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# EDITORIAL

*Dear Friends and Colleagues,*

*We are more than happy and would like to thank each and every one of you individually and personally for your warm support and your trust all these years. The latest version of MOBIAKPress has recently been completed and is at your disposal.*

*At MOBIAK we consider your support and positive response as a motivation and driving force for us, while our personal commitment remains your satisfaction and excellent service. The international certifications of our products, the awards, as well as the recognition of our work are among the most important parts of our effort.*

*For 45 years, determined and driven by product quality and your own personal safety, we stand by your side, ready to face any challenge, as well as to share our knowledge and experience with all of you.*

*In the current MOBIAKPress, Issue 26, we are generously presenting you a part of this knowledge and the policy we have been following as a company over the years, through the eyes of our company's people. The MOBIAK family is constantly growing with new work positions and selected personnel specialized in their field, while the company itself takes care of the continuous training of its staff, offering the utmost in terms of knowledge, through seminars and training courses.*

*Our first goal remains our continuous development, in order to be able to progress to a higher level, with the valuable contribution of our people and partners. With commitment to this mission and the flexibility to adapt to whatever may arise, we remain at a leading position in the European industry, building a better tomorrow for all.*

*We are deeply grateful and sincerely appreciate your support!*

*We cordially wish you, your family and your loved ones good health and success in achieving your goals!*

*With Respect and Appreciation,*

*Manolis & Maria  
Gouraki*



# DRAMATIC GAME IN INTERNATIONAL MARKETS

*But what does this mean for the European Union?*

*The slide of the euro will burden businesses that already suffering from high inflation.*



BY **LEFTERIS KYRALAKIS**  
Production & Management  
Engineer, MSc  
Responsible for the  
Production and Imports of  
Fire Extinguishing Products

The last months a dramatic game has been developed in the international markets and it has to do with the dire position that Euro has fallen into in relation to the dollar. It is the first time that Euro has lost so much of its value and strength against dollar. The rate is consistently below 1:1 and forecasts are bleak for the future. Although the markets were expecting the global economy to return to 2019 levels after the abatement of covid- 19, unfortunately the predictions are being shattered and in the worst way.

**There are many factors to which this development is due. But who are the catalysts in this development?**

- The general worsening of the eurozone's outlook amid soaring gas prices and fears of Russia cutting off natural gas supplies is dragging down the shared currency.
- The US Federal Reserve has been more aggressive in hiking interest rates in its battle against inflation. While the US central bank has raised key rates by a combined 225 basis points since March, the European Central Bank (ECB) has so far executed only a 50-basis point.
- The US dollar is also benefiting from its safe-haven appeal. Amid all the gloom and doom and uncertainty around the global economy, investors are taking comfort in the relative safety the dollar offers, being less exposed to some of the big global risks right now.

**A weaker currency makes imports, which are mostly traded in dollars, more expensive.** When these imports concern raw materials, this means that the prices of many if not all products, even those of necessity, will come under additional pressure.

Predictions in this fluid environment are prohibitive! The worldwide parameters change from day to day and creates an extremely shaky growth background for businesses. Restraint on their expenses and investments seems to be the only way for their survival.



# The Importance of Traceability in a Product

*Traceability in a product is very important as it provides solutions to critical issues that a company may face.*

BY CHRISTOS VOURVAHAKIS  
Natural Resources and  
Environmental Engineer  
Head of Medical Devices Quality  
Assurance Department

Several times in our daily work we hear the word traceability. We see on product labels markings with the indication LOT or S/N accompanied by some numbers and letters. But what is the importance of traceability and why is it so important in the production chain of a product?

Product traceability is the process of identifying and tracking products through a supply chain. It consists of recording production information in a database and tracking products at every step. It allows producers to track and trace every ingredient that goes into a product, from suppliers, through the manufacturing process and finally, to the end consumer.

Traceability in a product is very important as it provides solutions to critical issues that a company may face. These issues can be:

**Product Recall:** Product recalls can be devastating leading to tremendous costs and significant damage to a company's brand, reputation and market share. Traceability is crucial for fast, efficient and less costly product recalls. Not only does it help organizations better manage these situations, but traceability also helps avoid avoidable product recalls.

**Quality Control:** With the high-level control it provides over the manufacturing process, traceability encourages detailed quality control. This is invaluable information for all companies.

**Operational Efficiency:** Very often, the manufacturing process is characterized by waste and time, especially when caused by factors that could have been prevented if they were discovered early enough. By implementing full traceability systems, organizations can optimize their production processes to enable efficiency and reduce resource wastage.

**Customer Satisfaction:** With strong traceability systems, organizations are better positioned to implement incremental improvements that help them deliver higher quality products that fully meet customer needs..

In conclusion, traceability makes it much easier to identify potential problems before a product is shipped, accurately predict the extent of the problem, and isolate its root cause. Traceability enables you to ensure compliance and quality control, avoid product recalls and manage better your customer relationships.

**At MOBIAK we have invested in traceability as defined by ISO standards and our benefits are a lot!**

# The Role of Accounting in a Rapidly Growing Organization

*At MOBIAK, all the above functions are being performed by qualified accountants who have different specializations so that they can cover the large demands of the company but also serve all the departments of the company*



BY **DIMITRIS MOUSOURAKIS**  
Accounting and Finance  
Human Resources Manager

The accounting department in companies in all industries is, if it is not the most important, it is surely one of the most important departments, since it manages the financial aspects of each company. The responsibilities of **MOBIAK's** accounting department are diverse and often complex.

Keeps up-to-date records of money paid to third parties or other companies, money received from sales and services, and money related to loans. The value of an effective accounting system is so important that no organization can function properly let alone make a profit without it.

At the same time, the accounting department deals with payroll and in general the issues of its numerous staff, monitors and controls cash inflows and outflows, deliveries, purchases, orders, expenses, deals with the profits and any losses of the company while managing and the assets of the organization.

At MOBIAK, all the above functions are being performed by qualified accountants who have different specializations so that they can cover the large demands of the company but also serve all the departments of the company in whatever is requested as the accounting department also includes administrative responsibilities.

Moreover, with the preparation of financial statements as well as monitoring them, the accounting department can help the company to reduce unnecessary costs.

Through the reports which are prepared and through the communications with the other departments, the accounting department determines, in collaboration with the management and the directors of each department, new strategies to increase the profits and to reduce the costs.

The spirit of teamwork and cooperation are the main elements which characterize our company's Accounting Department and always with the best attitude to serve its customers and suppliers.

It would not be an exaggeration that without the accounting department no company can run any work as it is the core for all business deals.





# EXPORT SALES DEVELOPMENT AND CHALLENGES

BY **GEORGE CHOUDALAKIS**

Computer Engineer  
Department of Medical  
Equipment Exports

***In today's geopolitical and economic environment, competition levels are very high. This competition becomes even more intense when businesses want and need to create a lasting competitive advantage that goes beyond the borders of their home country and ensure long-term business success and extroversion.***

*Proper management, on the part of the company, of quality and customer relations are very important pieces of the puzzle that complete the conditions for developing and maintaining a competitive advantage.*

***All of us here at MOBIAK strive daily not only to maintain but also to increase this competitive advantage.***

*Our advantage in our company is the quality-price ratio, as well as the continuous and direct service to our hundreds of customers. The company's strategic choice over the years is not to remain stagnant in the products that have made it known in the market, but to constantly expand its range with new quality and innovative products that can make a difference.*

*We respond quickly to the demands of our customers, and this is the main reason why we have now managed to export to some of the most demanding markets in Europe such as Belgium, France and Austria and have an expanded clientele in both orthopedic and respiratory equipment.*

*To better serve this demanding clientele the company has invested in the creation of a separate quality certification department, specializing in the new very strict medical device regulation MDR745/17, in finding technical solutions to any problem that may arise but also with the implementation of many projects-proposals of the department has enhanced the company's credibility and has contributed to the increase in sales.*

***Our desire - and in this direction we continue to work tirelessly - is for the company to continue to provide its customers with products and services with a high level of reliability, thus maintaining its dynamic growth in such a competitive environment.***



# Draw your Attention at Fire Extinguishing Systems

BY **STRATOS KORONIS**  
Mechatronics Engineer MSc  
Head of Fire Exports Department

# D

ear Valued Partners,

As you already know, our Company organizes Training Seminars for our Greek Partners at our Facilities in Chania. A very important subject in which «irregularities» in Greek Territory were found is once again... the Fire Extinguishing Systems for Professional Kitchens. There are companies all over the Greek Territory that WITHOUT the necessary data, WITHOUT the necessary tests, WITHOUT the necessary certificates, market Fire Extinguishing Systems which put the end user and the engineer who specifies at RISK.

## How can an Engineer Accept

- A User Manual of a non-Certified System
- The «Calculations» of a non-Certified System
- That an x-Liter System requires x-Nozzles BECAUSE a Dealer states so in a User Manual
- Prescribe a System which has not passed the necessary TESTS by an accredited Laboratory

## How is it Possible a Fire Fighting Company/ Dealer that is involved on the trade of Fire Extinguishing Systems to accept the Supply of a non-Certified System?

Our Company has certified all the Systems that we design and manufacture ourselves in order to be 100% sure, based on Laboratory Tests, that what is written in the User Manuals is absolutely Correct & Safe. We therefore draw your ATTENTION because Systems which are currently supplied to the Greek and Abroad Market without Certification, are NOT based on the necessary tests and NO laboratory control has been done regarding their Design, Calculation and Efficiency.

## GREAT ATTENTION TO ENGINEERS

- The Nozzles that **MOBIAK** Manufactures and Supplies have nothing to do with any REPLICA System on the Market
- The Nozzles that **MOBIAK** Manufactures and Supplies have Specific Flow Factors that cannot be used in any REPLICA System on the Market.
- The Method of Calculating the Nozzles of the DIAS Professional Kitchen Fire Extinguishing System (which are required for the Protection of Appliances, Hood and Air Ducts) concerns **ONLY MOBIAK** Nozzles and should NOT be Applied in any System with different Nozzles.
- The Method of Calculating the Liters of the Fire Extinguisher of the **DIAS Professional Kitchen Fire Extinguishing System** has a direct function with the Nozzles that **MOBIAK** Manufactures and Supplies and CANNOT be Applied for any other Nozzles used in any other REPLICA System that is on the Market.



CERTIFICATION **ANPI** 



**\* Our Company has certified all the Systems that we design and manufacture ourselves in order to be 100% sure, based on Laboratory Tests, that what is written in the User Manuals is absolutely Correct & Safe.**



It is not possible for any Company trying to Copy the **DIAS System**, to use the Nozzle Table that **ONLY MOBIAK** Manufactures and Supplies, because the Nozzles are... DIFFERENT. Therefore, the Design and also the Method of Calculation of the Fire Extinguisher of the System, is completely Wrong (because it is based on **MOBIAK** Nozzle Flow Units)!

#### WE SUGGEST YOU

- Request Test Report of Nozzle Flow Units supplied to you by Dealers TRYING to copy the **DIAS System**
- Request the Certificate of the System on the basis of which the Design and Study Method has been Approved

We, as Designers & Manufacturers, must follow the path of Science, Tests, Accredited Laboratories, Controls, Certifications because we neither want to make fun of you, nor risk the property and life of the End User nor the reputation of our company.

Anyone Accepting, Prescribing, Supplying & Installing non-Certified Systems is taking a huge risk. Unfortunately, he is not only taking risk for himself but also for many people who do not accept such non-professional risks, which endanger properties but primarily LIVES.

**MOBIAK will always walk the path of Quality, Safety, Certification, Science as a world-class manufacturer.**



# Because Cheap is Expensive after all

BY **SOPIA PSYLLAKI**

El. Engineer & Computer Engineer  
Head of Sales Department for  
Firefighting Equipment of Greece



**«The More Expensive you Buy, the More you Save» goes the saying.  
It is Reasonable. The Price, as a Rule, Reflects the Quality.**

*But what happens when businesses decide to choose partners based on the lowest price?  
When someone is chasing the lowest price, the one who will offer it to them is hardly able to provide high quality, service and support.  
So, although the principle of cooperation seems to be low cost, in the long run it turns out to be just the opposite.*

**In the End, Everyone Loses.**

*On the one hand, the supplier is asked to apologize for the unsuitable product he offered, and on the other hand, the buyer also suffers, as he buys a mediocre product (albeit, often unknowingly).*

**What does «Cheap Solution» really mean?**

*«When you buy something cheap, the only time you're happy is when you pay for it.»  
Then, too, is the only time you regret getting something expensive. At all other times, you are happy about your choice.*

**The Cheap Solution Carries Expensive Risks.**

*It is important to constantly ensure the safety of our people and property by choosing the best. We must not accept any discount in quality and material control and certification procedures. It is the duty of all of us, each one from his position, to correctly and responsibly inform potential customers, explaining to them what they should be aware of and not to decide based on price alone.*

**MOBIAK Remains Faithful to its Fundamental Values, Confirming its Motto.**

**Value in Safety, Investment in Quality!**





# Wholesale Distribution and Post - Pandemic Challenges

*Taking into our consideration that after almost two years of the pandemic and its many impacts, sometimes the “old times” seem very distant.*

## Multi - Channel and Confused Business Model Lines

Some parts of wholesale distribution had been going through a digital transformation phase before the pandemic starts. The value-added services are part of many B2B businesses for decades, supplementing product business, this ratio for wholesale distribution is continuously shifting. Value-added services are the new focus and products are just one of the elements in their comprehensive solution offering. Moreover, wholesale distribution business has been shifting towards eCommerce. This means that the industry which was formerly built on personal relations now must find ways how to automate processes, analyze demand and customer behavior, and digitize expertise.

## Shift from Just - In - Time to Just - In - Case

So, while these fundamental changes are underway, in general most of them have been changed. The Global Supply Chains have been accepted great pressure and challenges. Of course, Covid 19 played important role, but we have to admit it that also other factors cause disruption too, for example, arrival delays of the ship to each port in all over the world. In additional, suddenly car manufacturers had to delay production due to shortages of electronic parts. Due to the gap in manufacturing and supply chain, distributors have had to improve their sourcing and forecasting. While, in the past the global economy was tuned for maximum efficiency and just-in-time, at the same time it seems that the new situation will check the return of safety buffers, a service that wholesalers traditionally offered to value chains.

## Geopolitical Challenges and New Regulations

Unfortunately, one of the conclusions of the pandemic is that it did not seem to connect the world to meet this global challenge - neither at an international level nor at each country level. Many international companies are increasingly seeing themselves hardly without knowing something for the future. In an industry that relies on global supply chains and international trade partners this has created significant challenges.

## Future of Work

With two years of lockdown, restrictions, social distancing, new working conditions as well as no-touch business models, the most possible is to see an irreversible shift of how we work and maybe more importantly, how we want to work in the future.

In an industry like Wholesale Distribution that had to fight for good talent before the pandemic, they now will have to do something more to find the right employees. This can be somewhat alleviated by a broader implementation of automation and artificial intelligence. In the case of wholesale distribution, companies will put even more effort into branding and visibility, as well as evolving work models, especially in areas that have been traditionally inflexible and not very innovative.

## Enough about Challenges, there are Still Plenty of Opportunities

The wholesale distribution industry is in a period of disruption, transformation, and redefinition. That's why it's even more important to see the possibilities and opportunities.

Concluding, we have to refer that Wholesale was already well into its transformation procedure before the pandemic starts and thus better prepared for the current situation.

BY MAKIS GIANNOPOULOS  
El. Engineer & Computer Engineer  
Department of Medical  
Exports



*With two years of lockdown, restrictions, social distancing, new working conditions as well as no-touch business models, the most possible is to see an irreversible shift of how we work and maybe more importantly, how we want to work in the future.*

# A new era of payments with the use of RF payment codes is being adopted by MOBIAK S.A.

*With your easy service in mind, we are moving into the new era of payments using RF payment codes.*

**O**ur Company, in the context of the continuous modernization, development and optimization of processes for the benefit and service of its customers and partners, is in the process of upgrading the ERP system and connecting it with the Banking systems.

In a very short time, you will be able to pay your order or your balance from any bank you have an account with using your unique RF code. With this payment method, you avoid any interbank costs, you do not need to send us proof of payment, you do not need to re-enter payment information and justifications, as your transaction is immediately visible in our systems.

Therefore, your order will be able to be executed with priority.

## ***A few words about the electronic payment code and how do I use it?***

The payment code is a unique 20-digit code that will allow you to make a payment via bank deposit without needing to know the account holder's IBAN.

When you choose a bank deposit as your payment method, we will provide you with a 20-digit Payment Code (it appears on your payment ID and order confirmation email and has the format RFxxxxxxxxxxxxxxxxxx).

What you have to do is simply pay the desired amount in any of the following banks where you are an account holder in Greece.

Alpha Bank / Piraeus Bank / Eurobank / National Bank.

All you need to do is quote the 20-digit Payment Code.

You can use the RF code in web, phone and mobile banking at all banks and at the counters of the respective stores.

The process is currently in the process of completion. As soon as our company is ready to provide you with the unique RF code, a relevant newsletter will be sent to the entire Greek clientele (this process is expected to be available for European Union countries in the future) along with a complete and detailed guide.

***Our company will continue to receive payments with the current IBAN process, in all the bank accounts you already have, for those who do not wish to use the RF code.***

BY **MARIA NIKOLOUDAKI**

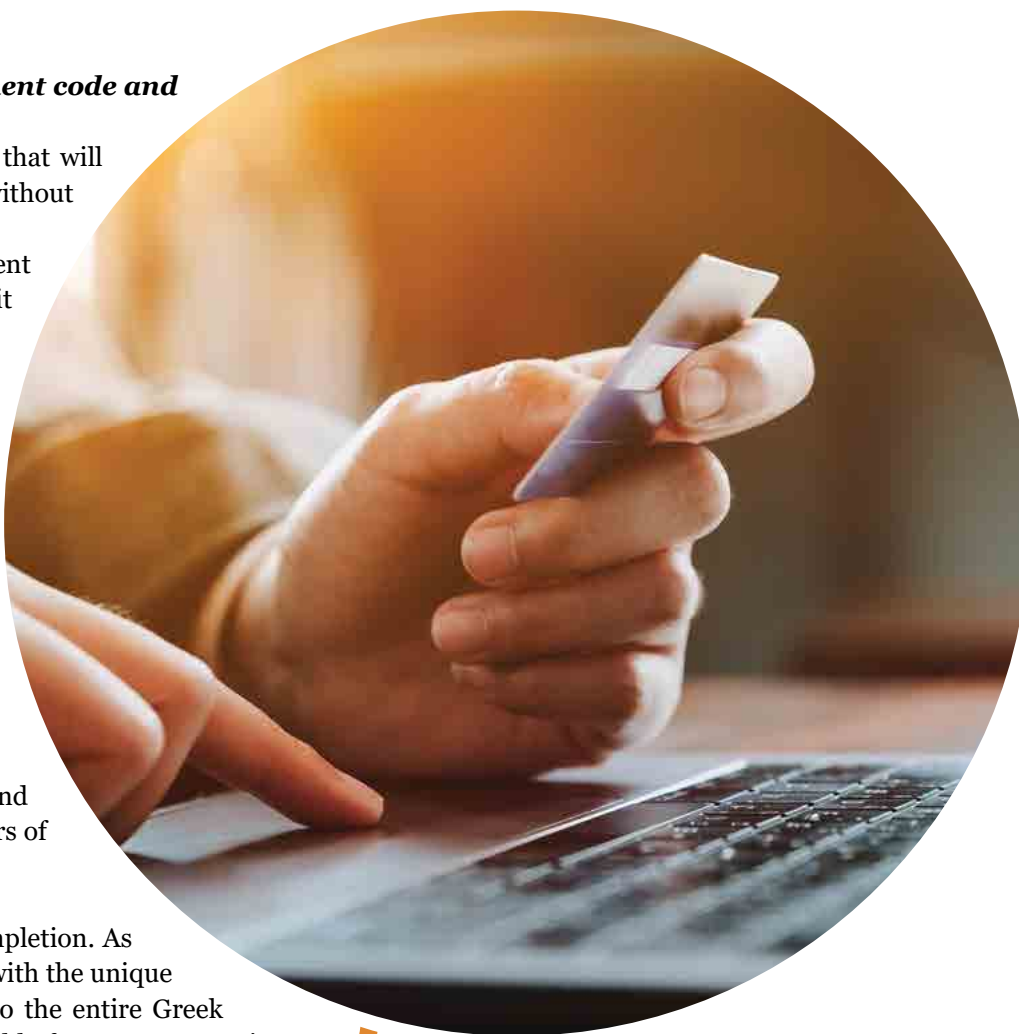
Economist

Head of Accounting

Secretarial Support



***The payment code is a unique 20-digit code that will allow you to make a payment via bank deposit without needing to know the account holder's IBAN.***





# MOBIAK at the Interschutz Exhibition in Hanover



BY **DIMITRIS MARAGOUidakis**  
Production & Management  
Engineer, MSc  
Imports Department  
Firefighting Equipment

**M**OBIAK participated in the **INTERSCHUTZ** exhibition held in Hannover, June 20-25. **INTERSCHUTZ** is the world's largest exhibition in the field of firefighting equipment and has been usually held every 5 years. Our scheduled appointment for 2020 had been postponed due to the pandemic for this year

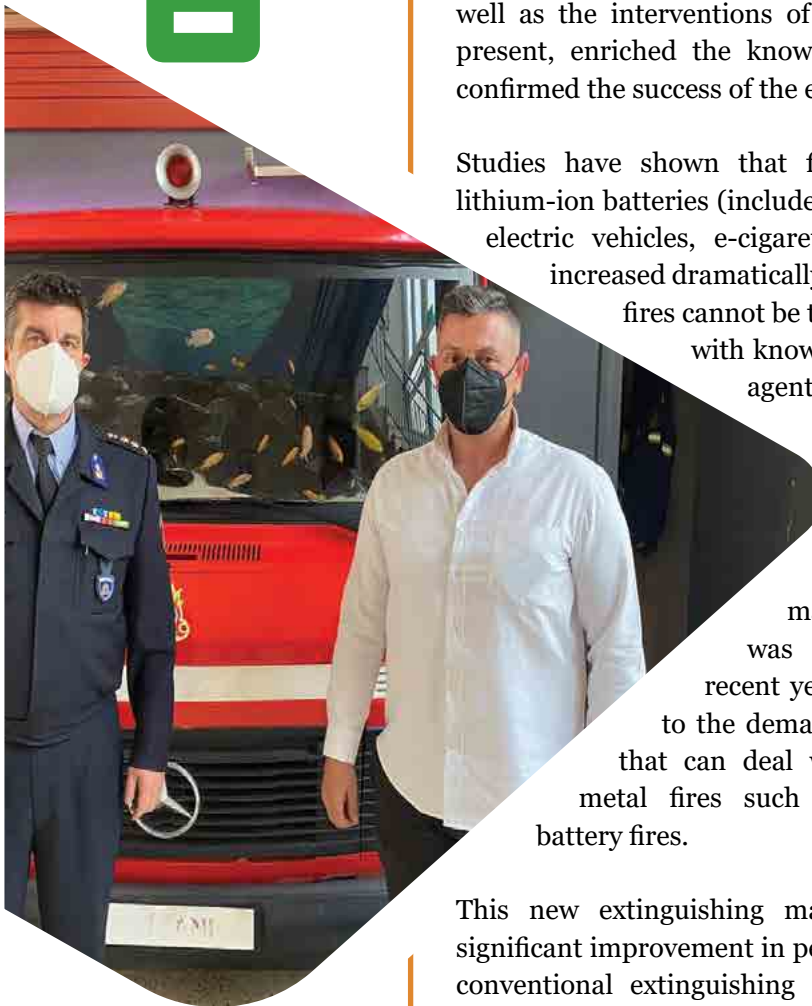
As always, the largest manufacturers of the firefighting industry worldwide participated and of course **MOBIAK** had a very impressive presence, with the **President and Owner Mr. Emmanuel Svourakis**, his son **Emmanuel Svourakis Junior** and also his daughter **Irene Svourakis** (first participation in an international exhibition), together the Production/Imports team and most of the **Export Department**.

We had the opportunity to meet and discuss with our existing and potential new partners and we are now renewing our appointment for the next exhibition in **2026**.



# Presentation at Chania Fire Brigade department - How to Deal with Fires from **Lithium Batteries**

BY **APOSTOLOS DIAMANTOPOULOS**  
Economics MSc.  
Firefighting Equipment Exports  
Department



**100%  
FLUOR  
FREE**

**O**n Monday 18/7/2022, a seminar was held at the Chania Fire Station with the aim of informing the Fire Brigade on modern fire fighting means and materials and how to deal with fires caused by lithium batteries.

The thorough presentation of advanced materials of firefighting equipment by **MOBIAK's** qualified staff, the constructive and informative interventions of the Commander of the Fire Service of Chania, as well as the interventions of the firefighters present, enriched the knowledge base and confirmed the success of the event.

Studies have shown that fires caused by lithium-ion batteries (included in computers, electric vehicles, e-cigarettes, etc.) have increased dramatically. These types of fires cannot be treated with known extinguishing agents.

**MOBIAK** uses a new and revolutionary extinguishing material, which was developed in recent years, responding to the demand for products that can deal with flammable metal fires such as lithium-ion battery fires.

This new extinguishing material offers a significant improvement in performance over conventional extinguishing materials when applied to these very special fire types - it has proven to be the most effective extinguishing material available worldwide today for lithium-ion battery fires.

It is a thick liquid, golden / brown in color, environmentally friendly, which is made of natural vermiculite.

When Li-ion batteries are exposed to high temperatures or when they have physical damage / damage or even due to overcharging, they overheat causing the cells to swell and release hot flammable gases (hydrocarbons) which can **IGNITE** at high temperature.

damage / damage or even due to overcharging, they overheat causing the cells to swell and release hot flammable gases (hydrocarbons) which can **IGNITE** at high temperature.

In this case, the extinguishing material is released through the fire extinguisher, in the form of a spray resulting in the instantaneous cooling of the battery and the extinguishing of the fire.

In addition, to further deal with fires from lithium batteries, our company proceeded to market lithium ion fireproof blankets in various dimensions.



**500ml**



**2lt**



**6lt / 9lt**



**25lt**



# The importance of Service in Medical Products

BY VAGGELIS VOUTAS  
Food Technology  
Medical Equipment Sales  
Department in Greece

**O**ur Company Consists of 3 Service Support Points (Chania, Athens and Thessaloniki). The technical support points were created, after years of continuous training and specialization by certified, experienced and responsible technicians in the field of service.

**Mobiak Chooses to be next to the Customers, Providing them with Continuous Support for Issues, Repair or Maintenance of Products.** MOBIAK uses only genuine spare parts and ensures the highest possible quality and reliability for every repair or maintenance of a machine, whether it is in or out of warranty. This way, the maximum speed of solving problems is achieved whenever it needs. All of the above are some of the main reasons that have made us the top choice in the field of Medical Equipment..

The prescribed service is necessary and decisive for the reliable and safe operation of the products, as it must be considered of the utmost importance, especially when it is related to Medical Technology products.

This is also evident from the importance given by our company, which defines specific programs and tasks for the correct and regular maintenance of the machines, giving great importance to their control.

Another important factor for the reliability of our company, is our organized facilities and spare parts WHs, which have been designed according to the strictest specifications. The facilities have modern diagnostic and certified tools. The company's repair centers provide fast and reliable repair and technical support services for a wide range of products.

In cases where customers have a problem with one of our product and cannot resolve it, we recommend to contact with our team. E-mail support is a fast, modern and efficient way to evaluate a problem. Furthermore, in this way it is possible to determine together with the customer the best and fastest way to solve the problem, either remotely, or by sending the product to the respective service point for inspection.

**After - Sales Technical Support, both for our Company and for our Customers, is a big Asset.** The reliability of the maintenance and problem solving of the machines, the quality of our certified materials and components used, and also the experience of company's service technicians, are key factors in the high quality of the company's services.

Our customer relationships don't stop with the sale, instead, they start with the sale! We want the end users of our products to have no worries or insecurities about our products.

**The service department is a vital factor of our company, with it's main goal, the support and satisfaction of our customers. It is an excellent organized team, with each member differently contribute to the final results.**



# what happens to lithium-ion batteries in the **new generation** of cars?

“

BY **STRATOS KORONIS**  
Mechatronics Engineer MSc  
Head of Fire Exports Department



Mr. Stratos Koronis, Mechatronics Engineer MSc, the head of MOBIAK's Export Fire Department gave an interview to [www.flashnews.gr](http://www.flashnews.gr) about lithium ion batteries in electric cars. You can read that interview below:

Electric cars seem to be a “One - Way Street” in the EU's effort for achieving the green transition with the end of gasoline-powered cars set in time for the E.U. in 2035. It may be that the electric car is considered to have a smaller environmental footprint compared to the gasoline car, but here we must pay attention on other important issues as SAFETY. The reason has to do with the lithium-ion batteries used in electric cars.

**If there is a Fire on an Electrical Car that comes from the Battery Cells or transferred to the Battery Cells, the fire goes out when it burns completely!**

Once a fire breaks out in the car, it does not go out until the car is completely destroyed, emphasizes Mr. Stratos Koronis to [www.flashnews.gr](http://www.flashnews.gr) and explains:

«The lithium-ion battery has the anode and the cathode, and internally it has the electrolyte in which the lithium ions exist. Charging is done by the movement of ions from the cathode to the anode and discharging by the movement from the anode to the cathode. The battery heats up during charging and discharging. This is easily seen in the case of mobile phones. If you talk for a long time or have an application open that requires more energy, the mobile phone heats up. Batteries can charge very quickly. Deliberately, companies slow down the rate of charging so that it can be done more safely. If it is done too quickly there is a risk of the battery self-igniting with the friction created through the very fast movement of the ions. When the battery ignites it will burn until its charge is gone and it discharges completely. That means, it can burn for 2-3 or even 5 hours depending on its size & charge. In the case of an electric car, by the time the fire can be extinguished the vehicle will be completely burnt. That means, it will burn for 6-7 hours until the lithium battery discharges»

## **The Problem on the Electrical Cars is in the Battery Position**

According to Mr. Koronis: «These batteries, when ignited, cannot be extinguished with water, powder, foam, carbon dioxide or wet chemicals suitable for kitchen usage. Special Suppression is required for extinguishing. There are 3-4 Suppression Agents around the world that are used for this purpose, one of them being vermiculite. It is a mineral material that is diluted to produce a very thick form. With this viscous liquid we managed creating a thick layer over the fire, which will cool the battery, dropping the heat and do not allow air and oxygen to penetrate and fuel the fire. Unfortunately, in these batteries during combustion when the electrolyte itself burns it produces oxygen and the fire continues. In other words, it is very difficult to extinguish.»



The big problem is that in the electric car, the lithium-ion batteries are not located like in the common car in the front, but are laid on the floor along the car and on top are the seats of the vehicle.

As Mr. Koronis emphasizes: «Even if we have the appropriate extinguishing material at our disposal, we do not have easy access to extinguish it at the point where the fire starts. You can put out the fire in an electric scooter, skate, mobile phone, laptop if you have a fire extinguisher with special material for extinguishing lithium-ion batteries. In an electric car you can't Extinguish the Fire. If such cars catch fire, they will burn completely, nothing will be left. You can only isolate the fire, keep it in the car itself so it doesn't spread. And this is clearly because you do not see the Batteries, you do not have access to the Batteries. If you do not see the fire at its source, you cannot extinguish it. There is the alternative of lifting the car with a crane and submerging it in an open container of water. However, if it is quickly removed from the container, chances are it will rekindle and catch fire again until the battery is fully discharged. That's why it needs to stay immersed in water for many hours.»

### What Can Cause a Fire in a Lithium - Ion Battery?

Batteries are now part of our daily life and apart from electric cars they concern electric scooters, skates, bicycles and of course mobile phones, laptops, tablets, etc. According to Mr. Koronis, the fire can be caused by the following reasons:

- From fast battery charging
- From a wrong charger that charges faster than it should
- From a problematic charger
- From cheap, low-quality batteries with a bad electrolyte (that is, with metal particles in it, «garbage»). The continuous charge-discharge movement and the friction of metal particles can create a fire. In fact, a few years ago a mobile phone model of a well-known brand was withdrawn from the world-wide market as incidents of exploding devices had been recorded. These explosions were caused by the battery.
- From a heavy fall, impact or collision (e.g. car accident). The violent impact of the battery has a huge chance of giving us a fire.

### It is Necessary to Inform all Services Nationwide

Recently, a seminar was held by **MOBIAK** at the Chania Fire Brigade Headquarters following the initiative of the service executives who wanted to be informed about the problem of extinguishing fires cause by Lithium-Ion Batteries. Unfortunately, it has not been planned a campaign organized by the state to inform the firefighting forces about this particularity of electric cars. Along with the information, the fire department needs to be reinforced with the appropriate firefighting «weapons» for been able to isolate those fires.

«The state must understand that a new energy technology has come to the streets, the lithium-ion battery. They must know what it takes to extinguish this fire and prevent it from spreading, they must be trained & they must be supplied with the proper equipment. In short, there must be a program in the Fire Brigade Directorate for provision of training on the Suppression of Lithium-Ion Battery Fires so that we do not have victims, not only from the owners of such vehicles but also from those who attempt to put out such fires», underlines Mr. Stratos Koronis.

### What Should We Watch Out For?

Finally, Mr. Koronis gave some simple preventive advice for all the devices we use in our daily life with lithium-ion batteries:

- We have to be careful with the charger. Faster charging is more dangerous than slower charging.
- Do not change mobile phone chargers. The charger of a particular device must always be used on that device and not on another, because it affects the charging rate, which is a very important factor to avoid fire, battery explosion, self-ignition, etc.
- If the mobile falls down, leave it somewhere for about 10 minutes and do not use it immediately after the impact of the battery.
- If we see that the mobile phone heats up too much, we take it to a technician in case we need to change the battery.
- No excessive exposure to the sun because the battery overheats - we give heat where it shouldn't.
- We should also not place Laptops on our feet because if the battery «gets on fire» we will injure ourselves.
- The one who owns an electrical car cannot do anything proactively. There is a special 6x9 meter «fire blanket» that is disposable and isolates the fire



# Myocardial Infarction

*Myocardial infarction, commonly known as a heart attack, is caused by a sudden interruption of blood flow to the heart*

After the personal experience that I suffered, I submit the following informative text and I invite you all to love and take care of yourself more, to enjoy all the good times with the people you love and care about, and don't take anything in your life for granted and certain...

BY VASILIS SIMANDIRAKIS

Public Relations

Medical Equipment Sales

Department of Greece

## Myocardial Infarction

Myocardial infarction, commonly known as a heart attack, is caused by a sudden interruption of blood flow to the heart.

Myocardial infarction is one of the most frequent causes of death and disability in the world. The incidence of the disease (morbidity) worldwide is 195.3/100,000 for men and 115.0/100,000 for women, with the specific rates decreasing mainly in developed countries. Also in recent decades, mortality and several of the complications associated with myocardial infarction have decreased. The improvement is due to better treatment.

## Main Risk factors for Myocardial Infarction:

- **Age, as Age Increases, so does the Risk of Myocardial Infarction**
- **Gender, the Male Gender gets Sick more often than Women**
- **Smoking**
- **Alcohol Consumption**
- **Sedentary Life, Lack of Exercise**

Dyslipidemia (Dyslipidemia is a silent disease that usually causes no obvious symptoms, it can significantly increase the risk of developing cardiovascular disease, including disease of the blood vessels that supply the heart (coronary artery disease), the brain (cerebrovascular disease), and the extremities (peripheral vascular disease). These diseases can in turn lead to chest pain, intermittent claudication (pain when walking), heart attack, stroke, and other problems. Because of the increased risk, treatment is often recommended in people with Dyslipidemia.)

- **Hypertension** (Hypertension is the condition in which the blood pressure is elevated. Arterial is the pressure exerted by the blood on the walls of the arteries, which carry it from the heart to the whole body.
- **Abdominal Obesity** (The main culprits for abdominal obesity are lack of physical exercise, too many calories and a diet with saturated fats (meats, cold meats, etc.).
- **Diabetes**
- **Stress** (loss of relative, financial stress, work)



*As time progresses from the moment blood flow stops to an area of the myocardium, the effects of the infarction become increasingly unfavorable for the patient.*



## Treatment & Treatment

### • Pre - hospital Treatment

As time progresses from the moment blood flow stops to an area of the myocardium, the effects of the infarction become increasingly unfavorable for the patient. For this reason, where possible the treatment of the heart attack begins before the patient arrives at the hospital. It is important that the general population can recognize the symptoms of a heart attack and seek help—or even that there are members of the community who can provide Cardiopulmonary Resuscitation (CPR). This is achieved by public awareness campaigns, which although increasing false alarms, are useful.

### • Hospital Treatment

The goal of treating a heart attack is to reopen the vessel as quickly as possible. This is possible either with angioplasty in the catheterization lab or with thrombolysis. Ideally, reperfusion should be achieved within one hour of the onset of symptoms for this, where possible avoiding bureaucratic hang-ups or examination in first aid, if the diagnosis is already known by the ambulance.

Angioplasty is preferable to thrombolytic therapy, but it is not available everywhere.

The heart attack patient is transferred to the catheterization laboratory, where a catheter is inserted from the femoral or femoral artery, which is advanced to the coronary vessels, which it images. Depending on the findings of the imaging, the subsequent course is decided, which can be a) drug treatment only, b) angioplasty (i.e. placing a stent at the site of the blockage) c) cardiac surgery.

Thrombolytic therapy is given in hospitals where there are no possibilities for angioplasty. Intravenous substances are used (formerly streptokinase or urokinase, newer generations of thrombolytics are alteplase, reteplase or tenecteplase) which have the property, as their name suggests, of dissolving clots. However, there is a risk of bleeding.

Other drugs that are useful in the treatment of myocardial infarction are analgesics (usually intravenous opioids, nitrites (antihypertensive properties) and oxygen therapy.



## MySPO2 Fingertip Pulse Oximeter / Code:0801023

### Display: SpO2, Pulse Rate

- Oxygen Saturation Measuring Range: 35 - 100%
- Heart Rate Measuring Range: 30 - 240 BPM
- Display: Single - Colour LED
- Automatic Shut Down after 5 sec when not in Use
- Power Supply: 2 AAA Batteries, 1.5V (included)
- 2 Years Warranty



# Tips

## to Increase Your Sales



### **Increase your Inventory**

in times of economic crisis and increased demand, make sure that your stock is enough to serve all your customers without complaint.

### **Quick Delivery Time**

To help your customers planning better their orders and as a result an increase of your sales, you have to reduce the delivery time.

### **Shipping Without Charge**

If you want to reach new customers in a different market, give them the choice of shipping without charge for purchases over a certain amount.

### **Greater Tolerance for Product Returns - Exchanges**

Organize the process of returns and exchanges of products in the shortest time so that everyone is satisfied.

### **Contact Your SOCIAL MEDIA Followers**

If you want to attract more people on social media try to interact with them. make them questions while at the same time presenting many products in your announcements.

Along with the question include images of your products with a link to the corresponding purchase page in your online store.

### **Promote Products According to the Season**

Choose the products that bring more sales or fit each season promote them on your social media pages accordingly. The promotion of a post can bring significant profits depending on the period.

### **Special Offers**

Combine packaging materials with different products. you can also divide them into groups and name each package according to the audience you want.

### **Give Offers on Large Orders**

Who wouldn't want an extra discount on their order? give the specific possibility by making the customer spend more while offering them an additional discount depending on the amount of purchases. in this way you allure people into additional purchases and increase your sales.

BY MANOLIS STAVROULAKIS  
Oenologist  
Firefighting Equipment  
Sales Department of Greece



# Expansion of MOBIAK CARE into New Markets: Exports in Central Europe

*“Success doesn’t come immediately and definitely not easily, but it is ensured when you have the courage and the desire to keep going.”*



BY MARIOS GIANNADAKIS  
Financial Engineer, MBA  
Department of Medical  
Equipment Exports

Extroversion is the only way to grow in new markets. Externalism, is a basic prerequisite before starting strategic planning for growth in new markets, as the company meets and interacts with their new competitors and, in addition, get acquainted with the products that have a higher uptake in the respective markets.

Marketing strategies remain the same everywhere, but what is really changing and requires businesses to adapt in order, their exports to become successful and quickly acceptable from the new costumers, is the social characteristics of each society. Unfortunately, not all countries are easily accessible for business partnerships, especially when the product you are called upon to export, is also manufactured in that country.

Marketing strategies remain the same everywhere, but what is really changing and requires businesses to adapt in order, their exports to become successful and quickly acceptable from the new costumers, is the social characteristics of each society. Unfortunately, not all countries are easily accessible for business partnerships, especially when the product you are called upon to export, is also manufactured in that country.

An export plan is therefore just as important for the business as the business plan, which must be developed annually. When a firm, every year reviews the issues raised through the business plan, the export process becomes more focused, by properly studying the new market it wishes to enter and also, by knowing the range of objectives it can achieve. Unfortunately, many companies start without an export plan, seeing exports as an opportunistic escape from domestic problems or as an alternative to disposing of its surplus production. As against these latent tactics, **MOBIAK S.A.** has a long and brilliant track record primarily in the export of firefighting equipment and a brilliant flourishing in recent years in Medical Equipment.

Recently, the medical department of **MOBIAK S.A.** aims to develop and create partnerships with companies in Central Europe, specifically in the Czech Republic, Netherlands, Germany, Switzerland and Italy. States where strong industrial companies in the sector, similar like **MOBIAK**, are based and cover the largest part of the market.

The first part of our department is to start a market research, regarding the consumers profile, the products specifications and of course, the main competition. Starting with contacts in central European countries, the two main assets required of the company are the excellent quality of its products and the ability to demonstrate its strength. Therefore, by presenting the best, and only those products that correspond to industrial countries in the industry, as well as a continuous presence either online or in person, through exhibitions in fairs or visits, new business partners are immediately aware of the product and consider it more familiar.

**MOBIAK CARE** being qualified with the two elements mentioned above in order, to attract the interest of new consumers, has also to successfully succeed in presenting the most cost efficient services in contrast to its competitors. Cost burdens, such as those of transport, where in countries producing Medical Equipment, importers are not charged or are considerably lower (likewise with Greek business partners as **MOBIAK CARE** being a Greek manufacturer of medical equipment), is the Export Manager’s main challenge in creating cost efficient offers.

Despite the burdens of current global events, with the excellent quality of our products, the unrivalled services and training of our Export managers, as well as our efforts to fill the gap with the new business partners, has led to the growth and significant presence of the company’s medical division abroad. In conclusion, **MOBIAK CARE** being now dominant in the Balkan markets, imitates the same tactic in new Central European countries, where it has already established contacts and partnerships in Czech Republic, Italy and Germany with the next targets being in Netherlands and Switzerland.





# Safe Work in the Warehouse

BY ANTONIS PANTELIDAKIS  
Business Administration  
Warehouse and Logistics Manager  
Distribution Center of Central,  
Southern and Island Greece



The Seminar with the topic: **«Safety at Work»** and **«Fire Safety and Firefighting»** by the took place this September, in **MOBIAK's** main Distribution Center in Athens.

The participants were informed and trained in the evaluation and avoidance that occur while working in the warehouse.

**The safety measures which have to be taken and the measures of individual protection must be used.**

Attendants about the precaution of fire and techniques of dealing them with the use of extinguishing media that the Company has.

The goal of these perpetual seminars is to secure the Safety Conditions, the health, the safety conditions and the health of the employees, the reduction of accidents and the increase of safety.



**Attendants about the precaution of fire and techniques of dealing them with the use of extinguishing media that the Company has**



# DSO

## Formula as a Key Tool for Large Companies



BY ANNA NODARAKI  
Head of Credit Control and  
Legal Department  
Accounting Department

**DSO** (Days Sales Outstanding) is an important tool to measure the liquidity of business assets or the amount of cash flow the company has as well as the amount of assets that can be easily converted into cash. Since cash flow is extremely important to business operations, quick collection of outstanding accounts is one of the most important interests of the company. In addition, **DSO** could also be used to examine the overall efficiency and profitability of the company. Low accounts receivable collection periods mean that the company can more effectively reinvest its cash in order to generate more sales.

The **DSO** and receivables turnover ratio are complementary key performance indicators. Examining both allows us to understand how well our cash collection process is working based on the number of days it takes to collect sales revenue.

### THE FORMULA FOR CALCULATING DSO is:

**Accounts Receivable / Sales Revenue) X number of days  
in the measured period = DSO**

An effective way for businesses to use the DSO calculation is to track it semiannually on a trend line - or a series of graphical data points that indicate a particular pattern or direction. Using DSO in this way can help companies see any changes in their business's ability to collect payments from customers.



# New Color Sprinklers

*A fire can break out anywhere. The important factor is how fast it can be detected and extinguished. Sprinklers and Nozzles represent the final stage in a fire extinguishing system. Sprinklers can detect the Fire and spray the selected extinguishing agent in the required manner on the space/equipment to be protected.*

The Method of Installation, K-factor, Spray Characteristics and Operating Temperature are the most important criteria when selecting sprinklers. However, the RTI (response time index) and correct positioning are crucial for the effectiveness of any sprinkler.

The response time index is a kind of equivalence number. It indicates how quickly a Sprinkler reacts to the heat of a fire. RTI is more important than the operating temperature. As lower the RTI value, the faster the response time of the bulb. The Sprinklers presented on this Newsletter are available with RTI values:

**Quick RTI 35 / Special RTI 55 / Standard RTI 105.**

Through this Newsletter we want to present a Unique Brand-New Innovative Sprinkler Series available in different Materials, Sizes & Colors in order to match the most demanding decoration criteria.



BY **STRATOS KORONIS**  
Mechatronics Engineer MSc  
Head of Fire Exports Department



On request, we can provide sprinklers with different K-factors or spray characteristics. **Our Brand New Sprinklers are VdS Approved, where required CE compliant and are manufactured according to ISO 9001/2008.** The sprinklers are also available as room protection nozzles, in other words open sprinklers without glass bulb.

***Our Brand New Sprinklers  
are VdS Approved, where  
required CE compliant and are  
manufactured according to  
ISO 9001/2008***

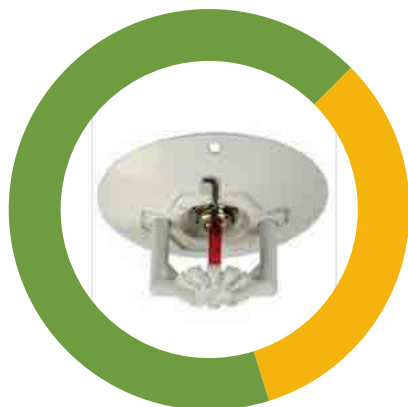
## The Range Includes::

- Standard Sprinklers (Spray, Flat Spray, Conventional, Sidewall)
- Heavy Foam Sprinklers (for use with or without Fluorine)
- Open Nozzles (Sprinklers without Glass Bulb)
- Stainless Steel Sprinklers which are used where conventional brass sprinklers are inadequate in terms of material properties
- Dry Pipe sprinklers
- Sprinkler Accessories (Escutcheon Plate, Water Shield)

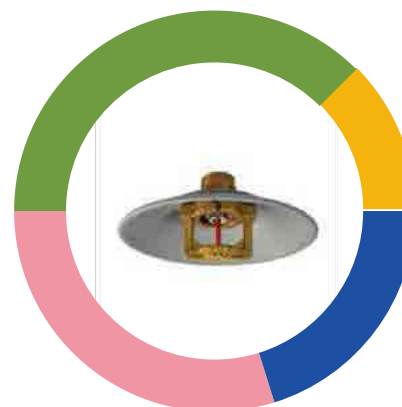
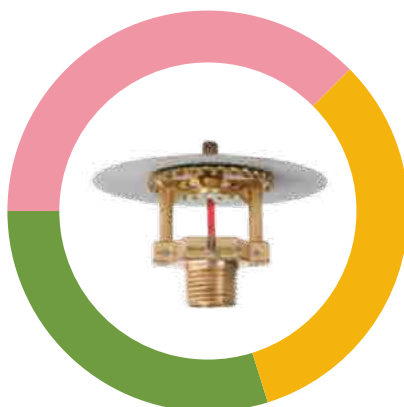
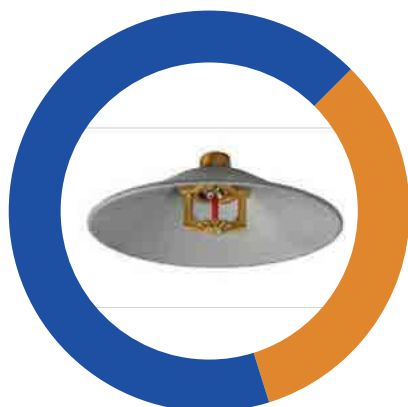
Sprinklers, Nozzles & Accessories can be Colored according to RAL, Chrome Plated, Nickel Plated or even Gold-Plated with Robust Sprinkler Body, most Consistent connecting thread in prefabrication as well as no water tightness problems available at Standard thread: 3/8", 1/2" & 3/4"

If required, we are happy to develop and produce accessories which meet your expectations.

All our Escutcheon are available in various Colors. Sheet steel Escutcheon, plugin, removable, diameter 90 mm, in 3/8", 1/2" or 3/4", available also galvanized, chrome-plated and in various colors. All escutcheon can also be supplied to be compatible with third-party products.



*Sprinkler Water Shields that are compatible with third-party products. Sprinkler Water Shields and sprinkler Guards help in almost every situation – also available in various colors.*



*Over the years, MOBIAK has established itself very well in the European & Worldwide market and it has become a permanent part in the sprinkler market.*



***We promise to continue keeping our promise for continuous development of our Products & Services so that to meet the most demanding needs in the Fire Protection Business!***





# CO<sub>2</sub> Shortages in Europe, Reality or Science Fiction?

BY ARGYRO SCHOLINAKI

Chemistry MSc.

Head of the Liquid - Gases Department

**In recent years, the topic that dominates all scientific journals is the ever-increasing emissions of CO<sub>2</sub>.** CO<sub>2</sub> emissions have caused a rapid increase in the average temperature of the planet, as a result of which, scientists fear that we are on the verge of seeing images in the future that will not resemble, at all, the earth as we know it today.

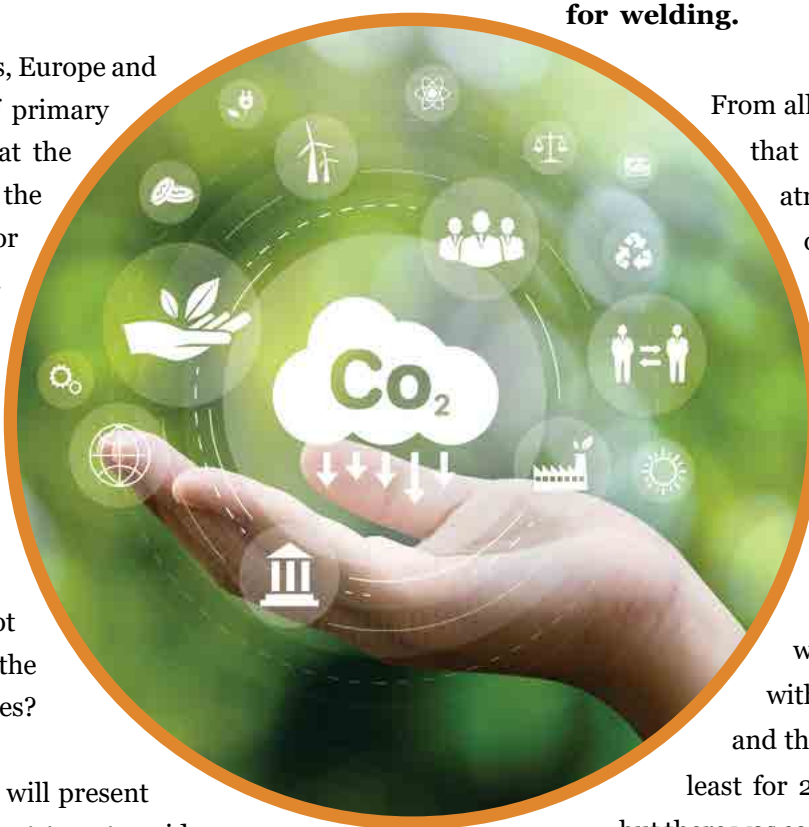
Despite the problems that CO<sub>2</sub> creates on the planet, there is also a chain of production processes in which it plays a crucial role. In the last two years, a new topic of discussion has emerged; the reduced production of CO<sub>2</sub> for utilization by the industry. Especially this year, CO<sub>2</sub> shortages, increased significantly during the summer season, in Europe and also in America. The lack of CO<sub>2</sub> led to a sudden and rapid increase of price level, in many countries.

For the first time after many years, Europe and America are facing shortages of primary materials. Europe is relieved that the summer season is over because the CO<sub>2</sub> reserves were not sufficient for the constantly increasing needs. But why, on the one hand we are discussing the reduction of CO<sub>2</sub> emissions and on the other hand about serious shortages in the market? Where do we owe this antithesis/contrast? Which industries base their production on CO<sub>2</sub>? And in what way, not being able to meet the needs of the industry, will affect our daily lives?

First, to unravel the mystery, we will present some of the basic uses of CO<sub>2</sub>, just to get an idea of the needs it serves and its importance in our everyday life. CO<sub>2</sub> has a special place in the food industry and dominates the soft drink industry. Below are some of its uses.

- **Carbonated drinks, water and soft drinks**
- **At pubs, it is used in pumps for serving draft beer and soft drinks**
- **In greenhouses to help increase fruit and vegetable production**

- **In slaughterhouses for the anesthesia of animals (chickens, pigs, etc.)**
- **In food packaging (packaging of meat, baby food, fresh fruit and vegetables, even in packaged bakery products), where it increases the shelf life of the products by preventing the growth of microorganisms.**
- **When transporting fresh fruits and vegetables, for preservation purposes, in the form of dry ice.**
- **In Medicine, laparoscopic operations, botox treatments, laser surgeries, etc.**
- **In the chemical industry, it is a basic raw material for the production of plastics, fibers, paints, medicines, etc.**
- **In the construction sector, as a necessary component for welding.**



From all the above it is easy to understand that the «harmful» CO<sub>2</sub> for the atmosphere has an important place in our lives. At the top of the pyramid, we have to place the food industry and the consequences in the awful scenario of CO<sub>2</sub> shortages, which immediately translates into food shortages.

Clearly, if one is not directly involved with the CO<sub>2</sub> cycle; one would not have been confronted with the very low levels of liquid CO<sub>2</sub> and the potential lack of it. In Greece, at least for 2022, no shortages were declared, but there was constantly the shadow of low quantity

and the constant calls for rational use. In other European countries, the shortages led to an unrealistic increase in the price of Liquid CO<sub>2</sub>. For example, one of the largest companies in Europe in the production and distribution of Liquids and Gases, found itself in court with a large beer production company because the price went up by the astronomical 1240%; starting from a price around €250/ tn and reaching almost €3350/tn.

In England, the government is giving a huge subsidy to companies that make ammonia fertilizers to restart their production. The main aim is the production of CO<sub>2</sub>; which is a by-product of the specific production process. England reached dangerously low CO<sub>2</sub> levels and the fear of food shortages was around the corner.

But how did we reach borderline levels? What happened and food shortages are now becoming visible? All the shortages currently observed in the market have two main causes, the pandemic that for 2 years froze production processes worldwide and this year the war between Russia and Ukraine. The restart of the economy, from zero to the maximum possible levels, created great needs for raw materials and energy. In addition, the war in Ukraine has brought about a huge crisis, mostly concerning energy. The cost of natural gas has increased significantly. As a result, several production processes have been slowed down or completely stopped, such as the production of fertilizers, aluminum and steel.

The overall picture, right now, is that governments around the world are trying to respond to the continuous price increases due to “unexpected” shortages. All European countries are giving subsidies to companies affected by the energy crisis and are also supporting the entire population, who is unable to respond, as the rally of price increases continues to soar.

Specifically for CO<sub>2</sub>, which plays an important role in many different aspects of our lives, there is a solution that is a win-win situation, at all levels. The collection of CO<sub>2</sub> emissions from the atmosphere. England, which in recent years has been a pioneer, along with the Nordic countries, in environmental matters, recently begun the operation of its first plant «Collecting CO<sub>2</sub> from the atmosphere». The plant will capture around 40,000tn of CO<sub>2</sub> which will be utilized in various different processes. The lack of such plants around the world is because they are still in an experimental stage, since they are trying to work out a solution for the high power consumption required.

#### Resources:

<https://www.chemistryworld.com/news/uks-first-industrial-scale-carbon-capture-plant-opens-in-cheshire/4015867.article>  
<https://www.ot.gr/2022/08/23/energeia/ektroxiastikan-oi-times-fysikou-aeriou-kai-reymatos/>  
<https://www.wired.co.uk/article/carbon-dioxide-shortage-gas-uk>  
<https://www.bbc.com/news/explainers-58626935>  
<https://www.gasworld.com/co2-shortages-nippon-gases-to-appeal-ruling-as-european-supply-crisis-escalates/2023783.article>  
<https://edu.rsc.org/feature/whats-behind-the-co-shortage/4014754.article>  
<https://www.gasworld.com/rare-gas-shortages-recovery-and-emerging-markets/2023403.article>

# The Social Contribution of MOBIAK

BY DESPOINA METAXAKI

Accounting

Accounting Department

**M**OBIAK has been playing a dynamic role in its social contribution for years, always willing to help and support social groups in the efforts to improve their functionality. This showing its social responsibility towards the sensitive social groups, it makes sure to provide part of its income, its goods, and even free services to the society that invites us to show them our sensitive face.

**Such Organizations, Supported by MOBIAK Thank, Respect, and Love It.**

**MOBIAK will continue to support and implement its social contribution, this showing that the MOBIAK Family actively contributes to social solidarity and is committed to contributing to society in every way.**



# Manolis Svorakis

## “Geeg” ...



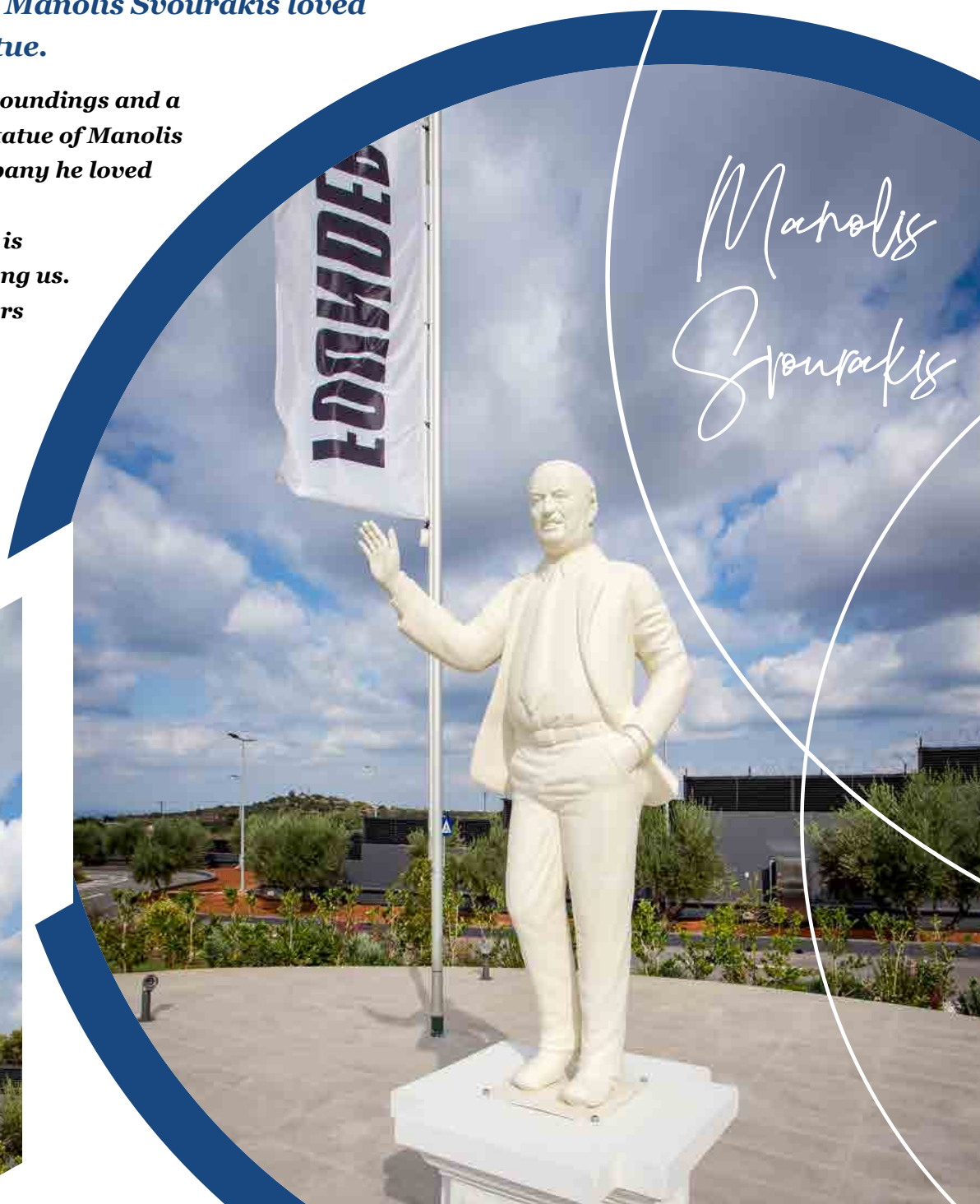
BY NEKTARIA PSEGIANNAKI  
Graphic Designer / Marketing Department

***In a central point of the company, in a small and beautiful park, in front of the MOBIAK company that Manolis Svorakis loved so much, stands his statue.***

***Cosmopolitan air, idyllic surroundings and a story connected to him. The statue of Manolis Svorakis, gazing at the company he loved so much...***

***The marble form of the statue is simple, just as he walked among us.***

***It stands more than two meters tall and represents Manolis Svorakis standing upright, his jacket flapping, his hand in his pocket and his gaze turned towards the company, proudly saluting his beloved MOBIAK and its staff, whom he considered his family ...***





BY ANTONIS PERRAKIS

Production & Administration Engineer  
Fire Fighting Equipment Sales  
Department of Greece

# The Win - Win Model Between Seller and Customer

**Sales unity has been and will always remain at the top of the priorities of each enterprise. Or if you want, it should always be first.**

Nowadays, companies have come up with the “win-win” philosophy, as this one offers them the most, either when it comes to a customer, reseller, seller relationship or between the seller and the customer, user. In any case, on this model, each side wins. Although it is a different version than the “win-lose” philosophy, namely “cut and sewn” in the seller’s measures, the fruits of a relationship between the first model are quite more in the long run.

**While the traditional perception wants the seller “opposite” the customer, we put the seller “next” to the customer in a “triangular relationship” with his own customer.**

A simple rushed sale in which the customer’s benefit or benefits are not indicated, is not the tactic that modern companies follow. Instead, they seek to maintain friendly relations with their prospective client, to be treated as people who have trust in each other and care about their problems. But this is not done automatically.

The second tip, in the model that we’re analyzing, is the customer’s sense of when they feel important. There are many good ways to do this. If the client feels that we are his friends and advisors, who really care to help him and not to create costs, we have earned him. Not just for a sale, but for building a long-term partnership.

“

In addition to this, we acquire a customer who will introduce us to others with pleasure.

So, each customer has a model image for each seller advisor that works with each other, and starts with the selling method. Let’s not forget, that advisory selling is always the ideal method, and continues with the behavior in service and dealing with any errors. The creation and maintenance of a “good relationship” and “cooperation” between the two parties is the only solution to the satisfaction of needs and the success of their objectives.



# The Importance of a **Big Stock**

By the term stock for businesses, we mean the products, goods, raw materials, packaging materials, etc. that remain in each business, in order to cover the needs for sales or the needs for the completion of the production process. To keep a large stock in the warehouses of every company carries risks such as the deterioration of the products, their loss, their inability to be sold after a certain period, etc.

## **But how did this work when the Covid crisis broke out and the huge lacks raw materials?**

About two years ago, worldwide existed the problem of lacks in raw materials, and the result was production activity was decreased or even stopped. The lack of availability of containers made the problem bigger and bigger, to a period that demands increased. And this was the period that the businesses who survived and developed were the ones that had full warehouses ready to serve any demand in their industry.



BY ANTONIA KOUFAKI

Production and Management Engineer  
Fire Fighting Equipment Exports Department



The big stocks of raw materials and products ensures the continuous supply of the production system and the smooth flow of production, without being affected by delays of suppliers. It also ensures the independent operation of the production stages, the increase in production rate and the reduction of production costs.

It was definitely a risk in such a period to pay for raw materials and products, with the aim of immediate availability, but those who finally got it were also developed.

# Security on Digital Transactions

BY CHRISTOS ARTZOCHALTZIS

Electronic Engineer

Fire Fighting Equipment Exports Department



## **Communication through Internet in Enterprises was the omen of Digital Transactions.**

Digital Transactions are an undisputed improvement in the daily life of businesses; putting in the background a visit to the bank for remittance scheduling.

Technical Institutes and Businesses worldwide are elaborating with the relevant Technology to guarantee that Web Banking is secured against malicious actions. Constant updates in the infrastructure and double Verification while logging in prevent any unwanted actions. Thus mentioned, human factor is the weakest point in this sequence.

Nowadays a deft would rather focus on misleading somebody using Web Banking services rather than breaking into a bank Platform or Server. There are various ways to achieve that with Phishing being one of the most famous among them.

Phishing is the process of tricking a Web user think that a known or Authorized source is asking for sensitive information such as Login Credentials etc.

## **MOBIAKs IT Department Ensures that Company's Infrastructure is up to date.**

**It also deploys all the innovations applicable.** Furthermore I.T. Dep. Organizes seminars and newsletters to inform the personnel and to advise our Partners and Customers on how to use the Web, in safe.





# MOBIAK keeps the BEST!



BY ELENI PAPANIKOLAOU

Management of Health and Welfare Units

Management Assistant

Fire Fighting Equipment Department

The great success of MOBIAK is not only due to the investment of its modern and innovative products, but also to the investment of the most basic factor of success, its Human Resources

It is not the easiest thing to find a talented employee nowadays, but when you find him it is very difficult to keep him. For this reason, 5 basic rules are followed by MOBIAK

## 1. Recognition and Reward

Everybody likes to be congratulated, let alone someone who works really hard and gives everything. The heads of departments communicate with their people and learn what makes them feel good (for some it's a salary increase, for others it's a public recognition) and then reward them for a project they did well.

## 2. Interest for Employees

More than half of the employees who leave their jobs do so because of their relationship with their supervisor. The department heads know the balance between the professional and personal relationships. Celebrate an employee's success and sympathize with those who are going through difficult times.

## 3. Commitments

Giving promises to people puts you in the thin line between making them very happy and seeing them closing the door behind them while leaving. The company that adheres to its commitments results in being trusted and honest, two very important principles.

## 4. Passion

Talented employees are passionate. Offering them opportunities to pursue their passions improves their productivity and the satisfaction their work gives them.

## 5. Challenge

By setting goals that at first seem unthinkable. Instead of setting common, gradually increasing targets, they set great ones who make employees out of their comfort. Talented and intelligent people who do things that are very easy or boring, are looking for other jobs that are more challenging.

*Following the above, MOBIAK succeeds in keeping the best!*

# Decrease Costs or Increase Revenue?

BY EFI ANDREADAKI  
Accounting and Finance  
Accounting Department

This is a recurring question for business owners, and there's no one best answer for all businesses. So how can you decide whether to focus on lowering your costs or increasing your revenues?

## ***Understand the Metrics of Profitability***

It certainly helps to understand the basic metrics of profitability, especially the difference between profit and profit margin. If for example you reduce your fixed costs this should lead to a one off increase in profit, whereas a reduction in your variable direct costs should result in an ongoing benefit.

## ***New Call-to-action***

### ***Keep an Eye on Quality***

When a business focuses exclusively on one metric (decreasing costs, for example), they run the risk of compromising quality. If you lower the quality of your products or services in an effort to decrease costs, you could inadvertently degrade perceptions of your brand, and this can have far-reaching consequences.

## ***Evaluate Your Current Processes and Conditions***

If you're currently operating at a comfortable level with room for decreasing costs or increasing revenue, you may be able to make adjustments without too much discomfort. If you're already operating near maximum efficiency, however, decreasing costs may not be a reasonable goal.

## ***Consider where you Might have Room for Changes***

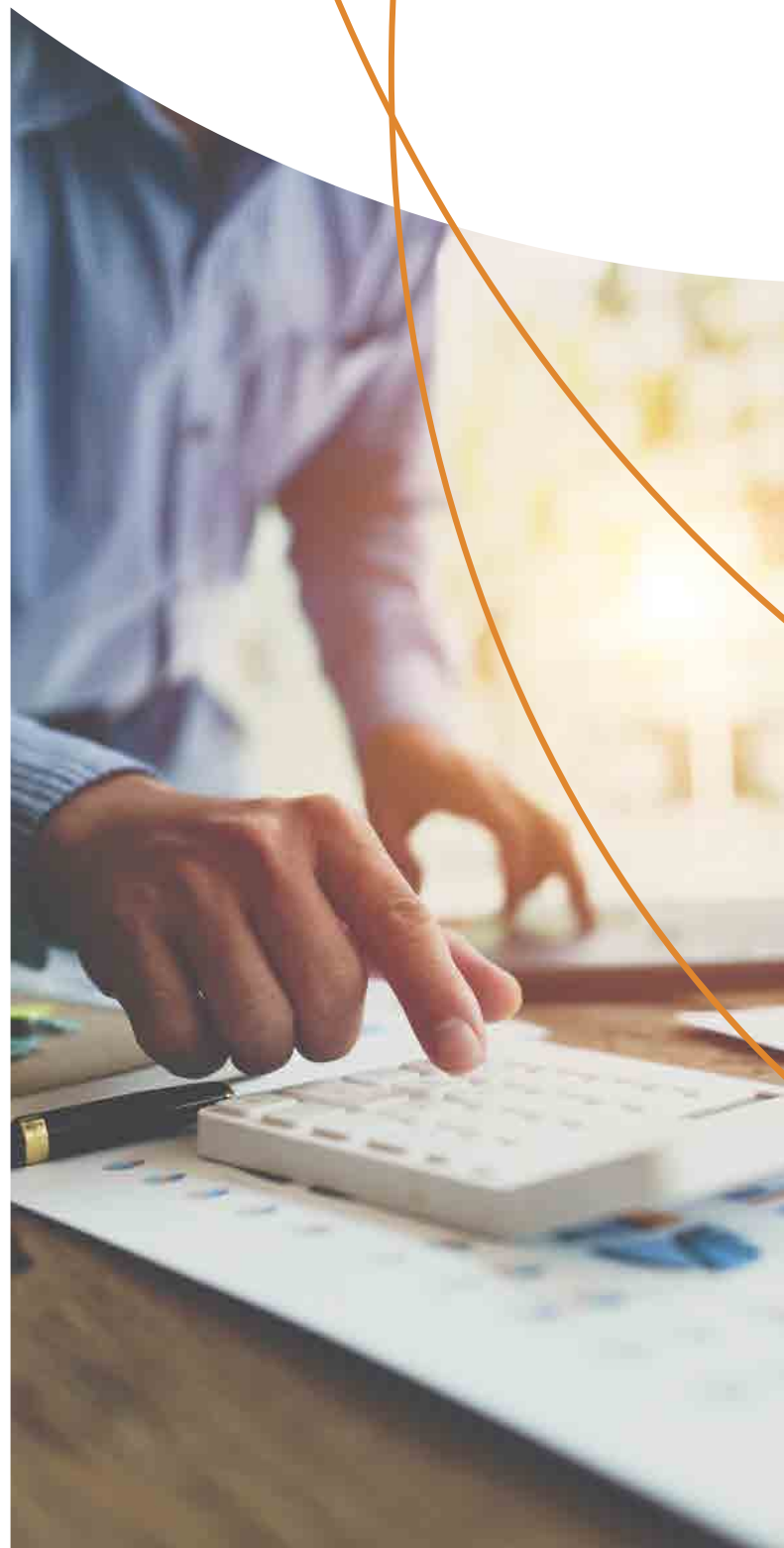
Are you already getting the best possible prices on materials? Have you negotiated costs for your facilities and for personnel? How competitive is the pricing in your industry? Is the economy in your market booming, or is it depressed? Can your processes be improved or can technology be employed to improve efficiency or capacity? All of these factors will influence whether or not there is room for decreasing your costs or increasing your revenue.

## ***Consider Improving Your Branding***

One way to increase your revenue is to improve the strength of your brand. If you can establish an identity for your business that commands higher prices, you may be able to increase your revenues significantly.

Creative, effective marketing can have a huge impact on your branding, and many businesses find that their brand becomes very valuable over time, perhaps even more valuable than individual products. Create a unified marketing campaign that addresses customers' needs, and flood the market with your images and messages.

As you make decisions about decreasing costs and increasing revenue, consult with an adviser who can help you to understand how these adjustments will affect your overall business operations.



***Have you negotiated costs for your facilities and for personnel? How competitive is the pricing in your industry? Is the economy in your market booming, or is it depressed?***

# Impact of Ukraine War on Global Trade and New Trends/Strategies

BY ALEXANDROS BOLANIS

MBA Economist  
Fire Fighting Equipment Sales  
Department of Greece

In February, where we had already gone through two years of pandemic, the already burdened situation of world trade showed a new significant deterioration due to the start of the war between Ukraine and Russia. The start of a crisis when there is already another global crisis is something rare and certainly unprecedented for all of us. The implications of this adverse development for global trade are huge with supply chain delays and shortages tending to become commonplace in many key commodities. It should also not be overlooked that Russia is the 11th largest economy in the world and supplies many key raw materials.

Therefore, in the light of these developments, the importance of cooperation with reliable trading partners is growing exponentially, while the need for the implementation of new strategies in inventory and risk management emerges imperatively.

More specifically, the decades-long trend of the industry to minimize stocks and aim for «on time» deliveries is now tending to reverse. Now shortages and delays in deliveries of goods are forcing manufacturers to re-evaluate this tactic and make different plans regarding their inventories.

The current tendency is to increase inventories as much as possible so that possible shortages can be met even. Of course, holding increased inventories usually involves tying up capital and consequently intensifying the liquidity pressures a company faces. Nevertheless, we see that the trend is that buffer stocks are applied as a solution, mainly for the basic materials that are essential for the operation of a company.

At the same time, companies are asked to place greater emphasis on risk management and strategic planning as the majority of manufacturers, having already gained experience from the consequences of the pandemic, are investing in crisis management planning by assessing risks and choosing strategies to deal with them.

The above mentioned, are two major trends that are now applied by manufacturers, which together with other methods and techniques, can form a network of actions to deal with the important problems that have arisen from the unfavorable global situation. As long as the crisis continues and there are no signs of its de-escalation, it is likely that we will see new trends and strategies taking shape as this is all a dynamic action-reaction process.

***Let us hope that this crisis will end soon and that we will be able to emerge stronger from this whole experience.***





BY GEORGIA ARNANTONAKI  
Applied Economics MSc  
Accounting Department

# MOBIAK Supports: Women in Logistics

Logistics is still considered a man's world today, as the industry has so far failed to recruit and promote more female specialists and managers. But what exactly is it that keeps women from working in logistics? And what are the opportunities that diversity could offer the sector? The Federal Logistics Association (BVL) investigated these issues on behalf of transport logistic.

The findings of a member survey and individual interviews that the Federal Logistics Association (BVL) conducted on behalf of transport logistic in April 2019 are, the fact that women are still poorly represented in the logistics sector is not due to their qualifications. It is rather the corporate culture that decides whether women are attracted by logistical fields of activity. And the sector still lacks role models. The aim was to gather impressions from the everyday life of women in logistics-apart from the debate about women in business and in management positions.

**During the fair, which took place in Munich, the topic was discussed in the session "Man's world?! Opportunities for and with ladies in logistics."**

Until today, across all sectors there still is a difference between men's and women's professional positions and the time scope of the work. Only 8.6 percent of the executive positions in the companies are held by women. Currently, women in logistics are still predominantly found in classic office jobs such as in controlling, purchasing or human resources. But thanks to its steady growth and greater integration of high-quality logistics services into the value chain of industry and trade, the logistics sector offers men

and women a wide range of career opportunities. Digitalization and the modernization of technology is changing the world of work - and it changes the activities in logistics.

Today, physical strength is no longer a prerequisite for employment in the industrial sector. In addition, the logistics industry has become more open and offers female specialists and managers many career opportunities. Based on the above, MOBIAK supporting the women's sector in logistics and its workforce consists of many women. Our company has invested in the implementation of the modern and reliable logistics WMS program (mantis) for the implementation of the above.

Almost all women surveyed agree that logistics is an exciting field of work. Its attractiveness can continue to increase with a higher participation of women who can enrich with additional empathy, positive communication behavior and great openness including willingness to learn.



In their comments, the respondents clearly expressed one thing: the qualifications of women in logistics are equivalent to those of male colleagues. So, the entry into logistics was not more difficult for women than for male graduates.

In addition, it is also important for logistics to achieve a shift in its image and to make it clear that-like crafts-it is a decisive and exciting economic sector. Like MOBIAK, so do the other companies, must do more for a diverse workforce.

# Energy crisis and effects on the global economy

BY MICHALIS VARDAKIS

Electronic Engineer  
Head of the Medical Equipment  
Imports Department



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The planet is in the midst of an unprecedented global energy crisis which is a result of the collective failure to promote alternative energy sources in the past years. The prices of natural gas and oil have reached record levels, in many areas of China there have been difficulties in the supply of electricity as a result of which factories are underperforming, and it follows in European countries as well.

The main cause of the crisis was the restart of the economy in the post-Covid era. The low demand for energy during the lockdowns dropped the prices to very low levels, something that however changed abruptly with the return to normality. The increased demand for products implies an increased consumption of energy sources, a lack of raw materials and in continuous price increases.

Another cause of the energy crisis is the Russia-Ukraine war which has greatly affected the energy markets. Russia as the world's largest natural gas supplier has reduced its gas export to Europe by a large percentage. The price of natural gas exceeded \$3,100 per 1,000 cubic meters in August, a 610% increase over the same period last year. Power stations can't afford to operate at these unrealistic prices, resulting in electricity prices in Europe set to rise by almost 300% in 2022.

***Reducing energy consumption is a one-way solution for the coming months. The shift to «green energy sources» cannot be postponed any longer...***





# THE BENEFITS OF COST CONTROL AT MOBIAK

BY MARIA LEKKA

International Accounting, Auditing &  
Financial Management  
Accounting Department

**C**reating a company budget can be one of the most difficult business tasks. Financial consultants are responsible for analyzing departments, functions and jobs to determine exactly how much money and resources are needed.

Underestimating budgets can lead to unfinished projects, which can waste valuable time and disrupt legacy systems. On the other hand, overestimating budgets can take up funds that could be used elsewhere.

Cost control, the process of determining and minimizing business expenses to enhance profits and results, monitors and adjusts budgeting tactics to reduce costs and improve accuracy. Starting with the budget, it is about comparing the actual financial health of the organization with the budget expectations.

If actual costs are higher than forecasts, management must exercise cost control to reduce expenses. Cost control is concerned with measuring the difference between the basic cost and the budget and developing corrective measures. Various processes and tools are often implemented to monitor expenses and financial health in real time in order to predict future costs.

In addition to the obvious benefit of saving money as the flow of financial operations is actively monitored, the company's efficiency can also be increased through

## • Debt Management

By reducing expenses, debt reduction and overall net worth can be achieved. The capital saved by minimizing costs can then be allocated for saving or investment.

## • Increased Budgets

Money saved from unnecessary expenses can also be used to increase budgets in other departments.

## • Enhanced Competitive Advantage

Making investments to grow the business gives the company a significant competitive advantage over organizations that do not exercise cost control. Building a reputation for smart financial choices provides leverage when negotiating contracts and attracting investors.

## • Improved Morale

A scaling business also increases morale among employees as it gives them a sense of fulfillment and pride in working for a growing company. It also gives enthusiasm to many employees to continue working with the organization.

According to various studies, employees are more likely to work hard when their performance is recognized and rewarded. By expanding the business, employees could be promoted.



*Cost control is concerned with measuring the difference between the basic cost and the budget and developing corrective measures.*





BY PANAGIOTA KYPRAIOY  
Economy and Public Administration  
Accounting Department  
Distribution Center of Central &  
South Greece and the Islands

# Physical activity improves our health and quality of life

Some reasons why physical exercise has been shown to be beneficial for mental and physical health:

- Improves mental and physical well-being
- It strengthens the immune system and reduces the risk of developing serious diseases
- Helps to reduce medical risk factors

In addition to rehabilitation and physiotherapy use, the following MOBIAK products can also be used as products for those who exercise is lifestyle or who wish to make it lifestyle.

- **Exercise Band** (for upper and lower limb exercise, lightweight, compact and high strength. Effective when used alone or with other accessories. There is a variety of strength levels and colours available)
- **Exercise Tube** (available according to the resistance in 6 colours for progressive difficulty. The resistance range is from lowest to highest and vary in colours). In addition there are 3 more categories of exercise tubes

1. With Cuff
2. With Handles
3. Bow Tie



- **Exercise Band**  
(made of high quality latex)  
The MOBIAK catalogue additionally offers a variety of other accessories
- **Accessories - Handle**  
(with D ring or with foam coating)
- **Accessory - Strap**  
Door Jamb Nub Anchor Strap  
or Overdoor Bracket

**MOBIAK with its products invites us to get rid of inactivity and incorporate physical exercise into our lives.**

*We think that you will agree:  
this effort is worth it.*



BY ANDREAS  
KLARIDOPOULOS  
Mechanical Engineer  
Fire Fighting Equipment  
Exports Department

# “ MOBIAK AND MOTOR SPORTS

*MOBIAK, continues to support all forms of sports, extending its support to Motorsport as well, supporting drivers and the local Automobile Sport Club (A.L.A. Chanion), helping its needs in the necessary extinguishing materials required by the legislation on the organization of car races.*





# MOBIAK & Food Gases – Modified Atmosphere

BY ANASTASIOS TSAGARIDIS

Sales

Head of the Distribution Center of Central and Eastern Crete

**F**rom the moment a fruit is cut from a tree, a vegetable is harvested, or a fish is caught, the battle against time begins in terms of preserving each product for safe consumption. Food that comes

in contact with the atmospheric air begins to rot, resulting in a short expiration date. This deterioration compromises both the quality of the food product and its shelf life. In addition to the physical factors that deteriorate food (oxidation), there are also external factors that threaten its «freshness», such as the storage temperature. It is therefore very important that products are handled correctly at the stages of processing and packaging.

The future belongs to those businesses which pay great attention to the packaging stage of food products. The way in which a company manages this particular application is also the crucial factor in extending the shelf life of the products in the retail stores, and in ensuring the quality and therefore the safety of the products for the consumers. This is precisely where the various gases that **MOBIAK** is able to provide come into play. The use of these gases modifies the atmosphere in which the food is packaged, thus increasing its shelf life. When the modified atmosphere is applied to easily perishable food products (and not only), an “environment” is created within the packaging, in which a change in the composition of the atmosphere has been achieved by removing the air in the packaging and replacing it with a gas or mixture of gases.

**MOBIAK** has the expertise and experience to supply the market with all the gases and their mixtures that can be used in modified atmosphere applications (packages-storage tanks). At the same time, MOBIAK can provide all the necessary certifications for the suitability of the safe use of these gases in food products. MOBIAK is also able to offer a complete solution for the needs of each individual customer.

***The improved preservation of products maintained in modified atmosphere conditions helps food manufacturers to gain significant benefits such as:***

- 1) Longer Shelf Life of Food***
- 2) Longer Duration of their Taste and Freshness***
- 3) Less Damage Resulting from Reduced Returns of Spoiled Food***

The appropriate gas is always chosen taking into consideration the properties and characteristics of each product. For example, in foods with high moisture content and low fat content, it is necessary to introduce the appropriate gas as a barrier to the growth of microorganisms with opposite characteristics, i.e. microorganisms with high fat content and less moisture, thus helping to protect them from oxidation.

***The Gases which MOBIAK uses in Modified Atmosphere Packaging Applications are the Following:***

• **NITROGEN:** Nitrogen is an inert Gas. In applications of inactivation-modification of the atmosphere, it removes oxygen and therefore it prevents oxidation of the products. Commonly used in wine and oil packaging (and their storage tanks), nuts, coffee, dried potato products, frozen products and bakery products.



• **CARBON DIOXIDE:** It is the most important Gas in the application of modified atmosphere as it has the ability to effectively inhibit the activity of microbes by slowing down their growth. It is usually used in mixtures with NITROGEN and OXYGEN and can be used alone in pre-baked bread, in bakery products, in coffee, as well as in the carbonation-enrichment of water in beverages and soft drinks, therefore improving their taste.

• **OXYGEN:** It is commonly used in Foods and Vegetables. Oxygen is necessary and is required for their respiration, helping to maintain all the visible quality characteristics of food products such as the preservation of meat's red colour.

**Below you can find some of MOBIAK's Proposals in Gas Mixture Applications:**

- (a) Cold Cuts - Cooked Meat: Nitrogen - Dioxide Mixture
- (b) Dairy Products (cheese, feta cheese, yoghurt): Nitrogen - Dioxide Mixture
- (c) Vegetables (salads): Nitrogen - Oxygen - Dioxide Mixture
- (d) Potatoes: Nitrogen - Dioxide Mixture
- (e) Raw Fish: Nitrogen - Dioxide - Oxygen Mixture
- (f) Ready to Eat Meals: Nitrogen - Dioxide Mixture
- (g) Smoked Cooked Fish: Nitrogen - Dioxide Mixture
- (h) Cakes: Nitrogen - Dioxide Mixture

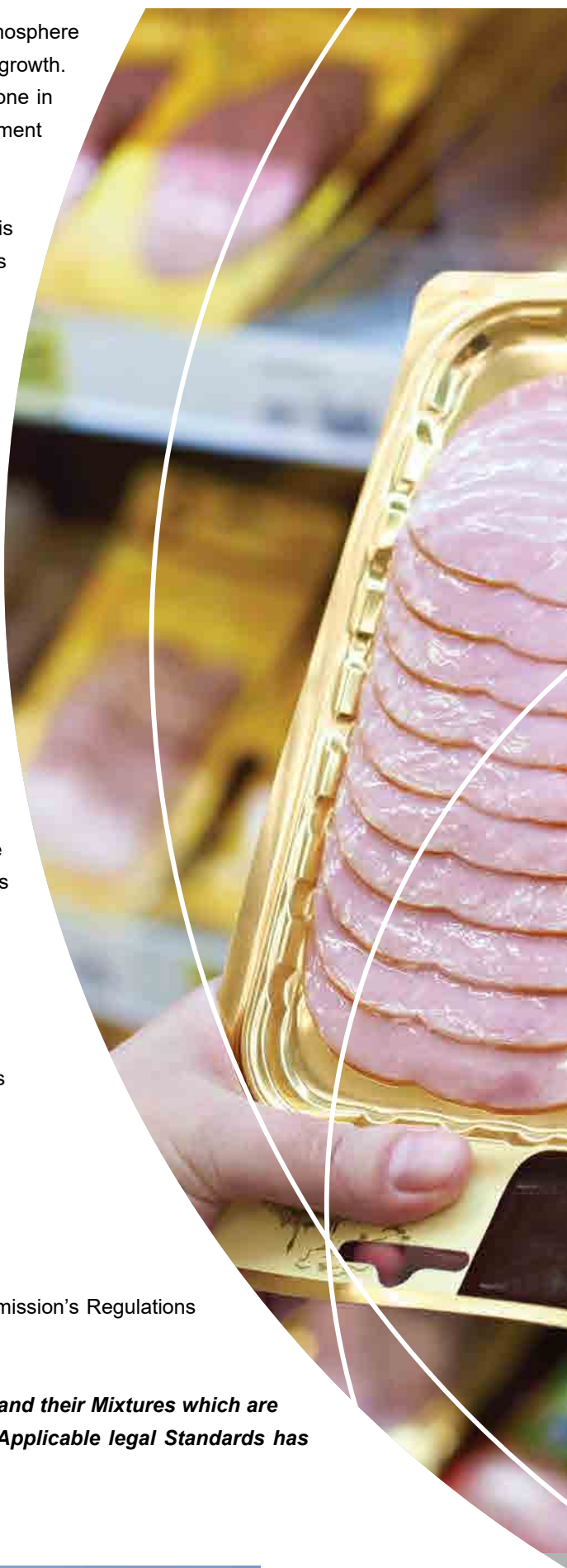
Here we would like to add another application proposed by **MOBIAK** with an Ethylene - Nitrogen mixture used in fruit ripening (e.g., bananas).

Below, and for the information of food product manufacturers, some examples will be given comparing the shelf life of food products packaged in atmospheric air versus those packaged in modified atmosphere.

1. **Raw Red Meat:** In Air Shelf Life 2 - 4 Days, in Modified Atmosphere 5 - 8 Days
2. **Sausages:** In Air Shelf Life 2 - 4 Days in Modified Atmosphere 2 - 5 Weeks
3. **Cooked Fish:** In Air Shelf Life 2 - 4 Days in Modified Atmosphere 3 - 4 Weeks
4. **Hard Cheese:** In Air Shelf Life 2 - 3 Weeks in Modified Atmosphere 4 - 10 Weeks
5. **Cake:** In Air Shelf Life a Few Weeks, in Modified Atmosphere up to One Year
6. **Pre - Baked Bread:** In Air Shelf Life 5 Days, in Modified Atmosphere 20 Days
7. **Salads from Freshly Cut Vegetables:** In Air Shelf Life 2-5 Days in Modified Atmosphere 5 - 10 Days
8. **Soft Cheese:** In Air Shelf Life 4 - 14 Days, in Modified Atmosphere 1-3 Weeks

**MOBIAK** Supplies the Market with Gases which Comply with the European Commission's Regulations and Directives for Food Additives.

***With the Designation as «Suitable for Food» are defined all the above Gases and their Mixtures which are used as Food Processing Aids or Additives and their Compliance with the Applicable legal Standards has been Ensured.***



# Fire Safety Tips For People With Autism

BY CHRISTOS VROULAKIS

Civil and Structural Engineer

Firefighting Equipment

Exports Department



**P**eople on the autism spectrum and other special needs have different and unexpected reactions to a smoke or fire alarm than other people.

*Adults with autism have the impulse to hide like children in a fire situation to avoid noises and uncomfortable situations*

*Autistic people may not have a typical range of senses, so it's a good idea to be informed, prepared and know what steps to take in the event of a fire or smoke alarm.*

*Here are some tips and preparations for emergency interactions for an autistic person whether they are a child or an adult.*

*Preparation can be done with specially designed signals, signals, announcements or soft noises before the fire alarm is activated.*

*You can record the sound of a fire alarm on your mobile phone and play it at low volume. Practice the escape route several times and depending on the behavior increase the alarm volume in real conditions depending on the reactions.*

*Try to reassure and repeat the instructions step by step slowly with as calm an approach as you can. Make sure there is someone to supervise after the hazard in case someone runs away or gets confused.*

*The purpose of all of the above is to overcome this specific fear, so that everyone involved knows the safe behavior, because the usual syndromes in these cases are Meltdowns and Shutdowns.*

*New guidance has been released by the Fire Industry Association (FIA) on fire alarm issues for people with sensory sensitivities.*

[www.autism.org.uk](http://www.autism.org.uk)

# Quality Control

BY SOFIA STAMPOLAKI

Materials Science and Technology  
Firefighting Equipment Department  
of Quality Management

Quality control is a process through which a company seeks to ensure that product quality is maintained or improved. Quality control demands that the company creates an environment where both the management and the employees strive for excellence in the final product. This is accomplished by training personnel in the measurement and analysis procedures associated with determining product quality and establishing benchmarks.

Undoubtedly, **MOBIAK's** steady pursuit is to further improve the quality and efficiency of firefighting equipment in order to create products that are more durable and designed in such a way as to offer full usability as well as satisfaction to the consumer in an increasingly competitive environment.

It is worth mentioning that **MOBIAK** invests in quality control measures, follows strict methodologies and tests, examines data to ensure that it continuously meets both standards and consumers' demand. A key aspect of quality control in our company is that the process does not happen once but is a daily evaluation of our products. Specifically, quality control starts with component inspections, analyses and performance of the extinguishing material, excellent assembly and concludes with the evaluation of the final product.

The thorough study and research of our products is the company's central goal in creating innovative products and upgrading human safety.

***But what do we mean by product inspection?***

Inspection is the process of measuring, examining, or testing one or more characteristics of a product and comparing them with specific requirements to determine conformity. We can therefore make sure that the product coming off the production line is correct and meets the relevant specifications and standards.

**During the inspection process, the following are examined:**

- The technical specifications of the product, which are determined during its design.
- The ability of the production process to meet the technical specifications.

Those are followed by:

- Acceptance or rejection of batches or components at various stages of the production process.
- Continuing or stopping the production process - Corrective actions if necessary.

Therefore, with a large number of highly qualified scientific staff, **MOBIAK** promises to continue its efforts to improve the quality of its products and services aiming in:

## ***Prevention and Safety of Consumers and Protection of the Environment***

**«Value in Safety - Invest in Quality»**







BY KAITI LIGGOU

Production and Management Engineer  
Fire Fighting Equipment  
Exports Department

# Systems Training From MOBIAK

“

*A company's greatest asset is having knowledgeable and properly trained associates.*

Our company working with this policy, has been holding partner training seminars for many years.

One of them, is the training on our company's systems. We delve into the world of fire protection and explain in detail how each system works and make it easier for our partners to be able to choose the right system for each space.

Such seminars-trainings are held every day in our company, in our exhibition spaces and in the spaces of our partners..

A training that took place this year and was very successful was in **Hungary**, in May 2022.

With our exclusive partner in the country, we conducted a training for 26 people, including some of the best installers in the area with a lot of experience in system installations who expressed their interest in our systems and even wished to visit the company us and see an installation up close.

*It is now a fact that our company can offer a lot of things on fire protection and fire safety, not only with materials but also with trainings-seminars, which aim to keep our partners informed.*



MOBIAK

# Expansion into New Markets

BY KONSTANTINOS BATAKIS

Economics, BSc,  
Department of Medical Equipment Exports

*Every company as it evolves, grows, and matures within its domestic market, after a certain point, begins to show signs of stagnation and anemic growth.*

These declining rates of progress result not only from the competition the company faces, but also from the finite number of potential partners and customers within the geographical boundaries in which it operates.

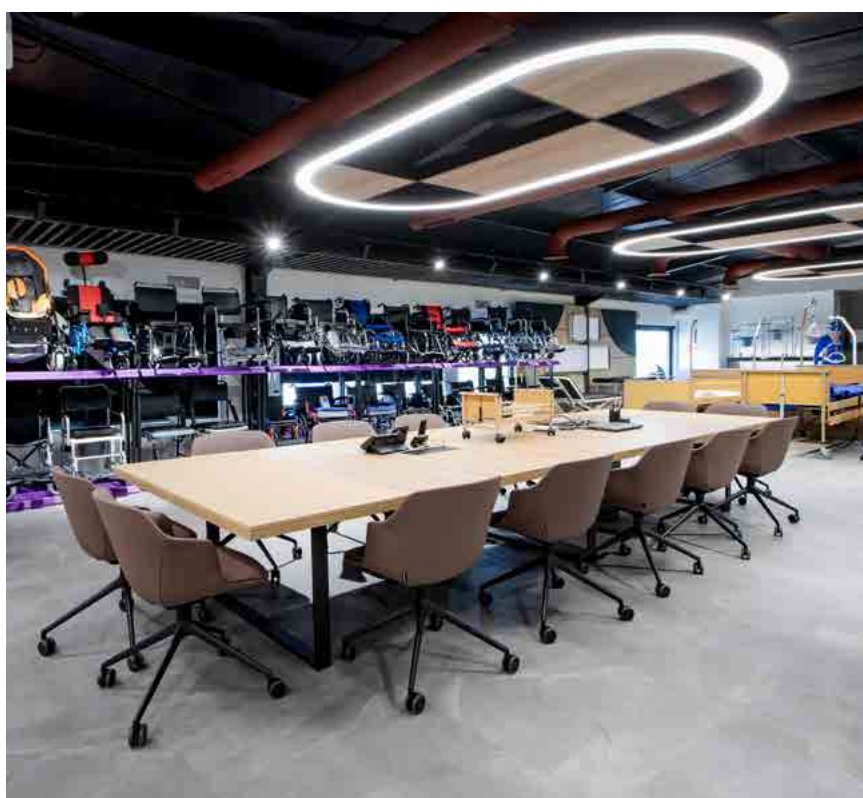
For the above reasons, the need to expand its business activities beyond the domestic market and the consequent increase in turnover is imperative. This effort seems more realistic than ever before in the 21st century, with the development of new technologies, telecommunications and the huge amount of information and data to which the company can have access. In addition, the above venture is joined by another ally, that of the single European market, which effectively removes many of the entry barriers that existed in earlier decades for businesses in EU.

All the above on the one hand help us to take the next step in expanding our business activities, but on the other hand they also strengthen our competition, which is extensive from all corners of the globe and in many cases asymmetrical and unbalanced. Moreover, researching and studying a new market, as methodical and extensive as it may be, provides us with only a small fraction of the knowledge we need to possess to be able to address its potential future challenges. The bulk of the vital supplies and information will only come with time and the 'grind' of the business in the new environment in which it will operate.

**MOBIAK's Medical Equipment Export Division** over the past 12 months has begun expansion efforts into Central and Eastern European countries with tremendous success. Daily, information is collected about these countries, potential partners, competition, and of course how they are connected to each other. We try to understand the specifics of each country, individually, by studying not only the fiscal and demographic data we hold, but also the broader social and political structure of each country, together with the culture and mores that govern it. The possession of this knowledge is only possible through constant communication with our local partners and through the various tours in these countries. These actions create a dynamic 'spiral' of knowledge and feedback that helps us to be more effective and constantly expand our market share.

To achieve the development one of the primary weapons we use, always given the excellent quality and the after-sale assistance that we provide, is the strong brand-name of **MOBIAK**. In particular, the company's international reputation in the field of firefighting solution systems is the key to opening the door to any foreign market, but this should only be the beginning, because as export managers, in cooperation with the other relevant departments, must communicate to any new potential partner that **MOBIAK CARE is not just an extension of MOBIAK**, but has developed on a parallel and autonomous basis, adopting the corporate culture and all the processes that ensure manufacturing standards and excellent QC for the whole range of its products. **Our goal is for the customer to understand that a MOBIAK Label on a product automatically gives them an extended value and a guarantee of quality.**

Growth in new markets will not only bring about a great diversity in the company's turnover, but will also create a wider economy of scale which will make the company even more competitive in its domestic market. This exuberant economic growth will protect us from potential future shocks that may arise in our home market.





# Educational Seminars from MOBIAK

BY **SOFIA PSYLLAKI**  
El. Engineer & Computer Engineer  
Head of Sales Department for  
Firefighting Equipment of Greece



**A Training Seminar on Firefighting Products and Procedures** was held with great success on 05 & 06 November 2022, at our central facilities in Chania.

**MOBIAK** partners had the opportunity to visit the state-of-the-art facilities and take a tour of the firefighting equipment production line. After the presentation, the trainees enjoyed traditional local products and participated in interesting discussions, getting to know the people of the Group up close.

**The seminars for MOBIAK partners will continue to take place in 2023.** It is our honor and pleasure to have you with us, whenever you wish. The invitation remains open to all of you who support us and share your worries every day.

**We hope that in the future the conditions will allow us to have more meetings.**



**MOBIAK partners had the opportunity to visit the state - of - the - art facilities and take a tour of the firefighting equipment production line**



# BUILDING FIRE SAFETY LEVELS AND HUMAN TRAINING

BY **CHRISTOS STAVRIDIS**  
Production and Management Engineer  
Fire Fighting Equipment Exports Department

In recent decades, substantial improvements in fire safety have been achieved in our time thanks to the continuous adaptation and implementation of fire safety and fire protection strategies, and this applies to all branches and sectors of building protection. Thanks to the implementation of comprehensive and actionable solutions, fire deaths have decreased by a very high percentage in the last 30 years.

However, the actions to improve and develop new measures and solutions must not stop, fire safety in buildings remains a major social issue and we must be alert and proactive. According to statistics, it is estimated that, in Europe, many thousands of people lose their lives every year due to building fires. Most fire deaths occur in preventable home fires.

Therefore, all the agencies involved, governmental and non-governmental, should intensify their efforts to find and implement effective solutions and for this MOBIAK comes and invests daily in the workforce, in new certifications and solutions to find new innovative solutions.

To achieve this, **MOBIAK** applies a holistic approach from the prevention of the occurrence of any fire to its containment and extinguishing, having developed a wide range of products to ensure human integrity and safety.

## PREVENTION

«Initiation prevention and fire detection»

Understanding the causes and risk factors is the starting point for informing effective prevention efforts, which is why MOBIAK has developed in its range a full range of products that help to deal with and detect fires in their inception. The main causes of accidental fires are smoking, electrical faults, cooking and carelessness with sources of ignition such as matches or candles - this is why spotting a fire at its inception is crucial.

When a fire occurs despite prevention measures, it is important to detect it as early as possible to give building occupants sufficient time to react, including safe evacuation and timely extinguishing, as it is usually recommended to install smoke alarms inside, outside each sleeping area and on each level of the entire residential building.

## EARLY REPRESSSION

«96% of fires in buildings protected by automatic systems are extinguished by the system»

When a fire breaks out, it must be stopped and dealt with within the first few minutes with a conventional fire extinguisher or with automatic extinguishing systems. For this reason, MOBIAK has been developing for the last 20 years and enriching the variety and range of fire extinguishers and automatic systems for fire prevention in every existing scenario.

**MOBIAK's** range of fire extinguishers is possibly the most complete that a manufacturer can offer, having dozens of certifications for each product, with continuous improvements to existing products. Regarding automatic extinguishing systems, MOBIAK has developed a full range of automatic systems of every technology (CO<sub>2</sub>, Clean Agent, Iner Gases, Aerosol Generators, Kitchen Systems, Powder and Foam systems, Water Systems, etc.).

## FIRE FIGHTING / TRAINING

«Appropriately trained human resources make the difference»



Prevention is perhaps one of the most important elements of fire safety because it is about helping workers know and understand how to effectively prevent fires from occurring in the first place. If workers throughout the building are adequately prepared to prevent fires in the first place, they will be able to reduce the overall fire risk from the start. They will also be much more suitable for preventing the spread of fires and evacuating the entire building.

With proper fire safety training and established procedures, the overall safety of the entire building can be much greater. With proper training, workers will be able to not only help put out a fire and prevent it from spreading, but also help prevent fires from starting in the first place.

Thus, MOBIAK decided and set as a new goal the creation of a new department in the context of its business activity, MOBIAK TRAINERS with the aim of properly training the workforce in order to create a fully trained workforce so that it knows how it should respond to a fire if it breaks out in any fire scenario.

At the moment, at MOBIAK, we are carrying out training with standards in modern new spaces for young people, for partners in our areas of specialization and not only. Educational activities are constantly being developed with the aim of MOBIAK TRAINERS becoming the first step in fire protection training in Greece and beyond.

Our goal is to continue investing in the quality of our products and services with the ultimate goal of upgrading Human Safety, which is our first concern.

*We are actively continuing our actions, investing in our work and even more in people.*

# The plastic lid and its importance

BY **ATHINA TRAKAKI**

Molecular Biologist MSc, PhD

Quality Management Systems ISO9001 &amp; Environmental

Management Systems ISO14001 Manager

Firefighting Equipment Quality

Assurance Department

**MOBIAK**, in the context of a broader **environmental/ecological awareness and social consciousness** towards **fellow people in need**, has started since September 1, 2022, its cooperation with the association "Agapi gia Zoi". Specifically, the aforementioned cooperation concerns the collection and subsequent recycling of plastic lids, ultimately aiming in helping people with mobility problems acquiring a wheelchair.

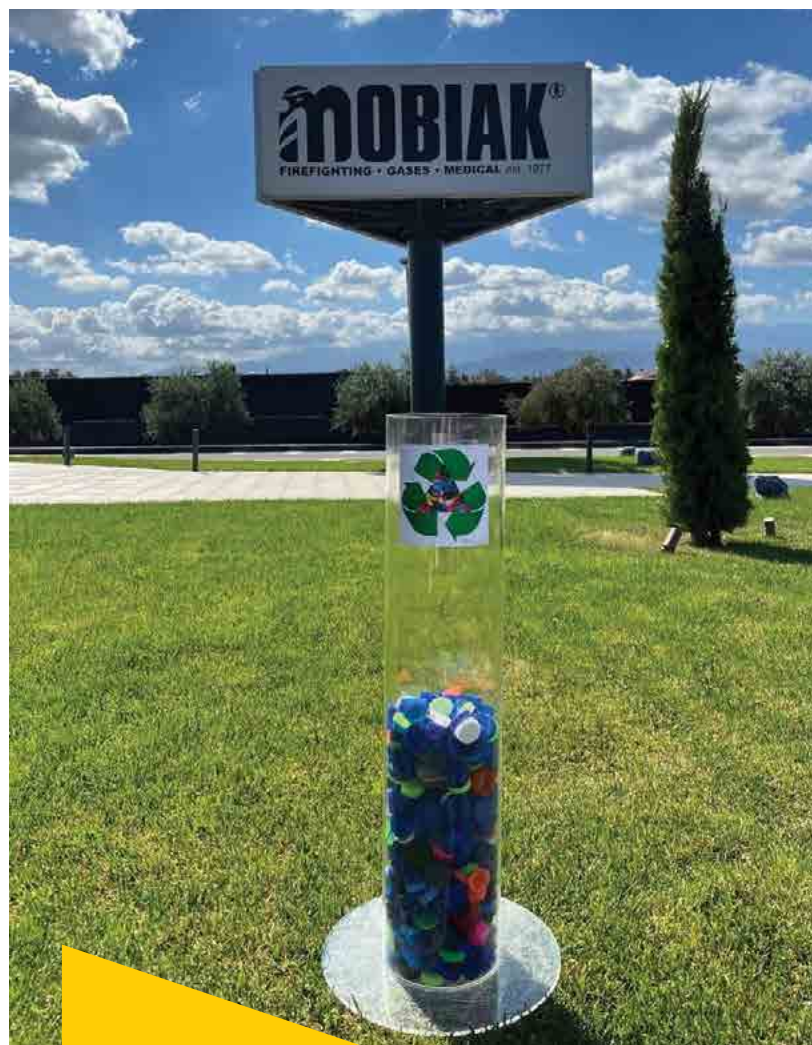
But why shall we collect **plastic lids**? What is the value of a plastic lid, a seemingly small and trivial object? In fact, the answer to this is somehow unexpected to many people, however the life cycle of a plastic lid can not only be long-lasting, but also very important.

But first, let us say a few words about recycling. With the term "**Recycling**" we mean all the processes required to reuse, either in whole or in part, any material that is directly or indirectly a consequence of human activity and which, in its existing form, does no longer comprise a good for humans. Concerning the **recycling of plastic**, you will have certainly noticed on plastic packaging a printed or engraved number surrounded by a triangle. This symbol is part of the International Resin Identification Coding System (RIC), currently administered by the American Society for Testing and Material (ASTM) and indicates the different type of synthetic resin/plastic. There are different types of plastic, which are categorized utilizing the numbers 1 to 7. Except of the type of plastic, this sequence also indicates the degree of difficulty, and therefore the cost-effectiveness of recycling, with the numbers 1 and 7 indicating the easiest and the most difficult type to recycle respectively.

The most common types of plastic are Polyethylene Terephthalate (PET, PETE), denoted by the number 1, and High-Density Polyethylene (HDPE, PEHD), denoted by the number 2. However, as already mentioned, not all types of plastic are equally easily recyclable, while the different chemical composition and melting points of these materials, as well as practical and economic reasons, prevent them from being recycled at the same time. Thus, while the plastic lids of most plastic packaging are made of HDPE, most plastic packaging (such as water and soft drink bottles) are made of PET; a fact which has led to the need to separate the former from the rest of the packaging.

Along with this and in the context of social awareness and awakening, the association "Agapi gia Zoi", as well as other associations throughout the country, have started voluntary actions to collect plastic lids and transport them to recycling factories. These factories buy the plastic lids for a fee and proceed to recycling and subsequently further re-use. The amount of money obtained, is used by the respective associations at a subsequent time, in order to purchase a wheelchair and to donate it to a person being at immediate need.

**MOBIAK**, recognizing this so important and remarkable action, has placed specially designed vessels in all company sites in Chania, as well as in the distribution centers in Heraklion, Athens, and Thessaloniki. At a time when the transition towards a more **sustainable future** comprises a **vital priority**, while constantly **respecting human beings** and their **needs**, we would like to also **contribute** through this action to the **re-use** and **proper recycling** of materials, as well as to the **improvement of the quality of life** of our fellow human beings.



***MOBIAK, in the context of a broader environmental/ecological awareness and social consciousness towards fellow people in need, has started since September 1, 2022, its cooperation with the association "Agapi gia Zoi".***

***Specifically, the aforementioned cooperation concerns the collection and subsequent recycling of plastic lids, ultimately aiming in helping people with mobility problems acquiring a wheelchair.***



# FIRE FIGHTING PUMP SYSTEMS

*In cooperation with a Greek manufacturing company and participating in the production process, MOBIAK enters even more dynamically in the firefighting pumps category.*

## But More Specifically, what is a Firefighting Pump System? What's it's Use?

Firefighting pump systems belong to the category of active or suppressive fire protection measures. They are an arrangement of pumps, pipes, fire hydrants and other related equipment that work together in harmony to provide a continuous supply of water through suitably configured sprinklers and fire hoses to extinguish a fire in the protected area.

## What Distinguishes the EN Pump Assembly from the one According to Greek Legislation?

The EN12845 standard defines the requirements and provides guidance for the design, installation and maintenance of permanent firefighting pump systems installed in buildings and industrial premises. The standard version of an **EN12845** firefighting pump system includes 3 pumps: 1 main electric pump, diesel pump and 1 electric jockey pump.

## The Differences Between the EN Pumping Systems and TOTEE (according to Greek legislation) as Follows:

- The main difference is the selection criterion of the pump of the machine, where in the case of EN the rules of EN12845 must be verified.
- At the EN pump, the motor horsepower is selected at the maximum of the horsepower curve based on the Net Positive Suction Head, while in the TOTEE the horsepower is selected exactly at the design
- Between the 2 pumps there are different suction hydraulics, EN12845 includes suction cones for negative suction as opposed to TOTEE, and in the depression part of the pumps there are more hydraulic safety devices than in TOTEE.
- At EN firefighting pump a separate automation panel is required for each pump while in TOTEE it is 1 single panel.
- In EN12845 each pump (apart from the jockey) is controlled by 2 pressure switches while in TOTEE each pump is controlled by 1 pressure switch.
- The diesel engine according EN12845 has 2 batteries while in TOTEE the engine has 1 battery.
- When the EN12845 firefighting pump starts working, it works continuously and closes only manually, in contrast to the TOTEE where the operation of the fire extinguisher stops as soon as the pressure in the network is restored.
- The fuel tank of the diesel engine in EN12845 is manufactured for 6h autonomy as when the fire engine starts it works continuously, in contrast to TOTEE, where the fuel tank is manufactured depending only on the horsepower of the diesel engine
- In EN12845, the coupling of each main pump with the respective engine is done through a back pull out connector so that the pump or the engine can be easily isolated in case of repair without having to repair the entire assembly. In TOTEE, the pump-motor connection is made through a simple coupler and not back pull out.

## Firefighting Pump System Types

Permanent firefighting pump systems, electric, diesel and jockey pump sets or other pump combinations are available, fully assembled and compliant according to EN12845 and fire brigade regulations. The pump systems are divided to:

- **According to EN12845:2015**
- **According to the Greek Fire Brigade Regulations**
- **Special Applications**
- **Portable Firefighting Pumps**

**UL/FM According to the Globally Recognized NFPA20 Standard is also Expected Soon NFPA20**

BY LEFTERIS AGGELIS

Production and  
Management Engineer  
Firefighting Equipment Sales  
Department of Greece

*According to  
EN12845:2015*



*According to the Greek fire  
brigade regulations*



*Special Applications*



*Portable firefighting pumps*





# FIRE PROTECTION RULES



“



BY MARIA DAGLI  
Management and Economy  
Accounting Department  
Distribution Center of Northern Greece & the Balkans

- *We do not let our children play with matches or lighters.*
- *In the event of a fire, we teach our children leaving the house immediately, without taking anything with them (e.g. a pet, a toy, etc.)*
- *In the event of a fire, we cover our nose with a T-shirt or a wet towel. This will prevent smoke from entering our lungs.*
- *If our clothes are on fire, we avoid running, because the air «enrages» the flames and their burning rate increases. We simply roll towards the exit removing the fire from our clothes with our face covered.*
- *Our children and we should know the emergency phone numbers at any time.*
- *Buying a fire extinguisher can be a lifesaver, extinguishing the fire at its start, following, following, of course, the usage and maintenance instructions faithfully.*
- *We install smoke detectors in every room, the cost is low and they warn us in case of fire, so that we can avoid unpleasant situations.*

*Let's not forget that most fire deaths occur in homes and especially after midnight.*



# FOREIGN TRADE - THE MOBIAK AWARD



BY **ERMIONI PAPADOGIANNAKI**  
Business Administration MSc  
Marketing - Public Relations  
Department

*Foreign trade involves the movement of products outside the geographical boundaries of a country. This type of trade has many advantages as it encourages competition between countries and allows citizens to have access to products that are not available locally.*



In **MOBIAK**, the export process has been underway since 2000, with a continuous upward trend, reaching **over 110 countries** until now. Exports in our country are concentrated in the primary sector (olive oil and agricultural products) but our company is coming to change the situation. With an extroverted orientation, studying the markets and the opportunities that arise in them, regardless of the conditions and difficulties, we have achieved the impossible. In years of economic crisis, coronavirus and war with global influence in almost all market sectors, we have kept our values and goals stable by constantly increasing the number of countries exporting our products.

This is confirmed by our awards, such as the Sales Excellence Award, in which the company managed to win the first Gold Award at the national level, in the category «**Increase of Exports - Development in International Markets**».

*We Congratulate and are Proud of our Colleagues who Strive Daily for this Success, Making the Impossible, Possible!*



# Defibrillators and their Operation



BY **DIMITRIS TSENTELIEROS**  
Information Technology Management  
Imports Department of Medical Equipment

**Automatic External Defibrillators (AEDs)** are divided into two main categories, semi-automatic and fully automatic. The main difference between the two is that in a semi-automatic defibrillator there is a button that the rescuer needs to press once the device determines that a shock is required, while in a fully automatic defibrillator the device will automatically shock the patient if a heart rhythm is detected that requires one.

More specifically, once the pads are applied to the patient's chest, the defibrillator will analyze the heart rhythm and deliver an electric shock if necessary without the need for human intervention. Throughout the use-rescue, the defibrillator provides voice instructions to the user and reminds him to move away from the patient for safety reasons and then counts down to deliver the electric shock. **Then follows the CPR phase** and if necessary the defibrillation phase is repeated and overall instructions are provided in all phases with voice commands.

As a result, in fully automatic defibrillators, user intervention is not required to administer the shock as the machine itself determines when defibrillation is needed, for this reason many prefer fully automatic defibrillators as the machine handles the process by itself without burdening the rescuer with pressing the button to deliver an electric shock, thereby removing any fear associated with using the defibrillator. All that is needed is to place the pads correctly and to move everyone away from the patient during the administration of the electric shock.

**MOBIAX has added to its product range the fully automatic SMARTY SAVER** defibrillator, which has all the advantages mentioned above, by being easy to use and reliable while remaining durable (drop test from 1 meter) and additionally has protection against water and dust, IP 56.

**The installation of a defibrillator in areas with high traffic (e.g. Ports, stadiums, hotels, etc.) should be highly advised as its use can save lives and beyond the initial cost of acquisition, the defibrillator has relatively low maintenance costs and only basic training is required.**



# MOBIAK AND CARBON DIOXIDE (CO<sub>2</sub>)

BY  
**ILIAS DRAGONAKIS**  
Warehouse Manager  
of the Distribution Center of  
Central and Eastern Crete

*At the end of this summer, which was as close to normality as possible and reminded us of summers before the pandemic, I wanted to remind you of some basic applications of carbon dioxide in human daily life worldwide. MOBIAK and carbon dioxide have been living parallel lives in terms of applications in our everyday lives for years now! Let's recall again below the most basic applications of carbon dioxide:*

- **Beer and Soft Drinks** are the tip of the iceberg called carbon dioxide. In the production companies of these products, carbon dioxide is one of their basic ingredients so that these products are ready for consumption.
- **Freezing Food** is the safest way to preserve ice cream and vegetables these days. This is where the production companies, wholesalers and retail transport companies are involved, since they are directly depending on the technology based on carbon dioxide. As nowadays natural ice is a particularly expensive product, this method ensures that they preserve all their nutrients from their production until their consumption.
- **Fire Safety** dioxide fire extinguishers. Carbon dioxide, as an inert and non-flammable gas, is considered a key player and our ally in extinguishing the fire via reduction of oxygen presence.
- **In the Field of Medicines**, carbon dioxide is applied in all kinds of analgesics and anti-inflammatory drugs that are widely available on the market, since it is responsible for their main antimicrobial action.
- **Artificial Fog** is also produced from carbon dioxide. The use of artificial fog is widespread in theatres and entertainment venues, where it is used to make a theatrical performance or an evening of entertainment more spectacular.
- **In Oil as Well as Oil Dissolution Field**, carbon dioxide is responsible for lowering the cost of the procedure as well as for making the procedure faster and safer, a fact highlighting its importance in the production of products resulting from it.
- **Carbon Dioxide** is also Found in the construction sector. In machinery factories, in companies selling ironmongery, in lampworks and in companies selling doors, carbon dioxide is the main component in the welding of all types of metal.

*In conclusion, MOBIAK, as the main supplier of carbon dioxide in all its three forms, gas, liquid and solid, tries to be always by the side of the companies operating in these important sectors. MOBIAK provides the necessary logistical equipment required for the use of CO<sub>2</sub> in various procedures such as fire extinguishers, cylinders and reducers.*



# MOBIAK LISTENS TO THE NEEDS OF EACH MARKET



BY **KOSTAS PAPATHANASIOU**

Environmental Engineer  
Fire Fighting Equipment Exports Department



In 2005, our company started to be active in the exports sector, achieving the first export to neighboring Bulgaria. From then until today, 17 years later, MOBIAK has expanded its exports activity to over 110 countries worldwide.

Each market has its own unique requirements, and it is very important to carry out extensive market analysis before going to the next step which is entering the company into the market and finding partners. It is therefore very important for us in each market to listen to its needs and to know the type of products that are preferable, the necessary certifications, the price range as well as the method and delivery time that is preferred in the specific market.

Subsequently and after communicating with several partners or potential customers of the market (at first via e-mail and phone and then by organizing a business trip to the respective market or inviting our partners to our facilities), we delve even deeper into its needs, obtaining the appropriate experience to identify its gaps in products and take the necessary actions to produce the appropriate products, as well as all the processes to be able to bring them safely to market.

***In this way, we have managed over time to establish ourselves in many different markets around the world and to export our products from end to end, all over the Earth.***





# MANAGEMENT OF WASTE ARISING FROM FIRE EXTINGUISHER MAINTENANCE PROCEDURES

BY **ATHINA TRAKAKI**  
Molecular Biologist MSc., PhD  
Quality Management Systems ISO9001 & Environmental  
Management Systems ISO14001 Manager  
Firefighting Equipment Quality  
Assurance Department

## Management and Disposal of Firefighting Powder

**Waste**, according to Paragraph 1 of Article 11 of Law 4042/2012, is defined as any substance or object, the owner of which disposes of, or intends, or is obligated to dispose of. Furthermore, the same legislation (Paragraph 5, Article 11, Law 4042/2012) defines the concept of **waste producer**, as any person whose activities produce waste (initial waste producer), or any person who carries out pre-processing procedures, including mixing or other operations, that lead to a change in the nature or composition of the aforementioned waste.

The Ministry of Environment and Energy, with Article 42 of Law 4042/2012, as amended by Article 157, Paragraph 1 of Law 4389/2016, established the **Electronic Waste Registry (EWR)**. Aiming to the protection of both man and the environment, the EWR comprises an electronic service for the systematic collection and processing of waste production and management data.

**Directive 2008/98/EC of the European Parliament and of the Council of 19 November 2008** on waste establishes the basic measures for the protection of the environment and of human health, through prevention or reduction of the negative impacts of waste production and management. Reaffirming the «**polluter pays**» principle, a principle that is essential both at European and at International level, the original waste producer is responsible and must bear the cost of its management. In summary, the Directive establishes a hierarchy of waste management operations and processes, as well as the actions required, highlighting the guidelines of **prevention, preparation for re-use, re-use, processing, recycling, recovery** for other purposes such as energy, and **disposal**.



## .AUTHORIZATION OF MOBIAK S.A

**MOBIAK, in the context of broader ecological awareness and environmental responsibility, acquired and now holds a Panhellenic Waste Collection and Transport License.**

This is a very important step for our company, as we are now able to receive and manage the waste fire extinguishing powder, deriving from the maintenance processes of fire extinguishers in the respective laboratories of the Recognized Companies; as well as to dispose it to the competent waste management company in accordance with the applicable legislation. The procedure followed is simple, while there is additionally the possibility of providing specially designed packaging for the storage of the waste fire extinguishing powder, upon customer's request.

*In addition, possessing a license for the waste management processes within its facilities, MOBIAK has the possibility not only for the separation of the fire extinguisher parts, but also for their subsequent management and disposal.*

Being an area of major importance, which was in need of an immediate solution, as it was rising extreme consideration in the specific field, while sensing the need to provide a definitive solution; we believe that through this activity we are all **collectively** aiding to a more **sustainable future**, contributing to the transition towards a **European Recycling Society**.

ΤΡΙΠΛΩΤΥΠΟ ΕΝΤΥΠΟ ΠΑΡΑΚΟΛΟΥΘΗΣΗΣ ΜΗ ΕΠΙΚΙΝΔΥΝΩΝ ΑΠΟΒΛΗΤΩΝ ΓΙΑ ΤΟ (ΕΙΣΤΕΡΗΚΟ) ΜΗΤΡΙΣΤΟ ΤΩΝ ΕΠΙΧΕΙΡΗΣΕΩΝ	
Αύξων Αριθμός/ Όχημα _____/_____	
<b>1. Παραγωγός ή Κάτοχος Αποβλήτου</b>  Επωνυμία: _____  Διεύθυνση: _____  Αριθμός για πληροφορίες: _____  Αριθμός Μητρώου ΗΜΑ Παραγωγού: _____  Τηλ: _____  Email: _____	<b>ΤΑΥΤΟΠΟΙΗΣΗ ΑΠΟΒΛΗΤΟΥ ΑΠΟ ΤΟΝ ΠΑΡΑΓΩΓΗ</b>  Συνήθης περιγραφή του αποβλήτου: <u>Αποβλήτων Πυροσβεστικού σκόνης</u>  Κωδικός Ευρωπαϊκού Καταλόγου Αποβλήτων (ΕΚΑ) _____  Ποσότητα: _____ kg  Μηχανισμός μεταφοράς: _____  Υπογραφή Αρμόδιου: _____
<b>2. Συλλέκτης – Μεταφορέας</b>  Επωνυμία: <u>MOBIAK S.E.</u>  Διεύθυνση: <u>Καθαρά Λογιστική Σύνταξη</u>  Αριθμός για πληροφορίες: _____  Τηλ: <u>28210 63272</u>  Email: <u>info@mobiak.com</u>	Αριθμός Μητρώου ΗΜΑ Συλλέκτη: _____  Μέσο Μεταφοράς: _____  Μηχανισμός μεταφοράς: _____  Υπογραφή Αρμόδιου: _____
<b>3. Εγκατάσταση Παραλαβής (σημειώστε την κατηγορία)</b> <b>Διεύθυνση (D)</b> <b>Αποκατάσταση (R)</b> <b>Αποθήκευση/Μεταφόρμωση</b>  Επωνυμία: _____  Διεύθυνση: _____  Αριθμός για πληροφορίες: _____  Αριθμός Μητρώου ΗΜΑ Παραγωγού: _____  Τηλ: _____  Email: _____	Αριθμός Μητρώου ΗΜΑ Εγκατάστασης Παραλαβής: _____  Μηχανισμός Παραλαβής: _____  Υπογραφή Αρμόδιου: _____  <b>ΤΑΥΤΟΠΟΙΗΣΗ ΑΠΟΒΛΗΤΟΥ</b>  Συνήθης περιγραφή του αποβλήτου: <u>Αποβλήτων Πυροσβεστικού σκόνης</u>  Κωδικός Ευρωπαϊκού Καταλόγου Αποβλήτων (ΕΚΑ) _____





# Storage of Fire Extinguishers

## Floor Type Bases, Signs, Vehicle Bases

BY GIORGOS THEODORAKIS

Mechanical Engineer

Technical Equipment Store Manager Facilities  
of the Prefecture of Chania "Fire Protection"

**The Following are Indicative Types of Vehicle Bases:**

1kg Passenger Vehicles



6-9 Kg-Liter for Trucks and Buses



ADR for Tanker Vehicles or Vehicles Transporting Explosives and Dangerous Cargo



**F**ire comprises a constant source of danger. It occurs at random place and time, causing not only mortality of human beings and animals, but also injuries as well as a huge economic and ecological burden.

Fire extinguishers are the first-line equipment. They are built to discharge special extinguishing material that disrupts the course of the fire. Their low purchase and maintenance cost, in comparison to their effectiveness, renders fire extinguishers one of the main tools in the battle against fire and this is the reason why they are obligatory by law in certain places. Fire extinguishers are effective in extinguishing a fire at its initial stage, a fact that is statistically confirmed, since approximately 60% of fires are extinguished in this way. It is also crucial to mention that fire extinguishers must be properly maintained, while the implicated personnel must be well trained in their use.

**It is crucial that fire extinguishers are placed in the appropriate areas and that they are always immediately accessible.**

This is the reason why their placement location must be approved by the fire department through the corresponding building's approved fire safety study and not to be based on visual criteria.

**H**owever, technically, it is not always feasible to place a fire extinguisher on a wall type base at the specific point indicated in the fire safety study. The reasons for that could be, for example, the presence of a large windowpane, a decorative element, or even a masonry element, which cannot bear the weight of the fire extinguisher. **Our company has a wide variety of fire extinguisher floor type bases for all types of fire extinguishers.** In this way we achieve not only the placement of the fire extinguisher in the right place, but also an aesthetically pleasing result.

**Specifically, in our company we have the following bases:**

**Double bases** for placing two fire extinguishers of the same type, or two different types of fire extinguishers, where necessary. Available in red or silver-gray color.

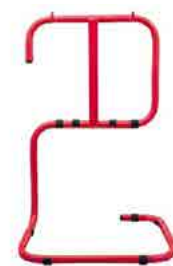


Finally, **floor type bases** with fire extinguisher marking sign, so as to be visible at a longer distance.



**A** similar option is available for heavy or non-heavy vehicles.

There is the possibility of placing the fire extinguisher inside the base, providing protection of the fire extinguisher from several types of damage, but also from exposure to weather conditions, dirt, dust, etc. In this way we ensure that our fire extinguisher is always in perfect condition!



# Partner Visits at MOBIAK's Headquarters

BY NATASA TZEVELEKOU  
Economics Bsc  
Accounting Department

In the Summer of 2021, MOBIAK's headquarters moved to new facilities.

The main purpose was to create new offices, modern and more functional for the employees, as well as the creation of new spacious showrooms (one for the fire department and one for the medical department).

The showrooms have bigger capacity from the previous ones and the visitors have the opportunity to see by themselves and evaluate our high quality products.

An additional area, the Conference, was created in Building D of the central facilities Room which serves mainly for presentations and trainings.

The highly qualified company staff are on the side of the partners not only for issues of cooperation development and sales but also for training issues. The years of experience and our knowledge, are definitely the parameters that make the difference.

We are close to our partners and we prove it every day.

In our new and modern facilities, MOBIAK invites partners not only from Greece but also from abroad. It is an honor for us to welcome our partners, to discuss about issues of cooperation development, drawing up strategies and share ideas and concerns together.

MOBIAK, in the recent years, following a path of dynamic development, and often invites customers who have the opportunity to visit and meet the persons who are members of it. The most important thing for us is that, the partners who know us intimately, is easier to understand that MOBIAK is a company with prospects and can offer many advantages:

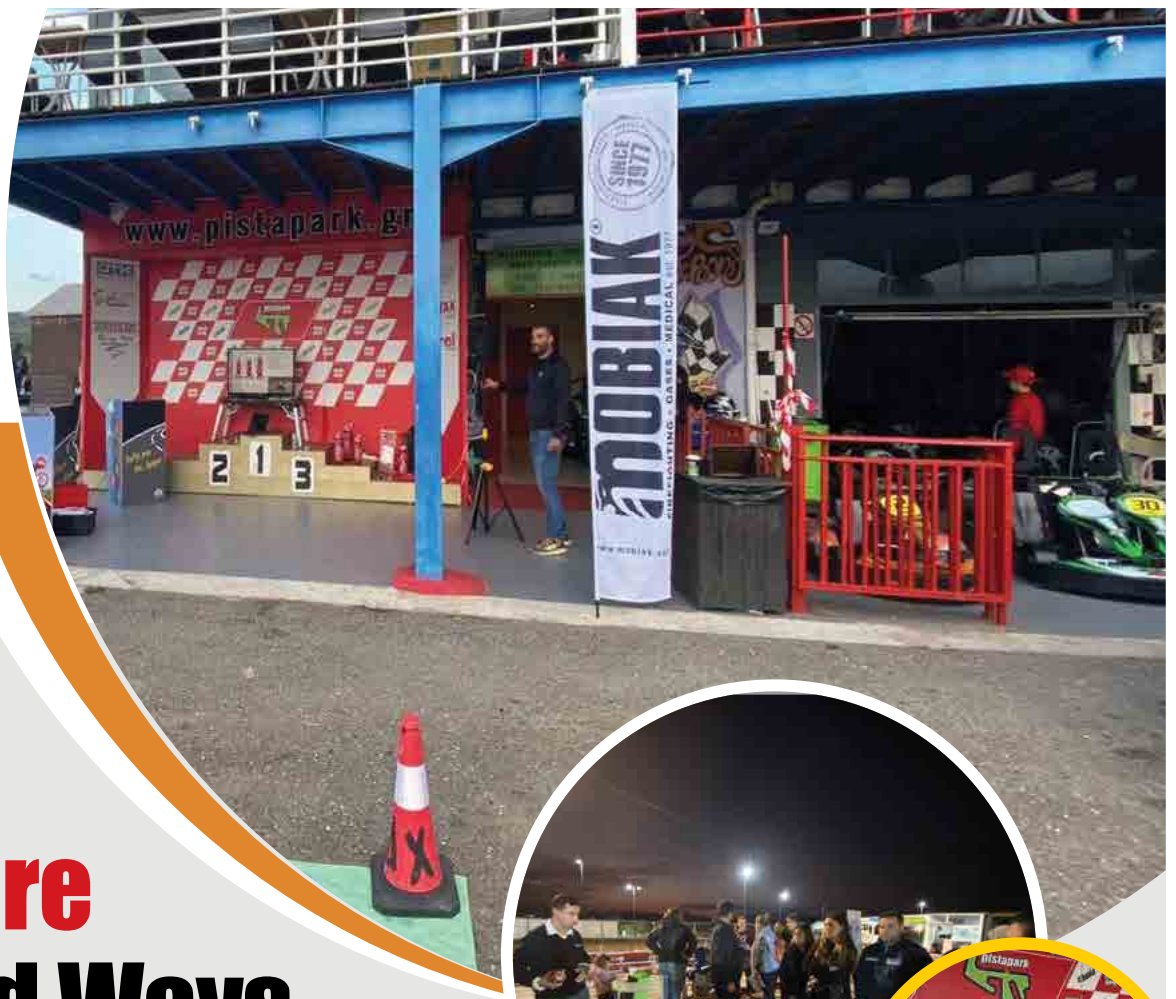
- We train correct our partners for all the Products we have under our range
- We have a quality department taking care of safety and legality of the products that we supply to our customers
- We have a technical assistance department

*We support our customers and we provide them the right tools in order to help them grow their business.*





BY APOSTOLOS  
DIAMANTOPOULOS  
Economics MSc.  
Firefighting Equipment  
Exports Department



# Vehicle Fire Safety and Ways to Deal with Fires on Vehicles

“

*On the weekend of 30 & 31/10/2022, the family experiential road safety seminar “Show me the... road” was held in Chania for the first time.*

Prepared by driving and traffic education instructors, the road safety seminar “Show me the...road” came to activate all our senses in the field of road safety and safe transportation for us and our children.

Driving and traffic education instructors were there to demonstrate as well as accompany the trainees in practical exercises. Information was given on various topics such as the extensive inspection of our vehicle, replacing a wheel, fitting chains, driving without full traction on the road surface and information on ways to prevent and suppress fires in vehicles.

In particular, a suitable equipment and configured training vehicles welcomed the participants, in order to experience driving with reduced visibility (simulation of brain perception under the influence of alcohol) as well as braking using ABS on dry and wet road surfaces. **MOBIAK staff** attended this seminar, thoroughly presenting the **types of fire safety required according to the legislation, the new prevention technologies and the ways of dealing with and suppressing fire in vehicles.**

**MOBIAK will always support this type of actions that has the common goal of protecting human life!**

**Prevention saves lives!**





# MOBIAK Cooperation with WWF Hellas

BY ERMIONI PAPADOGIANNAKI  
Business Administration MSc  
Marketing - Public Relations  
Department

*Corporate Social Responsibility (CSR) is a particularly important part of a company's development and establishment in society.*

**O**ur society needs, especially in this critical period, support through collective actions in order to continuously develop. To have a positive impact on companies, their CSR actions must be fully in line with the values and culture of the company in question and therefore form an integral part of the **Marketing Department**.

At MOBIAK, true to our values and in the context of our awareness of the environment and its protection, we have recently entered into a major cooperation - sponsorship with WWF Hellas, the Greek office of the international environmental organization WWF. In the context of CSR, we consider it our duty to support organizations that share the same vision as our company and it is an honor to become active supporters of an environmental organization with extensive experience that demonstrates a wide range of work.

WWF started its activities in Greece in 1969, and in 1991 the Greek office of the organization was officially established. From 1991 until today, **WWF Greece**, with the valuable cooperation and support of citizens, institutions and organizations, has fought many battles, working tirelessly, demanding better laws, as well as the appropriate institutional framework to ensure the necessary protection of important habitats and species in the country, always with the ultimate goal of protecting the natural environment.

In the framework of this new partnership, we proceeded in the past months with the donation of firefighting equipment for the new offices of the organization in Athens, according to the needs indicated to us. We are also undertaking the maintenance of all their existing equipment for the coming year.

The main purpose of this partnership is to develop a long-term relationship. At MOBIAK, recognizing the valuable work of the organization, we place our own stone in further supporting them in our country.

The protection of the natural environment concerns all of us. The support, big or small, that each of us can offer is valuable in order for such organizations, such as WWF Greece, to continue their work. We remain by their side, with respect to the work and values of the organization, available to support them in future actions as well.

*If you want to learn more about WWF Hellas and its work, visit [www.wwf.gr](http://www.wwf.gr)*



# The Core and not just a Cog in the World Market Engine and Economy

*Mobiak manages to differentiate itself from the competition and stay on the top.*



BY THEOFANIS KARYDAKIS  
Economics BSc  
Accounting Department  
Distribution Center of Central &  
South Greece and the Islands

From the very early beginning, working hard, with philosophy and humility as a guide, innovating and creating a work environment capable of coping with the demanding needs of each era, **MOBIAK manages to differentiate itself from the competition and remain on the top.** From the elder to the current CEO of the company, **Mr Svourakis Emmanuel**, the purpose was one: to create a homogeneous group with the necessary foundations so that **MOBIAK** can succeed, as it has been doing all these years, to be at the top and at the same time at the center of the world market in the field of fire safety and medical equipment.

**MOBIAK, through the international distinctions, the firsts in the field of export activity, the certifications of its goods as well as the continuous development and promotion of its huge range of products, has succeeded in continuously supporting the cyclical movement of the market.** With products able to cope with any demand, it is able to cover and embrace sectors such as shipping, a sector with a huge impact, on the market and wealth, providing all the necessary supplies to customers and suppliers in every part of the planet.

Able to star in international and global fire safety exhibitions, to develop and invest, **MOBIAK leads the difficult and risky path called Business.** It stands tall with resounding credentials in times of pandemic and economic crisis while pointing the way to restarting the economy.



# New Wheelchair

## «ADAPT»

BY NIKOS FRAGKIOUDAKIS

Computer Engineer

Head of Medical Equipment Sales Department in Greece

MOBIAKCARE is proud to present you our new «ADAPT» multi-function wheelchair.

The wheelchair offers removable, «Quick Release 24», rear wheels to reduce the overall width of the wheelchair and provide access to narrow spaces.

Also, with the additional purchase of the code «0811309 middle wheel 12 Quick Release», you have the option of changing the rear wheels, «Quick Release 24», and install «Quick Release 12» wheels.

That way, the «ADAPT» wheelchair turns from a self-propelled wheelchair to a transport wheelchair.

Some of the benefits of this innovative technology, are the reduction of storage space (instead of two boxes you can store one) and the ability to have a multipurpose wheelchair for all uses.

For more information, you can visit both our website [www.mobiak.com](http://www.mobiak.com), and our catalogue.





# Managing Difficult Situations

## *When Working in a Global Colossus like MOBIAK*

Certainly not all days are the same at work, neither for employees nor for their superiors. But we can't do anything about it. Just be patient! There are days when you will go to work and one of your colleagues will be black. Maybe it will break out in you too. Work environment and be good without problems or it will be your business or your parents. Only there is a chance (and not always) that everything will be perfect. So what do we do? We dive straight into the deep and swim. We learn to fight on our own and in the end we succeed. He wants positive thinking, to be well-intentioned and not to be chased by ghosts.

Big ships are made for big storms (and our company is a huge ship) but we are also great captains....remember that!

All of us have become patient in some things, even in our personal lives. But at work, we spend the same, if not more, hours every day than at home with our people. Even as the rhythms intensify for many workers, their work «sees» them much more than their family and their home. The competition, the high demands in many companies hang over the heads of the staff, both owners, high-ranking executives, and «ordinary employees».

**Moreover, in a global giant like MOBIAK.**

**In a strange way, you will see that our working relationships resemble something of a family.**

More specifically, there are the superiors, «the parents» who have authority over us and inspire us with respect, expecting from them recognition and reward of our actions. Then there are the colleagues, «the brothers» with whom we are bound by relationships of love and hate, competition and solidarity, jealousy and interest.

Some of us who are in big companies have distinguished a person and made them our friend outside of work, a person of ours! As soon as something happens, especially at work, we will run to share it with him. But, without realizing it, many times our own reaction is as if we had our family in front of us. We get angry if they don't treat us well, we react to -even justified- criticism, we get disappointed if they don't meet our expectations, even if we express them mildly or not at all. This way we of dealing with these problems is **WRONG**. Although it is difficult for everyone to leave our emotions at home when we go to work, we are required to approach work relationships with emotional maturity. **One more thing, we who belong to the MOBIAK family and have to be more strict with ourselves...when you are at the top you have different demands on yourself!**

We should also learn to distinguish a negative and offensive comment from a harsh criticism we receive for the work we have done. Criticism is actually the response of others to our way of working and without it we hardly learn, it exists and we have to come to peace with it. It is good to proceed with a dialogue, to listen to what our interlocutor has to say and to support after our work appropriately. Then we always have time to express objections if we feel that we have been mistreated in something.

Also, many times, it has happened that we have expressed our wishes or our discomfort about work-related issues and not found a response. And yet, we need to persist, to be clearer, to repeat, politely and firmly, especially when we are sure of what we are asking for, knowing that it is for our benefit, our performance and the general good of our company. Let's not stop just once, it is necessary again and again, firmly and patiently. It doesn't help anything to turn away misunderstood like children who have been neglected by their parents.

Don't forget that life is too short and we have to have fun!

**PS. Yes! even at work you can have fun...as I said above all you need is good will and positive thinking!**



BY GIORGOS PATERAKIS  
Warehouse Keeper of Medical  
Equipment Department  
Chania Distribution Center

# DONATION AT Sonnenwagen Aachen THE RACING SOLAR CAR TEAM



**T**he a Sonnenwagen Aachen team visited us at our booth at the German Interschutz 2022 exhibition, a student team that builds multi - award winning solar racing cars.

They asked us for a donation and we immediately listened to their request, providing powder and Lithium fire extinguishers.

The next venture for the Sonnenwagen Aachen team is their participation in the Bridgestone World Solar Challenge in Australia. The race route starts in Darwin, crosses the entire region of Australia to the finish line in Adelaide. A total of 3022 kilometers will be traveled while the solar car is powered only by solar energy. In 2017, the team took part in the Challenge in Australia with the first Sonnenwagen and was awarded as the best newcomer team. A new solar car is developed every two years, followed by the Covestro Sonnenwagen in 2019 and the Covestro Photon in 2021. In 2021, the Bridgestone World Solar Challenge in Australia was canceled due to coronavirus and the Sonnenwagen Aachen team took part in the Solar Challenge in Morocco.

This summer, the student team achieved a double win at the iLumen European Solar Challenge and the Covestro Photon also took first place at the Italian Solar Challenge. After this successful summer of racing, the team is now motivated to start production of the Sonnenwagen 4. Their aim is to win the Bridgestone World Solar Challenge 2023 as well with the new, innovative Sonnenwagen 4.

**MOBIAK, a supporter of such initiatives, will continue to support the efforts of these teams and we wish them every success.**

BY APOSTOLOS DIAMANTOPOULOS  
Economics MSc.  
Firefighting Equipment Exports Department





# New Products for People with Mobility Difficulties

BY **MANOLIS GALANAKIS**  
Civil Engineer  
Medical Equipment Sales  
Department of Greece



**0806242**  
«HERO 4» STAND UP  
WHEELCHAIR



**0811317**  
«TITAN»  
ELECTRIC WHEELCHAIR



**0806244**  
«ANGEL» ELECTRIC REINFORCED  
STAND UP WHEELCHAIR



**0806243**  
«HERO 3-K» STAND UP  
WHEELCHAIR

**MOBIAK**, constantly expanding its range in the medical sector, presents the most recent arrival of the following products that enrich its wide range and contribute to the needs of our fellow human beings with mobility difficulties.

Regarding our new arrival, we would like to introduce you to the new **Hero 3, Hero 4 and Angel** stand up wheelchairs and our new **TITAN** powered wheelchairs.

*In the table below you will find the codes of the the products.*

0806243	«Hero 3-K» Stand Up Wheelchair
0806242	«Hero 4» Stand Up Wheelchair
0806244	«Angel» Electric Reinforced Stand Up Wheelchair
0811317	«TITAN» Electric Wheelchair

*The specific electric wheelchairs and Stand up wheelchairs are ready for delivery, and you can find them both on our website [www.mobiak.com](http://www.mobiak.com) and in our catalogue.*



# Customer Service

BY PARESSA SAVOULIDOU  
Computer Science  
Accounting Department  
Distribution Center of Central,  
South & Insular Greece

**S**o, the most frequent word heard in a business is the word «Customer». And this is logical. The viability and evolvement a business, depends on them. Countless words have been written about one and only topic: «Customer Satisfaction» of the secret to good service is simple and complicated at the same time. We must take care of the correct communication with the customer. **The key word in customer service quality is expectations.**

The goal of every company for high - level customer satisfaction is to fulfill or even exceed their expectations. Understanding the customer and their expectations is the key step to their satisfaction. **Correct and excellent customer service is what “builds” relationships of trust, and directly affects the company’s overall image, reliability and ultimately its growth and profitability.**

Today’s customers, are more informed than ever, and able to recognize the company that will make them feel unique, serve them quickly, reliably and consistently at every moment.

# One Year with WMS in Warehouse

BY FILIPPOS SOTIRIOU  
Manager of Warehouse and  
Handling of Firefighting Equipment  
of the Central Facilities of Chania

**T**he MANTIS Software we utilize at the MOBIAK warehouses produced the following results after a year:

- As a result of knowing exactly where each product is located, **we have noticed a significant improvement in product finding times.**
- **We now save time** both in receiving certain products as well as in the speedy execution of our orders.
- **In fact, our recent inventory was a major test for us** since it let us realize how much human error has been reduced and how much easier our tasks have become.

*The Management of MOBIAK made a great investment in the Software, and it was clear how much MOBIAK values both its employees’ and customers’ convenience.*



# FIRE EXTINGUISHERS MINIATURA (AMFE)

## Fire Extinguishing System for Electrical Panels

These Compact Fire Extinguishing Systems are for Fires within Electrical Cabinets.

Miniature systems are characterized not only by their very small size, but also by their high reliability and security that provide 24 hours a day.

They are suitable for electrical cabinets or any other small electrical equipment that is usually inaccessible or invisible to people.

In general, as like the sprinkler systems the extinguishing process starts from the glass bulb which bursts when the temperature rises in the room and the extinguishing agent spreads throughout the protected volume.

Specifically, regarding the system operation, it is equipped with a suitable 360° nozzle available in 4 different temperatures of 68°C, 79°C, 93°C and 141°C. The extinguishing agent is **NOVECTM** which is suitable for electrical equipment. **The available models are 24, 72, 120, 241, 360 and 603ml capable of covering small volumes from 0.04m<sup>3</sup> up to 1.61m<sup>3</sup>.**

Three types of nozzles are available. **AMFE** series equipped with a typical type of 360° nozzle. **S-AMFE** which is a special type of nozzle that gives the option of a warning signal and the **R-AMFE** nozzle which gives you the option for remote activation.

Also, since November 2022 the miniature fire extinguishers have moved to a **new design** due the certification by the German certification organization **VDS** for the S-AMFE and R-AMFE series.

A **pressure gauge with a pressure switch** was added to these models for the best possible monitoring and control of the system.

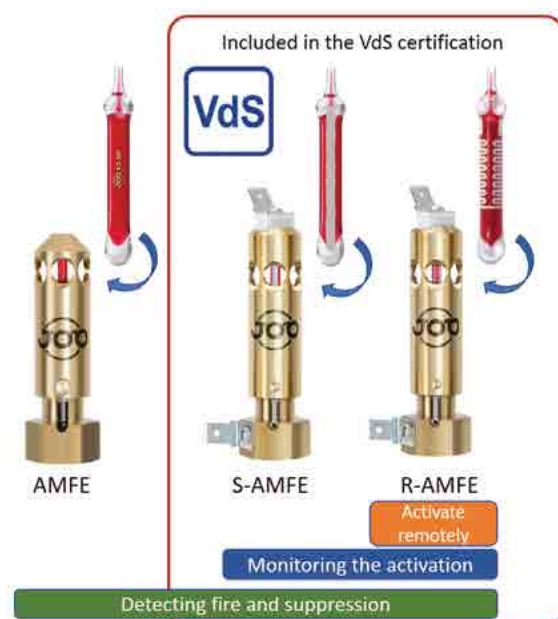
**AMFE miniature systems are the optimal, safest, and fastest solution for the protection of electrical panels.**

BY GIANNIS ZARIFIS

Electronic Engineer

Firefighting Equipment Sales

Department of Greece







BY **ERMIONI PAPADOGIANNAKI**  
Business Administration MSc  
Marketing - Public Relations  
Department

# Award of the MOBIAK Excellence Award



*The Recipient of the MOBIAK Award for 2022 was Aronis Stylianos.*

*The award was accompanied by a cash reward of 1.000€ and an open invitation to the company's premises in Kathiana Akrotiri.*

*The presentation of the medal was made to his mother as he was unable to attend physically, but he honored us through the videoconferencing facility.*

*Many congratulations for achieving this goal!*

*Best wishes on entering your new career field!*

The Awarding of engineering diplomas of the Technical University of Crete took place again this year, in a climate full of excitement and emotion. The ceremony was held in person and the participants had the opportunity to show their presence via videoconference.

MOBIAK, as every year since 2019, proceeded to Award the MOBIAK prize to the distinguished engineer from Chania. The graduate must have graduated from a high school in the prefecture of Chania, where the Company's Headquarters are located.

This Cooperation with the Engineering Department of the Technical University is among the Corporate Social Responsibility actions of the Company as, due to the nature of the subject, it is inextricably linked.





# MOBIAK The Great Sponsor and the Donations

BY VASILIS GKIOULAS  
Business Administration BSc.  
Liquid - Gases Department

*In the past until today, MOBIAK shows that is actively behind many charitable, sporting, and social actions for the local community, offering either financial support or material goods.*

Noteworthy is the kind sponsorship in the traffic education park of the **Municipal Organization of Social Policy and Education of the Municipality of Chania in Kambani**, where tree plantings took place by the employees of the Green Service in cooperation with the Forestry department. Such an ecological initiative demonstrates dedication and gives a «breath» to the environment, which we are going to face soon, before even realizing it. Nevertheless, **MOBIAK** did not stop there. The company went on to develop a partnership with **WWF HELLAS** (an international, non-governmental organization for the conservation, research, and rehabilitation of the environment). **MOBIAK supported this important organization via donation of firefighting equipment for the needs of their renovated premises in Athens.**

Concerning charity sponsorships, we cannot overlook the significant support that **MOBIAK** provided outside the borders of our prefecture and specifically to the fire victims of Athens, not only by delivery of clothing and food, but also by cooperation with **Make A Wish**, a charity foundation helping children who are daily fighting a great health battle. In particular, the company sponsored material goods from **MOBIAK** fire department that helped setting up a spectacular scene, therefore giving great joy, as well as hope in life for one of our little friends.

**Covid-19:** a word we would all wish to forget soon. We can all recall the two difficult years due to the pandemic, which has forced some to work from home in order to make a living. So have the teachers, who had to provide knowledge to children via e-learning. Our company was there again, offering tablets to the **Municipality of Chania** to be handed out to teachers and students, who were not able to attend the courses due to previous lack of the necessary equipment.

Nowadays, due to the increasing prices in fields related to higher education, such as cost of living away from home, many students are unable to pursue a higher education and fulfil their dreams. **Our company, wishing to support students**, has in the recent years made rewarding gestures, by providing a significant amount of financial support to the excellent students of the **Technical University of Crete** for their future professional careers.

In terms of sport sponsorships, the company sponsors sports for several years, either on a team or on an individual level. For example, **Panakrotiriakos**, the pride of Akrotiri, a football team which with the help of **Mr. Emmanouil Svourakis**, achieved to play in the **C National Amateur Division** and compete for a place in a higher division. Every year Mr. Svourakis stands by the team with sponsorships in clothing, sports equipment, as well as facility renovations. On an individual level, **Dimitra Gnafaki** is a very promising athlete in the national athletics ranking with several distinctions. Dimitra has **MOBIAK** as her main sponsor and support in this difficult time that the track and field is experiencing.

The sponsorships and donations are countless, and will become even more as time goes by, as this is an institution of social responsibility and participation in public life.

*For the sponsor, the reward in this is the acknowledgement and respect he receives from the society in which he operates, our hometown Chania.*





BY **ERMIONI PAPADOGIANNAKI**  
Business Administration MSc  
Marketing - Public Relations  
Department

# MOBIAK as Silver Sponsor at the ELSA Summer School in Thessaloniki

The main pillars of MOBIAK's Corporate Social Responsibility are **Safety, Education and Society**. Understanding the seriousness and importance of education of young children and lifelong learning, it contributes to its strengthening in its own way. A practical example is that it is a supporter of the students of the Technical University of Crete on an annual basis, by awarding the MOBIAK cash prize to the outstanding student of the Faculty of Production Engineering and Management.

**This summer, it made a different Silver Monetary Sponsorship for the ELSA - Thessaloniki Summer School.**

**ELSA** is an international Non-Profit Organization (NGO) that addresses students of the Law School, and practicing and non-practicing lawyers. The organisation was founded in 1981 in Vienna by a group of law students and now has around 50,000 members across Europe.

In Greece it was founded in 1988 and now has about 300 members. The aim of the bar association is to strengthen the relations between Greek students and trainee lawyers and their counterparts in other European countries. Their training in the field of legal sciences and familiarization with the legal systems of foreign countries is a main part of their meetings.

**MOBIAK supports lifelong learning and lifelong education activities, whether they are part of the education system or part of more generalised actions.**

*Knowledge is for everyone!*



If you want to learn more about the organisation and its work, visit :  
<https://www.elsa-greece.org/elsa-thessaloniki/>



# New Floating Fire Pumps

BY APOSTOLOS  
DIAMANTOPOULOS

Economics MSc.  
Firefighting Equipment Exports  
Department

**At MOBIAK we Constantly Strive to Achieve the Maximum.** By studying and knowing inextricably the needs of the market, we have the ability to have reliable products for every need of the professionals in our field.

**As you know our company has a wide range of fire protection products, but here we will present you a new product, the floating fire pumps.**

To be more specific, we present you **the floating pumps with the possibility of remote activation (Remote Control)** which makes them an ideal solution for pumping water from natural springs or pools.

**The Floating Pumps** are suitable for use by firefighters, for use by private individuals but also in general they can be used wherever a rapid intervention is required (public services, forests, buildings, houses or construction companies). **The pumps are suitable for use in extinguishing fires and draining flooded areas.**

They are also available with a practical armband for **Remote Operation (Remote Control)**, thus simplifying the operation of the pump during fire intervention.

**In Addition to Floating Pumps, Floating Filters are also Available.**

By using the filters we protect the pumps from damage caused by trapped materials in the water, gravel or other harmful materials. **The filters are superbly designed with a rotating suction chamber, which compensates for the weight and resistance of the suction tube, enabling it to always remain upright and stable.** In this way, we achieve the reduction of the risk of damage to the pumps and also maintain them in excellent condition for a longer period of time.

**Finally, we would like to inform you that two videos with detailed usage information are available on our YouTube channel.**





# FIFO Method First In, First Out

*The FIFO (FIRST IN - FIRST OUT) method consists of extracting the results of the company's products in the order of first in - first out in terms of warehousing.*

BY ATHANASIOS BODOSSAS

Accounting  
Head of the Distribution Center of  
Northern Greece and the Balkans

**T**he goods that have been in our warehouse the longest, will be the first that are going to sell in the market.

This method, in theory, is the most appropriate for a company to follow in order to reduce the risk of the product becoming obsolete and, in the end, not being able to be marketed.

MOBIAK which did large investments both in technical and WMS software (Mantis), combined with its premises, can ensure that the first in product will get first out and the company will not have any problem with inactive products and the client will be served immediately with ready - to - deliver products.

The priority of distributor center of Thessaloniki is to follow this method and to continue distribute MOBIAK products with the same dedication and consistency as Thessaloniki's distributor center works all these years.



FIFO

First In  
First Out



# Passive Fire Protection at the Building Construction

BY APOSTOLIS SKLAVOUNAKIS

Mechanical Engineer  
Firefighting Equipment Sales  
Department of Greece

In addition to active fire protection, in recent years a new branch has also developed, the so-called passive fire protection

**Our Company in its effort to meet your every need, has in its catalogue a wide range of fire resistant doors according to the European standard EN 1634, as well as simple metal doors.**

But first of all let's see what fireproof doors are. **A fire resistant door is considered a fire-resistant door**, which as part of a passive fire protection system is used to **reduce the spread of fire and smoke between separate compartments of a structure**. It secures and allows safe egress from the hazardous area.

**A fire-resistant door can delay the spread of fire, so its role is extremely important. Our models can resist fire from 60 to 120 minutes**, a period of time that allows us to take the necessary next steps to deal with the fire.

They consist of a double galvanized sheet, each 0.7mm thick, with a high density core of mineral wool laminates alternating with a special fire-resistant compound, a total thickness of 60mm. Their weight is for EI60 35kg/m<sup>2</sup> and for EI120 45kg/m<sup>2</sup>.

Each door is reversible (in standard dimensions) with EI60 and EI120 fire resistance. It has an adjustable roll back mechanism on one hinge, a priority mechanism in case of double leaf and its handle. Available in RAL 7035 (light grey), while they can also be delivered in any other color and with the possibility of fitting a glass on request, as well as in case special dimensions are requested.

**In addition, in our catalogue you will find a wide variety of accessories that can be placed in combination with the door for an even greater degree of personalization such as a reset mechanism, cylinder with 3 keys, panic bar and panic bar of Slash type, doorknob and blind knob, floor and wall electromagnet, electric cup etc.**

**Our catalogue has been enriched by a new category of fire-resistant door, ENCORE with fire resistance index EI60, EI90, EI 120, which is also available in plain metal.** These are particularly stylish doors that stand out in appearance from the usual, which is due to the fact that the door frame does not protrude and has recessed hinges.

**There is also the option of fitting a mechanism to the door to open with a card, making it an ideal solution in a space such as hotels.**



# PRESCRIBING OXYGEN THERAPY DEVICES

## WHEN DOES A PATIENT NEED OXYGEN?

The Normal blood oxygen saturation levels are between 94% and 100% with the average being around 97%.

Hypoxxygenation occurs when it is below 94%. Hypoxia is when it is below 92%.

Symptoms of hypoxia and low oxygen saturation from the human body, depending on the individual's body are: Headache, Dizziness, Fatigue. Dyspnea, Shortness of breath, Tachycardia, Drowsiness, Cyanosis (dark lips or limbs), Confusion Disorientation.

A person is in need of oxygen supply when the oxygen saturation in the blood are below 92-90%.

When it is below 80% the risk of vital organ damage is very high, So to Increase the oxygen saturation of the blood and tissues, have to be treated with oxygen supply.

The reduction of oxygen in the blood is first established by pulse oximetry, and then confirmed by blood gas measurement in the Pulmonologist's office. So it is very important and recommended that we all have a pulse oximeter at home and check our blood oxygen levels daily.

Oxygen therapy at home is done by using an Oxygen concentrator,.

## BASIC PRINCIPLES OF OXYGEN THERAPY

**1.** The Oxygen should be prescribed from the doctor. indicating the start of the therapy, the flow, density and dosage (excluding intensive care units or other emergency situations)

**2.** The usage should be continuous and the progression of hypoxaemia should be monitored by blood gas measurement at initiation and after modification of O<sub>2</sub> density, and more frequently in severe cases. It is also possible to monitor at home using a pulse oximeter.

**3.** The administered oxygen is not retained in the body

**4.** Correction of hypoxaemia should be done with a low density of O<sub>2</sub>, because its toxicity increases in parallel with the dose

**5.** Other measures that are necessary to be implemented when administering O<sub>2</sub> and related to the safety of the patient, health care staff as well as visitors are:

**A.** Proper maintenance of the Device.

**B.** Placement of a «Do Not Smoke» sign in the patient's room, in a conspicuous place

BY FILIPPOS CHRISTODOULAKIS  
Management and Business Administration, BSc.  
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**Γ.** Informing the patient, when communicating with the environment, of the properties of oxygen and the measures that need to be taken.

**Δ.** Prohibit smoking, use of electrical appliances and matches near the device.

***In MOBIAK we have all the range and type of Oxygen Concentrators so we can serve and help the patient at Home.***



RESOURCES:  
<https://www.sosiatroi.gr/iatrikes-symvoules>  
<https://eservices.eopyy.gov.gr>





# Corporate Social Responsibility

• The Voluntary Organization for Children «The Smile of the Child» warmly thanks MOBIAK for its long-standing and practical support to the work of the Organization.

• Report of the Metropolitan of Kissamos and Selino, Mr. Amphilochios, at the inauguration of the pilgrimage of Saint Nikiforos, in Syrikari Kissamos, to Mr. Emmanuel Svourakis for his contribution to the construction of the pilgrimage.

• The Union of Police Officers of Chania, published a press release on the kind sponsorship of Mr. Emmanuel Svourakis, in logistical equipment for the newly established Domestic Violence Office of the Police Department of Chania and the Pre-Investigation Office of the Traffic Department of Chania.

• The Board of Directors and the Organizing Team of the «Summer ELSA Law School of Thessaloniki» held between 14-21 July 2022 expressed their thanks for the financial sponsorship of MOBIAK as SILVER SPONSOR, amounting to 1500 euros, in order to cover the needs of the organization and conduct of the ELSA Thessaloniki Summer School on «European Constitutionalism in Times of Crise».

• The Board of Directors of the Regional Department of Chania of the Greek Red Cross would like to thank the company MOBIAK S.A. for the free refill of the fire extinguishers of the Department.

• The Boards of Directors of Panakrotiriakos A.O., the Union Thyella-Kaminia and the Lions of Akrotiri, thanked the company MOBIAK S.A. and the businessman Manolis Svourakis, for his many years of sponsorship in sports equipment for the men's teams and academies.

• Reference to a letter of thanks from the president of the traditional club «Sfakia», Sifi Papasifakis, for the contribution of MOBIAK to the club's annual ball.

• A letter of thanks from the Metropolitan of Kydonia & Apokoronas, Mr. Damaskinos, for the support to the costly work of the «Agios Pavlos» Camp of IMKA. MOBIAK made a donation of 10 pcs of phosphor vests for the safety of the children.

• The members of the Board of Directors of the Cultural Association of Kathiana expressed their thanks for the sponsorship of MOBIAK to the Cultural Association of Kathiana, the amount of 1.000 €, for the support of the event in the central square of the village.

• The commander of the National Coordination Centre for Operations and Crisis Management (NCCC), Theodoros K. Vayas, Lieutenant General of the Fire Brigade, expressed his thanks for the offer of MOBIAK in a letter. The offer included 2kg ABC fire extinguisher, 2.1 x 1.6m isothermal blanket, car triangle, fluorescent vest, transparent bag, pharmacy complete soft case, to meet the needs of the Service.

• Report of the company in a letter of thanks from the Parents and Guardians Association of Kolymbari Primary School for the contribution of MOBIAK with gifts in the school's lottery.

• The members of the Association of Volunteers for Civil Protection of Mandras Idyllas «PATERAS» expressed their gratitude to MOBIAK S.A. for the 19 half-face masks and filters, which will cover the needs of the basic equipment of the new certified Volunteers of S.E.P.P.M.E. «FATHER».

• Congratulatory letter from the Academy of Nea Kydonia to the President of MOBIAK S.A. and for years Administrative Leader of Panakrotiriakos, Emmanuel Svourakis, for the work he left as a legacy to the teams of Akrotiri.

• The rector of the Holy Patriarchal and Crusader Monastery of Our Lady of the Angels of Gouverneto, Eumenia Ireneos, sent his precious wishes to Mr. Emmanuel Svouroakis and his family.

• Damaskinos, the Metropolitan of Kydonia & Apokoronas, sent a letter of thanks for the full sponsorship of an apnea machine to Mrs. Liaoutsi Maria.

• Thank you from the organization «Smile of the Child» for the offer of 7 dry powder fire extinguishers for the replacement of the firefighting equipment of the House in Kareia, Attica.

• Thank you from the Association of Parents and Friends of Autistic People «ANAGENISI» for the sponsorship of MOBIAK in firefighting materials in the Center for Creative Employment of People and Children with Disabilities, in Pefki, Attica.

• The Board of Directors of the Splatziass soup kitchens sent a letter of thanks for the repeated sponsorships of MOBIAK. The company offers from time to time food as well as financial, material and technical support to the soup kitchens.

• The President of EKAB, Nikolaos Papaevstathiou, sent a letter to express his appreciation to MOBIAK and his thanks for covering the basic needs of the National Emergency Centre.

• A letter of thanks was sent by Elder Timothei and the Sisters of the Holy Monastery of Kalyviani, for the voluntary contribution of MOBIAK to the Holy Monastery, covering basic needs for children, teenagers and elderly people.

• The soup kitchens of Splantzia have published a letter of thanks to MOBIAK for the financial support of their work.

• The management and the teachers' association of Akrotiri High School sent thanks to the president and owner of MOBIAK, Emmanuel Svourakis, for his response to their request for computers in their school.

• The Piraeus and Islands Group for UNESCO expressed its thanks to the President and owner of MOBIAK, Mr. Emmanuel Svourakis, for his long-standing contribution to the Group. The donations in total are for fireproof doors and as they said, this year's donation covers the needs of the Basic Goods Structures and Homeless Centres created by the group in the Municipality of Piraeus and the Municipality of Nice.

• A letter of thanks and a plaque to Mr. Svourakis, from Mr. Giannopoulos, President of the Smile of the Child, for the valuable participation of the company in the creation of the new Multipurpose Center of the Organization in Koropi, Attica.

• WWF Hellas publicly thanked the company by announcing our new partnership on its social media profile: «Some time ago we started a new partnership for safety in our working environment. We would like to thank MOBIAK for sponsoring the supply and maintenance of firefighting equipment and materials for our offices.»

• The Minotaur Youth Club posted a thank you on social media for the donation of a stretcher from our company: «The board of directors of the Young Minotaur Club would like to thank MOBIAK for the donation made to our club with the purchase of a stretcher. Thank you very much.»





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BY **SOFIA PSYLLAKI**  
El. Engineer & Computer Engineer  
Head of Sales Department for  
Firefighting Equipment of Greece

# Partner Reward



**N**EOPYROTECHNIKI / D. GIAOUZIS & SIA EE has a long-standing presence in the trade of business and home fire protection items. Our company is a Recognized Fire Fighting Equipment Company. After all these years it has established itself, one of the largest and most valid in its field. The management of the company, which is in the hands of Dimitris Giaouzis, brings new life and potential to the development and provision of reliable firefighting and protection solutions.

We strictly meet all the specifications set by the Greek legislation and the European Union and we have all the necessary certificates.

We are happy to welcome you from our company to study your needs and inform you responsibly about the best and most economical solution.

The Address of our Company is Derigny 59 - 61 Athens.

*Dear Dimitris,  
We would like to take this  
opportunity to thank you for  
the excellent cooperation we  
have had over the years and  
to reward you with products  
worth a total of*

**€ 500**

