

## INTRODUCTION SPEECH by Captain Peter Paul C. Machado

Distinguished guests including our Guest of Honour, Representatives of Government Agencies of the Country of Singapore, Associates of the Marine Industry, Speakers and Participants of the Panel Discussion, Representatives of the IMPA Leadership, Representatives of the SASS organization, Technology Partners, Sponsors, Exhibitors, Master of Ceremonies, YOU – the Audience for making it here, Our Hosts - The eGenie Forum Teams: The Executive Council, Founding Members and New Members, The Marine Industry and the various sectors of business and commercial activity, And last but not the least, our families who make big sacrifices for us to be involved in matters that do not involve our own home and places of work, WHEW!!!!!! I deliberately did that to remind all of us as to

How many people and sectors can get involved in this initial stage where we have limited ourselves to the Procurement function and the supply chain.

WELCOME to this event hosted by the eGenie Forum. In order to optimize the best use of time and content of the various informative presentations, I will not venture at this stage to go beyond welcome address.

A big warm welcome to our Guest of Honour, Mr. Gilbert Tan, CEO of the e2i government agency. Mr. Tan will also deliver the keynote address.

Welcome to the Singapore Government agencies of A\* (Technology) and e2i (Employment and Education).

To Susan Koefoed and Stephen Alexander, the CEO and COO respectively – welcome and best wishes to join the eGF team to find solutions and respect to the marine industry.

My message to you stems from the 48yrs I have spent in this wonderful marine industry. Our world is changing rapidly, with the primary causes being:

1. Excess supply of tonnage
2. Climatic and other changes in weather.
3. Severe commercial competition arising from the great and growing disparity between those who have and those who do not.

All of the above need practical solutions, applications and discipline. The situation is not just another cycle and even though I remain an optimist, the current challenges will take not just 1 or 3 years to be resolved: instead it take 1, 2 or 3 decades to realize effective and efficient solutions and resolutions.

Please participate actively. We can only succeed if our objectives are aligned and our hearts beat as one.