

*May the light of the Resurrection of Christ burn like a candle in our hearts
and keep all our dreams alive.
This Easter, I wish I had thousands of joys in my hands
to give out generously to all my friends!*

Happy Easter

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Editorial

Dear readers, friends & partners,

I am truly proud to announce that the MOBIAC Panakrotiriakos F.C. academies have successfully completed the **1st Soccer School** of the Liverpool F.C. Foundation program. The program took place between 25 and 27 February 2014 and during those three days, the academy's young footballers had the opportunity to receive coaching under the instruction of **Mr. William Gerrard**, the coach of Liverpool's academies.

During the 1st Soccer School, the expert from the "reds" academy showed the children new exercises and had the chance to personally assess the progress they have made. Furthermore, he showed the academy coaches various new techniques, and he discussed with the parents of the children the way in which they should treat them.

All of the footballers showed great zeal and passion while in training. In addition to being acquainted with the competitive side of football, the aim was for the children to adopt the famous "**Liverpool Way**", that is, the collective spirit, the idea of teamwork and the family atmosphere. This initiative continues, as the second and third phase of the 1st Soccer School will follow in March and May respectively, when Liverpool's English coaches will visit again.

The vision we all share is to lay foundations not only for the future of MOBIAC Panakrotiriakos F.C., but also for the establishment of academies associated with different football clubs in various parts of Greece.

We aim to create healthy foundations in our municipality, through the partnership with the Chania Football Clubs' Association and Liverpool's representative in Greece, Mr. Charalambopoulos. We are greatly honored by the fact that the representative of Liverpool's technical staff, Mr. William Gerrard, attended the sessions that took place in Akrotiri of Chania, observing and evaluating all the

footballers and the members of our academy.

Here, in Akrotiri, we have a vision which will soon turn into reality. Working together with Liverpool, we envision the creation of the basis for a model Academy in our municipality, and we are delighted to be developing such an innovative plan.

I hope other teams in our municipality, as well as associations in other parts of Greece, will see our efforts as an example they will want to follow.

Through this partnership, we hope that the football culture of this great English club will disseminate and spread not just to football players and coaches, but also to the bodies which are directly or indirectly involved with this sport.

We are dreaming of creating true sports fans, not just followers, parents who look at football in a new light, who do not interfere or make absurd demands – thinking that their child is the new "Messi" – and agents who are in a position to implement specific organizational steps so that the Academy is better run.

To achieve all this, high levels of patience and persistence are required, before visible results are attained; because, let's not fool ourselves, no matter how much success we have, both with respect to the Greek National team and the individual Greek clubs in the European competitions organized by UEFA, it is unfortunately distrust that reigns in Greek football and causes it to sink in disgrace. This is what we experience nearly every Saturday.

It is undoubtedly a fact that in every football season we engage much more with the officials' statements and the referees' whistles, thus upstaging the true protagonists who sweat through hours of tough workouts in the sports venues.

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Within the framework of the "Liverpool F.C. Foundation" program, a Press Conference was held in MOBIAK's premises. The speakers were the envoy coach of the football academies of the distinguished English football team, Mr. William Gerrard, the Vice President of the Hellenic Football Federation and President of the Chania Football Clubs' Association, Mr. George Vourvachis, the representative of Agenda Sport Action, Liverpool's official partner in Greece, Mr. Nicos Charalambopoulos, the Vice President of MOBIAK-Panakrotiriakos F.C., Mr. Manolis Svourakis, and the Technical Director of the MOBIAK-Panakrotiriakos F.C. Academies, Mr. Vassilis Papadakis.

Mr. Gerrard said that he was very happy to attend the 1st Soccer School in Chania and he informed the audience that two further Soccer Schools would take place the following April and May respectively. He explained that the Soccer School focuses on the way in which Liverpool operates its academies (for children between 4 and 16 years old) from the technical point of view, as a miniature first team.

During a Soccer School, the children learn how to shoot, how to dribble and, primarily, how to work as a team. A very important issue is the psychology of the children, especially in the early ages of 4 to 6 years. The coaches manage to access the children's frame of mind and to instil the principle that football is a sport which they should experience and, above all, enjoy.

He explained that his presence in Chania, and in particular his participation in the activities of MOBIAK Panakrotiriakos F.C., ensures the accurate implementation of Liverpool's program, which is a necessary condition for progressing to the next level.

Mr. Nicos Charalambopoulos explained that, despite the extremely difficult circumstances in our country, one of the greatest football clubs in the world, well-known for its significant football culture, continues to be present in Greece.

Using words to this effect, he stated: *"Liverpool's being here is a venture worth a lot to myself, as well as to Mr. Svourakis and his partners. Liverpool is trying to train the coaches so that they become better, get the children to smile while on the soccer field and the parents to learn some of the principles of the club's culture, and provide guidance to the officials so that they may be able to implement the organizational steps required in order to run an Academy most effectively. With Mr. Svourakis' help, I believe that the program in Chania will be fully successful, and I am sure that, based on this program, there are dreams for even greater achievements in the future"*

Then, Mr. George Vourvachis thanked MOBIAK-Panakrotiriakos F.C., and especially Mr. Manolis Svourakis, for his support towards the development of football in Chania. He said: *"Mr. Svourakis is a very successful businessman and has set an example other businessmen from Chania should follow, by creating the suitable conditions and foundations for the achievement of a truly positive result. This is already visible, through the creation of the Academy and the partnership with Liverpool. This partnership can only give rise to positive developments for football in Chania, for MOBIAK-Panakrotiriakos F.C., and for Greek football on the whole. I hope that others will follow his example and I wish them good luck, alongside patience and persistence, because quite soon there will be results, which will provide the strength and courage needed to achieve big things for football in Chania and for MOBIAK - Panakrotiriakos F.C."*

Finally, the Technical Director of the academies run by MOBIAK-Panakrotiriakos F.C., Mr. Vassilis Papadakis, explained the great joy and sense of fulfilment he has, because of being in Akrotiri and playing an important role in this initiative which MOBIAK-Panakrotiriakos F.C. and Mr. Svourakis started. He said: *"It is the first time in my long engagement with football that I work with somebody like Mr. Svourakis. Football needs people with the popularity and power to influence, the depth of knowledge, the kind of reasoning and the commendable philosophy that Mr. Svourakis represents. It is very important for Akrotiri and for Chania. With respect to the program, we are trying, through our cooperation with Liverpool, to follow in the direction of this great team, as well as to implement the program they have provided us with since the 1st of October. The presence of the Liverpool Academies' coach gave great pleasure both to us and to the children. In contrast to the way things are normally done in Greece, we started out by putting the emphasis on the need for infrastructure and developing football, and for this reason I feel lucky that I am in this club. I want to believe that, thanks to our patience and persistence, this entire effort will flourish, creating a wealth of opportunities for Akrotiri and Chania, producing good football players, people with the right frame of mind, good sports fans, children who will have the right principles and philosophy in life."*

In conclusion, I would like to thank my friends and partners for their kind words and their good wishes. I would also like to thank the Cultural Association of Kathiana in Akrotiri, as well as the Vice President of the Hellenic Football Federation and President of the Chania Football Clubs' Association, Mr. George Vourvachis, for the honorary plaques which were awarded to me for MOBIAK's contribution to the development of football of Chania.

Kind regards,

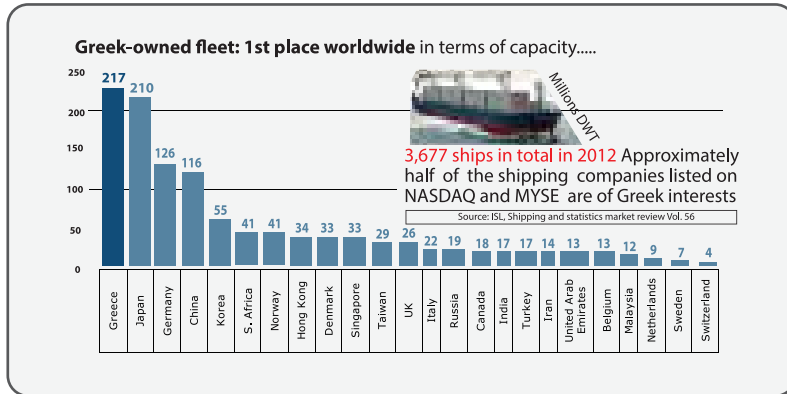
Manolis Svourakis
Vice president of MOBIAK SA



MARINE FIRE EXTINGUISHERS

Since the 1st of January 2001, all extinguishers installed on ships with a safety certificate issued by a Member State or on behalf of a Member State must comply with the 96/98/EC directive as amended at any given time.

The 96/98/EC directive of the European Council of the 20th of December 1996 is known as **MED (MED approval or Marine Equipment Directive)** and gives guidelines for the approval of equipment and products for use in the marine industry.



According to article 7 of the Directive, its intention is:

- to improve safety at sea,
- to prevent marine pollution through the uniform application of international regulations concerning the equipment listed in annex A that is to be placed on ships with safety certificates issued by Member States, or on behalf of them under international treaties, and
- to ensure the free movement of the aforementioned equipment in the European Community.

Compliance with this directive regarding fire extinguishers is certified by a notified body that carries out the conformity assessment. This is assured by placing the body's conformity marking on the equipment. The conformity marking is followed by the identification number of the notified body and the last two digits of the year in which the marking was affixed.

Number Designation	Regulation MARPOL3/78, as amended, requiring approval	Regulations MARPOL 73/78, as amended, and the relevant resolutions and IMO circulars, as applicable	Testing Standards	Modules for conformity assessment
A.1/3.2 Extinguisher	Reg. II-2/10, X/3, IMO MSC.98 (73) - (FSS Code) 4	Reg. II-2/4, II-2/10, II-2/18, II-2/19, II-2/20 IMO A.951(23), IMO MSC.36(63) - (1994 HSC Code) 7, IMO MSC.97(73) - (2000 HSC Code) 7, IMO MSC.98 (73) - (FSS Code) 4 IMO MSC / Circ. 12 39 IMO MSC / Circ.12 75	EN 3 - 7 (2004) including A.1 (2007) EN 3 - 8 (2006) including AC (2007) EN 3 - 9 (2006) including AC (2007) EN 3 - 10 (2009)	B + D B + E B + F
A.1/3.38 Portable fire equipment for lifeboats and rescue boats	Reg. III/4, X/3 IMO MSC.98(73) - (FSS Code) 4	Reg. III/34 IMO A.951 (23), IMO MSC.36(63) - (1994 HSC Code) 8, IMO MSC.48(66) - (LSA code) I-IV-V, IMO MSC.97(73) - (2000 HSC Code) 8, IMO MSC.98(73) - (FSS Code) 4 IMO MSC.1/Circ. 1313	EN 3 - 7 (2004) including A.1 (2007) EN 3 - 8 (2006) including AC (2007) EN 3 - 9 (2006) including AC (2007) EN 3 - 10 (2009)	B + D B + E B + F
A.1/3.52 Non-portable and transportable extinguishers	Reg. II - 2/10, X/3	Reg. II - 2/4, II - 2/10, X/3 IMO MSC.36(63) - (1994 HSC Code) 7, IMO MSC.97(73) - (2000 HSC Code) 7	EN 1866 - 1 (2007) or ISO 11601 (2008)	B + D B + E B + F

Modifications

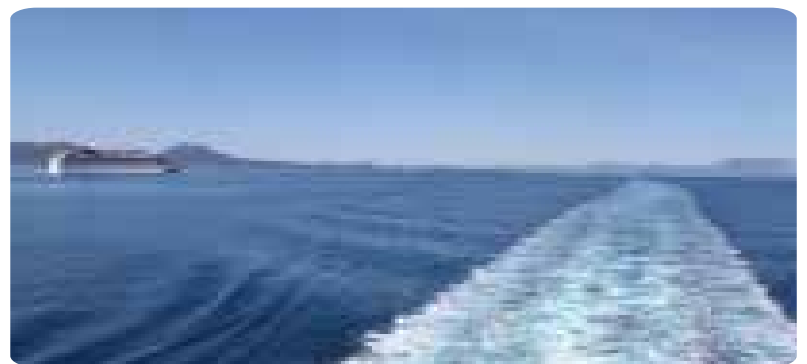
The amendments to the Directive as published in the official newspaper of the European parliament are:

- ✦ 98/85/EC Directive of November 11, 1998
- ✦ 2001/53/EC Directive of July 10, 2001
- ✦ 2002/75/EC Directive of September 2, 2002
- ✦ 2002/84/EC Directive of the European parliament and of the meeting of November 5, 2002
- ✦ 2008/67/EC Directive of June 30, 2008
- ✦ 2009/26/EC Directive of April 6, 2009
- ✦ Regulation (EC) No 596/2009 of the European Parliament and of the meeting of June 18, 2009
- ✦ 2010/68/EU Directive of October 22, 2010
- ✦ 2011/75/EU Directive of September 2, 2011
- ✦ 2012/32/EU Directive of October 25, 2012

MOBIAK MED Approved Fire Extinguisher

MOBIAK offers both foam and powder fire extinguishers suitable for use in the marine industry with capacities ranging from 1 kg to wheeled extinguishers of 100 kg (A.1/3.2, A.1/3.38, A.1/3.52 categories).

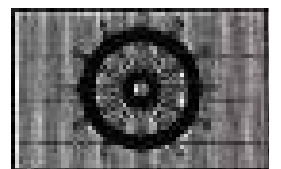
“ The aim is the improvement of safety at sea and the prevention of marine pollution ”



Most fire extinguishers are certified by MIRTEC SA and bear the conformity marking accompanied by the body's identification number (0437).

0437/xx Marking

MOBIAK is able to cover the need for fire-fighting equipment on lifeboats and rescue boats with fire extinguishers of 1, 2 and 3kg (ABC40 and ABC85), A.1/3.38 category, certified by both MIRTEC S.A and the Italian RINA.





RUSSIAN INTEREST FOR PPA SA AND THPA SA

Following the Chinese Cosco, Russian Railways seems to be arriving at the ports of Piraeus and Thessaloniki. In his statement, the president of the company, Vladimir Yakunin, who is very close to the President of Russia, Vladimir Putin, revealed the interest Russian companies had in the ports of Piraeus and Thessaloniki, the railway transports and the repair company Rosco.



Russian Railways is interested in Bulgaria and Greece's railways "in the framework of developing a new intra-Eurasian railway corridor", planned by their presidents part of a flattened rail network connecting Russia with Europe, which will also abolish the need to change railway cars before reaching Vienna.



The Russians have made it clear from the start that they retain their interest for TRAINOSE SA and Rosco, provided that they will be sold together with the Thessaloniki Port Authority.

Up until now, Cosco has shown strong interest in the Greek government and especially in the HRADF and the Ministry of Mercantile Marine. It is obvious that a possible involvement of the Russian factor in the process of privatizing the shares of PPA SA makes the "game" more interesting.

IS THERE HOPE?

The much crisis-troubled Greece begins to return at a slow but steady rate to its pre-crisis state. Greeks have always known how to fight and avoid the pitfalls and difficulties they come across. The same will happen regarding the financial situation that we all face in recent years.

According to Eurostat, industrial production in Greece recorded a 2.6% increase in December compared to November 2013. During this period, Greece was one of four Member States (Slovenia +2.7%, Portugal +0.7% and UK +0.4%) where there was an increase, while there was a decrease in 19 States. In general, a decrease of 0.7% was observed in the EU and the Eurozone, while the largest decreases in industrial production took place in Estonia with -5.7%, Sweden with -2.7%, the Netherlands with 2.6%, and Croatia with -2.4%.



At the same time, the trade deficit of Greece was reduced from €16.6 billion in 2012 to €14.5 billion Euros in the first nine months of 2013 (according to data from Eurostat).



It can also be seen that, in the first nine months of 2013, Greek exports increased by 5%, from €19.8 billion to €20.8 billion, while a reduction of 3% from €36.5 billion to €35.2 billion was noted in imports. Generally, a surplus of €17.2 billion was recorded in the Eurozone in October 2013, compared to a surplus of €10.9 billion in September 2013 and €9.6 billion in October 2012.

Written by Lefteris Kiralakis

Production & Management Engineer MSc, Production/Imports Department

THE SIGNIFICANCE OF STATISTICS IN SALES

The statistical analysis constitutes an important tool for the sales department. A prerequisite for good statistics is a complete computerized system, which comprises the software and a complete and updated database of product, services and customers.

The following information should be included in this database:

- ✿ Unique code for each product and service.
- ✿ Description for each product and service.
- ✿ Wholesale - retail price.
- ✿ Product type.
- ✿ Supplier.
- ✿ Client archive.

The computer program is necessary to give information such as:

- ✿ Number of receipts and invoices per day.
- ✿ Information on the consumption habits of customers. For example, to provide a list of consumers who bought products from the company in the last year, so that they can be contacted by telephone or e-mail or even by post for current offers.
- ✿ Ability to track warehouse movements.
- ✿ Customers per category.

It would be useful for the software to be linked to marketing activities that benefit the consumer, such as automatic sending of promotional and informative emails.

Statistics

A statistics check by product type should take place once a month. Before evaluating the result, a comparison should be made to the corresponding period in the previous year and not to previous months, as it is sometimes erroneously made, because sales vary by season. Obviously, all sales must be recorded in the computer's database. The ratio - "weight" which every category has, compared to the total sales, and the growth ratio of the year compared to the previous, lead us to conclusions and concrete actions.

Conclusion - Actions

If a category is not developing and its ratio is decreasing:

- 1) Design a specific promotion for a product group.
- 2) Decide upon a marketing action e.g. exposure.
- 3) Discuss with the staff and target the category.
- 4) Seek and record products that can provide additional sales in the category.

If a category is developing and its ratio to the total sales is growing:

- 1) Discuss with the staff and reward them.
- 2) Allot a larger space to the specific category.

The balance between the ratio of sales growth and the ratio of the purchase rise is an indication that the stock is not increased and that there are no losses.

Other useful information on statistics

- ✿ **Store traffic:** the number of receipts - invoices issued by the company per month compared to the same month in the previous year is an important comparative statistics table. This essentially indicates how well or not the business is doing and whether it is gaining new customers compared to its competitors.
- ✿ **Average value of receipts - invoices:** the rise of the average receipts - invoices per month compared to the same month of the previous year is an indication that the consumer buys more products or buys more expensive products.
- ✿ **Stock value:** This indicator is broken down by category or by company and can be expressed as a turnover rate, i.e. how long it takes to sell all the stock if the business ceases to receive new purchases. If the value of the stock increases compared to the same month of the previous year to a greater extent than the standard price rise, then so does the time that the business's money remains bound.



Business executives worldwide continue to be faced with the economic crisis, which makes appropriate actions imperative, with the worst scenarios yet to come. Simultaneously, other activities need to be undertaken in order to emerge in a stronger position after the difficult period has passed.

Businessmen and professionals of the field have only two courses of action at their disposal.

In detail:

Option 1: Reduce costs, increase discounts and accept lower revenues from sales and a smaller short-term final result. Make cuts, in the hope that your business will survive until a better time comes again.

Option 2: Perfect and expand your skills in sales, seeking new clients and new opportunities.



While other businessmen and sales professionals are busy with cost cuts, increasing discounts after accepting lower sales and lower sales revenue, the opportunity is there to be taken by those willing to take action.

Most businesses (including your competition) will do less and will be happy with it. They will limit their marketing activities, they will cease seeking new clients, they will offer discounts and they will be afraid to reach out to existing clients to make more deals, for fear of completely alienating and losing them.

Business Development and Making Sales

Due to the way most businesses react to the financial crisis, it is actually a good time to rebuild the flow of your sales, to make new deals and to expand your market share. The key to flourishing during difficult times is not only to work harder. You need to work smarter.



Below are some actions that you can take today, to ensure that your sales will be kept up and even grow:

1. Increase your skills in sales

Seeking new clients and selling require communication skills – skills that can be taught and improved. If your sales are low, it could be due to the state of the economy. It could also be that your communication skills need sharpening.

Your sales skills will enable you to take advantage of existing opportunities. They will allow you to make sales even during difficult times. On the other hand, the lack of sales skills will let potential sales slip through your fingers. If things progress slowly in your business, utilize some of the time for training.

“ The key to flourishing during difficult times is not only to work harder. You need to work smarter ”

2. Gain new clients by direct approach

In difficult economic times, many businesses cut costs by limiting the marketing activities and the campaigns for new customers. This is a huge mistake. Granted, this may not be the time to spend large sums of money for entirely new initiatives. It is, however, imperative to continue with low-cost marketing activities and to seek new customers. Without them, the sales will not go up.

One of the best and cheapest ways to increase your sales is to use the phone. Call potential new customers to introduce yourself. Call existing customers to possibly sell more products/services, to sell additional products/services to what

they bought before and/or to gather recommendations. Calls to existing customers are necessary, because increasing customer loyalty is most important.

3. Find new applications and/or new markets for your products and services

Can your products/services be used in non-traditional ways? Are there other markets that might need your products/services? This is the time to explore these new applications and markets. If you find that the traditional market dries up, look for others.

4. Find new ways to help existing and potential customers

The easiest sales are sales to existing customers. They already have a relationship with you. They know you and they trust you. Offer them new applications, add-ons and enhancements for your existing products /services. Find new ways to help them, your customers will respond.

The above four tips have one thing in common: they require action. You cannot let fear and anxiety about the economic situation paralyze you. Instead, focus on what you can achieve and take steps to do so.



Nowadays, more than ever, it is imperative to approach both potential and existing customers. Do not be one of the many that simply wait for the economic situation to improve.

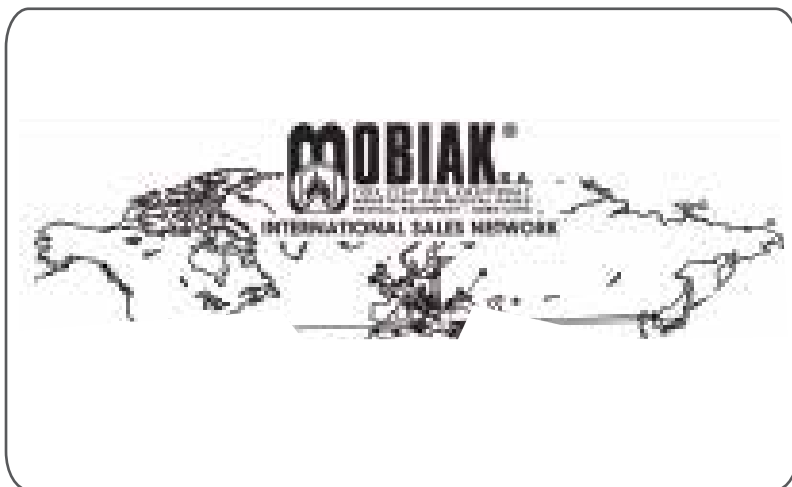
Instead, continue to take precautionary measures in order to build the flow of your sales and to generate sales revenue. This is what will help you cope with the financial crisis and get out of it successfully and well positioned in the market for even greater growth in the future.

Greek Business Export Activity

For every Greek company seeking sustainable development, it is now necessary to address new markets abroad. This export activity helps companies with the problems encountered by strains on the domestic market, giving them the opportunity to become familiar with new technologies and actions via healthy competition with top level companies.

Clearly, exporting is not a simple process and it cannot be developed overnight; it requires patience, determination and continuous development. Although specific actions and even pricy investments are necessary to expand into new markets, the anticipated outcome can change the image of the company for the better.

Considering the difficult period that the domestic economy is going through, it is reasonable to view the export activity as a one way street for Greek businesses.



Steadily growing over the years, MOBIAK has managed to expand to more than 40 markets and continues to do so unabated, constantly adding new countries to its exports network. It is true that Greece's key geographical position has helped us a lot; however, this alone is not enough.

Smart and decisive steps have taken the company's exports to a continuous rise and to an increasing share in many foreign markets. Our precise actions have resulted in solid foundations and we are optimistic that our export sales will continue to rise in the near future.

Even so, our efforts are still intensifying daily by searching for new investments and innovative products and applications. Our company looks with optimism into the future because:

- ✦ New people with fresh ideas are added to our human resources.
- ✦ We invest in acquiring international certifications of the most rigorous and globally recognized bodies.
- ✦ We participate in the most successful exhibitions worldwide.
- ✦ Our range of products grows continuously without sacrificing quality.
- ✦ We identify the market changes and we manage to meet the needs of our customers pre-emptively.
- ✦ Our distribution centers are being constantly upgraded.
- ✦ Our service and customer satisfaction is maintained to the highest levels.

All this, among other factors, is why MOBIAK is one of the most successful and fastest growing companies of firefighting equipment in the Balkans, Europe and the Middle East. Never complacent, we intensify our efforts to even higher and more difficult goals. We are not intimidated by the highly competitive and demanding foreign markets. Instead, it is proven daily that we can surpass the competition and that we can overcome any difficulties.

With over 7 years of experience in exports, we now have all the necessary tools which will help us become established as one of the most dynamic and successful firefighting equipment companies worldwide in the coming years.

It is a given that MOBIAK will have a leading role in the international market of firefighting equipment in the coming years and we are convinced that it will provide an excellent business model for other Greek companies.

Written by **Metaxas Drakopoulos**

● **Production & Management Engineer MSc, Exports Department**

Export Sales Network in Belgium

Belgium is located in North-Western Europe, bordering the Netherlands, Germany, Luxembourg and France.



Based on Belgian data, after a sudden and significant increase between 2006 and 2007, Greek exports significantly decreased between 2008 and 2010 amid deep economic crisis. In 2010, a slight increase of 7% was noted, while in 2011, the Greek exports were more than €300 million with an increase of 28.7% compared to 2010. Exports have been stable in 2012 and 2013, exceeding €300 million.

The fact that trade with the EU Member States is free of import procedures, fees and other technical barriers, leads most to believe that intra-European trade operates automatically.

This is clearly not true, since the developed and regulated markets of Western Europe, including Belgium, require constant and consistent monitoring, commitment to the target and dedication of resources, so that exported goods and services are properly managed.

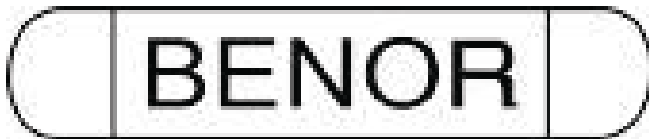
MOBIAK started exporting to Belgium in 2007, supplying marine product trading companies. MED/SOLAS certification of the firefighting equipment was necessary for the disposal of products in the marine industry.



In 2008, MOBIAK expanded its activities in Belgium by collaborating with an online fire equipment retailer. This collaboration, based on electronic commerce and which continues successfully to this day, promoted the MOBIAK brand name in Belgium and our products became widely known to wholesale trade companies.

As a result, in 2013, MOBIAK entered into an agreement with a large Belgian fire equipment import/trade company, which now successfully distributes our products in Belgium.

MOBIAK allocated considerable resources for the Belgian market in 2013, progressing to the acquisition of the BENOR conformity marking, as indicated by their partners and product distributor. In order to receive this certification, a sample of each batch of extinguishers sent from MOBIAK to Belgium is subjected to all controls according to the EN3-7 and NF074 regulations.



BENOR stickers, each bearing a unique number, are then placed on each extinguisher of the batch. All tests are carried out by APRAGAZ, a globally recognized inspection body.

After seven years of systematic investments in national certifications and collaborations with local companies, MOBIAK's brand name and its products/services have become widely known and accepted by the general public of Belgium, and our exports network in the country has rapidly grown.

Written by Stratos Koronis

[Mechatronics Engineer MSc, Exports Department](#)

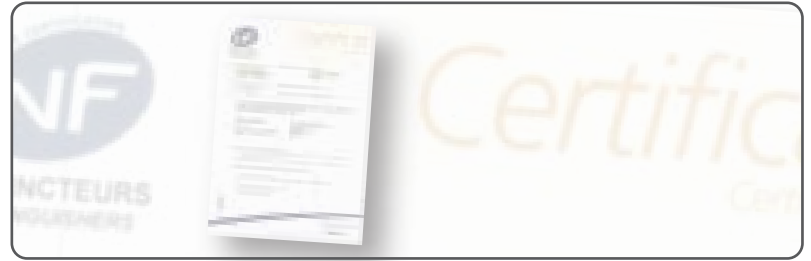
Entering the French market

Over the last two years, MOBIAK has started to implement a comprehensive investment program to penetrate the highly demanding market of France (among other countries). The competition is ruthless, as French manufacturers as well as Spanish and Italian, are established both in the Northern and the Southern regions of the country.

However, our company has managed to wrest significant market share via well planned actions, such as participation in exhibitions, tours, targeted electronic and printed promotional campaigns. Key to the success of the export activity in the French speaking countries has been the recent acquisition of the NF (Norm-Française) certification. AFNOR, a French association, awarded the certificates, while testing and inspections were performed by APRAGAZ and CNPP (Belgian and France lab respectively).

Sales have already begun with 5 certified models:

- 6 lt and 9 lt foam extinguishers.
- 6 kg dry-powder extinguishers.
- 2 kg and 5 kg carbon dioxide extinguishers.



7 more models are expected to be added to the range of NF certified products during the first half of 2014, while by the end of the year, most of the testing and certification will have been completed, with the addition of 17 models.

Note that due to the exceptionally high cost of obtaining certificates, a €200,000 financial aid was approved by the Ministry for Development and Competitiveness and via the "Competitiveness and Entrepreneurship" operational program.

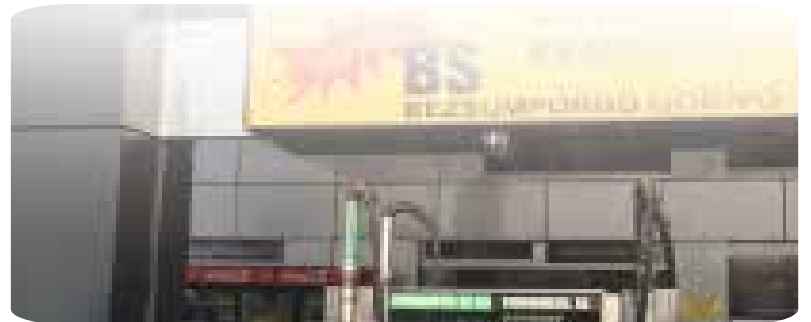
Written by Panos Krikos

[Management & Production Engineer MSc, Exports Department](#)

Mission to Croatia

The successful mission that took place in Croatia, with the attendance of MOBIAK's Vice President (Mr. Svorakis) and other executives, from the 13th to 17th of October 2013 was followed by a new business assignment in Zagreb in February 2014.

This mission was aimed at installing suppression MOBIAK systems in professional kitchens, gas stations and boilers. During the installation of the suppression systems, the specialized technical staff of our exclusive Croatian representative was trained, while training also took place in selected technical companies.



Upon completion of the installations, the fire service of Croatia inspected the facilities and approved the MOBIAK systems for distribution in the Croatian market.

On this matter, Mr. Ivan Klicper of the Sales department of MOBIAK's exclusive representative in Croatia stated: "On 12/11/2013, a firefighting seminar was held in Varazdin, with the participation of 23 companies engaged in trading of firefighting equipment and extinguisher reviewing. The participants had the opportunity to be updated, both on theoretical and practical levels, on MOBIAK products, suppression system extinguishing systems and the process of reviewing extinguishers. The practical aspect involved participating in the reviewing process. The theoretical part comprised, among other things, a presentation of the company's profile and the rich product range of MOBIAK, as well as the legislation regarding fire extinguishers in Croatia."

Written by Apostolos Diamantopoulos
 [Economics MSc, Exports Department](#)



New catalogue

MOBIAK is pleased to present you the new catalogue for 2014. This month-long effort of almost everyone at the company aims at an all-round presentation of our work in order to improve our products as well as to present the new products, making this document the most comprehensive catalogue in the industry of firefighting equipment in Greece.

NEW CATA LOGUE



10

The new catalogue amounts to more than 940 products, showcasing the increased range of MOBIAK products which cover every need in fire fighting industry. This stylish new version will be the main "weapon" of the company in its development both in Greece and abroad, where MOBIAK exports to more than 40 countries with great success.



The latest series of extinguishers are prominent in the new catalogue. A company with custom certifications for each market serves any demand; by now, MOBIAK products have certifications by internationally recognized notify bodies: NF (French market), BSI Kitemark (UK market), Benor (Belgian Market), TSE (Turkish market), Rina (Italian market), Kiwa (Dutch market) etc.

Eco-foam Fire Extinguisher

The new series of eco foam fire extinguishers is the centerpiece of the new catalogue. Carrying the international MILIEUKEUR certification, attributed only to environmentally friendly products, this latest series is a breakthrough in the extinguisher market. The new foam is:

- 🔥 Non-corrosive
- 🔥 Non-irritant or harmful
- 🔥 Non-toxic
- 🔥 Non-mutagenic to the environment or to humans
- 🔥 Non-harmful to the ozone layer (GWP)



Fire extinguisher with ABF foam

This is an innovative material that is suitable for extinguishing class F, A and B fires. It is an upgrade in quality from other extinguishers with materials which have the ability to extinguish only class A and F fires.



The ABF foam can extinguish at very low ambient temperatures, down to -30° C, making it suitable for areas where the winter temperatures fall below 0° C. Its extinguishing capabilities in A and B classes are similar to those of ordinary foam extinguishers.



BSI KITEMARK Extinguishers

The new series of BSI KITE-MARK extinguishers consists of 12 models of portable fire extinguishers (1, 2, 6, 9, 12 kg dry powder, 2, 6, 9 lt foam, 2,5kg, 2kg, 5kg, CO₂ of carbon dioxide, 9 lt water and 6 kg dry powder with internal cartridge) and 2 wheeled extinguishers models (25 kg dry powder and 25 lt foam). This certification is one of the most stringent internationally, demonstrating the high quality standards of MOBIAK products.



Extinguishers with internal cartridge and knob

With a new design and having acquired several certifications already, this new model is an upgrade in quality from the range of MOBIAK fire extinguishers with internal cartridge. The new catalogue includes dry powder, eco and ABF foam models in sizes 6 kg/lt and 9 kg/lt. All new models are equipped with a plastic ring and with the new discharge hose with valve.



Dry-powder fire extinguisher in 15 colors

The new 1 kg ABC40% dry-powder fire extinguisher is available in 15 colors upon request. Due to its design, it is an ideal corporate gift without losing its usability as a fire extinguisher.



CODE 0135285

MBK13 - 010PA - COLOR



1Kg

ABC
40%

5A 21B
C

1 kg Fire extinguisher with single seam vessel in various colors. Ideal for a gift!

With pressure gauge safety release valve.
> METAL BASE INCLUDED

CE



Wheeled fire extinguisher with external cartridge

A new addition to the MOBIAK range - the operation of fire extinguishers with external cartridge comprises two stages:



- ✦ Rotation of the N2 cartridge valve - Nitrogen is released in the extinguisher's reservoir.
- ✦ Discharge of the extinguishing material by pressing the trigger of the nozzle pistol.

Upgrade of wheeled CO2 fire extinguishers

In the CO2 wheeled extinguishers category, MOBIAK is pleased to present the new 10, 30 and 45 kg models which feature a new carriage system.



Furthermore, you will notice a new design for the 10 kg vessel as well as upgrades in appearance and quality in all 3 models.

1 kg & 2 kg ABC40% dry-powder fire extinguisher

A product with innovative, internationally award-winning design. Ideal for the home and places where appearance has a primary role. Its ergonomic design makes it easy and simple to use, while it is also the most attractive and eye-catching product in the category of portable fire extinguishers.



Wheeled reels & LPCB certified reels

The automatic and manual wall-mounted reel models are now certified by LPCB. Additionally, the following were added to the MOBIAK range:

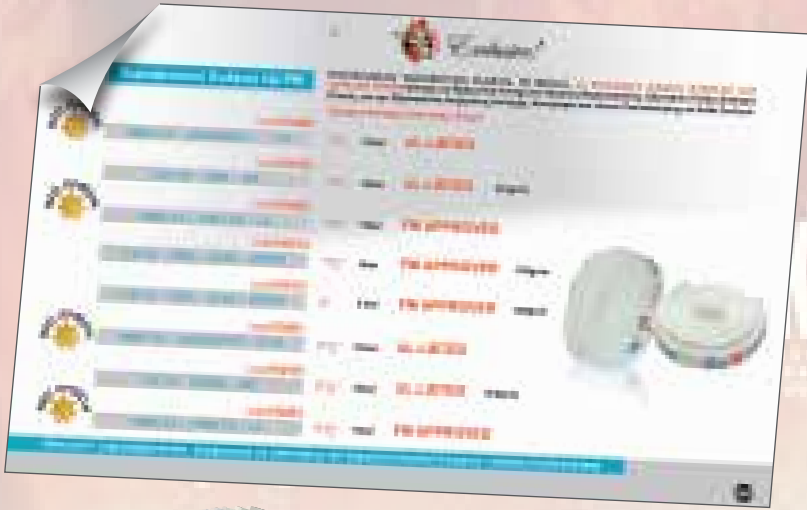


- wall-mounted CO2 hose reel with valve
- wheeled reel for all hose types and diameters.



New models of UL/FM Certified Hoses

The new hoses have a reinforced outer braid for increased durability even at low temperatures. Available models range between 8 and 21 bar and are UL/FM certified.



New breathing apparatus kit

In the firefighting equipment category, the 6 lt breathing apparatus with 300bar air is packaged in a special new case. The breathing apparatus includes anatomic back support and fire-resistant straps. MED certified, it is suitable for use in the marine industry.



New first aid kits

3 new models of first aid kits are available, all CE certified: i) standard first aid kit for car use in soft case or ii) in hard case and iii) large first aid kit, fully equipped, in a soft case. All models include a list of contents and first aid instructions in Greek, English, German, French, etc.



Multi-tool

In the fire station tools category, a folding multi-tool of 7 different functions is available. It contains an axe, a hoe, a rake, a pick, mattock, a crowbar and a shovel in hard case. A soft case that can be attached to the belt is also included, making the multi-tool easy to carry.



Finally, the new suppression extinguishing systems are a significant upgrade to the company's product range. Detailed analysis of the new systems will be presented by our colleague Mr. Koronis in a separate article.

Written by **Michalis Kapetanakis**

Electrical and TI Engineer, Exports Department

Certified HFC-227ea System for Land Projects

HFC-227 (heptafluoropropane) is an extinguishing agent used to replace Halon 1301 in various applications with highly satisfactory results. It is odorless, colorless, electrically non-conductive and suitable for extinguishing Class A fires, caused by solid fuels, and Class B fires, caused by liquid fuels. It is an effective extinguishing agent that provides superior fire protection to sensitive electronic equipment, such as computer rooms, telecommunication stations and facilities, industrial process control rooms, etc.

HFC-227 systems require minimal storage space, up to 7 times less when compared to other alternatives, such as CO2 and IG systems.

In terms of installation, the agent is pressurized with Nitrogen at 24 Bar and is stored in steel cylinders with certified valves. Its low pressure allows the use of conventional pipes and accessories, thus significantly reducing installation costs. Other gases at high working pressure require thicker pipes of higher specifications.

Also, its discharge is safe and quiet in comparison to the discharge of other gases, which is considered noisy and aggressive and could even displace dangerous objects located close to the nozzles. The entire system is VDS certified.

“ Its low pressure allows the use of conventional pipes and accessories, thus significantly reducing installation costs.”

Certified HFC-227ea Systems for Marine Projects

US Coast Guard studies have shown that approximately 90% of all marine fires start in the engine compartment and that only one in ten marine fires is successfully extinguished using the typical dry-chemical portable fire extinguishers.

This is due to the inherent difficulty related to manual fire suppression. Moreover, dry-chemical fire extinguishers leave a powdery residue behind that can damage the engine and the sensitive electronic equipment on board.

HFC-227ea systems constitute a safe and effective solution for the protection of engine rooms. These systems are thermally activated at 79°C with no operator intervention required. The Clean Agent gas is released much faster than any possible crew response, therefore resulting in a faster fire-out time and less damage.

The benefits of this system are listed below:

- 🔥 Automatic discharge at 79°C.
- 🔥 Total flooding of the engine compartment in less than 10 seconds.
- 🔥 Clean Agent Halon substitute gas does not leave any harmful residues.
- 🔥 Protection for small motorboats up to large yachts.
- 🔥 3-year warranty.



3 model series are available:

- 🔥 **MA2 Series**
Automatic and manual activation - protection of engine rooms up to 42 cubic meters.
- 🔥 **CG2 Series**
Automatic activation - protection of engine rooms up to 28 cubic meters.
- 🔥 **GA Series**
Two-cylinder system - protection of engine rooms ranging between 42 and 85 cubic meters.



Approvals and Certifications
All systems are approved by FM, USCG and Bureau Veritas. Additionally, all systems are approved to EN ISO9094-1 and EN ISO9094-2 standards by Bureau Veritas, RINA, and FM and are also CE certified.



Certified Carbon Dioxide Systems/IG541

MOBIAK also recommends the use of carbon dioxide and IG541 systems, **which are intended for both land and marine projects.**

In marine applications, the accessories are designed according to SOLAS 2001 standard differentiating them from their respective systems used in land applications.

NC-1230 Certified System

NC-1230 is an odorless, colorless, electrically non-conductive liquid that evaporates rapidly. It was designed as a replacement for Halon. It has a minimal environmental impact and a negligible global warming potential, and it also has a lower concentration and a higher safety margin than Halon. Its ozone depletion potential is zero and its atmospheric lifetime is extremely low, i.e. only 5 days. This makes NC-1230 an environmentally friendly extinguishing agent.

This agent is designed to protect sensitive equipment and important sites, such as museums, archives, and telecommunication stations, etc., which would have suffered irreparable damage, if conventional suppression systems were used.

NC-1230 looks like water, since it is a liquid at atmospheric pressure, and flows in a similar way, but it does not wet the objects and does not therefore cause damage to any equipment. An electronic device can be immersed into a container filled with NC-1230 without suffering the slightest damage. It is especially useful for fighting fires where water could cause more damage than the fire itself, or where the use of water is simply not feasible.

“ NC-1230 is designed to protect sensitive equipment and important areas ”

The agent is stored in cylinders as a liquid pressurized with nitrogen and, when discharged, it transforms into a colorless and odorless gas. In the NC-1230 system, the cylinders are pressurized to 24 Bar or 42 Bar (20°C). This storage pressure allows the use of standard pipes and fittings reducing thus installation costs. **The entire system is VDS certified.**

Certified WATER MIST System

Due to the restrictions imposed by the Montreal Protocol on Substances that Deplete the Ozone Layer, the need has emerged to find new Halon 1301 replacements. Over the recent years, the use of clean extinguishing agents (HFC-227ea, IG541, IG55, etc) is on the increase due to their zero ozone depletion potential, their efficacy compared to Halon and also because they leave no residues behind.

At the same time, other alternative systems have appeared, with a smaller market-share but of advanced technological level, such as the Water Mist system.

Everyone knows the fire-fighting properties of water. However, as its name indicates, in Water Mist systems, water is divided into tiny droplets, which obtain a significant

fire-fighting capacity that is considerably increased in comparison to the same amount of water. In the event of discharge, the damage to the equipment is almost negligible, as a very small amount of water is used.

Fire suppression by means of Water Mist systems is divided into three mechanisms:

- 🔥 Fire/flame heat absorption
- 🔥 Oxygen replacement
- 🔥 Radiation reduction.



Fire/flame heat absorption: By reducing the drop size, the total fire-fighting surface is increased meaning that the heat absorption speed is also increased. The energy is absorbed by evaporation (from liquid to vapor). This phenomenon causes the temperature to drop below the minimum value required for sustaining combustion.

Oxygen replacement: Water droplets, when turned from liquid into vapor, increase their volume by approx. 1800 times (at 100°C and 1 Bar). If the transformation from liquid into vapor occurs fast enough, then the vapor replaces the air around the flame. If the oxygen quantity is reduced below certain levels, fire is extinguished by suffocation.

Radiation reduction: It limits fire expansion to other areas by decreasing thermal radiation in the hazard area, preventing thus the fire from spreading to nearby surfaces. This mechanism is not a fire suppression mechanism per se, but when combined with the above mechanisms, it significantly influences the behaviour of a fire.

“ In the event of discharge, the damage to the equipment is almost negligible, as a very small amount of water is used. ”

Water Mist should meet one of the following purposes:

Fire control: This is achieved by inhibiting the fire. Discharge time should be adequate, so that manual activation can control the fire.

Fire suppression: Fire factors, heat and gas release are significantly and rapidly reduced during the discharge.

Fire extinguishment: After the system discharge that usually lasts 10 minutes, the system should be able to eliminate re-ignition, until all combustion materials have completely disappeared.

Water Mist systems operate with working pressures ranging from 80 to 200 Bar, disintegrating water into micro-drops which are discharged over the fire at a very high velocity.

Two types of systems are used depending on the application and the water quantity required to combating the hazard.

Cylinder Systems (UAC): These systems are used when less than 850 liters of water are required. They comprise manifold water cylinders of different sizes featuring internal anticorrosive coating, as well as N2 cylinders to 200 Bar (driving agent). There is a choice of manual, pneumatic, electric or remote manual activation models available.

Systems with Pumping Station (UAP): These systems are associated with tanks that can store water up to 3000 liters, and can thus increase the water quantity required. There are pumping stations from 32 lt/min to 220 lt/min featuring respective electrical control panels, controllers and signaling.

Depending on the hazard, there are different types of nozzles made of stainless steel with discharge flows ranging from 1.2 lt/min to 48 lt/min. There are open nozzles which discharge directly onto the fuel after the system is activated either manually or electrically via the control panel, as well as close sprinkler-type nozzles that are activated only after the built-in thermal detection bulb is broken at a certain temperature. **The entire system is VDS certified.**

Certified Automatic Fire Pump Set

Automatic fire pump sets are manufactured in accordance with European and American (UL) fire suppression standards from high-strength components offering reliability and effectiveness. Fire pump sets consist of the following components:

- ✦ Diesel pump or
- ✦ Diesel pump and electric pump or
- ✦ Diesel pump, electric pump and auxiliary Jockey pump
- ✦ High-pressure tank of various capacities and working pressures
- ✦ Automatic control panel
- ✦ Control components, such as non-return valves, pressure gauges, pressure switches, valves, etc.

Fire pump sets are available fully assembled and mounted on a rigid steel base construction offering convenience during both transport and installation. The system is ready to operate after the power supply is turned on and the collectors are connected.

The fire-fighting network leads through pipes to a water sprinkler. At stand-by mode, the network is always under particular pressure. In the automatic mode, when in case of a fire event a slight network pressure drop is recorded, the Jockey pump starts automatically, and only if the pressure drop continues, the electric pump starts.

If the pressure drop continues, the Diesel pump also starts, until the network pressure reaches the default stand-by pressure value.

These fire pumps may be activated manually using special switches, while all pumps feature a shut-off valve both for pumping and discharging, as well as a non-return valve.

“ Fire pump sets are available fully assembled and mounted on a rigid steel base construction offering convenience during both transport and installation.” ”

Fire Protection for Commercial Vehicles Engines

This system is intended for the protection of commercial vehicle engines. Its installation is simple, which means that no specialized technical knowledge is required. The system may operate both manually and automatically.

Both automatic and manual suppression is conducted by aerosol generators, while the extinguishing agent is environmentally friendly and replaces Halon.

A system featuring aerosol generators is intended for extinguishing Class A fires caused by solid fuel, Class B fires, caused by liquid fuel, as well as Class C fires, caused by gas fuel, whereas it prevents re-ignition (and causes inerting) in the event of Class E fires, provided that the latter occurs within a certain space.



In the automatic mode, the fire is detected by a linear heat detection wire (180°C) installed in the engine compartment. The driver is alerted by an audible-visual alarm produced by the control panel installed in the cockpit. The control panel triggers the aerosol generators, from which the extinguishing agent is discharged.

In the manual mode, the vehicle driver can trigger the aerosol generators using the manual activation switch built in the fire-fighting control panel, which is easily accessible from the vehicle cockpit.



certified local application systems

HERCULES - Certified Commercial Kitchen Fire Suppression System

In addition to Zeus, Achilles and Prometheus, our commercial kitchen fire detection/suppression systems, **MOBIAK now offers Hercules, a new system that is entirely certified by UL/FM/LPCB.**

This system is designed in accordance with the US standard NFPA 17A. It is a fully self-contained detection/fire-fighting system that does not require power supply.

The system consists of the following components:

Mechanical fire detection system: The detection network consists of fusible metal links, a mechanical release system and a steel wire rope with direction change rollers. When the fusible link melts due to temperature increase, the mechanical release system receives a signal through the steel wire rope and pneumatically actuates the cylinder containing the extinguishing agent. The mechanical release system may activate up to 7 cylinders in a row.

Extinguishing agent: It is based on potassium acetate, has low pH and is stored in containers pressurized with Nitrogen to 12 Bar. Upon activation of the system, the agent is discharged through discharge nozzles appropriately fitted over possible fire outbreak points. All hot or flammable surfaces are covered by the extinguishing agent that is discharged in the form of mist, creating a foam that extinguishes the fire, preventing the oxygen to come into contact with the burning surface and averting the release of flammable vapors. Depending on the amount and type of the protected device, there are two different cylinder sizes: 14 lt and 23 lt.



Extinguishing agent discharge nozzles: The nozzles are positioned along a prefabricated pipe and are selected according to their flow rate. The nozzles are intended for the protection of specific devices and have a predefined flow rate. For instance, Zeus, Achilles and Prometheus systems are also equipped with special nozzles for air ducts, filters, fryers, grills, etc.

The system also comprises the following components: manual activation lever, electric switches and mechanical fuel shut-off valve.

Dry-Powder Tank Extinguishing System

The permanent dry-powder tank extinguishing systems have been developed and used, in order to extinguish fires, when large quantities of extinguishing agent are required, such as in the event of B and C Class fires, as well as outdoor fires. They can also be used in fires related to electrical devices, such as generators or boilers. Powder rarely requires water to extinguish a Class A fire. There are two types of permanent dry-powder systems:

Total Flooding Systems: In these systems, a certain amount of powder is discharged through the piping and nozzles located above the protected area. The total flooding can be applied only when the space is fully enclosed or when all openings around the area can close automatically, no later than the start of the discharge. If there is a leakage due to openings, an additional amount of extinguishing agent should be provided to compensate for the leakage. The total flooding can be applied only when the re-ignition risk is not immediate, since the fire suppression is temporary.

Local Application Systems: These systems differ from the total flooding ones, because in this case the nozzles discharge the agent directly onto the fire. Local application systems are useful, when all possible fire sources can be isolated, the fire cannot spread to other protected enclosed spaces and where all possible fire sources can be protected. The main use of local application systems is to protect open containers with flammable liquids. Similarly to the total flooding systems, local application systems are not effective in the event of an immediate re-ignition.




“Dry-powder tank systems can also be used in fires related to electrical devices”

Both total flooding systems and local application systems consist of 2 main parts, the dry-powder tank with its accessories and the nitrogen (propellant gas) cylinder with its accessories.

The tanks are available in various capacities and are made of steel, with the nitrogen inlet located at the bottom. Nitrogen, the propellant gas, is stored in cylinders pressurized at 150 Bar.

The system features an automatic and autonomous operation that does not depend on power supply. It is equipped with a detection/actuation system that contains fusible links, a mechanical control panel, and a steel wire rope with rollers. When a fusible link is activated (melts) due to temperature rise, the mechanical control panel is activated through a steel wire rope, which in turn pneumatically activates the system containing the extinguishing agent.

Written by Stratos Koronis

 Mechatronics Engineer MSc, Exports Department



SEMINARS

WEINMANN Ventilators Service

With aims to upgrading its services and improving customer support, MobiakCare administered another training session at its premises in Akrotiri, Chania, the first training session of 2014, which focused on ventilation and more specifically on the maintenance and service of Weinmann ventilators.

The training was conducted by specialized trainers from the German company Weinmann.

Particular emphasis was placed on the configuration and installation of the invasive and non-invasive ventilators.

MobiakCare staff in charge of the service and the upgrade of this equipment also attended an additional specialized training session.



“ The training was conducted by specialized trainers from the German company Weinmann ”



ASPEN Orthotics

MobiakCare is the exclusive representative of the American company Aspen and as such it holds seminars in different parts of the country, in order to present new products. The presentations are accompanied by relevant training sessions covering the correct installation, setup and safety of the products. As part of the presentations, MobiakCare partners will have the opportunity to make a series of visits to affiliated hospitals, where further information on the quality and reliability of ASPEN products will be provided.

Lymphatic Drainage Equipment

As part of MobiakCare's constant effort in continuing education and specialization, a seminar was held in **collaboration with the Italian company Moretti, on March 5, 2014 in Chania aimed at training MobiakCare staff in the use and maintenance of the new lymphatic drainage equipment.** The objective of the training was to help people quickly identify symptoms, such as venous thrombosis, lymph edema, seizures, and vein hardening, which may arise either due to chronic diseases, e.g. chronic venous insufficiency, diabetes, cellulites etc., or due to severe injuries, e.g. soft tissue injury, spinal cord injury, mastectomy, comminuted fractures, etc., or even due to minor incidents, e.g. sprains or sciatica, and be able to immediately respond to any such incident.

New MOBIACARE Webpage www.mobiakcare.gr

Having continuous upgrades and modernization in mind, MOBIACARE has created a new website with a new layout, including pages with comprehensive product specifications, certificates, corporate infrastructures & the corporate profile, as well as a presentation of MOBIAK's specialized service department.



In addition, it offers registered partners with specific privileges, online ordering, information regarding the proper use of the available products, installation and maintenance tips, and in general methods to avoid wear and damages.

Welcome to our new www.mobiakcare.gr website. We look forward to receiving your registration and helping you with any queries you might have.

Written by **Eftichis Pleyrakis**
Sales Manager, Medical Equipment Department

OXYGEN CONCENTRATOR MAINTENANCE

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 Market, as well as for your response to the MobiakCare Irene oxygen concentrator, the result of team work, years of experience and extensive research.

According to the maintenance schedule for MobiakCare Irene Oxygen Concentrator, the time has come to change the inlet filter. The following pictures illustrate where the filter is located and how it should be removed and replaced.

It is important to always remember to change your filter every 3,000 hours of operation in accordance to the instruction manual.

The filter code is 0808240.

To ensure long service life (before and after warranty expiration), you should follow the maintenance schedule laid out in the instructions manual provided with the oxygen concentrator.

The filter is located on the rear side of the equipment as shown above. **Its replacement does not require any special tools or knowledge.**



- ♥ Remove the plastic filter by pulling it upwards.
- ♥ Unscrew and remove the bottom part.
- ♥ Wash the filter plastic parts, as you would wash a glass. In this way, dust is removed and is not transferred to the new, clean filter.

Written by Iasonas Vlamakis
[MobiakCare Technical Support](#)

Exports Department

Also in 2013, MobiakCare delivered on its commitment to conclude new agreements abroad. The year ended with an increased export sales turnover, especially in the Balkans, where an increased number of customers came to trust our Products & Services.

The Balkan market becomes increasingly difficult for Greece. This fact is confirmed by the Panhellenic Exporters Association, according to which Greek exports to the Balkans from January to November 2013 had decreased by 7.8% in comparison to the corresponding period of 2012.

In general, according to the Hellenic Statistical Authority, Greek exports in 2013 declined by 0.2% compared to 2012. If we exclude mineral oils that form a large portion of Greek exports, a decrease of 2.2% was observed.

Against the background of an uncertain economic environment, MobiakCare follows the same successful path of MOBIAK-fire exports and seeks sustainable development through new foreign markets. The objective for 2014 remains the same: reaching new agreements and increasing export sales turnover.

Written by Vangelis Tsekouras
[Business Administration MSc, MobiakCare Exports Department](#)

Products with High Demand in densely populated areas/buildings !

Auxiliary wall support handles



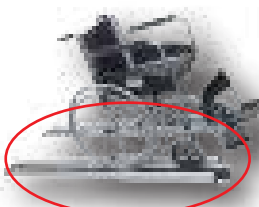
Folding wall handle



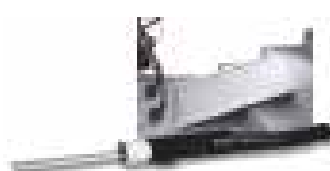
Oxygen therapy set



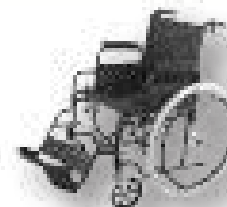
Retractable ramp for wheelchairs



Folding ramp for wheelchairs



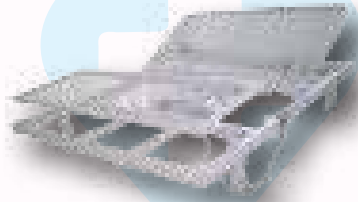
Economy-I



Electric double bed raiser

κωδ. **0808718**

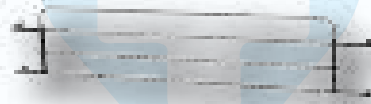
- 1-year warranty.
- Steel frame.
- 2 motors to elevate legs and back.
- Replaces the conventional bed base transforming the bed to an electric one.
- Bed base dimensions (LxW): 194cm x 143cm.
- External Dimensions (LxWxH): 197cm x 150cm x 33cm.



Retractable bed side rails with 4-point hooks

κωδ. **0809254**

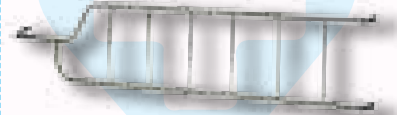
- Suitable for most metal beds.
- Thanks to the special retractable system, **the rails need not be removed, when the patient is transferred to another bed.**



Bed side rails with 3-point hooks

κωδ. **0808768**

- Suitable for most metal beds



NEW ARRIVALS

MINI MAX Nebulizer plus handy travel case

κωδ. **0804015**

- Dimensions (LxWxH): 13cm x 10cm x 15cm.
- Quick nebulization, up to 50% of the time thanks to the high flow nebulization chamber.



New technology!
Small dimensions,
high performance

CA-MI

CAMI my Pressure digital blood pressure monitor

κωδ. **0806091**

- Average value of the last 3 measurements displayed.
- Time and date setup.
- Storage and travel case included.



CA-MI

Waterproof foam cover for bed rails (pair)

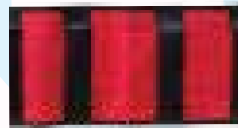
κωδ. **0808602**

Dimensions (LxWxH): 134cm x 33cm x 3cm



Auxiliary lifting belt

κωδ. **0809341 (Small, 97cm)**
κωδ. **0809342 (Medium, 115cm)**
κωδ. **0809343 (Large, 112cm)**
κωδ. **0809344 (XLarge, 114cm)**



Seat cushion

κωδ. **0806159**

Dimension (LxWxH): 40cm x 34cm x 11cm



NEW ARRIVALS

Wheelchair reinforced safety belt

κωδ. **0808676**



WEINMANN JOYCE ONE silky silicone mask

κωδ. **0808731**

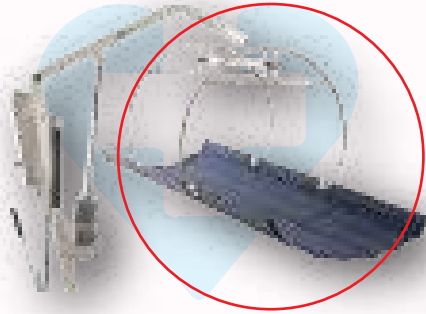
- ONE SIZE nasal CPAP mask by WEINMANN



Deluxe lift stretcher

κωδ. **0807528**

— Compatible with Mopedia hoists.



Mopedia hydraulic (manual) hoist

κωδ. **0809638**

For users
over
120 kg



Mopedia heavy-duty electric hoist

κωδ. **0809249**

For users
over
120 kg



NEW ARRIVALS

ASPEN Vista adjustable CTO4 cervicothoracic guardian (one size)

κωδ. **0808736**

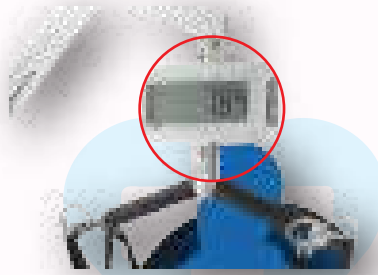
The system is adjustable by angle and height for a highly effective immobilization of the cervical and the upper thoracic spine combined with improved patient fit and comfort. No metal parts, safe to use on axial and magnetic tomography.



Mopedia hoist electric scale

κωδ. **0807526**

- Compatible with Mopedia hoists.
- 6 AAA batteries.
- Maximum weight: 661 pounds (300 kg).



Foam & Memory Foam mattress

κωδ. **0808765**

- Dimension (LxWxH): 195cm x 86cm x 10cm.
- Foam thickness: 6cm.
- Memory Foam thickness: 4cm

Foam & Memory Foam mattress

κωδ. **0808766**

- Dimension (LxWxH): 195cm x 86cm x 12cm.
- Foam thickness: 8cm.
- Memory Foam thickness: 4cm



NEW ARRIVALS

Deluxe hoist sling

κωδ. **0807527**

- Compatible with Mopedia hoists



Electric bath tub lift

κωδ. **0807529**

- Warranty: 2 years.
- Retractable, waterproof, steel frame.
- The backrest reclines to 40 degrees.
- Powered by rechargeable battery.



Wall-mounted shower seat

κωδ. **0808678**



Aircast splint

κωδ. **0807789**

- One Size



3-wheel Rollator walker

κωδ. **0808717**



FOR USE WITH 3-OUTLET PUMPS

Lymphatic drainage cuff

κωδ. **0808643**

Dimensions (LxW):
78cm x 22cm / 32cm



Lymphatic drainage boot

κωδ. **0808644**

Dimensions (LxW):
84cm x 31cm



FOR USE WITH 2-OUTLET PUMPS

Lymphatic drainage cuff

κωδ. **0808640**

Dimensions (LxW):
53cm x 22cm / 26cm



Lymphatic drainage boot

κωδ. **0808641**

Dimensions (LxW):
50cm x 31cm



NEW ARRIVALS

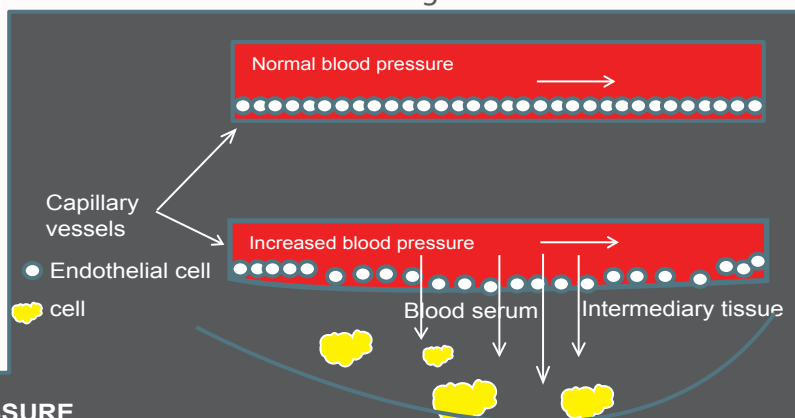
2-outlet acupressure pump / κωδ. **0808639**

3-outlet acupressure pump / κωδ. **0808642**



Lymphedema - Acupressure

Lymphedema, or lymphatic edema, is basically caused when lymph circulation is blocked. As a result, the veins get swollen and the blood serum is pushed towards the exterior of the veins, rupturing vein walls and extending to the intermediate tissue. Sometimes, after an injury, a flow of red blood cells occurs resulting in hematoma.



ACUPRESSURE

Thanks to the gentle massage by means of intrinsic pressure, acupressure promotes blood circulation. The pressure starts from the most distal and moves towards the most proximal point, in relation to the heart. In this way, blood flow is enhanced.

Therapeutic Benefits in case of:

- ♥ Chronic venous insufficiency
- ♥ Rehabilitation after injury
- ♥ Chronic swelling due to venous disorders
- ♥ Lymphedema
- ♥ Vein hardening
- ♥ Swelling due to rheumatism
- ♥ Preventively to avoid thrombosis

Aesthetic Benefits:

- ♥ Body detoxification
- ♥ Tissue rejuvenation and oxygenation
- ♥ Slimming and firming
- ♥ Effective against cellulite
- ♥ A safe alternative to liposuction
- ♥ Alleviation of pain and swelling
- ♥ Skin revitalization and firming

0808639 - 2-OUTLET ACUPRESSURE PUMP
0808642 - 3-OUTLET ACUPRESSURE PUMP
3-outlet pump operation



Specifications

Treatment of lymphatic and venous disorders by means of continuous compression. Compression starts on distal section and moves towards the proximal section.

Recommendations:

The pump pressure is regulated by the user.

Benefits

- ♥ Fast deflation valve.
- ♥ Connection (arm with arm or leg with leg) using a single pump

Weather for going out!

As we enter Spring, we feel the urge to go out and about. For this reason, from now until October, there is an **increased demand for the following products:**

0802006

FREESTYLE portable oxygen concentrator that delivers 1-3 lt/min of oxygen.

0808635

Eclipse oxygen concentrator delivering continuous flow oxygen of 0.5-3 lt/min.
Pulse dose: 16 ml – 96 ml (about 1-6 lt/min)

0808680

INOGEN ONE G3 portable oxygen concentrator delivering continuous flow oxygen of 1-4 lt/min on a 24/7 basis (when connected to the mains) and recharging time up to 4 hours.

Approved by the American Aviation Administration (FAA) for safe use on airplanes.

2 in 1
Portable &
reliable use



From the new MOBIACARE catalogue

Electric wheelchair

0808387

Reinforced ZEUS model



Electric wheelchair

0809242

Reinforced RECLINING COMFORT model



Electric scooter

0808405



0808515

Retractable ramp for wheelchairs,
dimensions (LxW): 92cm x 76cm



0808157

Dimensions (LxW): 74.5cm x 150cm

0808161

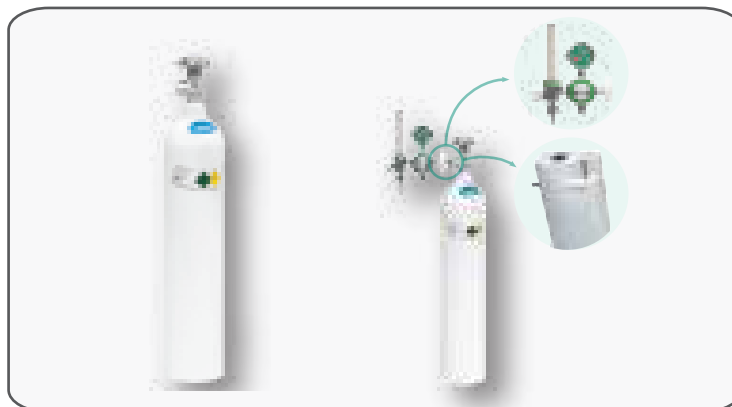
Dimensions (LxW): 77cm x 210cm

Folding ramp for wheelchairs



FILLING & REFILLING OF MEDICAL OXYGEN CYLINDERS

Medical oxygen cylinders are always fitted with a valve, onto which an oxygen flow meter with a pressure gauge are attached. The pressure gauge shows the pressure inside the cylinder, while the flow meter regulates the supply needed by the patient (oxygen flow ranging from 1 to 15 lt/min).



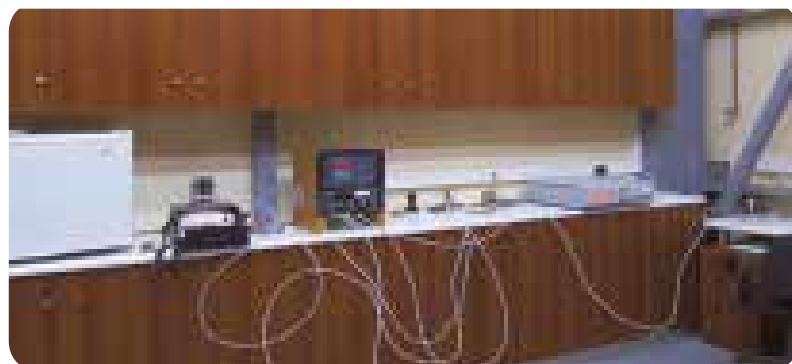
In this article, the Department for the Production/Bottling of Medical and Industrial Gases wishes to point out the importance of selecting the appropriate filling facility for your medical oxygen cylinders.

The cylinder filling facility must be approved and certified, in order to ensure the correct, legal and safe filling of medical oxygen cylinders.



Look out for filling facilities that meet the following requirements:

- Production License by the Hellenic Organization for Medicines (EOF).
- Certification in accordance with ISO 13485:2008 quality system and compliance with the Ministerial Decree no. ΔΥ 8δ/ref. no. 1348 (Government Gazette 32 B/16-1-2004).



Furthermore, all filling facilities should:

- Apply all good manufacturing practices stipulated by EOF's circular no. 50333/27-11-01 during the filling process.
- Comply with AIGA guidelines.
- Own a chemical laboratory with appropriate analytical instruments to ensure medical oxygen specifications as outlined by the Greek pharmacopoeia.

The cylinders filled at certified filling facilities always carry the following:

1) Lot label since the last production. The lot label should be renewed, each time the cylinder is filled, and should look like this:

MOBIAK SA
 FILLING DATE: 13/11/2013
 EXPIRY DATE: 13/11/2016
 LOT NO.: 13112013/1

2) Convex adhesive of the filling facility, where the cylinder was last filled. This label should conform to ADR requirements and the ISO 7225:2005 standard. It is important to bear a Class II hazard label, the UN number and the product name "UN 1072, OXYGEN, COMPRESSED, 2.2 (5.1), (E)".

AZ 00 04 07

- Risk of fire when in contact with combustible material.
- Keep away from flammable material.
- Do not smoke during use.
- Turn off the flow after use.

UN 1073
REFRIGERATED LIQUID OXYGEN
2.2 (5.1), (C/E)
KA 202

UN - No 1073
In accordance with ADR/RID

MOBIAK SA
FILLING IS CONDUCTED BY MOBIAK SA

Do not empty the cylinder completely

© 2013 MOB SA

Medical oxygen cylinders that presented faults and were filled at unauthorized filling facilities shall not be accepted by MOBIAK.

The filling of medical oxygen cylinders in unauthorized filling facilities may cause valve damage, ignition or even explosion.

Such incidents are due to the implementation of an erroneous filling procedure and are usually caused by an abrupt application of pressure, such as for instance decanting between cylinders, rather than gradually increasing the pressure. Such malpractices are excluded at the certified MOBIAK filling facilities, which are licensed and inspected by EOF and at the same time comply with the rules of good manufacturing practice for the production of medical oxygen.



INNOVATION AND PROGRESS

As we aim at continuous growth, expanding our activities further is the only way ahead. After successfully negotiating and signing supply contracts for HOMELOX liquid oxygen cylinders for home use with local representatives throughout Crete, we have enriched our services with innovative food standardization technology.

The underlying principle is always the same, namely the cooperation and support of the local community and economy, enabling businesses of our country to evolve and expand their business worldwide.

It is widely known that Crete produces top quality cheese, meat, olive oil, vegetable and dry food. The key in promoting Cretan flavors beyond the island is ensuring their long life by means of methods that preserve their quality, but do not chemically alter the products.

The innovative Modified Atmosphere Packaging (MAP) can be customized to the needs of all producers and multiply the food lifetime by retaining its original quality. The use of liquid nitrogen and carbon dioxide in quick freezing applications constitute the packaging solutions of the future, as they keep the food freshness intact allowing it to retain the essence of the Cretan countryside, as it travels around the world.



MAP packaging is a natural procedure which enhances the product lifespan and is growing rapidly on a global scale. It complements high pressure and microwave techniques or oxygen absorption. The correct MAP gas mixture maintains the quality of the foodstuff by retaining the original taste, texture and appearance. The gas mixture should be selected taking into account the characteristics and properties of each foodstuff.

“The innovative Modified Atmosphere Packaging (MAP) can be customized to the needs of all producers”

Low fat products with high moisture content easily develop microorganisms, which should be inhibited. On the other hand, products with a high fat content and low moisture content should be primarily protected from oxidation.

The main gases used in packaging applications are nitrogen (N₂), oxygen (O₂), and carbon dioxide (CO₂). N₂ and O₂ are obtained through separation from the atmospheric air, while CO₂ is obtained from natural wells or as a byproduct,

for instance during fermentation processes (e.g. wine or beer) or ammonia production.

These gases are approved for use in foodstuffs and can be applied either individually or mixed according to specific ratios, depending on their properties and their interaction with the given foodstuff, e.g. their solubility in specific foods.

In order for these gases to be suitable for use in the food industry, they should comply with the respective regulations, such as the European Commission Directive 96/77/EC regarding food additives in European Union countries and



the guidelines of the US Food and Drug Administration (FDA).

“The main gases used in packaging applications are nitrogen (N₂), oxygen (O₂), and carbon dioxide (CO₂)”

Thanks to its pioneering solutions, MOBIAK GAS already plays an important role in the Cretan food packaging market. MOBIAK's goal is to constantly raise the bar by forging exclusive partnerships with leading industry players. Driven by entrepreneurship, we are working steadily on new high-quality products and innovative processes.



If you wish to keep pace with tomorrow's competitive environment, you need partners by your side for whom top quality, process optimization and increased productivity are part of their daily business routine.

Our definition of partner is not simply one who is there for you, but one who is with you. After all, joint activities form the core of commercial success.

E-INVOICING

E-invoicing, or e-billing, is the sending and receiving of invoices by electronic means in accordance with the applicable tax law regarding invoices and is considered a tool that eliminates significant disadvantages associated with the traditional paper billing processes.

In Europe, it is reported that 2 billion e-invoices are circulated between 2.3 million businesses, while 28 million users/consumers receive e-bills (source: Billentis).

In Greece, e-invoicing is nothing new. Back in 2006, the ministerial decree POL 1049/21.3.2006 was introduced to specify the terms and conditions for the "transfer, receipt and storage of electronic invoices", and since then many businesses have used e-invoicing.

In Greece e-invoicing is implemented on the basis of the Special Secure Fiscal Device for Record Signing (EAFDSS) and its respective tax mechanisms.



E-invoicing Benefits

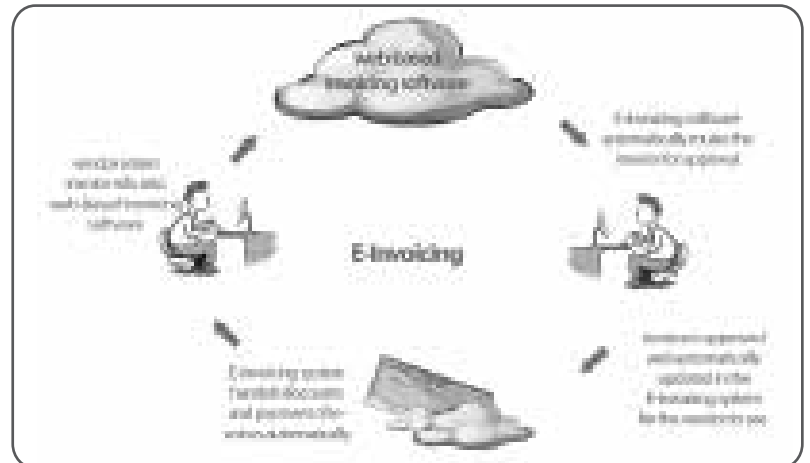
There is a plethora of benefits for the enterprises that have already adopted e-invoicing, which are mainly associated to enhancing competitiveness, increasing productivity, improving service, and promoting cost effectiveness through the:

- ✦ Elimination of manual recording and registration errors.
- ✦ Reduction of consumables cost, such as paper, ink, etc.
- ✦ Reduction of man-hours spent in order to resolve conflicts.
- ✦ Prompt response to queries from either the sender or the recipient.
- ✦ Cost reduction for reissuing an invoice due to loss or destruction or cost reduction associated with penalties due to late payments.
- ✦ Reduction of mail costs, including envelopes, stamps, and other postage fees, reduction of invoice transport costs, e.g. fuel, etc.
- ✦ Better integration of procurement, billing and payment procedures, acceleration of payments and cash flow optimization, which eventually lead to enhanced efficiency in both small and large businesses, as well as an increased potential for a more qualitative and profitable use of the corporate human resources.

In this context, e-invoicing can become a vehicle for the further adoption of electronic practices throughout the range of business processes.

Steps for the adoption of e-invoicing

Since the benefits of e-invoicing are crucial, both from a functional and financial aspect, businesses should follow an organized approach to initially evaluating the potential benefits of e-invoicing and subsequently effectively adopting e-invoicing.



More specifically, the steps required for a successful transition to e-invoicing are the following:

- ✦ Developing an e-invoicing strategy taking into account whether the company's partners/vendors can also adopt e-invoicing.
- ✦ Conducting a cost/benefit analysis in order to estimate return on investment (ROI).
- ✦ Selecting a reliable e-invoicing partner/provider.
- ✦ Selecting an optimal technological solution.
- ✦ Upgrading IT systems, so that full automation can be achieved.



In Greece, the companies using e-invoicing steadily increase year by year. Despite the difficult economic times, the funds invested in e-invoicing solutions are rapidly amortized, usually within a period of 6 months, yielding real and fast profits to companies.

Written by **Dimitris Mousourakis**

Head of Fire Extinguishing Equipment Pricing, Accounting Department



New Accounting Standards – Payment of Invoices

The recent Circular of the Ministry of Finance has introduced new provisions regarding the payment of invoices. More specifically, all invoices worth over €500 (incl. VAT) issued after January 1, 2014 shall be paid either by check or bank transfer to the company's bank account. Partial cash payments of outstanding invoices exceeding €500 (incl. VAT) are not allowed.

In other words, a customer will not be able to directly pay in cash an outstanding invoice exceeding €500 that was issued after January 1, 2014 or make advance payments (i.e. payments less than €500), even if you issue two or three receipt notes with a different date.

Any advance payments for invoices over €500 issued after January 1, 2014 should be made either by check or bank transfer to the company's account.

“ All invoices worth over €500 (incl. VAT) issued after January 1, 2014 shall be paid either by check or bank transfer to the company's bank account ”

It is the recipient and not the issuer of the invoice that is obliged to conform to this provision. According to the new provisions applicable as of January 1, 2014, the selling company bears no responsibility if the customer wishes to pay off in cash any invoices over €500 directly to the seller and receive a receipt note.



Pursuant to article no. 23, Act no. 4172/2013, all expenses related to the purchase of goods or services worth more than €500, the partial or total repayment of which was not conducted through bank transfer or check, are not considered tax-deductible, i.e. the purchase invoice under consideration shall be invalid and shall be removed from the accounting books.

Written by Theodoros Bakousis
 ● [Manager of Credit Control & Legal Department](#)

The Future of the US Dollar

The US dollar is an international reserve currency. This means that it is used by other countries, in order to settle international transactions. For example, when Australia purchases goods from Japan, it can pay their value in US dollars, not Australian dollars.

US dollar is also the world's monopoly currency for global oil transactions, after a relevant agreement placed between the USA and the countries of the Middle East, which increases its international importance, and has many other advantages.

Today, the dollar is called "reserve currency", simply because it is a currency held in large quantities, in order to facilitate commercial transactions. Many claim though that dollar's position is shaky due to the prospects of deterioration in US economy.



It is very hard to seriously threaten the supremacy of dollar, let alone when the first runner-up, the Euro is its official "currency protectorate".

The massive US debt, the twin deficits, the fears of bankruptcy, the low growth rate, the failure to withdraw or even restrict credit facilities by the Central Bank of America, the forced low base interest rates, as well as the rising loan interest rates have not at all affected the dollar, which remains the main global reserve currency.

Although it seems as though it is almost a time of crisis, the markets do not seem to react with panic. In contrast, they remain relatively calm, as they retain their confidence in the dollar's future.

Although the risks accumulate, most believe that the dollar will remain invulnerable for many years to come, mainly because its role in world trade is crucial. It is a fact that global foreign exchange reserves in dollars have declined by only 3% since the start of the crisis.

The Eurozone crisis, the major weaknesses of EU banking system and the perfectly planned attacks of the dollar against the Euro have ensured the dollar's primacy.

Written by **Thalia Routzaki**
 ● [Head of Imports Costing and Inventory Monitoring, Accounting Department](#)

CORPORATE BUDGETING

Budgeting is one of the essential business management tools. In most businesses, budgeting is the process by which all inflows and outflows are recorded over a specific period of time, usually one fiscal year.

This article will present the components of a complete budgeting system implemented by a commercial business unit.

We have performed research in both Greek and international literature, to present you with a comprehensive overview of the components shaping a corporate budgeting process:



Sales Budget: The compilation of the sales budget is the building block of the corporate budget. The companies base their entire budgeting on sales forecasts by simultaneously recording potential market risks. The main methods of sales forecasting are the following:

- ✦ Review of sales trends (and other statistical methods).
- ✦ Analysis of information obtained from vendors.
- ✦ CEO opinions.

By following one of these methods or a combination thereof, a quantitative sales program is established basically aiming at reducing uncertainty in terms of future corporate revenues, providing information regarding the development of other budgets, and facilitating management control in the field of sales.

Inventory Purchases Budget: After preparing the Sales Budget, the company records the merchandise purchases budget for the particular fiscal year. The components used to estimate the sales cost are the following:

- ✦ The beginning inventory.
- ✦ The budgeted purchases.
- ✦ The ending inventory

It should be clarified that the inventory purchases budget is directly related to the sales budget.

Distribution Expenses Budget: This budget includes the expenses aiming at promoting the company's products, such as advertising, promotional activities, and transportation costs among others.

Administrative Expenses Budget: This budget is an operation, such as telephones, postage, rents, office supplies, etc.

Financial Expenses Budget: This budget deals with the financial expenses of a company, such as interests on long-term liabilities, current liabilities interests, and other bank expenses.

Investment Program Budget: This budget is useful, because it allows the administration of the company to plan the amount of productive assets to be invested, in order to meet the needs of consumers, to be competitive and to ensure growth. This budget includes investments in buildings, mechanical equipment, means of transport, etc.

“ Master budget is a vital tool for the company's operations ”

Cash Flow Budget: The goals set by this budgeting process are laid out below:

- ✦ Assessment of short- and long-term capital needs.
- ✦ Specification of the sources and the amount of available funds.
- ✦ Coordination of the financial program with the individual company's operational action plans.



After the cash flow budget, the company is able to detect cash surpluses or deficits and the management is thus enabled to act proactively and not reactively, in the event of short-term borrowing (deficit) or use of investment funds (surplus).

Financial Results Budget: In order to compile this budget, all aforementioned processes are used.

Master budget is a vital tool for the company's operations. The administration relies on this budget to organize, manage and control the course of the business or the organization.

Last but not least, important elements for the development of the budgeting system are the wishes of the administration and the development cost. Companies should select the extent of their budgeting program taking into account two factors, i.e. the volume and the quality of the information available, as well as the cost for developing and maintaining this budgeting system.



S.W.O.T. ANALYSIS

SWOT analysis has its origins in the early 1960s and is still considered an important tool in business decision-making and problem-solving. SWOT analysis identifies the Strengths and Weaknesses, as well as the Opportunities and Threats which might affect a company or an organization.

During this analysis, it is the administration executives involved in business planning that try to detect potential problems. And it is the same executives that are later called to develop the strategies and tactics to address the detected problems by building upon the strengths of the company. This makes SWOT a tool with enormous communicative value.

SWOT analysis is divided into two major parts, the analysis of the company's internal environment, i.e. the Strengths and the Weaknesses, and the analysis of the company's external environment, i.e. the Opportunities and the Threats.

The **Strengths** and the **Weaknesses** are internal factors identified by analyzing the company's operations and systems.

Strengths & Capabilities

- ✿ What advantages does your company have?
- ✿ What is your most competitive product/service?
- ✿ What unique or lowest-cost resources can you draw upon that others cannot?
- ✿ What do the local economic players consider as strengths?



Examples of your company's strengths might be certain special products and services that are not available in the market, its healthy financial position (cash flows, increasing turnover and profitability, etc.), its sound financial management, its good reputation and brand name, its trained and trusted staff, its know-how and experience, and in general whatever answers the question "what is it that we do well?".

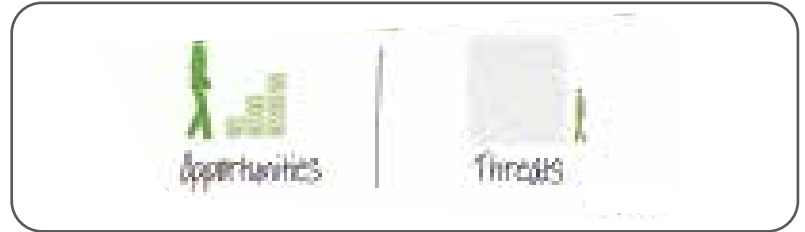
Weaknesses

- ✿ What could you improve?
- ✿ What should you avoid?
- ✿ What do the local economic players consider as weaknesses?

More specifically, a business may be at disadvantage due to its poor financial management, its poor organization and management skills, its failure to collect debts from customers or adopt marketing practices, as well as due to various problems in production, distribution, promotion, pricing, etc. In general, Weaknesses are considered to be whatever answer the question "What is it that we do not do well?", "Where are we lagging against the competition?", or "What should we avoid?", etc.

This evaluation of the Strengths-Weaknesses is carried out from both an internal perspective and from the point of view of your customer. The critical factor, however, that necessitates the quantification of data is the ability to realistically and objectively assess the current situation.

The **Opportunities** and **Threats** are identified by examining the company's external environment. The external factors that may affect the operation of the business might be political, economic, social and technological.



Opportunities

- ✿ What good opportunities can you identify for your business?
- ✿ What interesting trends are you aware of?

Useful opportunities can come from changes in technology and markets on both a broad and narrow scale, changes in government policy related to your field, local events, market "gaps" which the business can cover, development of new distribution channels, such as the Internet, helping the consumers find new ways of searching and buying products, such as amazon, e-shop, eBay, as well as new ways of social networking, such as blogs, Facebook, etc.

Threats

Possible threats can be spotted by answering the following questions:

- ✿ What obstacles do you face?
- ✿ What is the competition doing?
- ✿ Are the specifications of the already supplied products or services changing?
- ✿ Is changing technology threatening the existing economy of the region?
- ✿ Are there any debts or cash-flow problems?
- ✿ Could any of your weaknesses seriously threaten your region economy?

More specifically, **threats** may be imposed by a global economic crisis, a reduction in consumption, increased competition, changes in legislation, such as increased taxation, the failure to meet financial obligations to customers, such as increase in bounced checks, etc.

You should keep in mind that the evaluation of your existing strategy will help you shape your future strategy. The information and knowledge that you will obtain through a SWOT Analysis will significantly reduce the risk you are taking when taking decisions for your company. In this way, you will be given the opportunity to take informed strategic decisions.

Find the strengths of your business and invest in them. Spot your Weaknesses and correct them. Take advantage of all Opportunities presented to you. Locate the Threats and prepare you company appropriately!

It's up to you to find how to convert the Threats into Opportunities. Moreover, it is said, *that every threat is simply a disguised opportunity!*

TAX REFORM FOR 2014

Having in mind the recent significant changes applicable as of January 1, 2014 onwards regarding the Hellenic Tax Code for Financial Transaction Mapping or Code for Transactions Tax Reporting (KFAS) as per Act no. 4093/2012, I have deemed fit to refer to some articles stipulated in decision POL 1023/2014 and to draw your attention to the proper implementation thereof.

SUBJECT: Enactment of the Code for Transaction Tax Reporting (Act no. 4093/2012, subparagraph E1) as of January 1, 2014, following the amendments made by virtue of article 51 of Act no. 4223/2013 (Government Gazette no. 287 Volume A)



According to the provisions of article 51, Act no. 4223/2013 (Government Gazette no. 287 Volume A) certain modifications are made to the provisions of the Code for Transactions Tax Reporting (KFAS, Act no. 4093/2012, subparagraph E1), applicable as of January 1, 2014 onwards.

Furthermore, by virtue of the current KFAS Code, certain articles and paragraphs are abolished, also as of January 1, 2014 onwards. It is noted that pursuant to paragraph 1, article 13 of the Tax Procedure Code (Act no. 4174/2013), applicable as of January 1, 2014, all individuals with revenue generated from entrepreneurial activity are required to maintain accounting books and records that fully reflect the company's transactions, in accordance with the taxation legislation and the accounting standards laid down by the Greek legislation.

In this article, we would like to provide insight into the implementation of the recently enacted provisions, taking into account the applicable provisions of the KFAS Code that have taken effect as of January 1, 2014.

1. The obligation for maintaining special additional books with secure information is abolished.

The last subparagraph of paragraph 4, article 23, KFAS stipulates that the relevant provision shall cease to apply as of January 1, 2014 onwards. Consequently, the operators of hotels, private schools, clinics, beauty salons, gyms, parking places, as well as doctors and dentists are not obliged as of January 1, 2014 to provide special additional books with secure information.

2. The obligation for the authentication of tax books and records is abolished.

The last subparagraph of paragraph 1, article 9, KFAS stipulates that the relevant provision shall cease to apply as of January 1, 2014 onwards. Also, the last subparagraph of paragraph 2, article 11, KFAS stipulates that the relevant provision shall cease to apply as of January 1, 2014 onwards.

Consequently, as of January 1, the competent tax offices shall not authenticate any tax book and/or tax records pursuant to KFAS provisions, the decisions delegated by KFAS or the previously applicable Code of Books and Records (CBR) (PD no. 186/1992) and Act no. 1809/1988 regarding tax mechanisms. It is also noted that any authenticated or unused tax books and records may be used until such books and records are exhausted.

5. Deadline for Invoice Issuance (for the sale of goods).

According to paragraph 4, Article 51, Act no. 4223/2013 (Government Gazette no. 287, Volume A), the second subparagraph of paragraph 14, Article 6, KFAS was replaced. As a result, from January 1, 2014 onwards, invoices can still be issued no later than one (1) month from the delivery or supply of goods to the buyer and in any case within the same accounting period of the counterparties.

As it is known, pursuant to the applicable KFAS provisions (first subparagraph of paragraph 14, Article 6), the invoice pertaining to the sale of goods should in principle be issued upon delivery or shipment of the goods. Furthermore, until December 31, 2013, it is by exception allowed to invoice the goods at a later time (one month from the delivery or supply), provided that, upon delivery or supply of the goods, a consignment note is issued.

“ All individuals with revenue generated from entrepreneurial activity are required to maintain accounting books and records that fully reflect the company's transactions ”

Given that as of January 1, 2014, the obligation to issue a consignment note is abolished and in order to avoid imposing additional burden on businesses due to the issuance of invoices after the delivery or supply of goods, it has been allowed to invoice the goods after delivery or supply as an exception and under specific conditions. The prerequisite for issuing invoices dated after the delivery or shipment of inventories is to ensure the monitoring thereof in the manner specified below in paragraph 8 presented herein.

8. How to monitor inventory pending invoicing.

The first subparagraph of paragraph 5, article 14, KFAS, as replaced by paragraph 6 of article 51, Act no. 4223/2013 (Government Gazette no. 287, Volume A), stipulates inter alia that Article 5 (pertaining to the issuance of consignment notes) as stipulated in KFAS Code shall expire on January 1, 2014.

Moreover, according to the provisions of paragraph 19, Article 6, KFAS, as replaced with paragraph 5 of Article 51, Act no. 4223/2013 (Government Gazette no. 287, Volume A) and is applicable from January 1, 2014 onwards, the taxpayers



liable to submit a transactions tax report shall apply the appropriate security measures, specified by the decision of the General Secretary of Public Revenue, for the monitoring of received or transferred inventory pending invoicing.

By virtue of the aforementioned provision, the decision of the General Secretary of Public Revenue POL 1286/31.12.2013 was issued, which laid out the appropriate security measures for the monitoring of received or transferred inventory pending invoicing.

According to this decision, a supporting document can be issued for monitoring the shipment, delivery, transfer, and receipt of the inventory pending invoicing, which is transferred exclusively with a view to selling them directly or through a third party.

The liable parties may title this supporting document as they wish, such as "Consignment note", "Accompanying document", "Accompanying Inventory Transit Document", "Inventory Consignment Note", "Inventory Delivery Note", etc. In the context of these provisions, inventories are considered to be any tradable goods (merchandise, finished goods, raw materials, etc).

8.1 Liable Taxpayers

The taxpayers liable to issue the document under concern pertaining to inventory pending invoicing are the following:

- ✦ Taxpayers subject to transactions reporting.
- ✦ The entities specified in paragraph 1 of Article 3, KFAS (public sector, legal entities governed by public law, non-profit legal entities, etc).
- ✦ Farmers subject to the standard VAT regime as of January 1, 2014.

It is noted that farmers under the special VAT regime as of January 1, 2014 are not obliged to issue a document for the monitoring (transfer, delivery, shipment) of inventories pending invoicing.



8.2 Cases of Issuance

The said document is issued by the aforementioned liable taxpayers in the following cases:

- ✦ In all cases where inventories pending invoicing are consigned, regardless of whether it involved physical movement or not, and provided that an invoice or retail receipt has not been issued directly upon delivery, as the case may be.
- ✦ In all cases where inventories pending invoicing are received by the following entities:

1) Entities not liable to issue the said document (e.g. farmers under the special VAT regime, private individuals, etc.) and as long as the title of ownership specified in paragraph 5 of article 6, KFAS or an invoice for the purchase of agricultural products has not been directly issued upon receipt.

2) Entities that despite their obligation to issue the aforesaid document, they refuse to do so, or entities that do not provide an invoice or a copy of the document pertaining to inventories pending invoicing upon receipt of the inventory.

It is noted that the said document is also issued upon receipt of returned inventory either by an entity subject to transactions reporting or a private individual, provided that a credit invoice or return receipt are not issued directly upon return of the inventory, as the case may be.



8.3 Special Cases

1) The above document for monitoring inventories pending invoicing shall also be issued in the event of shipment, delivery, or transfer of inventories from the vendor-seller directly to a third party, at the request of the buyer (triangular, or multiple-tier transactions, etc).

In this case, the document shall be prepared by the vendor-consignor, shall accompany the inventories until they reach the consignee and shall then be delivered to the buyer. The obligation for issuing the said document by the buyer and/or the consignee can be replaced with copies of the document issued by the consignor.

2) The aforesaid document for monitoring inventories pending invoicing shall also be issued, in case of transfer and distribution of goods, the quantity of which is specified by the consignee. In this case, the accompanying document shall bear the indication "Various" under the field specifying the counterparties' data.

Upon inventory delivery and for each individual delivery either the tax documents (invoices or retail receipts) or the documents for inventories pending invoicing shall be directly issued. Upon inventory return, either a new document listing the type and quantity of the returned inventories shall be issued or the rest of the returned quantity shall be indicated on the original document.

3) If a surplus or deficit is detected upon inventory consignment, either the consignee shall issue a document for the inventories pending invoicing indicating the amount of the surplus/-deficit, or the surplus/deficit, as the case may be, shall be indicated on the original document supplied by the vendor.

8.4 Document Content

The document issued for inventories pending invoicing shall contain the invoice data stipulated in paragraphs 9, 10 and 11 of article 6, KFAS, except for the unit price, the value and the VAT of the inventory. Please bear in mind that from the paragraph 9 of Article 6, the data laid out in the second subparagraph (VAT exemption, etc) shall not be included in the document.



It is also pointed out that the consignment document accompanying inventories pending invoicing shall not include among others the time of delivery or shipment, the truck or watercraft registration number, the place of shipment and the destination.

8.5 Time of Issuance

The aforementioned document is prepared at the time of the inventory shipment, consignment or transfer, if any, it shall accompany the inventories to their final destination and shall be kept at the premises of the vendor and the buyer. This does not apply for private individuals.

8.7 Cases where documents for inventories pending invoicing shall not be issued.

In accordance with the provisions of the Decision issued by the General Directorate for Public Projects POL 1286/31.12.2013, it is derived that the document under consideration shall not issued in any other case, except for the shipment, consignment, receipt, or transfer of inventories pending invoicing.



In the following cases, for instance, the said document need not be issued:

- ✿ Inventory movement for testing or sampling.
- ✿ Movement of goods between facilities (headquarters, branch, warehouse).
- ✿ Movement of samples for free distribution.
- ✿ Inventory shipment to a third party for processing, assembly, or service/repair.
- ✿ Movement & shipment of inventories for storage and safekeeping.
- ✿ Movement of inventories for participation only (and not for sale) in an exhibition.
- ✿ Movement of goods for disposal or destruction.
- ✿ Movement of assets in general.
- ✿ Movement of goods on loan or lease.
- ✿ Self-delivery of goods.
- ✿ Movement and shipment of goods by operators of refrigerators and warehouses.

Before concluding this article, we would like to congratulate MOBIAK's administration, because in the age of the memoranda and the IMF and even though the majority of the collective labor agreements have been abolished, MOBIAK, one of the fastest growing companies in the field of industry and trade, continues to pay its employees higher wages compared to the collective agreements applicable in 2009.

Written by **Marinos Manadakis**
Accounting Department

Graphic Innovations

MOBIAK's new Department of Graphic Design continues to provide services that promote and enhance the company's image. Its work basically consists of stickers & labels for our fire-extinguishing equipment, product brochures, catalogs, price lists, and informational leaflets. It also creates models of our fire-extinguishing and medical products, as part of our certification procedure, always in accordance with the applicable law.



By designing product mock-ups, we are aiming at better serving our partners and customers, based on product specifications that are of interest to them. In addition, our graphic designer uses appropriate software and know-how to help MOBIAK employees easily manage electronic files.

Nevertheless, being a graphic designer requires patience and perseverance, given that precision and punctuality is essential, in order to achieve the intended goal.

Advertising is an integral part of all companies, let alone MOBIAK SA that offers a vast range of over 2,000 fire-fighting and medical products. To that effect, brochure and catalog design is crucial for the company's promotion and advertising. Modern technology coupled with aesthetics and insight of market trends and needs are without doubt a great addition to our "toolbox".

“ Being a graphic designer requires patience and perseverance, given that precision and punctuality is essential, in order to achieve the intended goal ”

It goes without saying that this kind of promotional activity contributes to the creation of a new image, the ultimate goal of a graphic artist, which will help the company communicate various messages and information more effectively.

Written by **Myrto Koumi**
Department of Graphic Design

Distribution Centre of Northern Greece and the Balkans

In order to best serve the customers of **MOBIAKFIRE** and **MOBIAKCARE**, the distribution center of Northern Greece and the Balkans was moved to Kalohori, to new, larger and more functional facilities of 4000 sq.m. on the 1st of November 2013. The new address is **Arkadiou 8**.
Tel.: 2310 785 668, fax: 2310 574 793.



Our warehouse has a complete range of fire extinguishers (the complete series of MOBIAK fire extinguishers are exhibited in a showroom) and medical items. Our knowledgeable staff and private trucks serve all partners either by daily deliveries to Thessaloniki prefecture or by collection from the warehouse.



Except for the daily shipments to our partners in the province through courier companies, frequent itineraries are also scheduled, free of charge, using the company trucks, in order to deliver our products in the cheapest and most direct way.

With the support of the administration, the main concern of all the warehouse staff is the direct service of all partners.

Written by **Sakis Bodosas**
Distribution Centre of Northern Greece and the Balkans

Distribution Centre of Central and Eastern Crete

The purpose of the distribution center has been the direct and complete coverage of the needs of the broader region of Heraklion in industrial and medical gases. New hi-tech certified refrigerants have been added to the already wide range of our products.

The support for the refrigeration industry is another challenge for the distribution center. Professionals can now obtain the quantities they need directly, even on bank holidays, using the emergency contact number (6979790918) 24 hours a day.

In addition to industrial gas, the distribution center serves our partners from the fire and medical products department by delivering to them or preparing their order for collection without delay.

The newest successful task of the distribution center is to provide liquified gas to fellow citizens who need them. The containers are stored in our premises and are available at all times. Our partners in Crete help to further support every corner the island.



The address of the distribution center is:
P Street, Industrial Area, Heraklion, Crete, 73136.

Contact details:

Tel. /Fax: 2810 333151.

Customer service: Mr. Konstantinos Christoforakis
(mob. tel.: 6979790918).

Written by **Marios Lolis**
Chemist MSc, Liquid & Gas Department

INDUSTRIAL ACCIDENTS AND THEIR PREVENTION

Work accidents are the third most common in the world, amounting to 250 million per year, with 1.2 million deaths in the workplace caused by accidents or diseases directly related to their work.



The factors causing the accidents are:

- ✿ Accidents caused by employees - 80% (inexperience in the task at hand, mental problems, fatigue, etc.).
- ✿ Working conditions - 15% (lighting, ventilation, building infrastructure, poorly maintained machinery).
- ✿ Natural events/disasters - 5%.

Every employee, regardless of the type of his/her work, makes a physical or mental effort. This effort poses dangers. The occupational hazards can result in:

- ✿ Manifestation of a disease.
- ✿ Causing an accident.
- ✿ Premature health deterioration.
- ✿ Death.

Prevention of accidents is also up to the individual, because it requires your active participation and the development of an attitude that protects and promotes your health.

Basic Information for Accident Prevention

- ✿ Use machines, dangerous substances, transport equipment and other means in the appropriate manner and in accordance with the manufacturer's instructions.
- ✿ Use the personal protective equipment that is at your disposal correctly, and after each use, return it to its storage place. Ask for it to be replaced in case of damage or exceeding its expiry date. Clean and store protective equipment in a place with good hygiene condition.
- ✿ Do not turn off, arbitrarily modify or remove the safety mechanisms of machinery, tools, equipment, plants and buildings and make sure to use these mechanisms properly.
- ✿ Immediately report to the employer, and/or to the department of health and safety, any situation that can reasonably be regarded as an immediate and serious risk to health and safety, as well as any problems found in the safety mechanisms.
- ✿ While entering the place of work, be careful of places where you might stumble or hit yourself. If you cannot fix them, report it to the person in charge.

- ✿ When you work on slippery or icy ground, wear anti-skid shoes and always clean spilled liquids to prevent falls.
- ✿ Make sure that your working space is suitably lit and that your vision is not obstructed.
- ✿ Connect power cables in a sensible manner and if you notice any damaged cables, broken sockets or switches report them to a licensed electrician to be replaced immediately. There should always be a safety relay.
- ✿ Ensure that your workplace is frequently ventilated.



- ✿ Do not use naked flame sources, especially near combustible materials.
- ✿ If you handle machines, make sure that protective guards separate you from the dangerous parts of the machine and that they were not removed during a repair of the machine.
- ✿ Use tools and equipment that are in good working order: serviced and reconditioned.
- ✿ Be familiar with the location of emergency exits. They must always be free of obstructions.



Work safety and accident prevention are related to many factors depending on the nature of the work. To achieve the desired results, there must be joint effort and participation from everyone.

Written by **George Theodorakis**
● Mechanical Engineer, MOBIAK Design and Installation



Chania Hospital Hematology Department

Two wheelchairs and one blood-pressure meter were donated to the **Hematology Department of the Chania Hospital** by the Chania Association of Families with Three Children and MOBIAK.

The equipment was presented to the Hospital by the President of the Association, Mrs. Maria Chelioudaki, and the MOBIAK representative, Mrs. Dimitra Markaki, in the context of their joined efforts to support this nursing unit.

"We knew about the Hospital's needs; in particular, with respect to the Hematology Department, we had spoken with Mrs. Kolovou who is in charge of the unit and so we decided to make this donation. I think it is a good present, as it is Easter", Mrs. Chelioudaki said, adding "let's not lose our humanity, let's help each other, this is the only way we will be able to cope."

Representing MOBIAK, the Retail Sales Manager, Mrs. Dimitra Markaki, pointed out that *"the management of our company, and in particular the Svorakis family, in cooperation with the Association of Families with Three Children offered the wheelchairs free of charge, so as to help towards meeting the needs of the Hospital's Hematology Clinic. These days, there are many shortages in many sectors, and MOBIAK makes sure to offer support where there are problems"*.

Finally, the Secretary General of the Association of Families with Three Children, Mr. Petros Teperidis, thanked the volunteer group "Sinanthropos" ("fellow being") for their contribution in food supplies, which were distributed in 200 destitute and homeless families.

Health District of Crete

We would like to inform you that the Crete Health District gratefully accepts your donation and we would like to express our heartfelt thanks for your significant contribution, in relation to the annual inspection – refilling of portable and trolley fire extinguishers that was completed in all of the Hospitals and Health Centers of the 7th Health District of Crete, using your privately owned trucks. The Manager of the 7th Health District of Crete, Antonis G. Grigorakis.



The Board of Directors, the staff, the children and the parents of the Daycare Center for Autistic Children of the Chania Municipality "Megalochari" thank MOBIAK, the company which undertakes the maintenance and refilling of fire extinguishers, for the free of charge refilling of the fire extinguishers in our Center.

On behalf of the Board of Directors,
The President, Nicolaos Trikkas

10th Primary School of Chania

The visit paid by the fifth and sixth year pupils of our school to the MOBIAK premises was meaningful and valuable. In simple and easy to understand words, Mr. Apostolos Diamantopoulos was able to communicate effectively with the pupils and gain their interest, while informing them about issues relating to fire safety, fire protection and home care medical equipment. Both the school staff and the pupils were very impressed and rated the whole experience as a very positive one, when they returned to the school.



May you keep well and continue your excellent work for the benefit of Chania's society, maintaining the same strong spirit. We thank you from the bottom of our heart and we hope to work together again in the future.

Yours sincerely,
The Headmistress, Maria Klimatsaki

A few humble words

*We, the people of Kathiana. Tonight, in companionship...
with one humble voice, we want to honor Makreas!
Guardian angel, doctor, who came from abroad,
to heal my wounds and yours...
He turned his duty into beautiful kind-heartedness,
so we give back to him a small token of gratefulness...*

Dimitri, may God keep you well...
We keep you in our hearts.

*To Manolis Svorakis... And for you, beats every heart
In the assembly of our village
An employer with so much kindness, towards our children...
Kindness, kindness, that you hardly find anymore*

Dim. Giannakos
Resident of Kathiana, Akrotiri

Fire-fighting in International Sports Events

Can a simple fire extinguisher or a fire hose save a life and be remembered for ever in the history of international sports?

According to legislation, the existence of fire-fighting and fire safety equipment is mandatory in all sports venues, with varying requirements, depending on the venue and the particular sports activity. What can happen in real time, during a Formula 1 World Championship race?

Niki Lauda, the three times F1 world champion from Austria, will never forget the 1st of August 1976. Just in the first lap of the German race in Nurburgring, his racing car swerved off the track, hit the right embankment and was, as a result, immediately engulfed in flames. Thanks to the prompt response of the safety staff and other drivers, he managed to get out of the destroyed vehicle, and his life was saved (literally!). He paid a heavy price: He suffered severe burns on the face and the right ear, and his hair was burnt as well.



However, these very serious injuries did not deprive the Austrian of the strong desire to participate in the world championships again: No later than the following year, he won again and regained his place as the world champion.

Following Lauda's accident, the World Federation of Motorsport introduced new measures for the protection of the drivers in case of a fire breaking out during a race, such as the use of protective helmets.

Another incident in the recent history of F1 that many fans of the sport are likely to remember is the one involving the seven times world champion Michael Schumacher during a race in Austria.

While he was in the pit lane, his vehicle burst into flames, following a technical problem with the fuel pump. Fortunately, thanks to the intervention of his team's technical staff, the worst outcome was prevented. You can see this incident on the web at the following address:

<http://www.youtube.com/watch?v=k-gtJgoYUPk>

Similar incidents have taken place in many other world championship races, for example in Hockenheim in 1994 and in Indianapolis in 2009; fortunately, it all ended well for the drivers involved.

It is, therefore, quite clear that the need for fire equipment is absolutely imperative for sports events at any level of organization, and that even a simple fire extinguisher can indeed save a life and, in that way, turn a world championship ... into great fun!

Written by **Manolis Stayroylakis**
Sales Department

Customer Award Program

FIRE X was founded in 1999 in Komotini and it constitutes one of the most modern and far reaching companies in the area of fire safety and fire protection in Greece.

Initially, the company focused its activities in the production and maintenance of fire extinguishers locally; however, gradually, it expanded its business in the areas of East Macedonia and Thrace.

In 2001 FIRE X improves its installations by creating a cutting edge small business unit in Komotini. In 2006, the company obtains the ELOT EN ISO9001:2000 certification for its Quality Management Systems, which it holds until today. In 2009, the company is accredited with the ELOT EN ISO18001-2008 certification for Occupational Health and Safety. In 2011, it takes the initiative to get certified in a rather sensitive area, that is the area of Environment and Waste Management and it is awarded the ELOT EN ISO14001-2004 certification. Furthermore, the company has the MIRTEC Recognized Company Certificate no. AE-C-066C/12, as well as the Competent Person Certificate no. PR-C-104C.

FIRE X's hallmark is the consistently outstanding quality of the services supplied, as well as the direct relationship with its customers. Making use of excellent materials and specialized manpower, the company succeeds in creating relationships of partnership, rather than plain business transactions...

Dear friend and colleague, Niko Stergiou, thank you for the excellent collaboration that we have enjoyed all these years. We wish you and your family good health and further development in your commendable career...

The distance creates no barrier between us you, my friend, are always in my heart



Written by **Sofia Psillaki**
Electronic Engineer & IT Engineer, Sales Department