

Sultrade - Operations Dept

From: tech1 Prabir <tech1@abbshipmanagement.com>
Sent: quarta-feira, 14 de janeiro de 2026 13:35
To: Sultrade - Claugenê Zdradek
Cc: Capt.Raju MD; operations
Subject: Re: MV Tulip-Hatch Cleaning for loading sugar at Brazil

Dear Sir,
Good Day!!

We fully understand the insurance and regulatory requirements imposed on your Agency while dealing with shipowners first time.

Keeping this in mind and as we are at the same time keen to undertake the cleaning job, after internal discussion we agreed for pre-payment as per your message. However, our company in that case requested for best possible discount on your quoted cost. Hope you will honour our humble appeal.

We remain at your disposal.

Kind regards,

Thanks & Regards

Prabir Kumar Gangopadhyay
Technical Director

ABB Ship Management Pvt. Ltd
Tel: 022 46069061

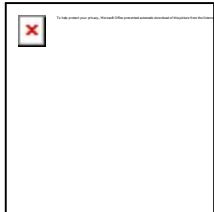
Mob: 9820038212

Email : tech1@abbshipmanagement.com

Web : <https://abbshipmanagement.com>

Address: Office No. 83A & 84A, 8th Floor, Aggarwal Trade Center, A-wing, Plot No.62, Sector 11, CBD Belapur, Navi Mumbai,

Maharashtra, India - 400614.



On Wed, Jan 14, 2026, 9:18 PM Sultrade - Claugenê Zdradek
<claugene.zdradek@sultradeagency.com> wrote:

To: ABB Ship Management

Fm: Sultrade Shipping Agency

Dear Mr. Gangopadhyay, Good Day!

Many thanks for your message and for the efforts made with your management to secure the 50% advance payment proposal. We truly appreciate your cooperation and the constructive spirit shown on this matter.

However, as previously mentioned, this is not a matter of internal policy or flexibility from our side. The requirement for full pre-funding for vendors settlement is an obligation imposed by our insurance coverage. For first attendances, our insurance strictly requires full advance remittance, otherwise the operation is not covered.

Without observing this condition, our company will be exposed and not insured, which unfortunately prevents us from accepting a partial advance at this stage.

Hoping to have your understanding and we remain at your disposal to proceed once the pre-funding aligned with our insurance requirements is received.

Thank you once again for your kind cooperation. Looking forward to assist MV Tulip Hatch in Brazil.

Kind Regards,

Claugenê Zdradek

Operations / Commercial Director

Sultrade Shipping Agency

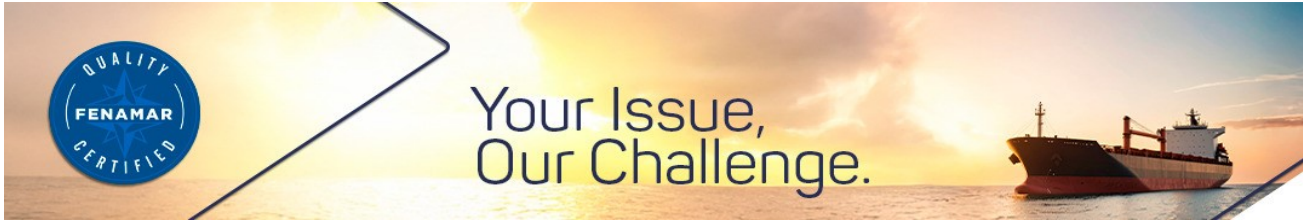
Phone: +55 53 3235.3500

Mobile: +55 53 999.231.969 (Whatsapp / WeChat)

ceo@sultradeagency.com

www.sultradeagency.com





De: tech1 Prabir <tech1@abbshipmanagement.com>

Data: quarta-feira, 14 de janeiro de 2026 às 11:49

Para: Sultrade - Claugenê Zdradek <claugene.zdradek@sultradeagency.com>

Cc: "Capt.Raju MD" <capt.raju@abbshipmanagement.com>, operations <operations@sultradeagency.com>

Assunto: Re: MV Tulip-Hatch Cleaning for loading sugar at Brazil

Dear Sir,

Good Day!!

We had a long discussion with our managers regarding advance payment for the job. Considering the progression of discussion we are finally successful to convince our managers to pay 50% advance payment along with the confirmation of job and final payments including variables and your agency fees will be settled upon completion of job, clearance of holds by the inspector.

Hope this is a very friendly proposal and look forward to hearing from you soon.

Thanks & Regards

Prabir Kumar Gangopadhyay
Technical Director

ABB Ship Management Pvt. Ltd

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Mob: 9820038212

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[Maharashtra, India - 400614.](#)

On Tue, Jan 13, 2026, 5:33 PM Sultrade - Claugenê Zdradek
<claugene.zdradek@sultradeagency.com> wrote:

To: ABB Ship Management

Fm: Sultrade Shipping Agency

Dear Mr. Gangopadhyay, Good Day!

Apologies for stepping into this conversation. I hope you are doing well.

Below message was duly noted with thanks for considering Sultrade on this attendance in Paranagua port. We appreciate the opportunity to cooperate with ABB Ship Management.

Considering that this is **our first appointment together**, kindly note that, as per our internal policy, which is fully aligned with our insurance guidelines and risk-management procedures protecting Sultrade from

potential non-payment exposure, we are required to receive an advance remittance covering at least the amount payable to the third party contractors performing the holds services.

Our fees may be settled through the FDA upon completion.

As from the second attendance onward, we will be pleased to finance the full operation, as we already do for more than 200 shipowners worldwide whom we represent exclusively across all Brazilian ports.

We thank you very much for your understanding.

Please also note that, if the vessel fail the hold inspection on the scrapping performed by the shore gang, considering no cure no pay terms, the amount remitted will be transferred back within two working days, which is the banking time required for international swift settlements.

We remain at your disposal for coordination of the next steps and appreciate the trust placed in our services.

Please find hereunder our bank details:

Currency: USD

Bank's name: Santander

Branch's name: Rio Grande

SWIFT code: BSCHBRSPXXX

IBAN: BR8290400888032720130031839C1

Branch's number: 3272

Account number: 130031839

Sender's correspondent: Standard Chartered Bank

Sender's correspondent - SWIFT: SCBLUS33XXX

Account name: Sul Trade Agenciamentos Maritimos Ltda

Address: [161 Andrade Neves Street](#)

Phone: +55 53 3235 3500

Respectfully,

Claugenê Zdradek

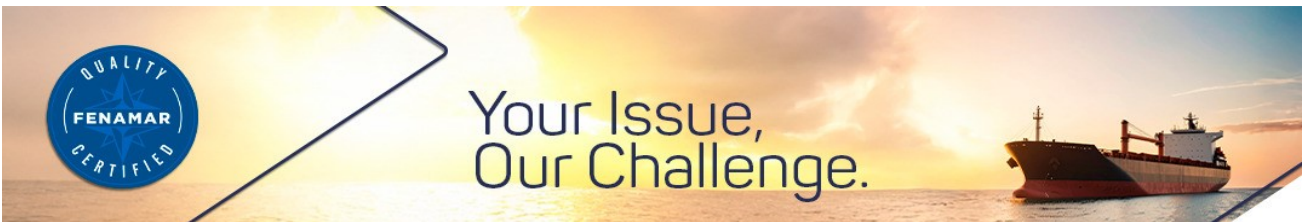


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De: tech1 Prabir <tech1@abbshipmanagement.com>

Data: terça-feira, 13 de janeiro de 2026 às 07:04

Para: Sultrade - Operations Dept <rafael.martins@sultradeagency.com>

Cc: "Capt.Raju MD" <capt.raju@abbshipmanagement.com>, "operations@sultradeagency.com" <operations@sultradeagency.com>

Assunto: Re: MV Tulip-Hatch Cleaning for loading sugar at Brazil

Reenviado de: <rafael.martins@sultradeagency.com>

Dear Sir,

Good Day,

Many thanks for your prompt reply with the offer for derusting all the five cargo holds upper parts to make them suitable for acceptance by the cargo inspector and subsequent loading of sugar cargo. The Owners/Managers are interested to get the holds cleaned and derust the upper parts only with the help of shore gang and do not wish to appoint inspectors. At the moment Owners are not inclined to do touch off painting which they feel that mere derusting will meet the purpose. Accordingly, we expect the following expenses:

Scrapping	1,800 USD per hold	9,000.00 USD
Boat Hire	1,000 USD per trip	2,000.00 USD
Mob/De-mob Paranagua	1,700 USD	1,700.00 USD
Total Estimated		12,700.00 USD

If the jobs are undertaken at berth then the boat hire charges will not be applicable.

As regards your Agency fee, the same will be payable as per agreed rate.

Please understand that the vessel is going to load at the port where the cargo holds cleaning activities are going to take place and the Owners desire to omit the advance payment terms and will pay immediately upon holds that are declared suitable for loading.

Thanks & Regards

Prabir Kumar Gangopadhyay
Technical Director

ABB Ship Management Pvt. Ltd
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[Maharashtra, India - 400614.](#)

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On Tue, Jan 13, 2026 at 3:01 AM Sultrade - Operations Dept <rafael.martins@sultradeagency.com> wrote:

To: ABB Ship Management Pvt. Ltd

Fm: Sultrade – Brazil

Dear Mr. Prabir Kumar,

Good day!

Please note that if indeed your good company is going to perform the de-rusting with shore gang, and to determine the final approving of holds, will you wish to hire a local surveyor to that effect In case you do want to have an independent surveyor acting on behalf of your company, we may indicate Messrs RT Inspeções (whom normally do these inspections at the cost of USD 700.00 plus USD 120.00 Customs clearance, or USD 600.00 if the inspection is carried out alongside plus USD 95.00 in concept of Customs clearances).

Pls also consider our agency fee – Usd 600,00 (this includes a boarding clerck of ours present on board during holds inspections and following out procedures, plus any required attendance to the Master/vessel during the whole call).

Pls don't hesitate in contacting this office case any further info and/or assistance be required.

Thank you.

Best regards,



Rafael Martins

Operations Department
Sultrade Shipping Agency

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Mobile: +55 53 99935.2385



operations@sultradeagency.com
www.sultradeagency.com



From: Sultrade - Operations Dept

Sent: segunda-feira, 12 de janeiro de 2026 10:19

To: 'tech1 Prabir' <tech1@abbshipmanagement.com>

Cc: Capt.Raju MD <capt.raju@abbshipmanagement.com>; operations@sultradeagency.com

Subject: RE: MV Tulip-Hatch Cleaning for loading sugar at Brazil

To: ABB Ship Management Pvt. Ltd

Fm Sultrade – Brazil

Dear Mr. Prabir Kumar,

Good day!

According to previous communication with your colleague Capt. Bhanuse, pls find below quotation/INFORMATION rcvd fm service provider:

Qt

kindly consider following revised quotation due to mob costs:

Scrapping	1,800 USD per hold	9,000.00 USD
Boat Hire	1,000 USD per trip	2,000.00 USD
Mob/De-mob Paranagua	1,700 USD	1,700.00 USD
Total Estimated		12,700.00 USD

If touch up painting be required, please add 1,200 USD per hold, Total to be added 6000.00 USD

Due to safety reasons, safety cage is not longer used. Our labors will employ long aluminum sticks (6 meters

each) connected to reach up to 18 meters on upper sections and remove rust as much as possible.

Also, climb equipment/apparatus will be used by trained members.

Unqt

Important to highlight that NO CURE NO PAY BASIS will be only regarding the scrapping of the rusty on the top of the holds, and will not apply case holds are not approved on account of any other reason.

As service provider requires advanced payment, we beg you to have these funds transferred to our account, and we will hold them until holds are passed on inspection.

Thanks to confirm above conditions

Best regards,

Rafael Martins



Operations Department
Sultrade Shipping Agency

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Mobile: +55 53 99935.2385



operations@sultradeagency.com
www.sultradeagency.com



From: tech1 Prabir <tech1@abbshipmanagement.com>
Sent: segunda-feira, 12 de janeiro de 2026 02:59
To: operations@sultradeagency.com
Cc: Capt.Raju MD <capt.raju@abbshipmanagement.com>
Subject: MV Tulip-Hatch Cleaning for loading sugar at Brazil

Dear Sir,

Good Day!!

Our subject vessel is calling Brazilian Port ETA 25.01.2026 for loading sugar. Prior loading the vessel's holds will be subjected to stringent inspection to ascertain their suitability for loading of sugar cargo.

In view of this, knowing that the ship's crew will not be able to clean to the standard of cleanliness required and to clean all five holds we need your support. The vessel is a supramax bulk carrier vessel having five cargo holds and four crane configurations.

We request you to undertake the cargo holds five in number cleaning jobs to make them suitable for sugar loading and holds must be passed by the inspector before loading. This activity will be performed by you on **"NO CURE NO PAY BASIS"**.

We request you to **send us your best discounted offer** for the above cargo holds cleaning job including passing the holds inspection as per above terms.

Thanks & Regards

Prabir Kumar Gangopadhyay
Technical Director

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Mob: 9820038212

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