



CUSTOMER NEWSLETTER

APM Terminals Pipavav connects West and East India

APM Terminals Pipavav is happy to announce the commencement of SCI [Shipping Corporation of India] service connecting Pipavav to East Coast of India. SCI has deployed SCI Chennai for a monthly call connecting Pipavav to Krishnapatam and Katupalli. SCI has already completed two calls in the last week of May and June respectively along with an additional ADHOC call of vessel Lal Bahadur Shastri in the first week of July. This additional service further strengthens the Domestic Coastal product ex Pipavav with 2 scheduled weekly sailings under SMILE and IWCS.



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APM Terminals Pipavav organizes a trade meet

APM Terminals Pipavav hosted a meet for its customers and service providers in New Delhi. The event was attended by around 170 key stakeholders from the industry including the senior management personnel of Cargo owners, Shipping Lines, Container Train Operators, Dry Ports and Freight Forwarders.

The main objective of the event was to showcase Pipavav Port’s capabilities of cargo handling and to bring together its customers and partners on one platform to promote business networking. It also provided an opportunity for an interactive session amongst each other.



Hinterland Connectivity: June Rake Performance

Import Trains				Export Trains			
To	No of Rakes	To	No of Rakes	From	No of Rakes	From	No of Rakes
TKD	5	PTL	8	TKD	30	PTL	8
CMLK	50	PLPC	5	CMLK	8	MATP	4
DDR	3	MATP	11	DDR	21	MHPL	7
KHDB	1	KIIP	29	KHDB	18	NNL	2
KKU	5	MHPL	6	BGKT	7	PLPC	5
IMDN	1	NNL	5	KKU	10	BSNPT	6
ALIK	1	BSNPT	4	GAST	4	CWCJ	8
GHH	30	SBI	1	GHH	12	SBI	1
GRFV	1	CWCJ	14	ALIK	3	PCWD	4
LONI	4	KIFH	2	SNL	8	KIFH	4
				LONI	4	MDPT	12
Total - 186				Total - 186			

Double Stack Trains - **192** [Inward **-43**, Outward **-149**];
Reefer trains **-10**

Record train handling at port

APM Terminals Pipavav is pleased to inform to have handled a record 192 double stack (149 Outward + 43 Inward) trains in June 2018 surpassing the earlier record of handling 180 double stack trains in March 2018.

Out of 149 outward double stack trains, 98 trains belong to CONCOR. This record achievement was well appreciated by CONCOR.



Meet our colleagues

Mohit Pandya has been appointed as Assistant Manager, Commercial based at Port, effective June 2018. He will report to



Mr. Dinesh Tiwari, Regional Sales Manager (West & Central). Mohit has completed MBA in Marine Management and has 5 years of experience in Commercial and Operations in the port Sector. He may be contacted on +91 90331 93204

[mohit.pandya@apmterminals.com]

Amit Trivedi, Assistant Manager in Commercial department at port has moved to Ahmedabad

Commercial office effective June 2018. He continues reporting to Mr. Dinesh Tiwari, Regional Sales Manager (West & Central). He may be contacted on +91 98790 77211

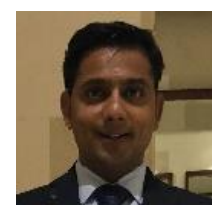
[amit.trivedi@apmterminals.com]



Gangaram Kaushik, Assistant Manager in Commercial department is transferred from

Indore to New Delhi effective June 2018. He will continue to cover Central India along with Northern India. He is reporting to Mr. Ajay Verma, General Manager - Intermodal & Commercial. He may be contacted on +91 99777 39237

[gangaram.kaushik@apmterminals.com]



APM Terminals Pipavav [Gujarat Pipavav Port Ltd]

APM Terminals Pipavav is one of India's leading gateway port for Containers, Ro/Ro (passenger cars), Liquid Bulk and Dry Bulk cargoes serving customers in the state of Gujarat with road and rail networks to India's hinterland and northwest. The current annual Cargo Handling Capacity includes 1.35 million TEU Containers, 250,000 Passenger cars, 2 million metric tons of Liquid bulk and 5 million metric tons of Dry bulk. APM Terminals Pipavav is India's first public private partnership (PPP) port in India and is a part of the APM Terminals global terminal network.

We will be happy to receive your feedback and suggestions about this Newsletter or our performance.

Nurjaha Arora, Communications