

## WHAT I CAN'T V CAN



Friends,

Trust you are doing well.

It's the financial year's end and is the season of targets, so we have also pushed and released this issue earlier.

The Indian economy continues to do well, while some sentiments in the world, especially in the US, aren't good, but we are hopeful that India, with its strong fundamentals and better planning, will be less affected in case there is a slowdown.

We have had a good year, with V-Trans at around 19% growth, V-Xpress approx. 35% growth and V-Logis at some 62% growth. However, the concerned area is to achieve the bottom line numbers. Work-force optimization, shared services, and business hygiene will be the focus areas while we push the topline also to a healthy level.

Our dream project Vijayant is now a reality and soon it will be live at V-Trans as well. At V-Xpress after some initial teething issues, Vijayant has started giving desired results. Better visibility, informed decision-making, and great support for data analysis are some of the initial benefits Vijayant is offering. We are confident that with time there will be more synchronization between Vijayant and our business functions and processes and as this sync gets better the advantages will be higher.

We have completed our AOP exercise and also gathered in Mumbai to brainstorm for 2 days. It is very jovial to meet all the team at one place and together. A lot of ideas were exchanged and plans were paved for the next year's strategy. A clear focus for building up a deep sales structure is taken and it is encouraging to see that the regions and corporate functions are driving the larger agenda together.

Our expansion of infrastructure and network is a key long-term strategy, we opened several branches and moved to bigger and better places for some branches and transshipments. Our Karnataka region also moved to a new place where V-Trans and V-Xpress are sitting together. I joined the inauguration ceremony, and we have kept some pics of the same inside.

Our economy is widening the geographical spread within India, and new states are emerging with strong economic activities. All states are doing investor summits like Advantage Assam, Progressive Punjab, Magnetic Maharashtra, Investgarh Chhattisgarh, Resurgent Rajasthan, and Advantage Andhra Pradesh, largely on lines of Vibrant Gujarat.

The whopping amount that states have declared is very encouraging like UP declared 18,000 agreements promising an investment of Rs 32.92 lakh crore, Andhra Pradesh declared receiving 340 proposals for investment of roughly Rs 13 lakh crore MP got the expression of interest to the tune of over 15 LAKH Crores, Karnataka declared MoUs with an investment of over Rs 9.8 lakh crore had been signed and so on. These summits, even at a lesser conversion rate will ease the burden on top metros and will also help in creating a level playing infrastructure across the nation. This also indicates emerging opportunities for logistics as across the states Logistics has been a prime sector of interest for investments. I am sure as a team, you all are geared up to capitalize the on these big developments.

Best Wishes,  
**Mahendra Shah**



## PEOPLE PROFILE



**Mr. Subrata Samadder**

In this issue of people profile, we are covering Mr. Subrata Samadder, National Manager - Ground Operations at V-Xpress.

He has done Mechanical Engineer and MBA in General Management. He joined V-Xpress on March 2020. He has a rich experience of 27+ years

with companies like Hindustan Motors, Safe Express, TNT/ SPOTON & Future Supply chain. He has experience of working in diverse profiles like Production, Sales & Operations.

Keep learning and changing on everyday little towards the goals, give respect and help others is they key success mantra of Mr. Samadder.

His better half Mrs. Paramita Samadder has great cooking skills and used to run restaurants during 2017-2019 & presently takes care of the family. His 14 yrs old son Master Srimon Samadder is studying in NIOS.



**Mr. Subrata Samadder's Family**

## PARTNERS IN PROGRESS - V-TRANS ASSOCIATES



**Mr. Hariom Ramnarayan Yadav**

I have been privileged to associate with V-Trans since the start of my professional journey in 1995, where I used to work as driver & after that with the support from Mr. Rajesh Shah Sir & Mr. Hasmukh Shah Sir, I purchased my first vehicle in 2005. Today I am having 8 vehicles and all are attached with V-Trans. I am thankful to V-Trans, where I got supported as a family member, **Says Mr. Hariom Ramnarayan Yadav.**

Featured in the special section "Partner in Progress," **Mr. Hariom Ramnarayan Yadav** is one of our key partners in the VT journey. Such associations are very important in our journey and in their growth. We also find growth of V-Trans.



## AOP MEET AT MUMBAI (CLUB EMERALD)



CMD Mr. Mahendra Shah addressing the team at AOP

The conclusion of a year provides a vital juncture for a company to engage in thoughtful introspection, review its progress, and formulate strategies to pave the way for a prosperous future. In this spirit, our esteemed leadership team convened at Club Emerald in Mumbai to partake in a collaborative discourse that delved into the nuances of the previous year's experiences, discerning lessons learned and establishing a roadmap for the days to come.

The collective wisdom of the entire leadership cohort, gathered under one roof, proved to be an enriching experience. The management team exhibited keen attention to detail as they intently absorbed the presentations, proffering adept guidance to chart the course ahead. The regional leaders expressed boundless excitement, while the corporate functional team aligned itself with the upcoming year's objectives. The synchronization of the leadership cadres from the regional and corporate spheres instilled a sense of optimism as they prepared to embark upon the next leg of the growth journey for the organization.

Each regional lead showcased their unit's performance, illuminating the path to be followed in the forthcoming year. Meanwhile, the corporate functional teams outlined the tactical blueprint for their respective departments, effectively galvanizing the entire leadership team.

Guided by the unwavering support of Vijayant, the collective aim for the upcoming year is to bolster the topline and strengthen the bottom line, fully convinced that our team's cohesive efforts will not only meet but surpass our ambitious objectives.



Our Executive Director Mr. Aditya Shah interacting with Regional Heads



# LEADERSHIP MEET AT CLUB EMERALD



V-Trans Leadership Team with Management



Regional & Corporate Team during the AOP event



Exe. Director Mr. Vishal Shah, Group CFO Mr. Deepak Rathi & Mr. Jay Shah



Exe. Director Mr. Viral Shah, Mr. Ronak Shah, Mr. Rajesh Shah, Mr. Hasmukh Shah, Mr. Aditya Shah & CMD Mr. Mahendra Shah



Our Exe. Director Mr. Viral Shah with the trophy of the most Innovative CIO Award.



## Introduction to the series :-

“The Armature discuss tactics; the professionals discuss logistics” –Napolean Bonaparte. We have taken a step ahead to enhance our reader's experience by putting the light on “Good Logistic practices”. Here we will sightsee various attributes of logistics in our articles. It is need of time for the organizations to maintain the customer satisfaction, along with lessening the costs and meeting with regulations and standards. Logistics plays the crucial role in this process and a **“Good Logistic practice”** helps the enterprises to survive in the current competitive marketplace. In our articles we will have a gaze upon the basic elements like Importance of good Logistic practices, Planning & Co-ordination, Effective inventory, maintaining secure environment, safety at workplace and many more.

**At V-Trans part of Good logistics, one of the areas that we keenly focus on is safety**

- Regular training sessions are conducted on pest control and housekeeping activities, covering all biological hazards that could cause harm in the workplace or at home
- We stress the importance of maintaining good hygiene standards through proper housekeeping and encourage our staff to implement these practices in their daily routines.

## National Safety Week – Gallery

During National Safety Week, V-Logis took the opportunity to reflect on our commitment to safety and how we integrated it into our work culture. We took safety seriously and always aimed for zero harm, ensuring a safe work environment for both our employees and customers.



Training at Chemstore on handling Firehose for Extinguishing fire



52nd National Safety Week Celebration



Safety pledge with V-Logis team

## Going the Extra Mile: Our Management's Dedication to Supporting the needy and Giving Back to the Society

Giving back to the society is an integral part of being a responsible and compassionate citizen. At our company, this is a philosophy that we take very seriously. Our management is committed to supporting individuals and communities in need, and believes that it is our duty to make a positive impact in any way we can.

One of the ways in which we demonstrate our commitment to giving back is through the allocation of company funds towards charitable causes. However, our management takes it a step further by contributing from their personal resources to support causes that are close to their hearts. This shows their dedication and their belief in the importance of helping those in need.

To make a humble contribution to the lives of 1000 visually challenged people and their families the senior directors extended help. Mr. Ashok Shah, Mr. Rajesh Shah and Mr. Mahendra Shah committed 6 LAKH Rs. Each, to provide one month's groceries to these families. Executive Director Mr. Hasmukh Shah is also supporting for a noble cause in education for girls, and has donated around 5 LAKH for a Vidyarthigruha (hostel) in his village Patri. Donating for Gaushalas is usual tradition for our directors, recently Mr. Ashok Shah and Mr. Hasmukh Shah donated 3.5 LAKH each for renovation work at a Gaushala.

We believe that everyone deserves the chance to live a happy and fulfilling life, and we are committed to doing our part to make that a reality. By supporting vulnerable communities and individuals, we hope to make a meaningful impact and inspire others to do the same.



## National Conference on Gati Shakti 2023

The National Conference on Gati Shakti took place on March 2nd, 2023, With the theme 'From Self-Confidence to Self-Reliance', the conference aimed to speed up Gati Shakti with PPP models and government schemes. The conference was honoured to have Mr. Piyush Goyal Hon'ble Minister, Ministry of Commerce & Industry, GOI, as the Chief Guest, which added prestige and distinction to the event.

Our AVP, Mr. Deepak Kumar, and GM, Mr. Vikas Shekhar, participated in the event. Mr. Kumar attended as a panel speaker and shared his valuable insights on Gati Shakti, which enriched the knowledge and understanding of the attendees. "It was an insightful conference, and we're excited about the future of Gati Shakti!"



Mr. Deepak Kumar (AVP Sales- V-Trans) attending the GATI SHAKTI Conference at Delhi



## EVENTS

### V-Xpress successfully completes its first consignment of export cargo from Bangladesh border to the Delhi International Airport roadway

V-Xpress, the country's preferred express cargo distribution company and a division of V-Trans India Ltd has successfully completed custom bonded movement of the first consignment of export cargo from Bangladesh to Spain via Delhi International Airport. The company handled the end-to-end logistics of the cargo, which was moved through its state-of-the-art fleet of vehicles having 24x7 GPS tracking, double drivers till Delhi airport.

The Garment shipment was loaded onto a V-Xpress vehicle at the Petrapole border and was carried to Delhi international airport, where it underwent customs clearance and went for the onward journey to Spain.

The successful completion of this shipment highlights V-Xpress' commitment to providing world-class logistics solutions to its customers with trust and reliability, on-time and intact delivery. The company has invested heavily in its infrastructure, technology, and human resources to easily handle complex logistics challenges.

Commenting on the successful completion of the shipment, Mr. Rajiv Bhattacharya, COO V-Xpress said, "We are delighted to have successfully delivered the first export cargo consignment from our neighboring country to Delhi International Airport within the committed schedule hassle-free. This achievement is a testament to our team's dedication and hard and our focus on providing our customers with the best possible logistics solutions."



## KARNATAKA NEW REGIONAL OFFICE

Our team is growing and the newer technologies we are bringing calls for a bigger infrastructure, in order to accommodate this and have a bigger, better and new stylish place, our Karnataka team moved to a new regional office.

To mark this occasion, a pooja ceremony was conducted at the new office, which was attended by the senior management of V-Trans, along with other employees and guests.

The shifting of our regional office to a new location is a significant step for V-Trans in strengthening our business operations in the southern region of India.

The new Karnataka RO office is as significant milestone for us, and it highlights our company's growth and expansion in the southern region of India. With our customer-centric approach, robust infrastructure, and commitment to excellence, we are moving to become a leader in the logistics industry in India.



Our CMD while Inaugurating the ceremony



Sr. Management Team while addressing to the Regional Team



Sr. Management with Regional Heads - Mr. Pravin Agashe & Mr. Bhogesh Jamadar



# V-LOGIS NEW STATE OF THE ART WAREHOUSE FACILITY IN BHIWANDI LAUNCHING SOON

Introducing, the latest addition to V-Logis impressive infrastructure that promises to provide state-of-the-art warehousing solutions to meet the evolving needs of modern logistics and distribution. This cutting-edge warehouse facility is located at the strategic Mumbai Nashik Expressway and is designed to offer unparalleled convenience and efficiency to businesses seeking world-class warehousing solutions.

The V-Logis new warehouse is at Bhiwandi is spread across 1,25,000 sqft, One of the key features of V-Logis is its strategic location on the Mumbai Nashik Highway. This location offers easy access to major transportation hubs, including airports, seaports, and highways, making it a prime location for businesses looking for efficient logistics and distribution solutions.

Safety is a top priority at V-Logis, and the warehouse is equipped with the latest fire safety technology to ensure the safety of goods and personnel. The facility has a Fire Safety NOC (No Objection Certificate), which means it has met all the necessary fire safety requirements as per the norms set by the government. The warehouse is equipped with water hydrants, K-Series sprinklers, and a 4-lakh-litre water tank to ensure that any fire incident is immediately contained. These measures not only ensure the safety of goods but also the safety of the personnel working in the warehouse.



Out side view



Front facade



Storage area



V-logis warehouses's Landscape view

## NEW JOINEE



**Mr. Deepak Rath**

Mr. Deepak Rath is an experienced Chartered Accountant with more than 23 years of experience in finance and accounting. He has worked across multiple industries, including Media & Entertainment, Manufacturing – Engineering, Retail, and FMCG, and has completed his Business Consultancy Studies at Jamnalal Bajaj Institute of Management Studies.

Mr. Rath's rich experience includes activities, such as, mergers and acquisitions, de-mergers, re-organization, and business transformation. He has set up and headed finance functions at national level, implemented ERP systems, utilized technology and financial analytics to develop strategies, provided valuable business insights and recommendations, managed financial accounting, created governance and control frameworks, and ensured compliance with internal and external audits. Mr. Rath has worked in well known organizations like Greaves Cotton Ltd, Future Group, Essel Group, Reliance ADAG, and Pidilite Industries, among others.

We welcome Mr. Deepak C. Rath as our Group CFO at V-Trans (India) Ltd.

Mr. Shiben has over 28 years of experience in the supply chain and logistics industry, having served in various industries such as FMCG, healthcare, e-commerce, and more. He has worked as the Director of Supply Chain Operations at Udaan and as the Head of Operations for the Healthcare vertical at Parekh Integrated Services Pvt Ltd. He believes in continuous learning and has a passion for reading and music. His strengths include process management, team management, strategy building, stakeholder management, and P&L management. We welcome Mr. Shiben Chakraborty, Head of Operation at V-Logis



**Mr. Shiben Chakraborty**



**Mr. Bijan Kumar Mohapatra**

Mr. Bijan Kumar Mohapatra is a Logistics professional with rich experience in sales and logistics. He has worked with leading organizations such as SS Supply Chain, EFC Logistics and Total Logistics India, among others. Bijan holds a BSc degree, an MCA, and expertise in Oracle DBA. His skills include sales, operations, solution design, analytics and IT-Oracle. Mr. Bijan is also a sports enthusiast and an avid cricket fan. We are pleased to have Mr. Bijan Mohapatra, as National Manager -Sales at V-logis.



# FEEDBACK

We keep getting encouraging feedback from our readers and also receive valuable suggestions. We have decided to feature some selected feedback here in the section. You all are requested to keep sharing your feedback and suggestions with us at – [marketing@vtransgroup.com](mailto:marketing@vtransgroup.com)

## Feedback 1

The Vijaypath magazine, by monthly publication of Group V, is a beautifully designed and well-crafted magazine filled with motivating and useful information. It includes various sections such as CMD's message, People Profiles, Partners in Progress, Media Visibility, Motivational Stories, Events, Puzzle, Gallery, and Industry News. The latest issue (Jan-Feb 23) covers the developments within the company, fleet department personnel achievements, media visibility highlights, and partnerships with UBS Forums. The magazine is a must-read for anyone associated with Group V, providing insights and updates on the company's progress.

**Mr. Vikash Shekhar**

General Manager, V-Trans – Northern & Eastern Region

## Feedback 2

Vijaypath is a magazine that provides updates on the group's developments, corporate events, awards, and recognition, and introduces individuals working across the organisation. It serves as a memory lane, preserving proud moments. Including organisational initiatives for success, employee wellness programs, mental health services, and health advice can help us stay competitive and confident in our unique selling proposition.

**Mr. Ajay Kumar**

National Manager-Sales, V-Xpress

# MOTIVATIONAL STORY

## The Power of Collaborative Leadership: The Story of Maya and Her Village"

Maya was a young woman who lived in a small village nestled in the mountains. One day, disaster struck when a landslide blocked the river that flowed through the village, leaving the villagers without any water. Panic set in as people didn't know what to do. That's when Maya stepped up and offered to lead the village in finding a solution to the water crisis.

Together, the villagers came up with a plan to dig a well near the village that could provide water for everyone. Maya didn't just give orders; she worked alongside the villagers, digging alongside the men, carrying heavy buckets of dirt, and encouraging the women to contribute their strength and skills. Together, they worked tirelessly until the well was completed.

Thanks to Maya's leadership and the collective effort of the villagers, the water crisis was averted, and the village flourished. Maya had shown that anyone could be a leader, regardless of their age, gender, or experience. All it took was a willingness to listen, learn, and work together towards a common goal. Her example can inspire us all to become better leaders in our own communities, workplaces, and families.



# OUR FLEET SUPPORTS YOUR FLEET.

## EXPERIENCE THE SUPERLATIVE LOGISTICS SERVICES OF AUTO & ANCILLARIES INDUSTRY

**O**ur Just In Time deliveries, Lean Inventories, Seamless connectivity from First Mile to Last Mile and Reverse Logistics along with wide network reach across India and SAARC ensures that every Auto and its Ancillary consignments gets the advantage of moving smoothly and swiftly.

**Multimodal Strength for Sensitive Deliveries**

**Efficient Services for Lean & JIT Deliveries**

**Appointment Deliveries**

**Network Strength of 400+ Branches & 20 Hub centres**

**Technology-Enhanced Customized Logistics Solutions**



V-Xpress  
01, Corporate Park, V N Purav Marg, Chembur, Mumbai - 400 071.

📞 9004771062    📧 [marketing@vtransgroup.com](mailto:marketing@vtransgroup.com)    🌐 [www.vxpress.in](http://www.vxpress.in)

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