

CHAIRMAN'S REMARKS AT THE OPENINGS CEREMONY OF THE 30TH AGM OF
CANTO ON January 25, 2014 , JAMAICA HALF MOON HOTEL , ROSE HALL,
MONTEGO BAY

GOOD AFTERNOON/EVENING,

- **Minister Julian Robinson, Minister of State, Ministry of Science, Technology Energy and Mining, Jamaica**
- **Reverend Marc A.M Mullings, J.P.**
- **Mr. Garfield Sinclair, CEO, LIME Jamaica**
- **Mrs. Karen Bevans, Vice Chair of the CANTO Board of Directors and other Directors of CANTO Board**
- **Ms. Regenie Fraser, Secretary General of CANTO**
- **Board of Directors and Management of LIME Jamaica**
- **Members of CANTO**
- **Exhibitors and Sponsors**
- **Members of the Media**
- **Other Invited Guests**
- **Ladies & Gentlemen**

It is indeed a great pleasure and honor for me to welcome you all to this 30th CANTO AGM.

First of all I would like to thank our host LIME Jamaica, who until this moment have already being a great and very hospitable host for us since the moment we set foot on this beautiful island of Jamaica and in particular the city we are holding this years AGM namely Montego Bay.

We are also very pleased and it is us a great Honor to have in our midst the honorable Julian Robinson Minister of State and responsible for the Ministry of Science, Technology, Energy and Mining of Jamaica who will also be our feature speaker at the openings ceremony.

Mister Minister with your attendance here today you really showed us your commitment to the work of CANTO and giving real meaning to this year's theme "STRATEGIC ALLIANCES FOR SUSTAINABLE BROADBAND DEVELOPMENT".

You are also participating in our conference and trade exhibition in particular at the ministerial breakfast and roundtable discussion. Your participation Minister Robinson is highly valued by the CANTO board the Secretariat and the membership of CANTO.

Our sector is in a time of rapid change. Although we have always experienced change within our Telecommunication sector, presently the changes that we are experiencing are really disruptive changes. If I mention that earnings for voice and text messaging in a view years will be zero, most probably many people will ask the question: Is it really true?.

But ladies and gentlemen we are experiencing changes that are really disruptive so the disruptive statement I have just made is in my opinion one that we need to make because we really must shift our mindsets to what is happening now and in the future.

We used to plan by using historical figures but we all experienced growth in data traffic that wasn't foreseen based on our historical mindset.

I recently read a book written by Rita McGrath titled: "the end of competitive advantage" and I quote: "Chances are the strategies that worked well for you even a few years ago no longer deliver the results you need. Dramatic changes in business have unearthed a major gap between traditional approaches to strategy and the way the real world works now."

How does the real world works now? Do we really know that?

This is a question we have to ask ourselves and than come with the strategic answers.

Customer demands are changing and what is also changing is the business model for the industry. Are we ready for these changes as members of CANTO?

CANTO celebrates its 30th anniversary and it is necessary that after these 30 years and considering the dramatic and disruptive changes we experience the board of CANTO together with the Secretariat decided to also have a discussion on the future of CANTO in conjunction with our AGM. I urge you all to take part in this discussion, so we can all be part of building our own future and mainly the future of CANTO and thereby supporting the economic development of the Caribbean Region.

Ladies and Gentlemen,

Although this year is just at its beginning we are already at the end of the first month. I would still like to wish all of you lots of good health, a good spirit, inspiration and enthusiasm for you and all your loved ones and may with the blessing of the good Lord all your wishes, dreams and goals for 2014 privately as well as professionally be accomplished.

I wish all of you a cooperative and productive AGM and may the benefits of CANTO be benefits for all it members.

Thank you all very much for listening and may you all be BLESSED.