

**Speech by Mr. Tyrogalas,**

**Representing the Hellenic Shortsea Shipowners Association**

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I wish to thank the Board of the Hellenic Short-Sea Ship Owners Association for its kind invitation to me to speak on their behalf at this important forum, organized by Danaos Shipping Company.

The Association's wish is to be constantly informed of the technological advancements, which improve the quality of the services offered, the functioning of our companies and the safe operation of our ships. The Association is ready to adopt every new proposal securing the qualitative upgrading of our member companies and strengthening the new technologies in our country.

One of the problems Members of the Association face is that they have to cover short distance destinations, with the in-between waiting time involved be several hours. If one monitors the port calls for loading and discharging on a weekly basis, one can find that the in-between time involved can exceed 10 hours!

This type of depressed operation obliges our land offices to be on the alert all the time, sometimes even twenty-four hours continuously, for obvious reasons.

The solution, I believe, is E-Mar. What is E-Mar? It's a tool, which offers significant capabilities for the management of our companies and quickly responds to their rapid increasing requirements. The nature of the companies of our members usually do not allow the use of big management programs due to their purpose and number of ships which each one of them operates.

E-Mar adds an electronic guard in each department of the company, in every action required by the rules. It supports, manages and classifies decisions which, many times, must be taken at a very high speed and precision.

The E-Mar platform gives the possibility to "hang" innovative monitoring tools, multiplying the capabilities of our staff. It encourages many worthy scientists to forward their own innovative proposals to the shipping Companies, thus keeping the Greek ship ownership where it deserves to be, namely in the first place.

Our Association considers that the "E-Mar" platform will inevitably become a pioneering tool; this tool will give its user the possibility to keep his small-size corporate formation very well informed, to adopt the philosophy of the so-called "pro-active maintenance" (continuously surveying older systems) for his fleet, to allow his Procurements Department acquire spare parts for the repairs in a timely

and proper manner. This way, the user of “E-Mar” will see substantial economies in the operation of his Vessels.

“E-Mar” also offers the possibility to immediately transfer information to the Port Authorities where each one of our Vessels is approaching, to have the Vessels’ certificates totally updated, to see the analytical report of the cost of the services necessary at any given moment, and a series of other very important information, most of the time critical and useful.

On behalf of the Hellenic Short-Sea Ship Owners Association, I wish to congratulate Danaos Company for allowing us to present to you this afternoon the “E-Mar” innovation tool.

However, it would be a big mistake on my part if I did not commend the managers and employees of Danaos for the invention and creation of this significant management tool and if I did not ask them, during the difficult years our country goes through, to keep up the torch of progress and hard work.

For this is the only way for the leaders to encourage others, equally worthy people, to follow their example.

THANK YOU