INTERVIEW

YIANNIS KONTOGEORGIS
PHOENIX LTD | 50 YEARS OF EXCELLENCE AT SEA



YIANNIS KONTOGEORGIS
MANAGING DIRECTOR OF PHOENIX LTD



THE PHOENIX LTD SHIP & ENGINE EQUIPMENT AGENTS TEAM

NAFS: Mr. Kontogeorgis, Phoenix Ltd is celebrating a remarkable milestone—50 years in the marine industry. Looking back at this half-century journey, how would you describe the evolution of the company?

YIANNIS KONTOGEORGIS: It is a proud moment for all of us. Over the last five decades, Phoenix Ltd has evolved from a specialized small company into a global powerhouse for marine spare parts. The journey has been defined by adaptation. We started in a different era of shipping, but our core philosophy has remained unchanged: reliability and technical expertise. In recent years, we have experienced a very dynamic growth phase, expanding our facilities, our team, and our global footprint to meet the modern demands of the blue economy.

NAFS: The company structure is quite unique, specifically how you balance your internal stock with global trading. Could you walk us through the two main pillars of Phoenix?

YIANNIS KONTOGEORGIS: Certainly. To provide total support to a vessel, we have divided our operations into two distinct but complementary divisions: **Stock** and **General Spares**.

The **Stock Division** is the heart of our immediate response capability. We maintain the biggest inventory in the region of purifier and pump parts and heat exchanger plates. This isn't just about "parts"; it's about complete systems. When a Chief Engineer needs a critical component for a separator or a pump right now, it's usually sitting on our shelf, ready for immediate dispatch.

The **General Spares Division**, on the other hand, handles **General Marine Trading**. This department focuses on sourcing high-quality spare parts for virtually any piece of machinery on board that we may not carry in our physical stock. We achieve this through a robust, global network of thoroughly vetted suppliers across Europe and Asia. We don't just buy and sell; we audit our partners to ensure that every part—whether it's for a heat exchanger or a compressor—meets Phoenix's high standards.

NAFS: Phoenix is perhaps best known for the supply of reliable purifier spare parts. Has the role of the purifier changed in the last years after the implementation of new fuels?

YIANNIS KONTOGEORGIS: It has made the role of the purifier more critical than ever. In the past, fuel treatment was relatively straightforward, but modern **Very Low Sulfur Fuel Oils (VLSFO)** often carry higher concentrations of **cat fines**, which can cause catastrophic engine wear if not handled correctly. The separator is essentially the last line of defense protecting a multimillion-dollar engine. Because the stakes are so high, we don't take chances with the hardware. At **Phoenix Ltd**, we have implemented a **very vigorous supplier evaluation procedure**. We audit every step of the manufacturing process to ensure that every component—down to the smallest seal—meets the top-quality standards required to withstand these intense conditions.

NAFS: Beyond the technical and commercial expansion, you've also significantly increased your "human capital." How has the internal team grown to keep pace with this global demand?

YIANNIS KONTOGEORGIS: You cannot grow a technical company without the right people. Our team has now reached **40 dedicated professionals**. This includes specialized technicians, experienced logisticians, and a sales team that understands the urgency of shipping. This internal dynamic is what allows us to manage an ever-growing client list that now includes the world's leading ship management companies.

NAFS: One of the most impressive statistics regarding Phoenix is your international reach. How far does your "Stock" actually travel?

YIANNIS KONTOGEORGIS: Shipping is global, so we have to be global. Currently, we export our stock to **more than 40 countries worldwide**. Whether a vessel is in a dry dock in China, a port in Singapore, or a hub in Northern Europe, the Phoenix order arrives with the same guarantee of quality. Our logistics network has become so refined that we can practically bridge the distance between our warehouse in Greece and any engine room on the planet.

NAFS: As you look toward the next 50 years, what is the message you want to send to the maritime community?

YIANNIS KONTOGEORGIS: Our message is one of stability and partnership. Phoenix Ltd is no longer just a supplier; we are a "**total solutions partner**." We have the history to prove our expertise, the stock to solve immediate problems, and the trading network to cover every other need. As we continue to grow, our focus remains on ensuring that our clients' vessels keep moving, backed by the quality and trust that 50 years of experience brings. ■

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