of a goat. Look at your beautiful tail! The goat has a very tiny, ugly tail. You possess a mane on your neck. The goat does not. The goat and the lion are two entirely different animals. Cast aside your false impression and roar like me. Then you will be sure that you are a lion and not a goat."

These words clarified the cub's doubt. He roared and began to think of himself as a lion. He started living the life of a lion.

We have the capacity and capability to win over acquired and mould our life the way we want. The day we realise Who we are, we too would start living the life of Enlightenment.



## LOSS OF DEDICATED SOUL



Mr. Ganesh Pachkar



We are deeply saddened by the sudden demise of our beloved colleague **Mr. Ganesh Pachkar** (Andheri Cluster & Branch Head) in August 2022.

He was associated with V-Trans since 2006 and worked at various departments.

His dedication and commitment to work was great, and we will miss a great colleague like him. V-Trans stands with his family in this tough time and pray to give them strength to bear this huge loss.

Om Shanti

# CONVENIENCE. TRUST. EXCELLENCE.



## WE USE NEW-AGE TECH TO DELIVER AGE-OLD VALUES.

V-Trans, the leading integrated logistics solutions provider has put in place the latest ERP and digital technology to monitor, manage and control every link in your supply chain. Right from booking branch to delivery branch, ensuring your consignment reaches on-time, and in good shape.

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