

# MONEY FLOWS IN THE DIRECTION OF VALUE

To grow and flourish, businesses need to make right choices. But getting them right each time is never easy. Which is the better option? What will be the impact? Where will it take us? When will it pay off? How will it enhance our reputation...and goodwill? “If your business values are clear to you, right choices follow automatically - no question about that,” says Mr. Shiv Narayan Gupta, Managing Partner, Shivji Construction. “Our mantra from the beginning has been ‘Customer is King’. So to please our king, we settle for nothing but the best - in every respect. Making right decisions is easy for us - Volvo.”

Based out of Indore in Madhya Pradesh, Shivji Construction is engaged in the business of pipe laying, dam and canal constructions. The Company’s activities are concentrated in Malwa region of the State and in the central part of Narmada Valley at Nalkheda, Shujalpur and Khargone sites respectively. Assisting Shivji Construction in its daily operation is a fleet of eighteen Volvo Excavators – seventeen EC210D and one EC210B Prime - along with six hydraulic breakers.

## Value for money for years...and counting

“I remember our first Volvo purchase – EC210B Excavator – a decade ago,” says Shiv Narayan Gupta. “We put it to work on a demanding dam project in Dhulkot. We were stunned – the project was completed in record time. The machine was fantastic!” There has been no looking back since. Year after year, Shivji Construction has acquired one Volvo machine after another. “We know that it’s only with Volvo, we can please customers on the three most important parameters that matter – quality, delivery, and pricing,” explains Shiv Narayan Gupta.

According to him, each of his Volvos delivers at least 25% more output consuming 5% less fuel, with significantly higher uptime. This, he believes, works wonders for both his Company and customers. They get full value for every rupee spent on their project in terms of productivity and timely completion, while he is able to save significantly on fuel and overall operating costs and realise much faster return on investment. “It’s a win-win for all - that’s the magic of Volvo!” says Shiv Narayan Gupta.

Aftermarket support for Shivji Construction’s Volvo Fleet is provided by local Volvo CE dealer, Navin Infrasoilutions Pvt Ltd. They work hard to ensure high machine uptime with ready spare parts, timely service and periodic maintenance checks. “We know them for years,” says Shiv Narayan Gupta. “All it takes is a call to have their service engineer at site in time.”



## Success flows when there is value

Over the years, Shivji Construction has acquired rich experience and expertise in dam and canal constructions. The Company is currently handling three projects, with several more in the pipeline. There are also plan to expand the Company's operations to new regions in nearby states. The future is looking brighter than ever at Shivji Construction.

Shiv Narayan Gupta reflects on why his Company is fully invested in brand Volvo as he sums up: "Price is what you pay, value is what you get – it is said. By investing in Volvo equipment, we have realised we get far more value for many more years than what we pay for. So why waste time when we have no other choice!" He signs off with a smile.



**Volvo Excavators are doing a fantastic job for Shivji Construction in their dam and canal construction projects in Madhya Pradesh**