

Vijay path

News & Topical views : V-Trans World

August -September 2024, Vol. 19-Issue 04



Happy Festivities!

Time to rejoice, and celebrate the season of hope, joy and prosperity.



Other Divisions:



FROM THE DESK OF THE CMD

Dear Friends,

I hope this message finds you well. As we enter the festive season, I extend my best wishes to you for the celebrations of Ganapati, Onam, Durga Puja, Dussehra, Diwali, and more. May we all be blessed with happiness and prosperity.

Our business performance for August and September has been moderate for V-Trans and V-Logis, while V-Xpress continues to perform well, particularly in terms of profitability. With considerable effort and strategic initiatives, we expect to see positive movement towards improved profitability. We have initiated significant work in operations and service excellence, focusing on cost optimization and overall turnaround. While this is a long-term endeavor, we are already witnessing some encouraging results, which motivate us to move forward with renewed vigor and enthusiasm.

In August, V-Trans experienced a decline in bottom-line performance due to external factors such as heavy rains and the impact of festivals. This situation is concerning, prompting us to implement strong measures. A core team has been established to closely monitor affected areas and to proactively prevent such downturns in the future. As we progress, our goal is to achieve service excellence and provide the best possible customer experience. Despite the challenges posed by the monsoon and poor road conditions, we are committed to maintaining our service levels, with zero tolerance for non-performance targets.

To enhance our service offerings, we are launching a new product for next-day assured delivery, named NDD. More details are included in a dedicated article in this issue. We are also upgrading and expanding our infrastructure, having moved to a new regional office in Coimbatore where all verticals are now co-located. Additionally, we have opened a strategically located new branch in Padra, in the Baroda region.

Our new ERP system, Vijayant, is in the final stages of execution, with user acceptance testing and

implementation training taking place across teams and regions. The steering committee is overseeing this work to ensure a successful launch on November 1st. The entire team is dedicated to this initiative, and we are optimistic that it will enhance efficiency and provide better controls through technology.

I am pleased to share that Ashok Bhai has been honored with a Lifetime Achievement Award by the Associated Broadcasting Company Pvt Ltd, which owns the TV9 group, I congratulate Ashok Bhai for the award. The group also recognized myself as the Business Person of the Year, I share this achievement & happiness with my family and you all my team.

In our Jain community, we observe Paryushan each year with rigorous fasting to cleanse our bodies and souls. Ashok Bhai, Vishal and Viral and even female family members observe this practice diligently, while other directors participate as their schedules allow. The festival concludes with Samvatsari, during which we seek forgiveness for our actions, both known and unknown. We call it Michhami Dukkadam. This process of fasting and forgiveness is essential for spiritual cleansing. We, the directors convey Michhami Dukkadam to all of you, the readers.

As the renowned sports coach Jimmy Johnson once said, "The difference between ordinary and extraordinary is that little extra." Let us strive to go that extra mile and put in the additional efforts to maximize our success during this festive season and the remaining months of the year.

Best Wishes,
Mahendra Shah



PEOPLE PROFILE



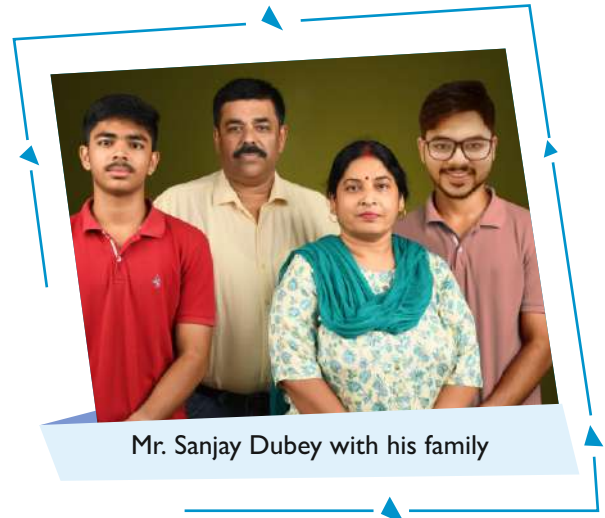
In this section, we are showcasing our Deputy Regional Manager, Mr. Sanjay Dubey (Nagpur & Indore area), a dedicated leader contributing to the success of V-Trans Group.

A science graduate, Mr. Dubey has been building the Central Region since September 2015. With over 27 years of industry experience, his career includes 15 years at Speedage

Exp.-TNT India and a role at Aditi Express before joining V-Trans. Currently, he manages the Nagpur region, demonstrating strong leadership. Mr. Dubey believes in overcoming challenges through collective efforts and discipline, viewing every problem as an opportunity in disguise.

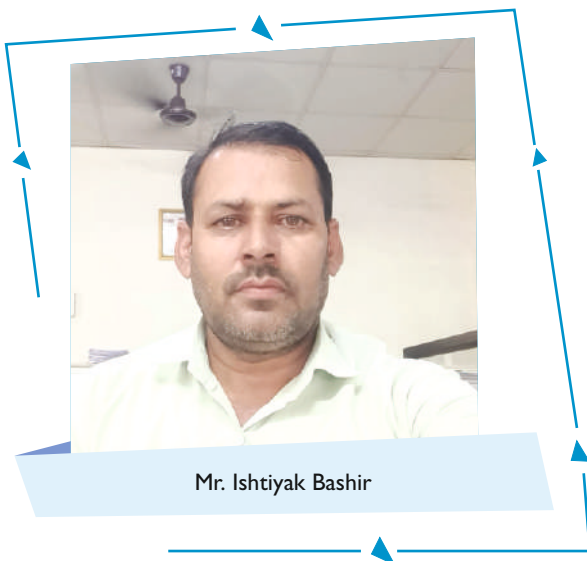
Beyond his professional life, he has a supportive family. His wife, Ms. Kiran Dubey, is a dedicated homemaker. His elder son, Satyam, is an electronics engineer working with an MNC in Bangalore, while his younger son, Sanchay, is in his second year of engineering studies in Nagpur.

In his personal time, Mr. Dubey enjoys socializing, traveling with his team, and exploring new business opportunities. His enthusiasm for building relationships and discovering new places reflects his vibrant personality and dedication to both work and family.



Mr. Sanjay Dubey with his family

PARTNERS IN PROGRESS



Mr. Ishtiyak Bashir

Mr. Ishtiyak Bashir Ahmed Ali is an important partner in V-Trans' success. His association with V-Trans began in 1970 when his father, Mr. Bashir Ahmed (fondly known as Mulla Ji), first joined the company. Continuing this legacy, the second generation became part of V-Trans in 1992. Over the past 54 years, Mr. Ishtiyak has grown from managing just one vehicle to overseeing a fleet of more than 14 vehicles attached to V-Trans.

Reflecting on his journey, he expresses immense pride and fulfillment in his association with the company, praising its transparent, ethical practices and strong operational support. He acknowledges the company's unwavering backing, stating, "The company has always supported me, and my three brothers and I have proudly associated our vehicles with V-Trans." His recognition within the company is closely tied to the leadership of our Executive Director, Mr. Hasmukh Shah, and Mr. Ishtiyak values this long-standing and trusted partnership that has fueled mutual growth.

CURATING NEW PRODUCTS WITH SERVICE EXCELLENCE

In today's dynamic market, V-Trans reaffirms its commitment to service excellence with continuous improvement in process and operations. As the group's motto is to strive for daily improvements, we keep raising the bar and set higher targets of excellence. With rising level of optimization and pressure to keep minimum inventory, manufacturers are looking for faster and assured deliveries and this is where the new service offering from V-Trans comes as a boon.

We are delighted to announce the launch of NDD – i.e. Next Day Delivery. Starting with the state of Gujarat this service is primarily for the within state movement and for select interstate routes. Planned to expand in southern and western and northern states soon. With assured delivery clients will be hugely benefited and it will help them to scale & optimize their business.

This innovative offering is designed to revolutionize the transport sector, as we believe in working for customers' delight and pushing the industry for driving excellence. We understand that for conventional transport systems, next-day delivery seems like a herculean task. However, driven by the demand of our customers and the dedication of our efficient operations team, it has become possible, and we have successfully launched this service in Gujarat and shall be soon expended in other states across the country.

Key enablers of NDD

1. **Our Approach:** we have taken GPS coordinates, distance measurements & traffic information for last 3 months to map the branches and chart out the execution design.

Scheduling & Connecting were 2 key mantras to make the plan successful, which was then clubbed with dedicated vehicles. Another important point was to ensure that sufficient rest time was factored for the drivers while designing the network.

2. **Enhanced Efficiency:** the turn-around time in our transshipment hubs were optimized for higher through put and faster rotation by aligning the manpower, bays, staging area, and using our predictive load planning tool.
3. **Use of Technology-** GPS & AI for accuracy and predictive analytics for load planning, real time road conditions for calibrating the routing where needed.
4. **Customer-Centricity:** For us everything that we do, customers are at the center. We sensed the customer's need of faster and assured delivery and to provide a reliable solution for that we devised the service like NDD.

The strategy of phased implementation from leadership has ensured seamless integration of NDD into existing operations. More than half of the serviceable network within Gujarat is now getting the benefit of next day delivery and soon the remaining portion will also be covered under it

**V Promise. V Deliver.
NEXT DAY DELIVERY.**



VIJAYANT ERP SYSTEM LAUNCH

At V-Trans, we are committed to innovation and excellence. We're excited to announce a major milestone in our operational transformation: the launch of the ERP system "Vijayant" on November 1st, 2024. This cutting-edge platform will revolutionize our business operations and client experience.

Vijayant is designed to streamline operations, boost efficiency, and enhance visibility across our logistics processes. It will empower our teams, optimize service levels, and deliver unmatched value to clients and partners.

What to Look Forward to:

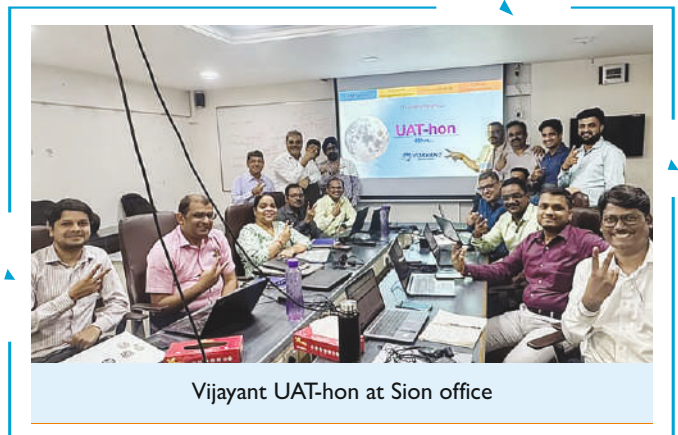
- **Seamless Integration:** We've rigorously tested Vijayant to ensure smooth integration of inventory management, fleet tracking, and financial functions, facilitating efficient operations across our network.
- **Comprehensive Training:** All team members have received in-depth training to maximize the benefits of Vijayant, ensuring a smooth transition and enhanced user experience.
- **Robust IT Infrastructure:** Our IT team has established a reliable technical foundation for Vijayant. Next month, we'll launch a production environment to finalize details before the official launch.
- **Real-Time Insights & Efficiency:** With features like real-time fleet tracking and route optimization, Vijayant will enhance precision in our operations, providing clients with faster service and improved shipment tracking.
- **Tailored Design:** Vijayant is crafted to meet our business needs, reducing loading times and optimizing co-loading for efficiency, along with new digital capabilities like a robust order management portal.

Why This Matters for You: For our clients, this launch means faster deliveries, greater transparency, and efficient order management. Vijayant will enable us to serve you better through real-time insights and streamlined logistics.

What's Next? We are in the final stages of preparation, with the full system going live on November 1st, 2024. The coming weeks will focus on familiarizing our teams with the platform to ensure a smooth transition, positively impacting your experience with V-Trans.

Stay tuned for the official launch, and prepare for a new era of innovation with Vijayant. November is just around the corner, and with it, the future of logistics.

Winning Statement: "Vijayant is not just an upgrade; it is a transformation. With this cutting-edge ERP system, we are positioning V-Trans to deliver unparalleled efficiency, transparency, and customer satisfaction. The future of logistics is here, and we are ready to lead the way."



OPERATION MEET

In today's fast-paced logistics landscape, V-Trans sets the benchmark for service excellence. As an industry leader Part Truck Load, we are committed to empowering our teams to exceed expectations and be the unmatched service provider for our clients.

In order to drive the team with perfection and empower them with all skills we keep doing training interventions. A recent 2 day work shop was conducted for senior operation team members (ROMs) from across the country, in form of a "Train the Trainer" session on August 13th and 14th, 2024, aimed at enhancing operational consistency across our network.

Key Objectives of the intervention were:

- To empower ROMs with the necessary tools and knowledge for effective team training.
- To highlight the best practices in operational processes.
- To address common pitfalls and operational inefficiencies.



The session began with an inspiring keynote from our Chairman and Managing Director, Mr. Mahendra Shah who emphasized on V-Trans' ethos of Service Excellence. He highlighted our three strategic pillars: Scheduling, Networking, and Connecting, reflecting on our journey from a small transportation company in 1958 to a leading logistics player in India. CMD Sir underscored the critical role of Regional Operation Managers (ROMs), stating, "Excellence is a continuous pursuit. By focusing on scheduling and network optimization, we ensure unparalleled service."

Our group CHRO Mr. Shiv Rawat discussed the importance of training for efficiency and morale, while Mr. Rajiv Bhattacharya, our VP Strategy & Projects, highlighted the alignment of operations with corporate goals. Mr. Ravi Dogra, AVP operations, emphasized adherence to Standard Operating Procedures (SOPs) for maintaining efficiency. The two-day session included practical training on communication skills and the RACI Matrix to clarify roles and responsibilities.

The 2 days' session had the following topics covered in detail :

1. Train the Trainers: Effective content delivery to ground operations teams.
2. RACI Matrix: Business implications and practical applications through scenario-based exercises.
3. Operational Process Do's and Don'ts: A detailed review of SOPs was conducted to ensure all ROMs are aligned with the company's processes & standards including Do's and Don'ts during process flow at each operational activity.
4. Back to basics - Operations: A standardized operational approach across all regions was reinforced, focusing on consistency, efficiency, and safety.

As V-Trans evolves in a dynamic logistics landscape, such initiatives equips ROMs with the skills needed to build the future expectations. Looking ahead, we have a robust pipeline of initiatives, including new training programs and advanced technologies for real-time tracking and route optimization. Our commitment to customer-centric processes and sustainability will further enhance our service quality and operational efficiency, reaffirming V-Trans' leadership in the logistics industry.



INFRA DEVELOPMENT – A KEY TO DELIVER EXCEPTIONAL SERVICES

NETWORK EXPANSION – PADRA NEW BRANCH (BARODA) AT V-TRANS

In the fast-evolving logistics industry, staying ahead demands continuous innovation and strategic growth. With rising customer expectations, the need for efficient and accessible logistics solutions is more critical than ever.

At V-Trans, we remain committed to meeting these demands through consistent expansion efforts. As part of this ongoing journey, we are proud to announce the inauguration of our new Padra branch in the Baroda region, strategically located near the upcoming Delhi-Mumbai Expressway. This development marks a significant milestone in our mission to strengthen service capabilities and surpass customer expectations.

The inauguration was graced by our esteemed CMD, Mr. Mahendra Shah, along with our Executive Director, Mr. Hasmukh Shah. The event featured an auspicious puja ceremony, symbolizing the beginning of a new chapter in our expansion strategy. In his address to clients and the regional team, our CMD shared his vision for the future and reaffirmed our dedication to delivering excellence at every step.



Inauguration Ceremony



CMD's address to the team



Baroda Team with Senior Management at Padra Branch

COIMBATORE REGIONAL OFFICE

Our Coimbatore Regional Office has been relocated to a new premise. The opening ceremony for the combined RO, V-Trans, and V-Xpress facility took place on September 5th. Our Regional team was the part of this event.



Coimbatore regional team and colleagues during the opening ceremony on 5th Sept



7 NEW STRATEGIC BRANCHES IN NETWORK EXPANSION – V-XPRESS IN THE SOUTH REGION

In keeping with our focus on growth and customer-centric solutions, V-Xpress, a vital division of V-Trans, has expanded by adding seven new branches across strategic locations. At V-Xpress, we are committed to delivering reliable and prompt logistics solutions that drive your business forward. These new locations enable us to enhance our service reach, offering even greater efficiency and accessibility to our valued clients.

The new branches include:

1. Suryapet
2. Perundurair
3. Nizamabad
4. Tanuku
5. Chandrapur
6. Manjusr
7. Kapsi

With these expansions, we are further strengthening our capabilities to serve the clients better & faster.



The new branches include:

- V-XPRESS adds new branches at:
- Suryapet and Chandrapur in Maharashtra.
 - Manjusr in Gujarat.
 - Perundurair in Tamil Nadu.
 - Suryapet and Nizamabad in Telangana.
 - Tanuku in Andhra Pradesh.

NEW JOINEE

V Trans India Ltd has appointed Mr. Sanjay Kangne as the Group Chief Financial Officer (CFO). Mr. Kangne brings with him over 25 years of rich experience in leading financial functions across multiple industries, including logistics, media and entertainment, manufacturing, engineering, shipping, and aviation. His expertise and leadership will be invaluable in driving our financial strategy forward.

As a qualified Chartered Accountant and an alumnus of the Indian Institute of Management (IIM) Indore, Mr. Kangne has demonstrated exceptional leadership throughout his career. He previously served as the Chief Financial Officer and Director at Maharashtra Airport Development Co. Ltd., contributing significantly to the company's financial growth and stability.



His career encompasses roles with renowned organizations such as Samsara Shipping, PSL Ltd., and the R K Swamy Hansa Group. Mr. Kangne's expertise in financial planning and analytics has been pivotal in driving strategic transformations and scaling organizations effectively.



Mr. Vishnu Deo Mishra has rejoined the V-Trans family, this time as a Corporate Manager – Operations. He brings over 31 years of extensive experience in the transport sector, with expertise spanning the express cargo industry, FTL (Full Truck Load), refrigerated movement, and retail industry transport. Having previously contributed to V-Trans in key roles, including Regional Operations Manager (2017-2020) and Branch Operations (2020-2021), Mr. Mishra's deep understanding of our organization, coupled with his leadership experience at prominent companies such as Gati, AFL, Agility, Future Group, Rivigo, and CELCIUS Logistics Solution—where he oversaw pan-India FTL operations in the cold chain segment—will be critical in driving operational excellence. Such additions to the senior operations team underscore our commitment to leveraging leadership expertise to support continued growth and enhance our operational capabilities.



ANNOUNCED: QUIZ RESULTS FOR VOL. 19, ISSUE 03 WINNERS

As part of our ongoing efforts to enhance reader engagement, we are pleased to announce the name of the Lucky winner from the quiz in our previous issue (Vol. 19, Issue 03) of the Vijaypath newsletter. Two winners were felicitated by senior colleagues.

Stay tuned for the quiz in the current issue and your chance to be the next winner.



CMD Mr. Mahendra Shah reveals the name of the lucky draw winners



Winner of Vijay path Quiz contest Mr. Rahul Patil at HO



Winner of Vijay path Quiz contest Mr. Deep Champaneri at SGR region

EVENT GALLERY

TV9 AWARDS: -



CMD's Award felicitation

In the ever-evolving road transport and logistics industry, leadership that drives innovation, efficiency, and growth is essential. Recognizing this, TV9 Network has honored V-Trans Group's leadership team at the prestigious "Leaders of Road Transport" awards.



Chairman Emeritus receiving the award

At the forefront of this recognition, Mr. Mahendra Shah, our Chairman and Managing Director, has been named the

"Business Person of the Year" at the national level, highlighting his transformative leadership and significant contributions to the industry's progress. Further, Mr. Ashok Shah, our Chairman Emeritus, has been awarded the "Lifetime Achievement Award" for his decades of dedicated service and enduring impact on the sector.

These accolades reflect not only personal achievements but also the ongoing efforts at V-Trans to elevate industry standards. The recognition is a proud milestone, celebrating the leadership that continues to propel the company towards greater success.

KUTCH CORPORATE FORUM

The third edition of the 10X Growth Summit, organized by the Kutch Corporate Forum (KCF) on August 2, 2024, gathered leading entrepreneurs to explore business growth strategies. Mr. Ashok Shah, our Chairman Emeritus, participated in the event, engaging with senior dignitaries, while Mr. Shiv Ravat, our CHRO, served as a key panelist, offering valuable insights on leadership and organizational development.



Highlights of interaction & panel discussion

ET HRAC-24 CONFERENCE AT THE ANANTA UDAIPUR!

Our CHRO Mr. Shiv Ravat was invited by Economic Times in an exclusive Annual Conclave of top HR leaders from across the country. In the 2 days residential conclave the leaders shared best practices, brainstormed on the key industry trends and deliberated to find solution for some the key challenges of HR function.



ET CHRO meet

EMINENT CIO'S OF INDIA AWARD 2024.

Congratulations to our CTO Dr. Balvinder Banga for being recognized as one of India's top tech leaders and being awarded as Eminent CIOs of India at the 22nd Infotech Forum 2024.



CTO Dr. Balvinder Banga being recognized

MANAGEMENT VISITS

AHMEDABAD REGION



CMD Mr. Mahendra Shah at Ahmedabad RO

COIMBATORE REGION



Executive Director & CEO of V-Xpress, Mr. Aditya Shah, along with the V-Trans and V-Xpress regional team

COIMBATORE REGION



Executive Director Mr. Rajesh Shah at the Coimbatore hub

COIMBATORE REGION



Executive Director & CEO of V-Logis, Mr. Ronak Shah, at the Coimbatore regional office (New Premises)

CHENNAI REGION



Executive Director & CEO of V-Xpress, Mr. Aditya Shah, visited the warehouse location with the V-Xpress team in the Chennai region

EAST REGION



Executive Director & CEO V-Xpress, Mr. Aditya Shah with V-Trans and V-Xpress teams during his East region visit

BIRTHDAY EVENT



Birthday celebrations for August at the HO Terrace



Birthday celebrations for September at the HO Terrace

MOTIVATIONAL STORY

THE FARMER AND FATHER'S SAVED CROP

In one village, there lived a hardworking farmer with his father. His father was an old man, and due to his age, he could no longer work in the fields. However, he always guided him, offering advice on how to manage the farm. He suggested that the son plants crop every season.

This season, they planted great millet, just like all the other farmers in the village, who were also following the season's rhythm. The millet crop was maturing slowly, bit by bit, and it would soon be time to harvest. One evening, the farmer's father, using his years of experience in predicting the weather, advised his, "My experience tells me that the returning rains are coming soon. If we don't act fast, these rains will destroy our crops."



Trusting his father's wisdom, the next morning, the farmer and his family began to harvest the crop, even though it wasn't fully ripe yet. The villagers saw this and criticized him, saying, "Why are you cutting your crops early? They won't be ready for harvest for a few more days."

But that very evening, a fierce storm arrived, bringing heavy rain and strong winds. The crops in the village fields were devastated, except for those of the farmer who had listened to his father's advice. Although his crops were not fully ripe when harvested, they had been spared from the storm's destruction.

As the water receded, the harvested crops began to sprout new shoots. In the end, the millet grew back, producing an even better yield, and the farmer and his family had plenty of grain to see them through the year. Thanks to his father's guidance and his trust in his experience, they were the only family in the village to escape the storm's ruin and enjoy a prosperous harvest.

Moral of the story - Trust in experience, take action before it's too late, and embrace continuous improvement through small changes.

SUDOKU

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	5		3	1			9	
		4			6		1	
	9				4	8		

Fill in the blank grid with the correct numbers from 1 to 9

Share the picture of solved quiz at

milindokate@vtransgroup.com

Use mail subject line – Vijaypath Sudoku

WISH FOR ANYTHING IN LOGISTICS
WE'LL MAKE IT HAPPEN.
V-Trans - Your Integrated Logistics Partner



India Wide Network

1200+ Branches
52+ Hub Centres
2500+ Tech enabled fleet

Best In Class Infrastructure

2.3+ million sq. ft.
Warehousing Space

Talented Team

3300+ Passionate Professionals



Scan QR code
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Other Divisions:



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