

GENCO Shipping & Trading Limited



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To whom it may concern,

I understand from Future Care that you are considering using their services and that you have requested references. Future Care has asked me if I would provide a reference.

Genco Shipping have been using the services of Future Care for the past 5 plus years, initially this was only for vessels calling in US ports only but as time went on and Future Care expanded globally, we also changed our agreement to reflect this change. Of course using Future Care in US ports was a no brainer given the nature of their business, healthcare in any country can be expensive but here in the US there are varying tiers of healthcare and when an insurance claim is involved hospitals tend to switch into high gear to bill as much as possible. I recall one major incident 4 years ago when a bosun on one of our vessel decided to grease the gears of the windlass when the vessel was anchoring. The vessel was in Long Beach, California and his arm got drawn into the gear train and was severed above the elbow. He almost died from shock and loss of blood. He was Medivac'd from the vessel at the anchorage to a hospital where Future Care where controlled the billing and I can tell you they saved in excess of US\$200,000 in hard cash. They have the case study I am sure and I have no problem in them giving this to you to review if you so wish. They also worked with the hospital medical staff to have the bosun repatriated, with nurse escort, to his native country, China, as soon as he was able to travel, this saved untold dollars from lawsuits usually initiated by ambulance chasing lawyers and who had already given their business cards to nursing staff. Overall the P&I Club were happy as was Genco and of course the bosun who had constant care and attention throughout. OK this was in the US but the same applies no matter where the seafarer is hospitalized.

On an international level they have saved several Medivac's in the Genco fleet due to illness and which had been recommended by CIRM. We use third party managers and two managers, against our instruction, continued to use CIRM in parallel with Future Care, these were cases where CIRM recommended the ill crew member to be Medivac'd and this would have required deviation and helicopters etc but through proper diagnosis and treatment this was avoided. Another major difference in the service provided by Future Care is that if a seafarer is hospitalized either by Medvac or other, Future Care continue to monitor his care and well being, CIRM do not and CIRM is no longer used by Genco and our managers.


GENCO Shipping & Trading Limited (Continued)



They have on staff, excellent doctors and nurses and the care is quite frankly better than that given in most national systems, one reason I have 74 vessels, the entire combined fleet of Genco, Baltic and MEP, enrolled in the program.

If you need any further information feel free to contact me.

Best regards


Gerry Buchanan

President, Genco Shipping

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