

Dear Mr. Jon R. Ciobanu,

We, sea chefs, are an internationally experienced service provider in the areas of hotel, catering, and crew management on board cruise ships and one of the world's leading partners for shipping companies and tour operators in the cruise industry. For more than 20 years, we have been responsible for the procurement and supply on board various ocean and river cruise ships for our diverse clients.

We are also responsible for the supply of the expedition fleet of Hapag-Lloyd Cruises, consisting of HANSEATIC nature, HANSEATIC spirit, and HANSEATIC inspiration. The entire fleet is designed for special destinations such as the Arctic and Antarctic, the Amazon, and Greenland.

Each year, at least one of these ships calls at the port of Vancouver in Canada to ensure the supply of goods containers from Germany for the guests and crew. The call at the port of Vancouver is always very demanding due to the special requirements and regulations of the authorities.

Thanks to the very good and reliable cooperation with Mr. Jon R. Ciobanu, Maritime Port Agent at the GFY Marine Group, all loadings could be carried out smoothly. The expertise and professionalism throughout the entire process deserve special mention.

Despite various challenges, especially in the area of food handling, Mr. Ciobanu has succeeded in finding the right solution for each issue. Therefore, we would like to take this opportunity to thank him for his commitment.

We look forward to further cooperation with the GFY Marine Group and especially with Mr. Ciobanu. Furthermore, we are happy to recommend him as a port agent, especially when non-standard port services are required.

If you have any questions, please do not hesitate to contact us.

Best regards



Mr. Tino Steinmueller
Senior Procurement
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