

CIRCULAR REF: 2017/010

CIRCULATED TO ALL MEMBERS, BROKERS AND DIRECTORS

20 APRIL 2017

CJG/KAH

THE RIGHT CREW - SEAGULL MARITIME'S CREW EVALUATION SYSTEM AND BENCHMARKING

North's Loss Prevention team root cause analysis of major claims has repeatedly identified issues with both officer quality and safety culture. To assist members we have launched The Right Crew initiative as part of a pioneering campaign to support Members in their aim to attract, recruit and retain the 'right crew' for their ships. [Click here for more information.](#)

In order to provide practical assistance we are therefore encouraging our Members to consider the Crew Evaluation System (CES) and associated benchmarking service offered by Seagull Maritime AS through an exclusive partnership. Our Members will have access to an exclusive 12-month discount on the evaluation and benchmarking service. CES plus benchmarking usually costs US\$4,000 per year but North's Members will benefit from a 25% reduction in fees for the first year.

Assessing seafarer knowledge is an important tool to highlight knowledge gaps, improve training and reduce exposure to claims. The benchmarking tool allows performance of crew, and crew providers to be tracked and monitored over time.

Benefits & Features

The CES is an online assessment tool currently used by over 300 maritime companies (an average of 25,000 CES tests are carried out each month) to evaluate the background knowledge of seafarers with the aim of supporting the recruitment process and identifying training needs. Seagull Maritime AS is currently the only provider of the online benchmarking tool:

- The product can be used by any shipowner employing crew directly or to assess crew provided by 3rd party crew providers.
- The crew evaluation system can be used for directing training efforts.
- Benchmarking can be used for comparing crew with global industry standards and comparing details based on rank, nationality and crew pool.

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CES tests, which can be undertaken on a standard PC, are based on over 5000 multiple-choice questions on knowledge areas in the International Convention on Standards of Training, Certification and Watchkeeping for Seafarers (STCW). Test results are recorded and benchmarked against the CES global database of over 700,000 tests carried out since 2010.

We ask that you kindly pass this information on to your company's operations and crew management departments.

If you have any questions or would like to register your interest, please email me at colin.gillespie@nepia.com in the first instance.

You may also be contacted directly by employees of Seagull Maritime AS.

For more information on the benefits of the CES and benchmarking tool, please see the attached flyer.

COLIN GILLESPIE
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