



INTERVIEW

Konstantinos Katradis

CEO of Katradis Group



INTERVIEW to John Megariotis

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CEO of Katradis Group

Katradis Group, founded in 1936 by Konstantinos Katradis, has evolved significantly since its inception before World War II. Initially, the company started as a ship supplier specializing in high-quality mooring ropes. Over the years, it has expanded and adapted its product range and manufacturing techniques to meet the evolving demands of the marine industry.

Throughout its history, Katradis has shown a commitment to innovation, quality, and adapting to the changing needs of the maritime industry. From its early days of providing basic ropes to the fishing industry to its current status as a producer of advanced mooring solutions and other marine products, the company has maintained a strong presence in the marine industry. This evolution reflects the company's ability to stay relevant and competitive in a dynamic and challenging market.



What are the characteristics of your products established in the global maritime?

The Katradis Group, renowned in the global maritime industry, is recognized for its high-quality

marine products, which include synthetic mooring ropes, wire ropes, anchors, chains, and sacrificial anodes.

These products are characterized by several key features such

as innovative materials like the Ultra High Molecular Weight Polyethylene (UHMWPE), the Aramid fibers, and the Liquid Crystalline Polymer (LCP), enhancing the strength and durability of their ropes. Durability and strength



are another features as and customization and versatility. Safety focus and finally environmental consideration with the company been actively involved in environmental protection efforts, focusing on sustainable practices and waste management in its manufacturing processes.

Katradis group operates in major ports around the world, can you briefly describe this operation?

The Katradis Group operates globally, extending its services and products to major ports around the world, it runs a global network with over 70 service points worldwide, while the company supplies a variety of products including synthetic

mooring ropes, wire ropes, anchors, chains, and sacrificial anodes.

We offer wide reach by operating in major ports globally and be able to serve a diverse clientele, including major shipping companies. Finally, we provide technical support and services that include product installation, maintenance and consultation, ensuring that our clients receive comprehensive support.

Covid 19 effected the operation of the company?

Despite the effects of COVID-19 it is evident that the company has continued to innovate and adapt to changing market needs during recent years. For

instance, the Katradis Group introduced the RSB synthetic mooring ropes, designed to enhance safety during mooring operations, particularly in the cruise industry. This indicates the company's commitment to delivering specialized products and exceptional services, aligning with the unique requirements of various sectors within the maritime industry, even amidst global challenges like the COVID-19 pandemic .

Do you think staffing what is your idea Greek shipping with Greek officers is problematic?

Staffing Greek shipping vessels with Greek officers is a topic that involves various considerations. The availability, training,



and cost of Greek maritime officers, as well as global competition in the shipping industry are key factors. Greek officers have a long-standing reputation for expertise and experience in maritime operations. However, the industry faces challenges like global competition for skilled seafarers and economic factors that might influence hiring decisions. Each shipping company's approach to staffing can vary based on these and other operational considerations.

Katradis Group expanded to yachting sector with the inauguration of two stores Cavo Yachting, how this decision taken?

The decision by the Katradis Group to expand into the yachting sector with the inauguration of Cavo Yachting stores represents a strategic move to diversify and strengthen their presence in the maritime industry. The first Cavo Yachting store opened in Zea Marina, Piraeus, and a second store was launched at Flisvos Marina in Palaio Faliro. This expansion demonstrates the success and positive reception of Katradis' venture into the yachting sector.

The Cavo Yachting stores offer a wide range of products, including Katradis ropes and anodes, as well as a vast array of cleansing and maintenance equipment, clothing, and tableware lines. These stores are designed to fulfill all the related needs of their customers in the yachting sector. The presence of these retail stores, along with an online e-shop, signifies Katradis' commitment to meeting the de-

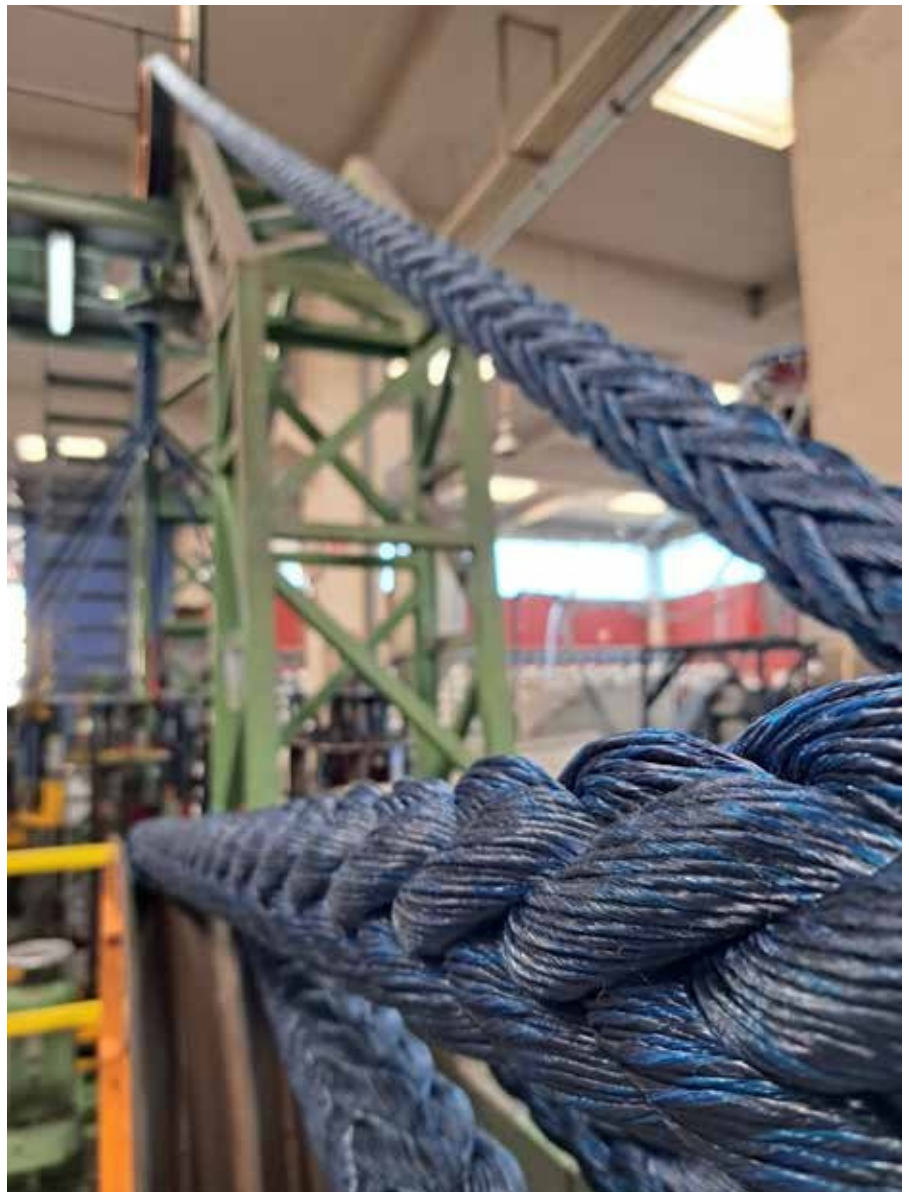
mands and evolving needs of the yachting community.

Is the war in Ukraine affected global shipping?

The war in Ukraine has a significant impact on global shipping and trade. Several factors contribute to this impact such as disruption of exports, Ukraine's primary exports include agricultural products and manufactures. Russia's top exports are fuels and energy products, metals, machinery, and chemical

products. The war has caused significant disruptions in these exports.

Supply chain challenges is another issue. The conflict has forced countries to find new trading partners for food, raw materials, fossil fuels, and other key items. Increased shipping costs, the war has led to increased vessel demand and higher shipping costs globally. Disruptions in the Black Sea region, including halted port operations in Ukraine and the de-





struction of infrastructure, have contributed to this. Increased insurance costs and higher fuel prices have also played a role. Finally, food and energy prices with fewer grain shipments and longer distances have led to higher food prices.

In summary, the war in Ukraine has had widespread effects on global shipping and trade, impacting everything from the availability of essential commodities to the cost of shipping and the structure of global supply chains

How do you see the future of global shipping?

The future of global shipping is likely to be shaped by several

key trends and challenges such as sustainability and environmental regulations. There is an increasing focus on reducing emissions and making shipping more environmentally friendly. Technological advancements as the shipping industry is expected to continue embracing new technologies. Automation and digitalization will play a significant role in improving efficiency and safety. Impact of geopolitical events, as seen with the COVID-19 pandemic and the Ukraine conflict with geopolitical events that can significantly disrupt global supply chains. The shipping industry must remain adaptable and resilient to manage such challenges. Shifts in global trade patterns, changes in global economic power

and trade patterns, including the rise of emerging economies and regional trade agreements, will influence shipping routes and demand.

Cybersecurity concerns is another issue. As the industry becomes more digitized, cybersecurity will become increasingly critical. Protecting data and ensuring the security of autonomous and remotely controlled vessels will be paramount. Decarbonization efforts also in line with global efforts to combat climate change, the shipping industry's move towards decarbonization will continue. This will involve not only cleaner fuels but also more efficient vessel designs and operational practices. Finally infrastructure





development with investment in port infrastructure and inland transportation networks will be crucial to handle the expected increase in global trade volumes.

In conclusion, the future of global shipping will likely be characterized by a blend of technological innovation, environmental considerations, adaptability to geopolitical and economic shifts, and an ongoing commitment to improving efficiency and security.

What are the characteristic of the products that established you in the global maritime?

The characteristics of products that have established a company's presence in the global maritime industry typically include Quality and durability, innovation and technology, safety and compliance, efficiency and performance, environmental sustainability, reliability and maintenance, customer support and service and finally adaptability and customization.

These characteristics are critical for any product or service aiming to gain a foothold and achieve success in the highly competitive and demanding global maritime industry.

