

Sultrade - Operations Dept

De: Sultrade - Claugenê Zdradek
Enviado em: terça-feira, 2 de dezembro de 2025 14:07
Para: crew@equinoxmaritime.com; Sultrade - Operations Dept
Cc: pgoumas@equinoxmaritime.com; GCL Marine Solutions; operations@sultradeagency.com
Assunto: MV EQUINOX STAR AT SANTOS / CREW CHANGE / CENG

To Equinox Maritime – Greece
Cc GCL – Greece
Fm Sultrade – Brazil

Dear Mr. Panos Goumas,
Good Day!

It is a pleasure speaking with you, and I hope you are doing well.

Thank you for your message. Considering that Sultrade received the appointment on Nov 28th, we are already registered in the Brazilian PSP System as Owners' Agents with other services on the way, which could jeopardize the execution of a crew change through a third-party agency. In view of this, we are pleased to offer a special lumpsum fee of USD 500.00 for this specific crew change (01x01). Hotel and launch boat expenses, if applicable, will be charged separately.

Next week I will be in Athens, and it would be a pleasure to visit your office to discuss fees for future attendances, should your schedule permit.

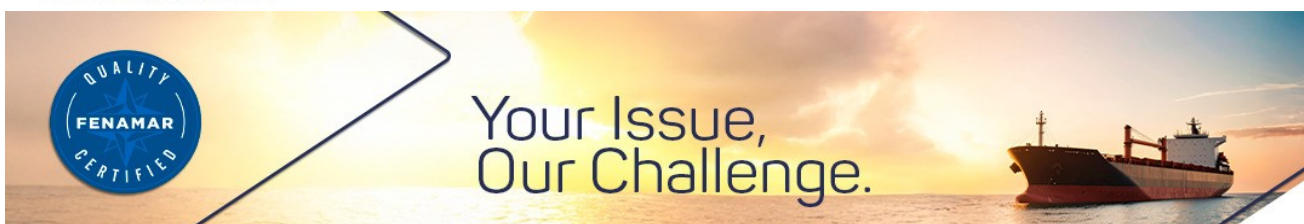
Equinox is an important client to Sultrade, and we are pleased to support your fleet at Brazilian ports.

Thank you, and we look forward to receiving the appointment for this crew change, then we can adjust our PDA accordingly.

Respectfully,



Claugenê Zdradek
Operations / Commercial Director
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De: Equinox Maritime Ltd - Crewing Dept <crew@equinoxmaritime.com>
Responder para: "crew@equinoxmaritime.com" <crew@equinoxmaritime.com>
Data: terça-feira, 2 de dezembro de 2025 às 12:02
Para: Sultrade - Operations Dept <guilherme.fonseca@sultradeagency.com>
Cc: "pgoumas@equinoxmaritime.com" <pgoumas@equinoxmaritime.com>, GCL Marine Solutions <gcl@gcl.gr>, "operations@sultradeagency.com" <operations@sultradeagency.com>
Assunto: Re: MV EQUINOX STAR AT SANTOS / CREW CHANGE / CENG
Reenviado de: <guilherme.fonseca@sultradeagency.com>

Dear Guilhere,

Good Day.

After comparing your PDA to other agents kindly note that your prices are extremely high.

Therefore, unless you make a much more competitive offer (50% less) we will proceed with another agent.

Please let me know so we can arrange accordingly.

Kind Regards



Panos Goumas
Crew Department
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@: pgoumas@equinoxmaritime.com |

From: Sultrade - Operations Dept <guilherme.fonseca@sultradeagency.com>
Sent: 29-Nov-25 19:47:53
To: crew@equinoxmaritime.com <crew@equinoxmaritime.com>
Cc: pgoumas@equinoxmaritime.com <pgoumas@equinoxmaritime.com>; GCL Marine Solutions <gcl@gcl.gr>; operations@sultradeagency.com <operations@sultradeagency.com>
Subject: RE: MV EQUINOX STAR AT SANTOS / CREW CHANGE / CENG

To Equinox Maritime - Greece
Cc GCL - Greece
Fm Sultrade - Brazil

Dear Panos Goumas, good day!

Yours duly noted, we'll be glad to attend you.

Kindly find below regulations to embark/disembark at Santos port and also pls find attached our PDA considering crew change 01ON/S x 01OFF/S.

1. Travelling document recognized by Brazil is only the Passports (which has to be valid for at least 6 more months of the traveler's first entry to Brazil). SBooks and SIDs are only good to prove a seafarer's working condition, and that he is either entering or departing the country in connection to a vessel at a certain port.

Crew from signatory countries of ILO C-108 that maintain agreements with Brazil for VISA exemption (case of BULGARY, DENMARK, ESTONIA, FINLAND, GREECE, IRELAND, ITALY, LITHUANIA, PORTUGAL, UKRAINE, UK, ROMANIA, CZECH REPUBLIC, VIETNAM, amongst others), will be required Passport and the SBook to access the country (for a period of 90 days).

EMBARKING:

- Copy of valid Passport, and valid Seaman's book;
- Flight e-ticket;

DISEMBARKING:

- Copy of Passport, and Seaman's book;
- Flight e-ticket;

Nearest Airport : GRU (GUARULHOS / SÃO PAULO BRAZIL). Which is around 160KM fm Santos, normally, transit time is 2hrs or 5hrs on heavy traffic.

For flight arrangements, we suggest to arrange flights with at least 4 hours between airport to vessel and vice versa, in order to have sufficient time for Immigration procedures and avoid any problems. FYG, note that the port entry permission can only be applied after vessel's berthing, from 8am to 9pm.

Crew Changes at Santos port are allowed only at BERTH (crew change are NOT allowed at anchorage area).

If vessel delays her berthing, no outer roads permission is granted by the port authorities, strictly due to safety reasons

With regards to vessel's schedule, we'll check and revert once available

We remain at your orders.

Best Regards,



Mr. Guilherme Fonseca
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De: Equinox Maritime Ltd - Crewing Dept <crew@equinoxmaritime.com>

Enviada em: sábado, 29 de novembro de 2025 14:14

Para: operations@sultradeagency.com

Cc: pgoumas@equinoxmaritime.com

Assunto: MV EQUINOX STAR AT SANTOS / CREW CHANGE / CENG

Dear Sirs,

Good day.

Please be informed that our MV Fassa will be calling Santos Port o/a 5 Dec and we intend to proceed with crew changes for 1 on (Ukrainian) / 1 off (Ukrainian) during her call.

- 1) Please advise what restrictions (if any) are currently in effect and inform us about immigration formalities needed for both on-signers and off-signers to have a safe embarkation/ disembarkation respectively.
- 2) Pls advise whether Joiners require Visa fm country of origin or same can be arranged upon arrival and crew can fly with OKTB / LOG issued by your side.
- 3) Please advise which is the nearest intrl airport? How much time is needed from airport to port.
- 4) Pls revert with vsls Berthing / Sailing Prospects in order to arrange our joiner / off-signer flights accordingly and minimize costs.
- 5) Lastly, please revert with costs/expenses involved re:
 - Crew handling
 - Transportation costs
 - Any launch costs
 - Immigration/Visa/escort fees
 - Average economic hotel costs
 - Any extra costs.

Your soonest response will be highly appreciated.

Kind Regards



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