

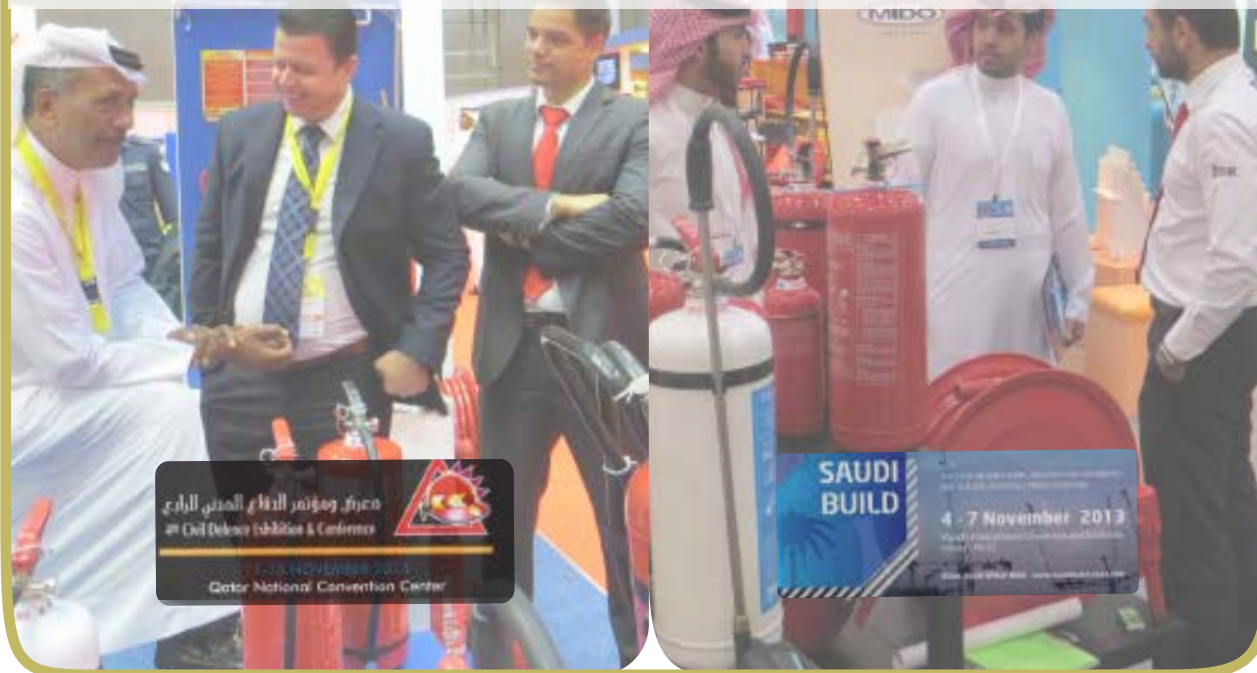


- MobiakFire
- MobiakCare
- MobiakGas

*Merry Christmas &
a Happy New Year!*

MOBIAK IN THE MIDDLE EAST

As developing into new markets has always been an important strategy for MOBIAK, the company has been strengthening its presence in Middle Eastern countries. By participating in major exhibitions, designing products according to the specific requirements of these countries and closing remarkable business agreements, MOBIAK reinforces and establishes its profile in countries such as the Kingdom of Saudi Arabia and Qatar. ...p. 6 & 7



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Dear readers, friends & partners,

In this issue I'd like to refer to an unusual story, full of fresh and beautiful messages; a story which a year ago would have seemed beyond belief.

It is about an achievement of the people of Panakrotiriakos F.C., a football academy which is from now on sponsored by MOBIAK and which is under the patronage of one of the top clubs in the world, namely Liverpool F.C. – it is, also, the only partner of Liverpool on Crete.

A few years ago, the English football club decided to expand its international network of academies by adding academies for the Greek teams. I personally looked into this matter and, as a result, MOBIAK Panakrotiriakos F.C had the honor of becoming one of the first members of this network in our country. The rationale behind this initiative is that Liverpool will provide a full coaching manual program and will ensure the implementation of the correct teaching methods through long and frequent visits of English coaches.

In other words, the aim of this venture is to teach the "Liverpool Way", safeguarding, on the one hand, the further training of the academy's Greek coaches, while providing all members of MOBIAK Panakrotiriakos F.C. with a unique football experience, on the other.

The young football players of MOBIAK Panakrotiriakos F.C. will have the opportunity to share in the experience of football training and familiarize themselves with football philosophy, since one of the official coaches of the famous team is expected to visit our island, as well as other coaches working with the English club's academies.

During scheduled three-day sessions, the visiting coaches will train the children, assess their level and, consequently, provide a general report which in combination with earlier reports, will identify any signs of improvement in the children's football level (technique). The progress of the program in its entirety will be assessed through this procedure too. The English coaches will, of course, use Liverpool's innovative coaching manual, which encompasses all aspects of the club's expertise and is implemented in every academy, be it the one in England or those that are set up in the rest of the world. This coaching manual is religiously observed by everyone, while monitoring remains constant.

This program's aim is to teach the young footballers the sport's secrets from a very young age and by a school (the English school) which essentially created the game, so that they have the right basis and all the help they need to engage in football, even (why not?) at a professional level!

Another issue that was considered very seriously was the pitch itself. With the help and support of our invaluable sponsor MOBIAK, we proceeded with many significant structural changes in the hosting pitch in the location of Kathiana Akrotiriou: The medical room has been fully equipped and now includes a defibrillator; the changing rooms have been renovated by installing new benches; the secretariat has been fully equipped and a new office has been created for the Technical Director; loudspeakers have been installed and the surrounding areas have been embellished in various ways, for example by planting new grass, installing new luxury (bucket-type) seats, and more.

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In a series of events aimed at the general upgrading of our team, we accommodated Mr. Predrag Djordjevic, an internationally acclaimed former footballer and current manager of Olympiakos, at our football pitch in Kathiana, to exchange opinions, give advice and discuss with the children of the sports club. (see photo on the right, together with Manolis Svorakis)

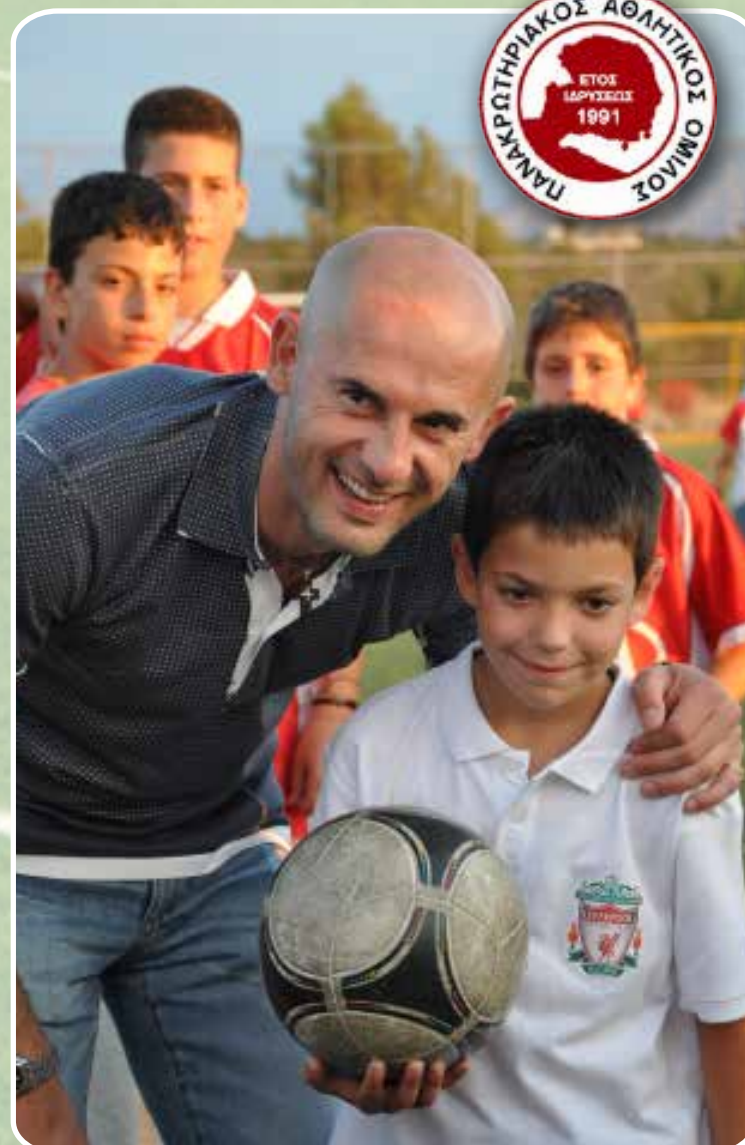
Having invested a lot, we show our dynamic presence, stimulating and offering valuable help to the local team of Akrotiri, strengthening the team spirit and promoting the institutions of sport and culture.

An addition to the club's potential, and more specifically to the junior team (children born in 2004), is my son, Manolis, who plays in offence. Through tough workouts, he progresses as a player with great ability and efficiency in scoring and he, along with the rest of the team, are the protagonists in the new league which started on December 7, 2013. Manolis ("Junior" as his teammates call him) points the way to his younger brother, George, who has shown that he could be a strong player of MOBIAK Panakrotiriakos Sports Club in the future.

I hope I have not bored you - all this was an unusual side note meant to remind us how unique it is to see our children's innocence and smiles when they discover their talents.

While saying goodbye to this year, I wish you Merry Christmas and Happy Holidays. I hope that you will enjoy them with the people you love.

May we all have a Happy 2014!



Best regards, **Manolis Svorakis**
Vice president of MOBIAK SA





A gas station is defined as the facility where road vehicles (cars, bicycles, tricycles, agricultural and construction machinery), special machines and light vessels get refuelled, as well as where heating oil or any commercially available oil is stored and handled.

There is a possibility of fire and/or explosion in every workplace under favorable conditions and in the case of a gas station, it constitutes the greatest risk. Fuel is highly flammable and can create explosive vapors even at very low temperatures.



Flammable conditions may be present in empty tanks (however old they might be) as well as in the containers of gasoline. The station owners and all staff should be trained in the use of fire-fighting equipment.

Ignition sources are numerous, visible and highly dangerous, with examples such as:

- Flame of a match or lighter
- Burning Cigarette
- Oxygen – acetylene flame, blowtorch
- Use of electrodes for welding metals
- Use of grinding or cutting tools
- Electric or LPG (gas) heaters



Other sources are less obvious, but equally dangerous, such as:

- Use of drills or other electrical devices which may cause a spark
- Exposed plug near fuel dispensers
- Exposed electricity cord near fuel dispensers

And some, which we do not even suspect, but are insidious, such as:

- Static electricity
- Mobile phones
- Use of tools (bump of the tool against a metal, stone, or concrete surface)
- Short circuit of an operating electrical appliance



Static charges that are created in people's bodies through friction of clothing and footwear with electrical insulation materials, as well as charges generated by the friction of the fuel with the walls of its container (pipe, tank, hopper, etc.) proliferate and can be discharged vigorously causing ignition of fuel vapors, under drought conditions, especially in winter.

LAW

Dry Powder is the fire extinguishing agent derived from solid, liquid and gaseous fuels. The suppressive fire prevention measures which should be taken at service stations are listed in the Greek presidential decree 1224 of 29.9/15.10.81 (on terms and conditions for the establishment and operation of gas stations), in Article 14.

There must exist **one (1) dry powder extinguisher with a net weight of 12kg** (or two dry powder extinguishers, 6kg each) or other approved extinguishing material of similar capacity for every three (3) fuel pumps (or dispensers), and in no case can the number of extinguishers be less than two (2) for each station.

Furthermore, **one (1) wheeled dry powder extinguisher with a net weight of 25kg** should be available. Especially at stations with petrol dispensers less than fifteen (15) meters away from buildings, the aforementioned extinguisher must have a net weight of 50kg (or 2 fire extinguishers 25kg).

Special provisions enforce the **installation of an automatic & manual local application system** using a dry powder extinguisher with a net weight of 25kg in each dispenser island with a length up to 3.6m and up to two (2) dispensers per island. If the island is longer or includes more dispensers, more extinguishers have to be used accordingly.

Fire prevention measures must also be taken for all other areas of the station (shop, engine room, lube bay, etc.), as provided for by the law for these facilities.



Local Application System

The installation of an automatic fire detection-suppression system is not only to timely detect a fire and correspondingly activate the fire alarm via audio and visual means inside the controlled area, but also to eventually suppress the fire.

The MOBIAK dry powder local application system has two operating modes while providing alarm signals: i) automatic (activation via a fire detection system), and ii) manual (activation via a manual mechanism). The system is strongly recommended for fire detection-suppression on the premises of the fuel dispensers.

In automatic mode, pairs of smoke-heat detectors located above each dispenser scan the surroundings. In the event of a fire, a signal is transmitted to the fire detection-suppression panel of the system, which automatically activates continuous audio-visual alarm signals.

After a pre-configured time delay, the valve of the extinguisher is electrically activated by the system's panel, resulting in the extinguishing chemicals starting to flow from the extinguisher's container through the copper piping hydraulic network to the dry powder sprinklers which spray the dispensers that need to be protected.

The fire detection panel features a built-in battery, the autonomy of which depends on the number of detectors which are monitored by the panel.

The manual activation of the system occurs either by pushing a power button for fire extinguishing (activation of the alarm) or by manually pushing the valve of the extinguisher (without activating the alarm).

The Law strictly requires that manual activation of the system should also activate the alarm by both audio and visual means and that it should be possible from at least two (2) locations.

Therefore, a power button for fire extinguishing should be installed in an accessible location close to the dispensers, as well as a second one in the office of each gas station.



System Components for 2 fuel dispensers per island

- Local application dry powder fire extinguisher ABC40%, 25kg, with automatic & manual operation, built-in heavy duty base and valve with space for detonator (1 pc)
- Flexible stainless steel pipe for connection of the extinguisher valve to the system piping network (1 pc)
- Local application dry powder sprinklers with protection lid (4 pcs)
- 3-band control panel of the system (1pc)
- Rate-of-rise detector or fixed temperature 68°C detector (2 pcs)
- Smoke detector (2 pcs)
- Remote power button for manual activation (2 pcs)
- Extinguishing cancellation button (1 pc)
- Flashing siren alarm (1pc)

PREPARATION FOR EMERGENCY

In the event of fire, the station's staff should block the entry of other vehicles in the area of the station using "no-entry" signs, bars, or any other available means.

In the event of fire in the vehicle's fuel tank during refuelling:

- Leave the nozzle in the opening of the tank and turn off the fuel supply (the vehicle will not explode due to the lack of oxygen in the tank)
- Put out the fire with the extinguisher installed at the dispenser island



In the event of fire during refuelling from a tanker:

- Immediately cut off the fuel supply and assist the driver to disconnect the hoses from the tanker
- Use the fire extinguishers near the tank and the manhole to put out the fire
- Turn off the main power supply
- If the staff is unable to extinguish the fire, notify the Fire Brigade (199)
- If there are any injured, notify the Ambulance Service (166) while providing first aid to the wounded

EXPORT ACTIVITY



Written by **Panos Krikos**
Management & Production Engineer MSc, Exports Department

As developing into new markets has always been an important strategy for MOBIAK, the company has been strengthening its presence in Middle Eastern countries. By participating in major exhibitions, designing products according to the specific requirements of these countries and closing remarkable business agreements, MOBIAK reinforces and establishes its profile in countries such as the Kingdom of Saudi Arabia and Qatar.



On this page, you can see photos from MOBIAK's participation in the 25th SAUDI BUILD, the largest construction and building infrastructure exhibition in the Middle East. The exhibition was held in Riyadh on November 4-7, 2013. In an area of 20,000 sq.m flooded by 30,000 visitors and companies' stands from around the world, MOBIAK stood out, as our stand was crowded by visitors interested in the fire-fighting equipment designed to the high standards of MOBIAK SA.



EXPORT ACTIVITY



MOBIAK, in cooperation with its exclusive representative, participated in the exhibition organized by the Ministry of Defence of Qatar in Doha. The exhibition was held at the Qatar International Exhibition Center on November 11-13, 2013. The highly impressive MOBIAK stand (60 sq.m.) attracted attention with the system for kitchens "ZEUS" being the most impressive attraction along with the new series of the BSI certified extinguishers. Valuable networking with agencies, ministry officials and security directors of large companies took place, while MOBIAK executives delivered presentations and seminars to government and military ranking officers.



معرض ومؤتمر الدفاع المدني الرابع
4th Civil Defence Exhibition & Conference



11-13 NOVEMBER 2013
Qatar National Convention Center

The exports from Greece to the Middle Eastern countries have already begun and the prospects for development and establishment of the MOBIAK brand name are very encouraging.
See you again in Doha in May 2014!





Business trip to Croatia

Croatia, or officially the Republic of Croatia, became the 28th member of the European Union on July 1, 2013. After a business mission to Croatia on October 13-17, 2013, an exclusive distribution agreement was signed with a large firm that operates in the field of fire-fighting and personal protection equipment.



Executives of the Croatian company visited the MOBIAK premises in Chania, followed by MOBIAK executives along with the Vice-President, Mr. Manolis Svorakis, visiting not only the representative company, but also senior executives of local governmental agencies of Croatia. More specifically, our new technologically advanced systems and products, already successfully marketed, were presented in great detail.



Forum di Prevenzione Incendi Exhibition *Milan - September 2013*

The largest exhibition of fire-fighting equipment by Italian standards took place in Milan on September 25-26.

FORUM di **PREVENZIONE INCENDI** 2013



The MOBIAK participation was impressive due to its exceptionally modern kiosk and the presentation of various types of products, which are fully aligned with the needs of the Italian market. The MOBIAK kiosk was visited by numerous new and existing Italian partners alike, who had the opportunity to be updated by the MOBIAK executives on the developments of the company's activities.



MOBIAK participated in the exhibition presenting new products, as well as technologically sophisticated fire-fighting systems at the most competitive prices. Acquisition of the required approvals from the Italian Ministry of Interior helped our successful entry into the Italian market. Its presence in the Milan exhibition was a complete success; as a result, many Italian fire-fighting equipment companies' representatives visited the MOBIAK premises in Chania, where trade agreements were conducted.



MOBIAK is pleased to announce its **Milieukeur** certification (the Dutch environmental quality label) acquisition for 6Lt and 9Lt foam extinguishers: **MBK07-060AF-P1E** & **MBK07-090AF-P1D**.

In order for our company to fulfil the previously mentioned task while carrying a strong sense of environmental responsibility, we searched and found extinguishing materials with characteristics that comply with the **Milieukeur** requirements. These requirements regard the components of the materials and its impact on the environment as well as human health.

The standards of the Dutch Organization SMK, which manages the **Milieukeur** certification, are: The product cannot be classified as caustic/corrosive (C), toxic (T), very toxic (T+), harmful (Xn), Irritant (Xi in conjunction with R33, R42, R43, or R64).

SMK

Moreover, it cannot contain substances classified as R50, R50/53, R51/53, R52, R52/53, R53, R59, or substances classified as mutagenic and toxic for reproduction, while the mixture must not have a Global Warming Potential (GWP) and it needs to satisfy additional factors, the listing of which lies beyond the scope of this article.

The **Milieukeur** certification ensures that the products reach the end user with the required markings regarding their environmental aspect and are always in accordance with the existing legislation concerning fire extinguishers (in this case, EN3-7 for portable extinguishes). For this reason, an independent notified body has examined all relevant documents to be used for these products, which are in fact translated in the official language of each country of release.



MOBIAK has so far received authorization for marketing the products with the **Milieukeur** environmental quality mark in the Netherlands and in Turkey. The same is expected for France, Bulgaria, Italy, Serbia, Croatia, Saudi Arabia, Qatar, North Korea, as well as Greece, by January 20, 2014.

Milieukeur Certification

The criteria of **Milieukeur** certification are associated with the full life cycle of the product or service. It has wide application in the production of sustainable products and services, not only in terms of food/agriculture, but also for other non-food products. The criteria for acquisition of the **Milieukeur** certification have been set by a series of procedures under the responsibility of expert committees in such areas.

These experts come from manufacturing agencies, retail, government, scientific and environmental organizations. Independent institutes periodically inspect whether the products and services bearing **Milieukeur** certification meet the established criteria.



Written by **Magda Charalabaki**
Chemist MSc, Quality Assurance Department

ECO-CONSCIOUSNESS

Proper waste management reveals MOBIAK's intentions concerning the health standards of the public. The daily volume of garbage produced requires suitable management and also cooperation with public bodies, licensed recycling companies, and local waste handling crews. Specifically, the following items are being recycled onsite:

- Paper, plastic, small metal appliances**
- Glass**
- Scrap metals**
- Medical products**
- Electrical/electronic equipment waste**
- Small batteries**
- Large batteries**
- Printer cartridges**
- Oils/lubricants and tires**

All MOBIAK employees are informed about the recycling options within the company and have direct access to the recycling points. Recycling is now a part of every employee's life. Having the full support of the administration, it has become a common goal to suitably manage the waste, which is the key to recycling.

It should be noted that, despite the initial integration delay, recycling is now growing rapidly in Greece.



Written by **Katerina Karefillaki**
Industrial Design Engineer, Quality Assurance Department

HEATING EQUIPMENT - PREVENTATIVE MEASURES

Written by **Stratos Koronis**
Mechatronics Engineer MSc, Exports Department

The economic crisis still has its hold all over Greece in the year 2013.

The means used by the Greeks to heat living spaces in the past decade were mainly petrol, with electricity, firewood and LPG being used as well. In the midst of a profound economic crisis and unfavourable social conditions, the Greek political leadership decided that petrol should be taxed, in order to obtain additional financial resources.

They reckoned without their host however... When Greeks are cornered and when they decide that they want something, they discover a hidden resourceful Ulysses within. To the increasing price of petrol, we respond with new ways of heating!

And so... in the year 2013, the brazier and other heating devices that are reminiscent of the past came back in style, and heating petrol will soon become something we only see in movies.



It is best that we all know where to pay attention, what we should and should not do when using a heating device.

- Do not use heaters with open flames - avoid devices that have visible or exposed radiant surfaces.
- Stick to devices that have been certified by accredited laboratories & use them in compliance with the manufacturer's specifications.
- It is required to maintain the device at least once per year.
- Keep a minimum distance of 1 meter from flammable materials, such as curtains, wooden furniture, carpets, etc., and in no circumstance place heaters on carpets.
- Choose a place for the device where there is no risk of tipping it over. Furthermore, do not place heaters in escape routes, exits, or generally in places where an arbitrary malfunction will render the exit inactive.
- Liquid detergents for clothes, floors and appliances are generally flammable. Do not switch the devices on immediately after use of these liquids, as vapors may still be in the room. Moreover, do not place heaters in places where there is gasoline, other flammable vapours, or flammable gases.



Fireplaces or Firewood Stoves or Pellet Stoves

- The installation must be done by individuals - crews who have the required technical knowledge.
- Do not pour flammable liquid, such as gasoline or alcohol to strengthen or rekindle the fire. Many sudden outbreaks of fire are created which can spread rapidly to various nearby flammable objects including yourself.
- The solid fuel must not be humid.
- When removing ashes from the fireplace or the firewood stove, use a metal dustpan and be careful not to drop any hot coals on carpets. Never empty ashes into a plastic bin.
- Do not place mirrors above the fireplace or near the stove, because people could go too close to the fire without realizing it.



Fireplaces

- Prefabricated fireplaces should be supported by suitable means to avoid displacement effects.
- Fireplaces made of other solid building materials (concrete, etc.) must be based on sufficient load structures, with a minimum fire resistance of at least three hours.
- It is recommended to place a door or other appropriate mechanism in front of the fireplace opening.



Stoves

- The volume of the room must be at least 15 cubic meters, including appropriate dimensioning and positioning of the device on such a place that it allows correct air circulation.
- If the floor is wooden or made of combustible materials, place the stove on a base of a minimum thickness of 5-10cm and made of fire resistant material with a minimum fire resistance of at least 2 hours (marble, concrete, etc.), so that if burning charcoal falls from the stove, it should not come into contact with flammable materials. The base should extend around the stove for at least half a meter, while its surface should be covered by a metal plate with a minimum thickness of 0.62mm. If the distance between the stove base and the floor is less than 50mm, the stove should not be placed on a wooden floor or floor made of combustible material. In any case, the construction must not hinder free air circulation. Furthermore, the floor must withstand the weight of the stove.
- The minimum distance of 1 meter from combustible walls or ceilings may be reduced by using structures made of appropriate non-combustible materials and placing them on the walls/ceilings, as long as they do not prevent air circulation.



Kerosene or Oil-Filled Heaters

- Check the air-tightness of pipes and fittings periodically, in order to prevent petrol or oil dripping on the floor.
- Only use fuel recommended by the manufacturer.
- Check that the nozzle is in good condition, otherwise the combustion compartment will be flooded.
- Unplug the power supply, when you want to turn the heater off.
- Never refuel the heater when it is on or hot.
- Never turn the heater on when there is more fuel in its tank than recommended. There is a risk of overheating and causing a fire or even explosion.
- If power is required for its operation, be careful when switching the power switch of the stove on and off.
- Never leave the electric motor on while the stove is off.
- Do not place it on carpets.
- A safety mechanism that will cut off fuel supply if the flame is extinguished is mandatory.



Electric Heater

- Never use it without its protective metal mesh.
- Do not place it on carpets. It might tip over and cause a fire.
- Stick to devices that include a safety shutoff mechanism, triggered when they are tipped over.
- Do not place the electric heater near curtains, tablecloths, etc.
- Avoid using heaters with exposed resistance elements, because, although cheaper, they are dangerous.
- Turn off the device when you are not in the room or sleeping.
- Do not leave clothes, underwear, socks, etc. to dry on these appliances. If you leave them long enough they will catch fire.
- The device should be placed at least one meter away from anything flammable.
- Check the condition of any cables regularly. Bare wires and faulty plugs can cause fire. Do not place the electric heater near curtains, tablecloths, etc.
- Do not leave clothes, underwear, socks, etc. to dry on electrical devices with circulating oil (like electric radiators). If you leave them long enough they will catch fire.



LPG Heater

- To turn the heater on, open the bottle valve and switch the button to the correct position.
- To turn the heater off, close the bottle valve and switch the button to the correct position.
- Several types of LPG heaters must operate using a special low pressure regulator
- Take extra care that the gas feeding hose is not kinked.
- Do not leave the heater on when you sleep or leave the house.
- Keep the stove away from moisture - Do not use it in the bathroom.
- Do not move the heater from room to room when it is on.
- Do not place the heater near flammable items, clothes, chairs, etc.
- Do not cover the heater during operation or leave clothes to dry on it.
- Do not place it near furniture, curtains and other combustible materials.
- Make sure that the bottle valve is closed, that there is no flame nearby and, especially, do not smoke when replacing the bottle.
- Certain changes in the room (e.g. temperature) where the heater is located can affect its performance and may endanger your safety.
- Installation of LPG bottles in basements and ground floor spaces which communicate directly with basements is forbidden.
- **If you find leaking gas, do not light a match, lighter or electric light and immediately put out any open flame.** Be sure to close the bottle tight, ventilate the area, and immediately call a specialist for maintenance.



An extinguisher would help significantly in a difficult situation. A 34A 233B C dry powder fire extinguisher is recommended, with at least six (6) kg extinguishing capacity and suitable for extinguishing fire in the presence of electricity.



Although it is not required by law, it is recommended to install portable (simple) fire detectors which will signal the alarm in the event of fire. Similarly, it is recommended to install portable gas detectors in the area where LPG or natural gas heaters are used and carbon monoxide detectors if fuel is used.

KEY ISSUES ON IMPORTS

There are two risk factors that can drive a company importing raw materials from third countries from profitability to complete economic loss. These two factors are the dollar/euro exchange rate on the one hand and the shipping costs on the other hand.



The dollar/euro exchange rate may be affected by economic, social, or other factors that may take place at any corner of the world. In 2012, the percentage change in the currency's exchange rate reached 15%. What does this mean in simple terms? It means that a company that used to purchase raw material at 10 USD, corresponding to 7.3 EUR for instance, would now have to pay for the same raw material up to 8.3 EUR, unaware that the initial dollar/euro exchange rate has changed. You can very well imagine what would happen if this company calculated and determined the selling price or cost of its manufactured products on the basis of the initial value of 7.3 EUR...



The shipping cost can literally become more than double from month to month. Shipping companies adjust their container prices every 15 days, or at least once per month. In 2012, the price of transporting a container from Shanghai to Piraeus ranged from 700 USD to up to 1,700 USD! This increase may be due to the increase in oil prices, the increased traffic/demand, or the lack of space on the container vessels. The shipping companies have the right to notify their clients about the imminent doubling of the container price at only a two or three day's notice!

In conclusion, it is understood that these two risk factors, which cannot be controlled by either the supplier or the customer, can easily lead companies to quite a difficult position regarding profitability. The company in our above example assumed that the initial price of raw materials remained stable, which is particularly difficult, since it is modified by the suppliers and usually in an upward direction, up to twice a year! It is quite impressive, don't you think?

ECONOMIC CRISIS & CONSUMPTION

The term "consumption" is bibliographically defined as the expenditure incurred by households on goods and services and is closely correlated with total income. One of the key typical problems that rose to the surface due to the recent financial crisis, which is now affecting Greece, is the direct dependence of the Greek economy on consumption.



1. Disposable Income: According to Keynes, the higher the disposable income the greater the consumption. According to the Laborer's Institute of the General Confederation of Greek Workers (GSEE), a characteristic shrinkage of income and consumption has been reported from 2010 to 2014, which is associated both with the decrease of wages and the significant increase of unemployment rate.

2. Household Wealth: An equally important factor affecting consumption reduction is household wealth, which is determined by the household cash, assets, and financial products. These data can also positively affect consumption. With respect to wealth in Greece, a reduction has been observed between 2011 and 2012. Nevertheless, even though a reduction in house prices would facilitate market mobility, house prices do not seem to be significantly affected in spite of the crisis.

(Source: Credit Suisse).

3. Interest Rate: The allocation of disposable income between savings and consumption are influenced by the current interest rate. Even though there are two conflicting views regarding the relationship between interest rates and consumption, the positive interaction between them seems to prevail. In Greece, the reduction of deposit rates seems to prevail over the marginal growth (Imerisia Newspaper, 2013).

4. Access to Borrowing: For any given level of disposable income the following principle seems to apply: the easier the access of individuals and companies to borrowed funds, the higher the consumption. At present, given the current economic circumstances, the access to such funds seems to be difficult due to the increased rate of bank loans.

The analysis of the above factors, in conjunction with the current economic crisis, points to an ongoing decline of Greek consumption over the last three years. The alarming fact is and remains that the stakeholders continue to receive strong pressure on all aspects of the economy, despite all recommendations for putting Greece back on the path for growth and improving market liquidity - a major issue for the vast majority of businesses nowadays...

(Source: "Ikonomika Chronika" Magazine, issued by the Economic Chamber of Greece)



As we are in the midst of one of the most difficult periods of Greek economy, any healthy business should find ways to ensure, among others, the timely fee collection for goods sold on credit. The effective credit control can make the difference between a well-managed and a spendthrift enterprise. In order for sellers to conduct professional credit management, professionally trained sales and collection managers are required.

The interaction between the Sales Department and the Collection & Credit Department should be efficient and should rely on the principle of **"successful sales with minimal losses"**. It should also start with the formulation of credit policies and extend to the collection finalization.

The objective is to guarantee the proper corporate operation, ensure its assets by reducing losses from bad loans, reduce credit risk, and improve the timely collection of open balances, eliminating any obstacles that prevent the smooth flow of sales.

The credit policy of a company is directly linked to its trade policy. It is commonly accepted that if the processes are structured, documented and notified to all parties involved, then they are more effective. It is the joint efforts of the company staff, enriched by the experience and goals of the Management, the Commercial and the Financial Department, that are reflected in a sound credit policy accounting for all steps, from the entrance of a customer to the completion of the sale upon collection of the amount due.



Written by **Theodoros Bakousis**
Manager of Credit Control & Legal Department

GRAPHIC DESIGN DEPARTMENT

Since October 2013, the Graphic Design Department has become an integral part of MOBIAK. It serves the purpose of proper communication, message management, education and corporate policy.

The image of a company is the beginning and the end of a company's sound operation. This is why MOBIAK decided to create this new in-house department, aiming at an improved promotion and advertisement. To this effect, MOBIAK employed an in-house graphic designer that would focus on the corporate needs and deadlines.

Some may wonder why a graphic designer is essential for a company, as well as how much the corporate work volume might be. Also, there are many people that do not know what the profession of a graphic designer deals with. I have been asked many times if the term "graphic design" is related to painting or computing.

Graphic designers are neither characterized by their tools nor should they be related to definitions associated with the

the outcome of their design work. Graphic Designers are renowned for their observation skills, their attitude towards life, their behavior, the way they think, see, feel, record everyday life in their memory, and express their feelings, even before they implement them. It's a never-ending process of improvement and maturity, from which one acquires knowledge and new experiences that make up one's personality and work.

The term "graphic designer" comes from the French word "graphiste", which is etymologically derived from the Greek word "grafo" meaning "write".

It is therefore a profession that reflects and involves aesthetics, a whole worldview, wide knowledge, and a philosophical approach to life. It's a nice, compelling cover of a newspaper, a brochure, or a book. An informative signpost, a mug, a poster, a label, or a sticker, among others.

My objective is to improve MOBIAK's image, both aesthetically and functionally, aiming at further enhancing the communication of the Company with its partners.



Written by **Myrto Koumi**
Graphic Design Department

MEDFIRE FIRE EXTINGUISHER

Once again, the pioneering MOBIAK presents the portable human body shower manufactured in accordance with EN15154-3 Standard.

The container holds 6Lt water and a sterile solution and is intended for the first treatment and relief of thermal and chemical burns.

Water cools and removes the heat intensity from the



affected skin, while the antiseptic agent prevents infections thanks to its antimicrobial effect, until the patient receives medical care.

The product can be used as a fire extinguisher by the affected individual, while it is intended for the immediate relief and should not be considered as a medical treatment of burns.

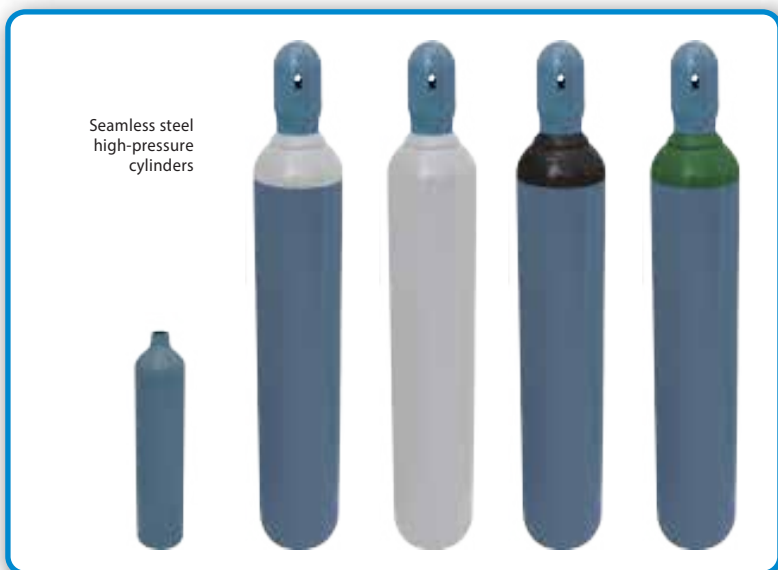


Written by **Metaxas Drakopoulos**
Production & Management Engineer MSc, Exports Department

DISTRIBUTION CENTER IN HERAKLION

MOBIAK, one of the fastest growing companies in the Balkans, Europe and the Middle East in the field of the production, bottling and distribution of industrial & medical gases/liquids, as well as the manufacture of fire-fighting and medical equipment, has moved on to create a Distribution Center in Heraklion, Crete.

to meet any demand at no time by delivering the product to the customer site. It addresses a wide range of professionals by offering solutions for food grade gases, industrial, medical and special gases, as well as special gas mixtures and cryogenic liquids.



The Center has the full range of products featured on the MOBIAK catalogue. Given that our trucks travel the distance between Chania and Heraklion twice per week, now it is possible to perform deliveries on the same day, upon consultation with MOBIAK Sales Department.

Our aim is to fully meet the needs of Central and Eastern Crete. The Distribution Center team, led by Mr. Marios Lolis, works hard to build a healthy and trustworthy relationship with MOBIAK's partners in the region of Central and Eastern Crete.



Heraklion distribution center contact details are as follows:
Address: Π Street, Industrial Zone of Heraklion, Crete, PC 731 36
Tel./Fax: +30 2810 333151.

The team of Chania coordinates the activities of the Distribution Center of Central and Eastern Crete and is always ready to meet even the most demanding needs, while the scientific and technical staff of MOBIAK are always available to answer our partner's queries.

The center maintains a large stock of Ar, Corgon, Industrial O₂, CO₂, N₂, He Balloon cylinders among others, and is thus ready

MEDICAL OXYGEN

HOMELOX MEDICAL OXYGEN VESSELS

MOBIAK, on its course of continuing growth, set to further expand its activities in the sector of Home Care. It is since October 2013 that the Company, supported by a network of partners throughout Crete, provides HOMELOX liquid medical oxygen vessels to all those in need. It goes without saying that this new product complies with the Company's standard high quality & certification policy.

Homelox "Companion Liquid Oxygen" Cryogenic Vessels

- The Companion Liquid Oxygen cryogenic vessels offer high quality and reliable storage and supply of 100% oxygen for breathing purposes.
- They have nominal capacity ranging from 31Lt to 41Lt and flow rate from 0Lt/min to 10Lt/min.
- The system comprises a liquid oxygen storage unit and a portable device that provides oxygen on the go, always in accordance with the physician's instructions. The user can refill the portable device by placing it on the oxygen storage unit, while the storage unit should remain in the user's home.
- Cryogenic vessels feature double walls and vacuum insulation in order to store liquified gases at very low temperature. The inner pressure vessel is designed to safely store the cryogenic liquid protecting it at the same time against overpressure by means of a relief valve. The vacuum insulation between the inner and outer vessel prevents the external heat from penetrating into the interior, reducing thus the evaporation rate to a minimum and eliminating any losses.
- 100% oxygen content according to the Greek Pharmacopoeia.
 $H_2O < 67 \text{ ppm}^2 / CO < 5 \text{ ppm}^2$
 $CO < 300 \text{ ppm}^2 / O > 99.5\%$

THE IMPORTANCE OF OXYGEN FOR THE HUMAN BODY

- The human body needs oxygen to generate energy through combustion and produce all the amino acids essential for its normal functioning.
- The oxygen concentration in the human blood is approximately 98.5%.
- The human body consumes about 550Lt of pure oxygen per day

WHEN IS OXYGEN ADMINISTRATION ESSENTIAL?

- Acute and chronic respiratory diseases, e.g. chronic obstructive pulmonary disease (COPD), respiratory failure, pulmonary embolism, lung cancer, etc.
- Cardiovascular diseases, e.g. acute myocardial infarction, cardiogenic shock, heart failure, etc.
- Neurological disorders, e.g. anesthesia, head injury, etc.
- Shock of any etiology
- Postoperative complications
- Hypercatabolism, e.g. burns, multiple injuries, severe infections, etc.
- Drowning, poisoning with carbon monoxide (CO), diver's disease.
- Pneumothorax absorption acceleration and subcutaneous emphysema.
- Chronic Obstructive Pulmonary Disease (COPD)
- Cystic fibrosis
- Intense headache
- Lung transplantation

METHODS OF OXYGEN ADMINISTRATION

1. Oxygen concentrators
2. Medical oxygen vessels
3. Cryogenic oxygen vessels (HOMELOX vessels)



THE PROPERTIES OF OXYGEN

- Essential for humans. It is found at a percentage of 20.9% in the atmosphere.
- Liquid and gaseous phase: odorless, tasteless, non-toxic, non-flammable, oxidizing agent
- Colorless gas
- Light blue cryogenic liquid
- Paramagnetic compound, i.e. it is attracted by magnetic fields
- Liquid oxygen density is 1.141 g/cm^3 (1.141Kg/Lt) and gaseous oxygen density is 1.1 g/cm^3 (1.1Kg/Lt)
- Boiling point: -182.96°C under conditions of $P=1 \text{ atm}$
- Liquid/gaseous oxygen ratio: 1:861 under conditions of $P=1 \text{ atm}, T=20^\circ\text{C}$
- Accelerates the combustion reaction



NEW ARRIVALS!

Electric Scooter

- Comfortable rotating seat
- Side lifts
- 1 motor & 2 batteries
- LED lights & flash

INOGEN G3 Portable Oxygen Concentrator

- Continuous operation 24 hours per day, 7 days a week
- Supply of high purity oxygen
- Compact size for easy transport (22cm x 7.6cm x 18.4cm), weighing only 2.7kg

Flame arrestor for Oxygen Concentrators

- A fitting positioned between the oxygen tube and the nasal cannula to prevent flame propagation in the event of a cigarette-related accident.

Leaning Pillow Bed

- Designed to elevate legs and back
- Dimensions: 60cm x 60cm x 130cm

Back Pillow

- To be placed against the back of your chair or your car seat
- Made from high quality Memory Foam, featuring a special ribbed surface for enhanced comfort
- Dimensions: 40cm x 34cm x 11cm

Lifting Belt

- To be wrapped around the patient's waist, so that the nursing staff or the caregiver can easily elevate or guide and support the patient during gait.
- Available in 4 sizes: Small (97cm), Medium (115cm), Large (122cm), X-Large (144cm).



Written by **Maria Svorakis**
Business Administration, Head of MobiakCare

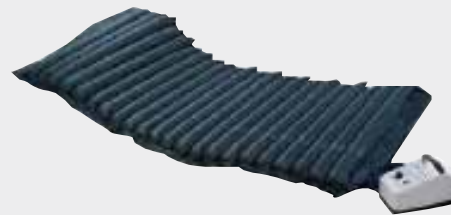
SPECIAL PRODUCTS FOR CLINICS AND REHABILITATION CENTERS

Electric and manual hospital beds:

0806054 & 0223000



Ribbed air mattresses: 0806591



Beside stands, cabinets, bedside/overbed tables, IV stands/poles:

0806586 & 0808234 & 0809243, 0806586 & 0806131



Stand-up Hoists:

0808585



Sliding Transfer Benches:

0809775



Inflatable Shampoo

Basins:
0806233



Gait Trainers: 0810007



Written by **Michael Karefilakis**
Electronic Engineer, MobiakCare Imports Department

NEW MOBIACARE DEPARTMENT

Following our many-year successful course in the domestic wholesale trade of medical equipment & Home Care supplies, MobiakCare decided to strengthen its presence in the international markets, and mainly in the Balkans and the

countries of the Arabian Peninsula. Our increasing number of partners abroad led to the creation of a specialized department in September 2013, which is in charge of meeting the requirements and orders of our overseas partners.



Written by **Vangelis Tsekouras**
Business Administration MSc, MobiakCare Exports Department

MOBIACARE IRENE OXYGEN CONCENTRATOR

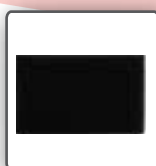
We would like to thank you for your trust and support so far in the creation of an oxygen concentrator with specifications that conform to the requirements of **the Greek and the International Market.**

The benefits of MobiakCare Irene concentrator are the following:

1. Extremely affordable consumables, saving up to 80% in comparison to similar devices.
2. Research and installation of extremely reliable components that ensure a long-term operation.
3. Easy service, no need of technical expertise or even tools.
4. 24-hour nationwide telephone technical support.

Below is a brief presentation of the long-term maintenance plan to be performed by skilled personnel

- Mandatory step - Every 3,000 hours the intake filter (code 0808240) shall be replaced.
- Mandatory step - Every 5,000 hours, or between patients, the antibacterial filter (code 0807319) shall be replaced.
- Mandatory step - Every 2 years, the 9V battery (code 0142124) shall be replaced.
- Mandatory step - Every 2 years, the black sponge filter (code 0808254) shall be replaced.



Short-term maintenance to be performed by users

- Every 1-2 days, the deionized water in the humidifier shall be replaced.
- Mandatory step - Every 3-4 days, the black sponge filter of the cabin shall be washed.
- Mandatory step - Every 15 days the nasal cannulas shall be replaced.
- Mandatory step - Once a month the humidifier and its components shall be replaced.
- Mandatory step - The patient should bear extra accessories in case of emergency or unforeseen damage



In addition, we offer FREE theoretical and practical training regarding the maintenance of our concentrators in our facilities. These seminars include a presentation of the respiratory equipments and their functions, a theoretical course on the operation of the concentrators, and a practical course in the usage of similar equipment. After completing the course, you will receive a certificate from our technical department, as this document is necessary for the certification of your company by the Greek National Evaluation Center of Quality & Technology in Health (EKAPTY SA).

We are looking forward to meeting you. If you are interested, please send your request in writing to services@mobiak.gr and mobiakcaresales@mobiak.gr.



Written by **Iasonas Vlamakis**
MobiakCare Technical Support

FIRE PREVENTION IS BETTER THAN FIRE-FIGHTING



Written by **A.I. Barbas**
Economist, MSc - University of Macedonia
PYROSOS-BARBAS Company consultant, 94 Ioanninon Str., Larisa, Greece

With the coming of winter and the starting of our central heating, including fireplaces, heaters, stoves, etc., we thought we should share some of our thoughts and opinions on preventing fires, which can in many cases be fatal.

Fire is one of the greatest dangers posed not only to humans but also to our natural environment. Nowadays, fire is one of the most ordinary phenomena, as a result of the rapid development and integration of technological media in most areas of our lives, the manufacturing of advanced technology in the workplace, and the need to build fireplaces at home.

Unfortunately, however, we live in a time and place where almost everything is sacrificed for the sake of cost. The lack of education on the prevention of fire is evident in several situations in comparison to other countries, while the economic crisis leads us to "criminal" actions by saving money when it comes to taking fire prevention and fire-fighting measures. The absurdly "cheap" option for purchase and maintenance of fire-fighting equipment and fire detectors, which is not supported by the regulatory framework governing these processes, can easily prove to be destructive to the business, our home or our means of transport in the case that the equipment and systems are needed in order to prevent a fire or promptly notify us of the danger.



FIRE PREVENTION MEASURES

Fire prevention is meant as the entirety of measures taken for the protection against fire and its consequences. Fire prevention measures are taken in buildings and means of transportation, such as vehicles, boats, airplanes, etc.

Fire can be tackled either in a **proactive** way, by indicating fire-fighting measures (fire detection systems, early warning systems, automatic fire extinguishing), or in a **reactive** way, which would mean extinguishing the fire with fire-fighting equipment (e.g. using portable fire extinguishers), a permanent fire-fighting water supply network (fire-fighting cabinets), or a sprinkler system.

With regards to portable extinguishers, it is not only important to purchase them, as it is imperative both for one's personal safety and their property, but also it is equally important and mentioned in the existing legislation (Joint Ministerial Decree 618/43/05) to have them maintained each year and refilled every five years.

Under the current law regarding the marketing of fire extinguishers, their external surface must be embossed with the marking "CE", i.e. the certification from the European Union, the manufacturer's name or trade mark, serial number, year of manufacture and test pressure in bar. In any other case, it will be impossible to have them maintained and refilled by the competent authorized specialists.

Again, in accordance with the existing legislation, all installed fire extinguishers which are still on the market must be subject to periodic testing in order to ensure that they are in good condition. Only authorized companies performing periodic testing and refill-maintenance of fire extinguishers can be entrusted with all the administrative technical actions aimed to test, maintain or restore a fire extinguisher to working status. This authorized company must have an operating license from the competent local authority.



According to the new legislation, the authorized company is obliged to issue **statutory declarations** pertaining to the supply, control, maintenance and refill of the extinguishers and also to attach control labels to the fire extinguisher, which should include the valid and not chronologically expired details of the company.

At the same time, during the maintenance and refill of the extinguishers, it is required by law that an **inspection ring** of different color for each year must be placed around the extinguisher valve, to ensure that the audit is done properly and according to the legal process. According to the JMD, this inspection ring should be circular, and has to be made of a **single solid material** and not rubber (as is usually the case nowadays).

The hole of the inspection ring has to be of a fixed diameter that does not allow the ring to be moved or removed from the valve of the extinguisher. In addition, the authorized companies are obliged to submit their operation regulation to the competent notified body.



This notified body carries out regular and unscheduled audits on the companies manufacturing fire-fighting equipment. Apart from being certified and authorized, the company is by Law obliged to appoint a Technical Manager. Finally, the Law stipulates that the Company should have the required working space and equipment.

Therefore, before choosing a fire-fighting equipment supplier it is recommended to ask ourselves the following questions:

- Is the fire-fighting suppliers you have selected certified and do they have an operating license?
- Is the supplier's Technical Manager certified and, if yes, are the certificates valid, or have they expired?
- Does the fire-fighting equipment bear a CE marking?
- **During the maintenance and refill of the fire extinguisher, was an inflexible (or plastic) inspection ring placed onto the fire extinguisher, as required by Law, or a rubber inspection ring, which is expressly prohibited by Law?**
- Has your supplier maintained or refilled your fire-extinguisher? Maintenance and refill are two different services and for this reason their cost differs. At this point, we would like to remind to you that the maintenance should be performed in accordance with the JMD 618/43/05 on an annual basis, while refill is to be conducted at the fifth year (dry powder-PA) and the tenth year (CO₂), or if the fire-extinguisher is depleted.
- Is the statutory declaration handed over by the supplier upon purchase or maintenance sealed, signed, and certified by the competent authority?
- Has the supplier explained to you how to use the fire-extinguishing medium, so that you are ready to use it in the event of emergency?



A positive answer to all above questions guarantees your protection against fire hazards by ensuring on the one hand the proper operation of our fire-fighting equipment and on the other hand its compliance with the current Ministerial Decree in the event of an unscheduled audit by the competent fire-fighting authority. Regarding our homes, it is advisable to apply the minimum requirements stipulated by the current Law and the competent fire-fighting authority, in order to ensure a safe and efficient fire suppression, if ever needed. More specifically, one portable fire extinguisher should be installed in the stairwell on each floor for immediate use in the event of a fire. On top of the boiler one or two

dry powder extinguishers of 6kg or 12kg should be installed, one above the burner and one above the fuel tank, while outside the boiler door two more fire extinguishers, namely a dry powder and a carbon dioxide one, should be fitted. Above the exit door of the building and on the walls of the stairwell on each floor, safety lights should be fitted, which will turn on automatically in the event of a power outage. We also recommend the installation of a dry powder fire extinguisher or a fire extinguisher intended for household cooking oil fires, such as the MOBIAK Smart Fire Fighting Flower, F type.

Last but not least, we would like to point out that the advent of energy-efficient fireplaces is related to a rather increased risk of fires and explosions. Given that prevention is better than cure, if you happen to have an energy-efficient fireplace, please make sure that, apart from a fire extinguisher next to the fireplace, the appropriate fire detection equipment be fitted, such as temperature sensors, smoke & liquid gas detectors. When this detection equipment is activated, it sends a signal to the fire alarm system installed in the house, allowing you to extinguish the fire by means of the available permanent or portable fire suppression systems.



It is therefore understandable that nowadays there are several ways of preventing and extinguishing a fire, as long as we are ready and equipped with the appropriate fire suppression systems that will allow us to prevent or to eliminate the dangers we may face. Our society should ensure, through school, family, social groups, etc., that citizens acquire knowledge and basic skills allowing them to readily react to emergency situations.

It is unfortunate to have the means and the infrastructure, but not to be able to properly take advantage of them. It is regrettable not to ensure both our protection and the preservation of human creations by means of proper training, preparation, and the supply of the appropriate fire-fighting equipment in the event of a fire. It is better to be prepared, rather than take the risk and then be at a loss, since we will not be properly equipped. It is time we all give credit to prevention, rather than cure.



Written by **Kostas Bazigos**
 Mechanical Engineer, MSc (University of Bath)
 Fire Protection Engineer, MSc (University of Leeds)

In the previous two issues, we have touched upon fire expert reports and we have explored on some elements and phenomena that characterize fires, as well as examples of burning materials, the temperatures they develop and how we can approximately calculate the temperature developed judging by the color of a fire. Finally, we explained why we should no longer refer to the Fire Triangle, but the Fire Tetrahedron.

In this issue, we will try to highlight the most fundamental concepts of fire safety engineering, including the heat release rate, the flashover, which we will explain using numerical examples, and the flammability limits, all of which are concepts that an expert should be very well aware of.

HEAT RELEASE RATE (HRR)

The manner in which the fire spreads, namely the way it behaves after ignition, depends on many factors, but mainly on the type of fuel and the available oxygen (air). However, the rate at which fire intensity increases within an area solely depends on the heat release rate of the burning material.

This is expressed by a very simple equation, i.e.

$$Q = X \cdot m \cdot A \cdot DH \quad (\text{kW})$$

where,

m - the rate at which a material is burned

A - the area of the fire

ΔH - the calorific value of the combustible material, and

X - a combustion coefficient <1 usually between 0.6 and 0.8.

This equation has now enabled fire safety engineers to experimentally calculate the heat release rate of various substances.

EXAMPLE

Assume that polypropylene occupying an area of 1m², stacked in a 3m high warehouse, ignites (assume a yield coefficient X= 70%).

Questions

1. What will the generated HRR be?
2. Will the roof insulation (polyurethane) be reached by the flame of the burning polypropylene?
3. What would happen if the burning fuel was oil from a transformer and what would the duration of the fire be?

Answers

1. According to the available literature, for polypropylene the following applies:

$$m = 0.024 \text{Kg/m}^2 \text{ sec and } DH = 43.4 \text{MJ/Kg.}$$

Hence, the heat release rate is

$$Q = 0,7 \times 0.024 \times 1 \times 43,4 = 730 \text{ kJ/sec or kW}$$

2. The height of the flame is given by the equation $H = 0,235 Q^{2/5} - 1.02 D$ (Heskestad), where D is the fire diameter

$$H = 0,235 \times 730^{2/5} - 1,02 \times 1 \times 12 = 2,16 \text{m high flame}$$

Therefore, the fire will not, at least directly, affect the insulation of the roof located at a height of 3m.

3. For 10Lt of transformer oil, the following applies:
 $m = 0,040 \text{Kg/m}^2 \text{ sec and } DH = 46,4 \text{ML/Kg.}$ Hence,
 $Q = 0,7 \times 0,040 \times 1 \times 46,4 = 1,3 \text{MW.}$
 Thus, the height of the flame is
 $H = 0,235 \times 1300^{2/5} - 1,02 \times 1,12 = 3,1 \text{m,}$
 which means that the roof of the warehouse would catch fire immediately.

The fire duration until the complete oil consumption is:

10Lt of oil correspond to $10 \times 760 \text{Kg/m}^3 / 1000 = 7.60 \text{Kg}$ and given that the oil combustion rate of a 1m² surface is $1 \text{m}^2 \times 0.040 \text{Kg/m}^2 \text{ sec} = 0.040 \text{kg/sec}$, the fire will be extinguished in

$$7.60 / 0.040 = 190 \text{sec or just over 3 minutes.}$$

As we see, the science of fire safety engineering, by means of simple formulas such as the two ones mentioned above, considerably helps the experts prove their logical arguments beyond any doubt.

EXAMPLES OF MATERIALS WITH CHARACTERISTIC HRR VALUES

Lit cigarette	5W
Standard electric lamp	60W
TV	250kW
Wastebasket with 3.5kg of waste	350kW
Christmas tree (real)	750kW
Single bed mattress (old style)	700kW
Single bed mattress (modern style)	1MW
3 seater sofa (modern style)	2,5MW
1m stagnant gasoline	2,5MW
Burning car (depending on the type)	5,0 – 9,0MW
3m wooden pallets	7,0MW

The fire develops and propagates to other fuels following the path of natural propagation, namely through the path of least resistance.

The fire spreads upwards and away from the source of ignition, leaving behind perfectly distinct patterns that are common to all fires. The more it grows in intensity and speed, the more it depends on its environment, i.e. the amount of available oxygen in the space where the fire broke out, the geometry and the construction of the space, the layout of the thermal load, etc.

The color of the plume and the flame produced during combustion are distinct and depend on the fuel and the temperature developed.

The table below is indicative:

plume	flame	fuel
grey/brown	red/yellow	wood/paper/fabric
black	red/white	gasoline
white/gray	yellow/white	benzene
black/brown	yellow/white	turpentine
black	dark red/orange/yellow	kerosene
black	blue/white	naphtha

We observe that only hydrocarbons produce black smoke.





Flash Point & Flammability Limits

Ignition point or temperature is the minimum temperature of a liquid, at which the vapor escaping from its surface forms a combustible mixture with the air. On this basis, the **Lower and Upper flammability limits**, LFL and UFL respectively, are determined.

Special attention is required when inspecting empty fuel or solvent tanks for flammability, as is often required during the maintenance of tankers in shipyards. These measurements, which are usually performed by chemical engineers, may be misleading, unless there is considerable experience on the part of the inspector. For instance, when investigating the flammability of an empty xylene tank, the tank may contain a narrow zone with combustible mixture, i.e. vapors exceeding the UFL limit (e.g. 7% by volume), which the controller needs to detect. At the same time, the adjacent zone might contain incombustible vapors. When reaching the incombustible zone, the meter will move from the highest to an almost zero value, which might mean that a careless inspector will assume that the tank does not contain explosive xylene vapors. Many such examples that led to fatal events have been reported by the repairing zone of the Shipyards in Perama.

Typical examples of LFL and UFL limits (% by volume):

	LFL	UFL
Hydrogen.....	4,0	75,0
Carbon Monoxide.....	12,5	74,0
Methane.....	5,0	15,0
Propane.....	2,1	9,5
Acetylene.....	2,5	92,0!
Acetone.....	2,6	13,0
Methanol.....	6,7	36,0

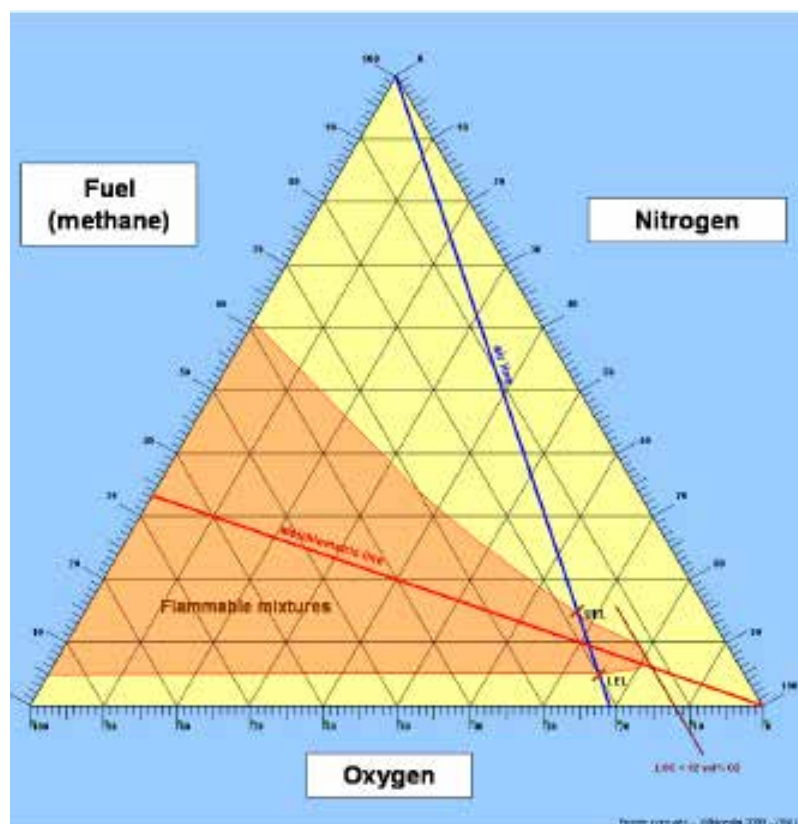
These values apply at a pressure of 1atm and only when mixed with air. Practically, these values show how dangerous a substance can be depending on its LFL and UFL limits. For instance, acetylene is essentially the most dangerous of all substances, since it practically ignites and explodes with little or no amount of air (at pressures over 2bar) followed by hydrogen, and carbon monoxide that many people consider non-combustible.

In a recent court case, I was asked what would happen if, for example, the courtroom was flooded with liquid gas (a mixture mainly of propane/butane) due to a leakage, and then someone lit a match. Of course the answer was that nothing would happen, simply because the mixture would be very rich in fuel, but very poor in oxygen. I then explained that in the case of an acetylene leakage, an explosion with disastrous results would take place.

FLAMMABILITY DIAGRAMS

Being aware of the flammability limits of various substances is very useful, but there are many cases, especially in the chemical industry, where various hydrocarbon and oxygen or nitrogen compounds coexist and could at some point become flammable.

This problem is solved only by means of the flammability diagrams, such as the one below for methane (CH₄).



At this stage, we do not need to further explain how to create such a diagram, but simply point to its existence, in order to show that there are solutions helping us avoid areas where flammable hydrocarbon vapors are mixed with the air during chemical processes. In summary, what such a diagram shows us is the area where the mixture becomes flammable, so that we can avoid it reducing the oxygen and increasing the inert nitrogen.

In the above diagram the LFL and UFL limits for methane are 5% and 15% respectively. We also conclude that if the leaked methane was mixed with pure oxygen, the UFL would increase to 61%, rendering it extremely dangerous.

Also, if the oxygen is reduced below 12%, the methane cannot be ignited.

The oxygen, in contrast to what most of us believe, is not combustible and can therefore neither be burned nor exploded, but, as an oxidant, it simply supports combustion and therefore fire intensity.

FLASHOVER

Flashover is the simultaneous ignition of all objects in a space followed by violent blasts of flames through an opening, such as a window or door, implying that the fire has evolved into an extremely hazardous situation, and escape is thus impossible. For a fire in a room or other confined space to turn into flashover, the amount of air entering the space should not be less than

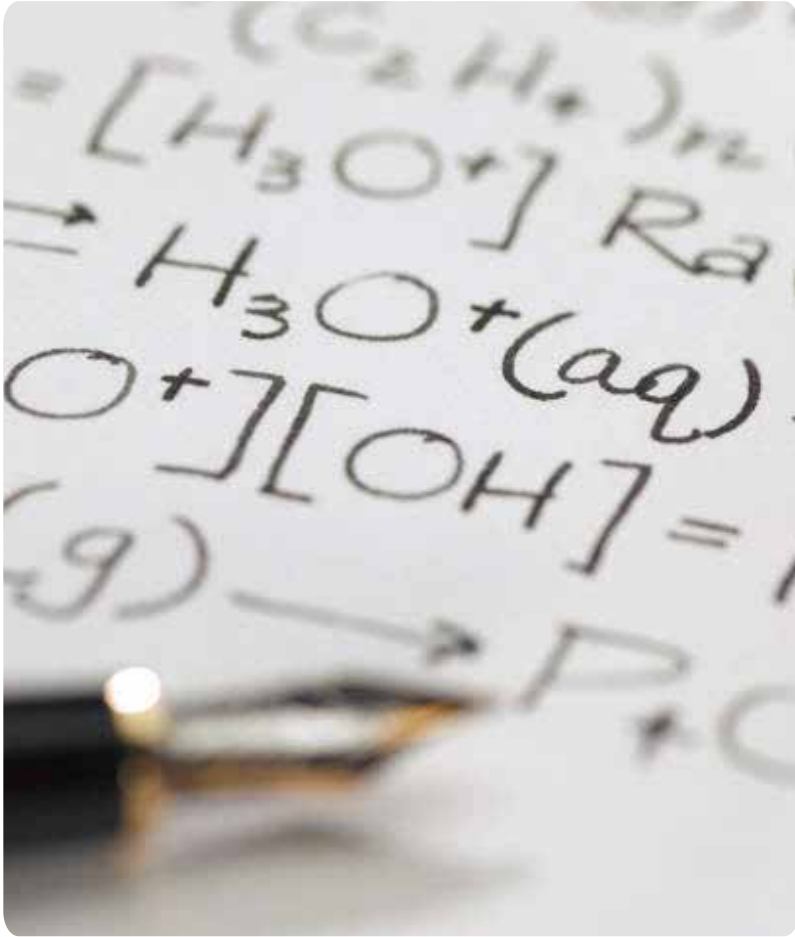
$$M_{air} = 50,0 + 33,3 \times A \times \sqrt{H} \quad \text{gr/sec (Kawaoge, 1958)}$$

Where A is the area and H is the height of the opening.

This formula refers to fires that are ventilation controlled, and does not apply to values less than 80gr/sec.

Various formulas have been proposed regarding the size that a fire should have in order to develop into a flashover, but the most simple and generally accepted one is that of Babrauskas (1980):

$$Q_{fo} = 600 \times A \times \sqrt{H} \quad \text{kW}$$



In order for a fire to develop into a flashover, it must meet one or both of the following conditions:

- Ceiling temperature of 550 – 600°C
- Heat flux of 20kW/m² towards the floor

In practice, a heat flux of 20kW/m² from the ceiling to the floor will cause the ignition of the floor materials.

You can view some impressive videos of flashovers at <http://fire.nist.gov>.

EXAMPLE

Assume a room with dimensions 3.0m · 4.5m, a height of 3.0m and a door of 1.0m · 2.2m. Regardless of the type or amount of thermal load present in this room, the minimum HRR required for a flashover is 2MW, because

$$Q_{fo} = 600 \times 2,2 \times \sqrt{2,2} = 1.956 \text{ kw or about } 2 \text{ MW}$$

Furthermore, the amount of available air cannot be less than 158.5gr/sec or 0.16kg/sec, because

$$M_{air} = 50 + 33,3 \times 2,2 \times \sqrt{2,2} = 158.56 \text{ gr/sec}$$

In practice, this means that if less or no amount of air enters the room, we cannot have a flashover.

The room at any time contains an amount of air equal to 3.0 x 4.5 x 3.0 = 40.5m³ or

$$40.5 \text{ m}^3 \cdot 1.2 \text{ kg/m}^3 = 48.60 \text{ kg (the air density at } 20^\circ\text{C is } 1.2 \text{ kg/m}^3)$$



Each kilogram of air yields 3MJ (oxygen yields 13.1MJ). Therefore, the total energy delivered by the combustion of 48.6kg of air is 48.6 · 3.0 = 145.80MJ, and assuming a constant combustion equal to 500kW (since it is impossible for everything in the room to be burned at once), the air will be consumed in 145.80/0.5 = 291sec or about 5min.



Therefore, if the air is consumed in 5 minutes, the fire will be extinguished.

In practice, the fire starves for lack of oxygen when the oxygen falls below 15% by volume and is not practically available below 5% by volume.

Such simple calculations enable experts to easily and quickly verify the claims of witnesses on whether they had shut the door or window before leaving the house, or to assess the duration of a fire.



The Fire Brigade of the city of Chania in action



The Fire Brigade of the city of Chania in action

THE CRACKED JAR

A Chinese old woman was carrying water in two big jars, which were hanging from her shoulders. One of the jars was flawless and it would always carry safely all of the water it could take. The other one had a crack and by the end of the long walk from the brook to the house it would be half-empty. So, for two whole years, the old woman was carrying only one and a half jars of water back to her house.

Of course, the perfect jar felt proud, because it was fully and utterly fulfilling the aim for which it had been made. The cracked pot, however, was miserable, as it was barely able to carry only just half of the amount of water that it was supposed to carry, and it felt ashamed for its imperfection.

After a couple of years, the cracked jar could not tolerate this situation anymore and it decided to speak to the old woman.

"I am so ashamed of myself and I want to apologize to you!"

"Why?" asked the old woman. "Why do you feel ashamed?"

"Well, for two years now, I have been carrying only half the amount of water due to my crack; it's terribly unfair that, because of me, you need to work so hard!"

The old woman smiled:

"Have you observed that there are flowers only on your side of the path, and not on the side of the other jar? I noticed your imperfection and I put it to good use". "I planted seeds on your side of the path and you have been watering them. For two years now, I have been cutting the flowers to decorate my table. If it wasn't for you, their beauty would not make my house shine!"

Clearly, it wasn't the imperfection of the jar that made it stand out, but rather the old woman's special ability to see its weakness and make good use of it. We all have our "cracks" and our "weaknesses"; but they can be turned into useful properties embellishing our lives. Each "crack" can make our life richer and more interesting, as long as somebody finds the "beauty" to which that weakness can lead.

This is precisely what MOBIAK is doing and is always aspiring to do: to turn around any "cracks" and "weaknesses" the economic crisis presents us with and to make the most out of them by turning them into something useful.

Within the Greek economy and market, which suffered many cracks under the heavy weight of the crisis, it is necessary to identify one's weaknesses and to deftly use each and every opportunity in a clever and creative manner.

We find ourselves in particularly difficult circumstances and uncertain times; now is the moment for crucial decisions. At such times, MOBIAK is showing that it knows how to take such initiatives. After conquering the Greek market of fire-fighting equipment, it has dynamically turned towards the foreign markets, where it has increased its exports in 40 countries and continues to grow rapidly.

MOBIAK does not rest on its previous achievements; it continuously offers the market new products, such as the fire suppression system "ZEUS" for use in professional and domestic kitchens, the aerosol generator and the 6lt portable body shower. Furthermore, MOBIAK's presence in the market of fire-resisting and metallic doors is becoming more prominent, as it is offering its partners a wide range of fire doors, at competitive prices, guaranteeing sufficient stocks and immediate customer service.

MOBIAK's people do not stop after they have been successful in attaining their goals in one area. They go on to plan the ways in which MOBIAK should develop in the next decade.

The plans become actions. As Democritus said "Boldness is the beginning of action"; and MOBIAK has all the courage it takes.

The Distribution Centers in Attica and Thessaloniki are now a fact. They are modern buildings, equipped with show rooms, an investment which raises even further MOBIAK's already high standards.

I would describe them as MOBIAK's "new set of strong lungs", which help the company pursue its operations and provide it with the power that is necessary in this new era.

MOBIAK is our family and, of course, each of us has their own crack and weakness, but it is the duty of each and every one of us to "make use" of our own imperfection and the imperfection of the person next to us, and to do so in the most creative way.

Since its establishment, MOBIAK has not had a comfortable and easy ride; it had to construct its own "path". MOBIAK carefully made sure that the path was drawn correctly and that it led to the company's blossoming over the years.

Please, do not forget to stop at the edge of the road and enjoy the smell of the flowers that are growing on our side. If each of us, just like the old woman, turned the weaknesses of their neighbors into something useful and beautiful, it is certain that we would all be better people and our world would be a better place.



ΟΙΚΟΥΜΕΝΙΚΟΝ ΠΑΤΡΙΑΡΧΕΙΟΝ
ΙΕΡΑ ΜΗΤΡΟΠΟΛΙΣ
ΚΥΔΩΝΙΑΣ & ΑΠΟΚΟΡΩΝΟΥ

Ref. No. 957

Chania, June 5 2013

To

MOBIAK S.A.

Akrotiri, Chania, Crete, Post Code 73100,

Dear Mr. Svorakis,

These days, the question as to what is the main purpose of life sounds pointless, since in our world nobody seems to be interested in the substance, the truth and the value of life. Unfortunately, many people do not know precisely what the aim in life is.

For a long time, we have been experiencing a decline of values. This is a serious crisis; it is not so much an economic, social or a cultural crisis, but primarily an intellectual one. Achievements made in the course of many centuries are now abused, ridiculed, stepped on. No fear, no emotions, no respect for what is holy. Rapid and brutal desacralisation is taking place here and now.

The people of today's world have forgotten the main purpose of their existence. They considered themselves immortals on earth. They have been tightly bound to corporality, money, possessions, and things.

They mistook lawlessness for freedom, irreverence for progress, fraud for cleverness, sin for liberation, honesty for foolishness.

Attitudes of dispute, doubt, distrust, contrariness and rejection have entered the life of the Modern Greek people. Lust for money, worship of the flesh and arrogant ambition have been deified. Hypocrisy has been glamorized.

You, Mr. Svorakis, resist this climate, through your benefactions. Thanks to your deeply kind response, which took the form of a cash donation, during the TV marathon, we were able to help our brothers in need, by making the funds immediately available to them. We thank you very much and we ask you to continue striving for solidarity and brotherhood in such ways. We want to have you on our side in our daily struggle, which, without your support, would not be as effective as we wish it to be.

May God keep you healthy and strong, giving you patience and courage for your private pursuits.

I wish you a good summer and I remain yours respectfully.

All the best and may God be with you,

**Metropolitan of Kydonia & Apokoronos
Damaskinos**



Written by **Yannis Christakis**
Mechanical Engineer, Area Manager for the Balkans



Through the eyes of Spiros ... Race for Life

For some time now, the "Horizon" sports group has been active in Chania with the aim to raise public awareness in connection with disability and volunteering services. A year ago, some friends of mine asked me to run the marathon (they would be pushing me) in a country of my choice, together with another 7 members of the Horizon sports group.



When I heard about it, I found the idea unreal, because as far as I knew no one on a wheelchair had ever run such a marathon before. However, I liked the idea and I thought I would gladly go, if the organizers would accept me. I chose Holland, as I had heard that it is a very beautiful country and it would be a good opportunity for me to see it since I do not travel a lot anymore. The organizers gave a positive answer. As they explained to us, they were making an exception, in order to honor the country which gave the marathon to the world. It was a very pleasant surprise for us.



All the members of the team, despite their many tasks and few free hours, were often by my side; we found time to spend in each other's company and time to train. We became very close, because they accepted me, with my numerous particularities, as an equal member of the group.

In the races that we did on Crete, people embraced our effort with great warmth and showed interest in our goals. The big day of the marathon arrived. We went to the field; we took the cards with our numbers and our names on. We looked at the track. We were filled with awe! 46,000 sportsmen and sportswomen from 81 countries were there. The feeling of being one of the competitors was unique. The race started. At times, we were approached by athletes from other countries that expressed their admiration and asked to push the wheelchair in order to gain strength and courage. Of course, we let them push. To see foreign athletes wanting to participate in a different group, a group like ours, was amazing and unprecedented. It made us all very happy!



When we entered the track and we arrived at the finish, we heard the following announcement from the loudspeakers: "The group from Crete, from Greece, is now arriving to the finish line", and suddenly every one of the spectators stood up and cheered us. That was a unique moment for all of us. We were winners in this race; we had fulfilled the goal we had set. We finished the race!!! Fatigue, satisfaction and happiness were showing in the faces of my group's members. I am very proud of my friends who were with me in this venture; I am also very proud of MobiakCare, who was on our side as our major sponsor. They achieved a true feat and showed a lot of courage.

This is not the end of our efforts. The races have been videotaped with the aim to create a short film which will be shown at primary schools. It is important that our young friends, who will be shaping the future, and not just them, become aware that individuals with special needs are not just that; above all, they are people who want to live within the society, among them. They should, therefore, respect them and understand their struggle, and not feel sorry for them.

Spiros Koutsorimakis
Member of the sports group "Horizon"

DAYCARE CENTER FOR AUTISTIC CHILDREN OF THE CHANIA MUNICIPALITY "I MEGALOCHARI"

The Board of Directors, the staff, the children and the parents of the Daycare Center for Autistic Children of the Chania Municipality "I MEGALOCHARI" express their deepest thanks to MOBIAK for donating fire-fighting equipment to their Center, for yet another year.



HANIOTIKA NEA

PANAKROTIRIAKOS – ENOSI THYELLA KAMINIA

The management of the football clubs Panakrotiriakos and Enosi Thyella Kaminia wish to thank MOBIAK for their support, in particular the supply of the materials needed for the completion of the roof of the pitch, as well as their contribution to the development of sports in our region, especially in this time of crisis. **HANIOTIKA NEA**



CHANIA FIRE BRIGADE

The Directorate of the Chania Fire Brigade Administration wishes to sincerely thank MOBIAK for their particularly useful donation of fifteen (15) hoses of 25mm.



HORIZON – ASSOCIATION OF VOLUNTEERING SERVICES AND SUPPORT

The Association of Volunteering Services and Support 'HORIZON' wishes to express their deepest thanks to MOBIAK for their immediate response and agreement with the association's request to become a major sponsor in the project organized by 'HORIZON' athletics group. The purpose of the event was to promote the message "Race for Life" and its aims. The sponsorship of the sports wheelchair had a decisive role for the project's successful outcome.



Association of Volunteering Services and Support

"Your love for 'HORIZON' gives us strength, so that we may continue our hopeful efforts, by the side of the children and their families". Spyros Koutsorinakis thanked Mr. and Mrs. Svourakis publicly for the opportunity they gave him to participate in the Marathon of the city of Amsterdam in Holland, by providing him with a sports wheelchair.

HANIOTIKA NEA

CENTRAL PORT AUTHORITY OF CHANIA

The Central Port Authority of Chania wishes to express their deepest thanks to MOBIAK and the President Mr. Emmanuel Svourakis for refilling eight portable fire extinguishers and inspecting the permanent CO2 fire-extinguishing system, free of charge. **HANIOTIKA NEA**



NAUTICAL CLUB OF CHANIA

The Nautical Club of Chania wishes to thank MOBIAK for the free of charge hydrostatic testing of the cylinders used by the sportsmen and sportswomen of the Club during the Winter Pan-Hellenic Championship of Swimming Technique, which took place in Nea Smyrni on March 9-10, as well as for their positive response to the Canoe-Kayak group's initiative to issue a calendar for the financial aid of the department.

"Such actions give the Club's Board of Directors courage and strength, so that it may continue its efforts for the development of nautical sports in Chania, with even greater enthusiasm".



TECHNICAL UNIVERSITY OF CRETE – STAFF TRAINING ON FIRE SAFETY

The staff of the Technical University of Crete wishes to express their deepest thanks to MOBIAK for making available a number of portable fire extinguishers free of charge, for usage during the fire drill carried out by the fire safety teams of the Technical University of Crete, which took place on 15-02-2013.



SPECIAL SCHOOL – NURSERY, CHILD & YOUTH REHABILITATION CENTER (KAPNK)

The Special School – Nursery KAPNK expresses their heartfelt thanks to MOBIAK, especially to MOBIAK's representative Mr. Nikolaos Zaharioudakis, for the seminar on issues of fire safety, fire-fighting and the usage of fire extinguishers, which he gave to the staff on Wednesday, February 20.

HANIOTIKA NEA



KAMPANI CULTURAL SOCIETY

The Cultural Society of Kampani wishes to express their heartfelt thanks to MOBIAK for helping organize the St. John's fair on August 28, in the green of Kampani Akrotiriou.

HANIOTIKA NEA





CHANIA HEALTH AND SOCIAL CENTER (PREVIOUSLY: PATRIOTIC INSTITUTE FOR SOCIAL WELFARE AND AWARENESS-PIKPA)

The Chania Health and Social Center thanks MOBIAK for the free of charge supply of fire-fighting equipment [five (5) fire extinguishers and two (2) isothermal blankets] to meet the center's needs.

GREVENA FIRE BRIGADE

The Brigadier and the staff of the Grevena Fire Brigade wish to thank MOBIAK for donating fire extinguisher powder for refilling their fire extinguishers. "Your kind gesture makes us believe that there are people who value the work of the Fire Brigade and especially our unit".



REGION OF CRETE – CHANIA REGIONAL DISTRICT

The Region of Crete – Chania Regional District and the Chania Chamber of Commerce and Industry express their deepest thanks for MOBIAK's valuable donation of fifteen (15) propane cylinders. This was an essential contribution towards the success of the Festival "KERNAMA ELLADA" ("Greece on the house") in the exhibition center of Agyia on the October 18-19-20. The Festival showcased the local tradition and identity in several ways, giving rise to excellent comments from both numerous members of the public and the invited officials.



COMMANDER OF THE NAVAL STATION ON CRETE

The Commander of the Naval Station on Crete wishes to express his sincere thanks to the Board of Directors of MOBIAK for kindly donating a laptop, which was needed in the Station's Medical Center.



ATHENS 1 INTERTAXI

The Cashier and the Board of Directors of ATHENS 1 Inter-taxi wish to express their deepest thanks to MOBIAK for the free of charge supply of fire extinguishers to the Corporation ATHENS 1 Intertaxi.



DONATION – PRIMARY EDUCATION SCHOOL COMMITTEE OF THE MUNICIPALITY OF PLATANIAS



Awareness and social corporate responsibility are necessary conditions for the continuation of MOBIAK's good deeds. Following the request for free of charge supply of fire extinguishers for use in the Municipality's primary schools, we have the pleasure of offering thirty (30) portable fire extinguishers and five (5) ceiling fire extinguishers, so that the fire-fighting equipment needs of the aforementioned schools are met.

THE HOLY MONASTERY OF ST. PAUL

The Abbot of the Holy Monastery of St. Paul wishes to express his deepest thanks for MOBIAK's response to his request for a discount in the supply of fire-fighting equipment to meet the needs of the Holy Monastery.

SPILI HEALTH CENTER

The Director and the staff of Spili Health Center wish to thank MOBIAK for the free of charge inspection and refill of the building's fire extinguishers.



ANEK

ANEK's Board of Directors wishes to thank MOBIAK and its owner Mr. Emmanuel Svorakis for donating fire extinguishers to ensure the protection of the electronic equipment in the agencies in Chania and Souda.



ORNITHOLOGY CLUB OF CHANIA

The Ornithology Club of Chania wishes to express their thanks to MOBIAK for its contribution during the 1st Exhibition of Pet Birds 2013.



CULTURAL ASSOCIATION OF KATHIANA "I IRINI"

The Cultural Association of Kathiana "I IRINI" wishes to express their thanks to their major sponsor MOBIAK for their contribution to the by now established festival of "Trygopatimata" (traditional vine harvesting) which took place on Saturday, August 24, in the location of Kathiana Akrotiriou. **HANIOTIKA NEA**

FIRE-FIGHTING TRAINING SEMINAR

Just like last year, a training seminar was organized this year for our partner "EUROTHERM" at the premises of "CORAL" in Aspropyrgos.

Our company has always been known for the immediate support and assistance with which we provide our partners, so that we may help them in any possible way.

Over time, this helped us become established, and we showed what a modern company of European standard should be like: in addition to its products, such a company should contribute to all related services.



During the seminar, in addition to the staff's theoretical training, there was practical training that involved the use of several types of fire-fighting equipment. We were pleased to try out our new products of the BSI Kitemark series, the high specifications of which were clearly ascertained. You can see this new series in our new premises at the location of Magoula in Aspropyrgos. Alternatively, it will be our pleasure to show you all of our products in the Dedicated Exhibition Area which we have created.

The training seminar proved very successful. All the members of the staff were satisfied and they felt they were now much better informed with respect to fire-fighting issues and procedures.

Such seminars should take place regularly, especially in the case of high risk businesses, so that potential incidents may be handled immediately, effectively and calmly. Besides, we are at our partners' disposal, being more than willing to organize such training events for their benefit, at their premises and depending on their requirements.



We will always stand by our partners, through tough and good times, and will give our expertise willingly and without any reservations. Our concern has been, is and will be, providing continuous support in our sector, which is very dear to us and which we wish to see upgraded for the benefit of all parties involved, including merchants and consumers.



Written by **Vasilis Stratos**
Central & Insular Greece Sales Manager

CUSTOMER AWARD PROGRAMME

MOBIAK continues with its customer award program, which shows a commitment to support businesses which distribute its products, rewarding them with financial benefits. We wish everybody who works with us to know how much we appreciate them and to realize that good work is recognized and valued.

We are particularly happy when we have new partners with enthusiasm for work and a vision for a better tomorrow. The company **ZANTE PYR – Dionysis Karampelas** has been active for over 12 years in the market of fire-fighting equipment, meeting their customers' requirements in a consistent and reliable way.



The company's headquarters are on 4 Artemidos Street, Zakynthos. The company undertakes the supply, installation and maintenance of all types of fire-fighting equipment in both professional and private environments; furthermore, it offers fire detection systems, as well as closed circuit security systems and alarm systems.

Dear Dionysis, on behalf of the Management and the staff of MOBIAK, we thank you for the trust and passion with which you market our products all these years. Please accept the gifts we offer you, of a total value of **500 €**, as a reward for the excellent cooperation that exists between us.



Finally, we need to thank all of you – our partners and friends, because it is with your support that we hold the first place in the Greek market. You give us the power to envision the future and implement our goals, providing safe fire-fighting equipment of high quality, wisely designed for man and the environment

Written by **Sophia Psillaki**
Electronic Engineer, Sales Department