

## Sultrade - Operations Dept

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**From:** Pssm Enrico <enrico@pssm.com.hk>  
**Sent:** segunda-feira, 29 de setembro de 2025 23:49  
**To:** Sultrade - Operations Dept  
**Cc:** 'pssm.com.hk IT SUPPORT'; 'AUTUMN SEA'; operations@sultradeagency.com  
**Subject:** RE: RE: Autumn Sea - Fazendinha anchorage

TO Sultrade Shipping Agency - Brazil  
CC: MASTER OF AUTUMN SEA

Dear **Douglas Rodrigues**

We thank you for your good gesture, as the matter has not been fully resolved as yet, we would prefer to have your attendance until she safely sails out Brazil while you intervene with charter agents Alphamar and the P&I to reduce the risks and costs on this case, your agency fee of 600\$ will be acceptable

Pls see last message from Alphamar sent to sub charters and us

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Please be advised that now we have obtained final costs breakdown related to Pilotage Cancellation due to radar not working as per below:

- **Heave up anchor Fazendinha:** ~~USD 8.710,32~~ USD 4.355,16;
- **Dropped anchor Fazendinha:** USD 15.243,06;
- **Aborted trip (Fazendinha x Santarem):** USD 91.336,57; and
- **14 hours of overtime:** about USD 34.452,89.

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**Total:** USD 145.387,68

### Remarks:

1. POB on 24/09/2025 at 19:06 LT and cancelled on 26/09/2025 at 14:28 LT;
2. We managed to negotiate a discount (**about USD 4k**) as per above; and

We must highlight that we will need to settle these pilotage invoices either Monday or Tuesday next week so we will need to be placed in funds by this Friday, October 3rd in order to prevent interest being applied. It is also worth clarifying that these costs are solely related to the pilotage cancellation and all other costs quoted in the initial PDA will remain unchanged.

We must highlight that we will need to settle these pilotage invoices either Monday or Tuesday next week so we will need to be placed in funds by this Friday, October 3rd in order to prevent interest being applied. It is also worth clarifying that these costs are solely related to the pilotage cancellation and all other costs quoted in the initial PDA will remain unchanged.

Please confirm who will be responsible for settling these costs so we can issue an invoice with our bank details accordingly.

Many thanks and best regards,

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**DAVID ROSS**

Director | Partner

[david.ross@alphamarship.com.br](mailto:david.ross@alphamarship.com.br)**Office:** +55 (13) 3202-5540**Mobile:** +55 (13) 97415-9616

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At this present time, there are no costs break down invoices and we are totally in the dark on how agents are billing owners AND we had never requested agents to keep the Pilot on STBY, all decisions have been SOLELY BY AGENTS ALPHAMAR , so pls further continue to assist on this case and keep owners and master updated

Best regards

Mr.Enrico Dsouza

S&amp;Q/OPN/PSSM

Tel: 852 25458989

Mob : 852 67750377

Email:pssmopn@pssm.com.hk

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**From:** Sultrade - Operations Dept [mailto:douglas.rodrigues@sultradeagency.com]**Sent:** Tuesday, September 30, 2025 3:05 AM**To:** enrico@pssm.com.hk**Cc:** pssm.com.hk IT SUPPORT; AUTUMN SEA; operations@sultradeagency.com**Subject:** RE: RE: Autumn Sea - Fazendinha anchorage

TO: Pretty Sea Ship Management Co Limited

Cc: Master of MV Autumn Sea

FM: Sultrade Shipping Agency - Brazil

Dear Mr. Enrico Dsouza,  
Good day!

Considering that Messrs. Mackay has already performed and completed the X-band radar repair on board, coordinated by Charter Agents, kindly confirm whether you wish us to continue attending you as your Owner Agent until vessel's departure from Santarém port. If so, please consider our fee of USD 600,00 for this attendance.

Otherwise, should you decide not to proceed with our Protect Agency services, our attendance rendered so far will be considered free of charge, with no fees applied.

Awaiting yours and remain at your disposal for further assistance.

Sds/Brgds,

**Douglas Rodrigues****Operations Department**

Sultrade Shipping Agency

Mobile: +55 96 991.463.616

[operations@sultradeagency.com](mailto:operations@sultradeagency.com)[www.sultradeagency.com](http://www.sultradeagency.com)



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**From:** Sultrade - Operations Dept <douglas.rodrigues@sultradeagency.com>  
**Sent:** Friday, September 26, 2025 8:18 AM  
**To:** enrico@pssm.com.hk  
**Cc:** pssm.com.hk IT SUPPORT <pssmopn@pssm.com.hk>; AUTUMN SEA <autumnsea@infinitymail.eu>; operations@sultradeagency.com  
**Subject:** RE: RE: Autumn Sea - Fazendinha anchorage

TO: SQ/ Pretty Sea Ship Management Co Limited  
FM: Sultrade Shipping Agency - Brazil

Dear Mr. Enrico Dsouza,  
Good day!

Yours below is well received/noted.

Thank you!

Sds/Brgds,



**Douglas Rodrigues**  
**Operations Department**  
Sultrade Shipping Agency  
Mobile: +55 96 991.463.616  
[operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
[www.sultradeagency.com](http://www.sultradeagency.com)



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**From:** enrico@pssm.com.hk <enrico@pssm.com.hk>  
**Sent:** Friday, September 26, 2025 8:08 AM  
**To:** Sultrade - Operations Dept <[douglas.rodrigues@sultradeagency.com](mailto:douglas.rodrigues@sultradeagency.com)>  
**Cc:** pssm.com.hk IT SUPPORT <[pssmopn@pssm.com.hk](mailto:pssmopn@pssm.com.hk)>; AUTUMN SEA <[autumnsea@infinitymail.eu](mailto:autumnsea@infinitymail.eu)>; [operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
**Subject:** Re: RE: Autumn Sea - Fazdenhina anchorage

Dear Sultrade team

Yes Alppahmar is handling the radar technician matters at this moment

Best Regards

ENRICO DSOUZA  
SQ/ Pretty Sea Ship Management Co Limited

Friday, 26 September 2025 at 18:50 +08:00 from [douglas.rodriques@sultradeagency.com](mailto:douglas.rodriques@sultradeagency.com)  
<[douglas.rodriques@sultradeagency.com](mailto:douglas.rodriques@sultradeagency.com)>:

TO: SQ/ Pretty Sea Ship Management Co Limited  
FM: Sultrade Shipping Agency - Brazil

Dear Mr. Enrico Dsouza,  
Good day!

As discussed by WhatsApp, understand that Messrs. Alphamar is already in charge of handling Radar repair coordination along with Messrs. Mackay, which we kindly ask you to confirm this arrangement.

Awaiting yours and remain at your disposal.

Sds/Brgds,

**Douglas Rodrigues**  
**Operations Department**  
Sultrade Shipping Agency  
Mobile: +55 96 991.463.616  
[operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
[www.sultradeagency.com](http://www.sultradeagency.com)

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**From:** Sultrade - Operations Dept <[douglas.rodriques@sultradeagency.com](mailto:douglas.rodriques@sultradeagency.com)>  
**Sent:** Thursday, September 25, 2025 11:20 PM  
**To:** Pssm Enrico <[enrico@pssm.com.hk](mailto:enrico@pssm.com.hk)>  
**Cc:** 'pssm.com.hk IT SUPPORT' <[pssmopn@pssm.com.hk](mailto:pssmopn@pssm.com.hk)>; 'AUTUMN SEA' <[autumnsea@infinitymail.eu](mailto:autumnsea@infinitymail.eu)>;  
[operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
**Subject:** RE: Autumn Sea - Fazdenhina anchorage

TO: SQ/ Pretty Sea Ship Management Co Limited  
FM: Sultrade Shipping Agency - Brazil

Dear Mr. Enrico Dsouza,  
Good day!

Thank you for your message.

We'll provide all necessary assistance to Messrs. Mackay and will examine these pilotage charges from Messrs. Alphamar accdly.

PDA will be sent tomorrow during office hours.

Keep you posted.

Sds/Brgds,

**Douglas Rodrigues**  
**Operations Department**  
Sultrade Shipping Agency  
Mobile: +55 96 991.463.616  
[operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
[www.sultradeagency.com](http://www.sultradeagency.com)

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**From:** Pssm Enrico <[enrico@pssm.com.hk](mailto:enrico@pssm.com.hk)>  
**Sent:** Thursday, September 25, 2025 11:07 PM  
**To:** Sultrade - Operations Dept <[douglas.rodrigues@sultradeagency.com](mailto:douglas.rodrigues@sultradeagency.com)>  
**Cc:** 'pssm.com.hk IT SUPPORT' <[pssmopn@pssm.com.hk](mailto:pssmopn@pssm.com.hk)>; 'AUTUMN SEA' <[autumnsea@infinitymail.eu](mailto:autumnsea@infinitymail.eu)>;  
[operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
**Subject:** RE: Autumn Sea - Fazdenhina anchorage

TO Sultrade Shipping Agency  
CC: MASTER OF AUTUMN SEA

Dear **Douglas Rodrigues**

**Well noted SULTRADE will act as Owners agents ( pls also send a PDA for good order)**

**1 . We require you to assist on the Mackay attendance and**  
**2. Primarily assist and intervene on the costs provided by charters agents . Pls see Alphamar message below. We will also send you our owners P&I rep to coordinate with SULTRADE on this case**

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Please find latest from load port agents:

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As per our talk please note that pilots remain on standby (About USD 2,800/hour).  
For cancellation, we must consider the following costs in accordance with pilotage rules:

- USD 14,000 CANCELTION
- USD 84,000 FIXED NAVIGATION HOURS
- USD 18,000 EMERGENCY ANCHOR DROP MANEUVER
- 

**TOTAL AMOUNT ABOUT USD 116,000**

In addition, please note that the new maneuver to proceed upriver should respect a minimum notice period of 48 hours to be booked and confirmed.

Awaiting yours  
Thanks and BRGDS

**RAFAEL SERIQUE**

Operations | STM

[operations.stm@alphamarship.com.br](mailto:operations.stm@alphamarship.com.br)

Skype: Alphamar – Rafael Serique

Mobile: +55 (93) 99199-5158

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Please relay same to Owners, and kindly revert with their intentions in going forward, and confirmation of having separate PDA with load port agents to settle all related costs separately.

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Pls confirm /ackn this message

Best regards

Mr.Enrico Dsouza

S&Q/OPN/PSSM

Tel: 852 25458989

Mob : 852 67750377

Email:pssmopn@pssm.com.hk

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**From:** Sultrade - Operations Dept [<mailto:douglas.rodrigues@sultradeagency.com>]

**Sent:** Friday, September 26, 2025 10:01 AM

**To:** Pssm Enrico

**Cc:** 'pssm.com.hk IT SUPPORT'; 'AUTUMN SEA'; [operations@sultradeagency.com](mailto:operations@sultradeagency.com)

**Subject:** RE: Autumn Sea - Fazdenhina anchorage

TO: SQ/ Pretty Sea Ship Management Co Limited

FM: Sultrade Shipping Agency - Brazil

Dear Mr. Enrico Dsouza,  
Good day!

Yours below is well received and we confirm we can assist you on this matter.

Understand that Messrs. Mackay will require our local support, and t'fore we'll issue and send you a PDA regarding our attendance. Kindly confirm at your earliest convenience.

Additionally, if Pilotage invoices are already available, please share them with us for our analysis and review.

Should you have any questions, feel free to reach out.

We remain at your disposal.

Sds/Brgds,

**Douglas Rodrigues**  
**Operations Department**  
Sultrade Shipping Agency  
Mobile: +55 96 991.463.616  
[operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
[www.sultradeagency.com](http://www.sultradeagency.com)

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**From:** Pssm Enrico <[enrico@pssm.com.hk](mailto:enrico@pssm.com.hk)>  
**Sent:** Thursday, September 25, 2025 10:44 PM  
**To:** Sultrade - Operations Dept <[douglas.rodrigues@sultradeagency.com](mailto:douglas.rodrigues@sultradeagency.com)>  
**Cc:** 'pssm.com.hk IT SUPPORT' <[pssmopn@pssm.com.hk](mailto:pssmopn@pssm.com.hk)>; 'AUTUMN SEA' <[autumnsea@infinitymail.eu](mailto:autumnsea@infinitymail.eu)>;  
[operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
**Subject:** RE: Autumn Sea - Fazdenhina anchorage

TO Sultrade Shipping Agency - Brazil

Dear **Douglas Rodrigues**

As spoken a moment ago. We would like to appoint your agency to assist on this matter . We have already arranged fr Mackay details below, to attend and fix the radar they will attend on 26<sup>th</sup> AGW. However we have received excess costs from Alphamar agents fr Pilot feeds/cancellation, and therefore need SULTRADE to act as Owners protective agents

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**Diogo Cunha**

Service Supervisor  
Mackay Marine Do Brasil

**Phone:** +55 21 3410 8803

**Mobile :** +55 21 97118-0690

**USA Number :** +1 954 2519248

**Email:** [diogo.cunha@mackaymarine.com](mailto:diogo.cunha@mackaymarine.com)

Av. Emb. Abelardo Bueno, 3500, SL 713/724  
Rio de Janeiro – Brazil  
Cep : 22775-040

[www.mackaycomm.com](http://www.mackaycomm.com)

**24/7 Mackay World Service: +1 281 478 6245**

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Kindly confirm for good order, so we can then provide more information

We will also appoint our club to assist on this case

Best regards  
Mr.Enrico Dsouza  
S&Q/OPN/PSSM  
Tel: 852 25458989  
Mob : 852 67750377  
Email:pssmopn@pssm.com.hk

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**From:** Sultrade - Operations Dept [<mailto:douglas.rodrigues@sultradeagency.com>]  
**Sent:** Friday, September 26, 2025 12:10 AM  
**To:** Pssm Enrico  
**Cc:** pssm.com.hk IT SUPPORT; AUTUMN SEA; [operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
**Subject:** RE: Autumn Sea - Fazdenhina anchorage

TO: SQ/ Pretty Sea Ship Management Co Limited  
FM: Sultrade Shipping Agency - Brazil

Dear Mr. Enrico Dsouza,  
Good day!

Thank you for reaching out and for trusting our company.

We acknowledge that you've found another supplier to assist you directly on this matter.

Hopefully they can solve this issue in a timely manner and we remain at your disposal for further assistance.

Sds/Brgds,

**Douglas Rodrigues**  
**Operations Department**  
Sultrade Shipping Agency  
Mobile: +55 96 991.463.616  
[operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
[www.sultradeagency.com](http://www.sultradeagency.com)

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**From:** Pssm Enrico <[enrico@pssm.com.hk](mailto:enrico@pssm.com.hk)>  
**Sent:** Thursday, September 25, 2025 12:31 PM  
**To:** Pssm Enrico <[enrico@pssm.com.hk](mailto:enrico@pssm.com.hk)>; [operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
**Cc:** pssm.com.hk IT SUPPORT <[pssmopn@pssm.com.hk](mailto:pssmopn@pssm.com.hk)>; AUTUMN SEA <[autumnsea@infinitymail.eu](mailto:autumnsea@infinitymail.eu)>; [operations@sultradeagency.com](mailto:operations@sultradeagency.com)  
**Subject:** Re: Autumn Sea - Fazdenhina anchorage

Dear Sultrade

Another supplier will now do the job without any prefunding



And As no response received from you ... Pls hold and wait for our further advise

Best Regards

ENRICO DSOUZA  
SQ/ Pretty Sea Ship Management Co Limited

Thursday, 25 September 2025 at 21:51 +08:00 from Pssm Enrico <[enrico@pssm.com.hk](mailto:enrico@pssm.com.hk)>:

To Sultrade

Dear Cai Vassao

We have done past work with your agency ( under Parakou shipping Limited Hong Kong )

Our vessel Autumn Sea has had a failed Radar on arrival port

She has been asked to stay at anchorage until she fixes her Radar then pilots will allow her to final port Santarem

Her local agents are below

WILL KRAMER  
Branch Manager  
Santarem | Santana (Macapa)  
Mobile: +55 (92) 99267-5320  
[operations.stm@alphamarship.com.br](mailto:operations.stm@alphamarship.com.br)

We are presently appointing service provider to assist for the repairs at anchorage - FGS ..They need pre funding , see proforma attached before attending

Pls contact them and settle the payment so that they can commence and attend our vessel radar repair asap

Sultrade to assist on this matter and finally bill owners of Autumn Sea

Sultrade to also act as owners agents in this matter so that we are properly billed during stay at anchorage and cross check all costs

Vessel details below

Capt. Li Zhixin

Master of MV. Autumn Sea

E-mail: [autumnsea@infinitymail.eu](mailto:autumnsea@infinitymail.eu)

Tel: +8525 8016 739

Fax: +8707 7306 0670

Inmarsat C: 453839032

Kindly cfm

Best Regards

ENRICO DSOUZA

SQ/ Pretty Sea Ship Management Co Limited

Tel - 852 67750377

Pls reply to [pssmopn@pssm.com.hk](mailto:pssmopn@pssm.com.hk)