

MOBIAK[®] *press*



- **Fire Dragon & MOBIAK**

- **Fire Suppression System for Electrical Cabinets**
AMFE

- **Payments Via RF / QR Code**

- **Collaboration MOBIAK S.A. with the Technical University Of Crete**

- **New Scooter Type Wheelchairs**

ENVIRONMENTAL
INITIATIVE IN MEMORY
OF FOUNDER OF
MOBIAK



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EDITORIAL

Dear Friends and Partners,

We would like to express our sincere gratitude for standing by our side once again this year, supporting our efforts towards a better and safer future.

The year we are going through did not start with the best news for Greece and the world. It is a year that, from the first quarter, reminds us how important security is, how crucial it is to be proactive, and how our goal should always be the prevention of any potential risks. It is a year that, coincidentally, shakes our sense of security.

Prevention saves lives, and often we tend to overlook situations by neglecting them. Events from within our country, such as the case of Tempi, to the events happening abroad, like the devastating earthquake in Eastern countries, make us reflect on how many things we can actually prevent by correctly assessing risks, managing our resources wisely, and overseeing projects effectively.

At MOBIAK, we strive and aim to have control over these three factors to ensure the highest level of safety for the end-users of our products.

In the issue you are holding in your hands, the 27th edition, we provide you with an overview of our strategies, our philosophy, and our choices. Take your time to leisurely read the articles written by our collaborators and contemplate.

How significant is our safety, the safety of our families, the safety of our businesses? What sacrifices do we need to make to secure this value, and what are the appropriate means to prevent such situations?

We promise you that at MOBIAK we will continue to do our best, so that you always feel safe and be assured that quality is of primary importance to all of us.

We do Thank you for your Trust and Support!



With Respect and Appreciation,

*Manolis & Maria
Gouraki*

Huge Upgrade in the Production Line



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



MOBIAK S.A., as a leader in the production of Fire Extinguishers in Greece and worldwide, has, among other things, as its priority the increase in the productivity of its fire extinguishers. This is a requirement for all production and processing companies. For MOBIAK this is not enough. Obligated to follow its philosophy, which it has followed faithfully since 1977 and which is included in just four words “**Value in Safety, Investment in Quality**” aims to increase productivity at the same time as improving quality and ensuring the safety of its products.

For this reason MOBIAK has an investment plan of more than €5,000,000 which started in 2021 and will be completed in 2023.

With this investment the company expects:

- An Increase of its Productive Potential by 40%.
- To Improve the Quality of all Fire Extinguishers with Controls at all Stages of Production and Aiming for Zero Error.
- To Improve Working Conditions.
- To Reduce the Orders Lead Time by 30%.
- 10% Production Cost Savings.

In summary, the actions that have been carried out to date and that are to be carried out within 2023 to achieve these goals are:

- Expansion of warehouse facilities for better and safer storage of raw materials and finished products. At the same time, the storage capacity also increases.
- Expansion of the building production facilities in order to improve the location of the machines and add new ones with greater capabilities.
- A new liquid filling station has added to the automatic production line. Thus, it is now possible to produce foam fire extinguishers in the factory with a mixture of three materials.
- Changing the way liquids are measured in a fire extinguisher during filling. For better accuracy and greater speed, the flowmeter was removed, and precision scales were introduced.
- A new automatic shutter tightening machine has added suitable for fire extinguishers with internal cartridge.
- UV oven that dries the silkscreen of the fire extinguisher in a few seconds.
- Automatic dynamic in - line fire extinguisher buffer between production and screen printing.
- Automatic in - line carton production and pallet management.
- Automatic unit for the production of floating cartridges.
- Interface with custom software which connects online the production, the warehouse, and the management for absolute control at every stage.

Having all these weapons in its quiver, MOBIAK is able to promise that in the coming years its partners will receive its products faster, safer and with the best quality.





Payments Via RF / QR Code

Paying with a code is now a popular, easy and secure way to pay debts. It can service any type of debt such as bills, invoices, purchases of goods and services. Consumers make payments to companies and public sector organizations with a code (RF/QR) without needing to know the IBAN of the beneficiary and using the means of their choice (web banking, mobile banking). The RF payment code is a unique, 25-digit code that enables payment by credit transfer. Alternatively, there is the possibility of displaying it as a QR, so the payment can be made by scanning it from the mobile banking of the banks that provide it. The company informs its customer of the payment code, with the use of which he can pay recurring or one - off debts. The customer can be either an individual or a business and on his own initiative uses any means at his disposal, or a bank in which he maintains a payment account and with the payment code as a means of identifying the debt, pays his obligation. The use of the standard RF payment code is now increasingly used to facilitate and ensure the correctness of the payment. With the planned activation of RF payment code use by large public and private sector organizations within 2023, a significant increase in the volume of these transactions is expected.

For example, a payment code is used by tax authorities to pay taxes (e.g. road tax), social security agencies, energy companies, telecommunications companies, insurance companies, pharmaceutical companies, courier companies, car dealerships, private schools, companies that sell electrical items, clothing items, cosmetics etc.

Brief Process Description:

The Debtor / Payer / Customer at his Bank:

- Selects RF code payment
- Type or copy the RF code in a specific field («general transaction / QR») and the bank's application informs with the name of the beneficiary organization / business.
- Selects a debit account, enters the amount and completes the payment by accepting.
In particular, by using the Bank's Application on a Smartphone Device, the Payer:
- Selects QR reading and scans the QR provided by the organization on the bill or invoice (paper or electronic)
- Selects a debit account, enters the amount (if it is not already included in the QR details) and completes the payment with acceptance.

The Company Receives the Payment either Directly or by File, according to its Choice and Achieves:

- Speed, ease and security in payment
- Standardization and ensuring the correctness of the payment details
- Use of modern QR payment methods.

For MOBIAK S.A. the NEW bank payment process using an electronic payment code for checkout is now ready for your invoices and balances to MOBIAK S.A.

You can pay the amount you want in any of the Greek banks you have an account with and all you need to do is to re-enter the 25 - digit Payment Code.

When making your payment, via e-banking or phone banking, you need to select our company «MOBIAK SA», in Greek, in the «Payments» Category.

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

The procedure is only available for customers in Greece.

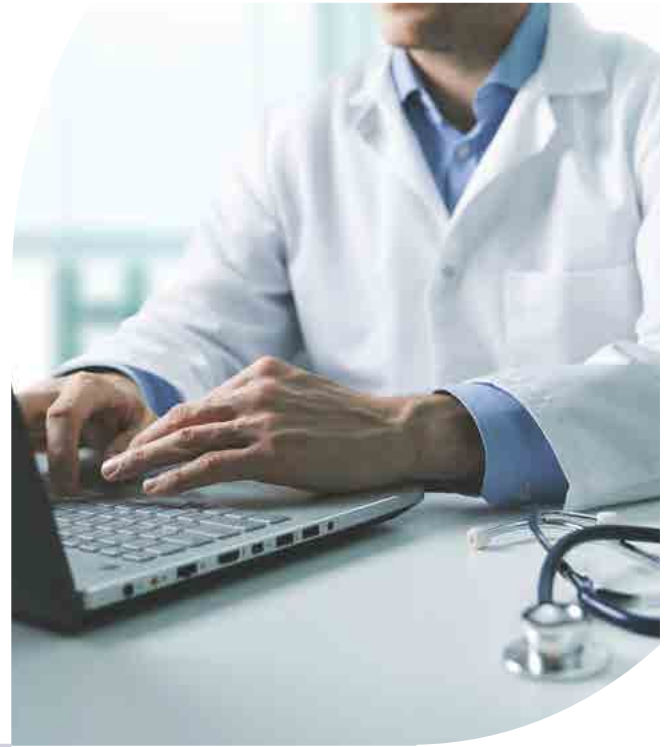
Soon will be available for European Union countries and we will give details to our customers.

BY **MARIA NIKOLOUDAKI**
Economist
Head of Accounting
Secretarial Support



The Occupational Doctor at MOBIAK

BY **ANTONIS PANTELIDAKIS**
 Business Administration
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 Distribution Center of Central,
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The distribution center of **MOBIAK SA**, as long as it employs more than 50 employees, it has the obligation to provide occupational doctor services to its employees, which it complies with. The occupational doctor performs a medical examination of the employees regarding their work position after their recruitment or change of their work position as well in recurrent check at his discretion.

The occupational doctor provides indications and advice to the employer, employees and his representatives in writing and orally regarding the measures to be taken for the physical and mental health of the workers. The written instructions are registered by the occupational doctor in the special book **MOBIAK** is aware of the indications listed in this book.

Besides **MOBIAK** advises on issue, design, programming, modification of the production process based on the occupational health and safety regulations.

Taking measures to protect the physiology and psychology of work, ergonomics and occupational hygiene, the arrangement and configuration of positions and the work environment and organization of the production process.

The Organization of First Aid Services .



MOBIAK S.A. is Ready to Implement the Digital Work Card System

MOBIAK A.E. is going to implement the digital work card system very soon.



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

The digital work card is a tool that was implemented in order to record the working hours of private sector employees with absolute accuracy and in real time. The main objective of this measure is to combat the phenomena of undeclared work, with a central focus on the protection of workers, but also businesses from unfair competition phenomena.

The digital work card already works normally for the employees of all the country's banks and supermarkets with more than 250 staff, while it is noted that the census process has also been completed for the rest of the country's businesses, which employ workers in which it will begin implemented gradually.

MOBIAK S.A. is faithful to its principles and legality and is ready for its implementation as the protection of its employees is one of the main pillars of the company in its long-term course.

With the application of the digital job card, MOBIAK S.A. it will directly update the «ERGANI II» system in real time about the working hours of the employees and automatically classify each working hour as regular time, overtime or overtime and the same will happen with breaks, days off and holidays.

The truth is that this measure constitutes an important effort to eliminate phenomena of undeclared or implied work and the biggest change it will bring is that it facilitates the possibility of substantial control by the competent authorities, who will now know before visiting a workplace which workers they must be there.

Such a measure can naturally cause difficulties and problems for employers who comply with labor laws. In particular, it is very difficult for an employer - especially in companies with many employees - to check every day whether the employees at the start and end of their shift have correctly punched the digital card. So, if some employees forget or neglect to update the system properly, this can lead to negative consequences and steep fines for the business.



SHOWER & COMMODE CHAIR 3 in 1

MOBIAK, always aiming for diversity and innovation, proceeded in designing a **new product** related to the well-being of the patient with **absolute functionality** and modern design in order to better help the everyday life of the users.

The new **3 in 1 shower and commode chair**, remains faithful to the **MOBIAK** philosophy of providing you the **highest quality** items of the market at the most competitive prices without any sacrifice or compromise .

Feel free to contact the sales department in order to learn more details and to have your sample send to you for examination and demonstration .

“

BY **GEORGE CHOUDALAKIS**
 Computer Engineer
 Department of Medical
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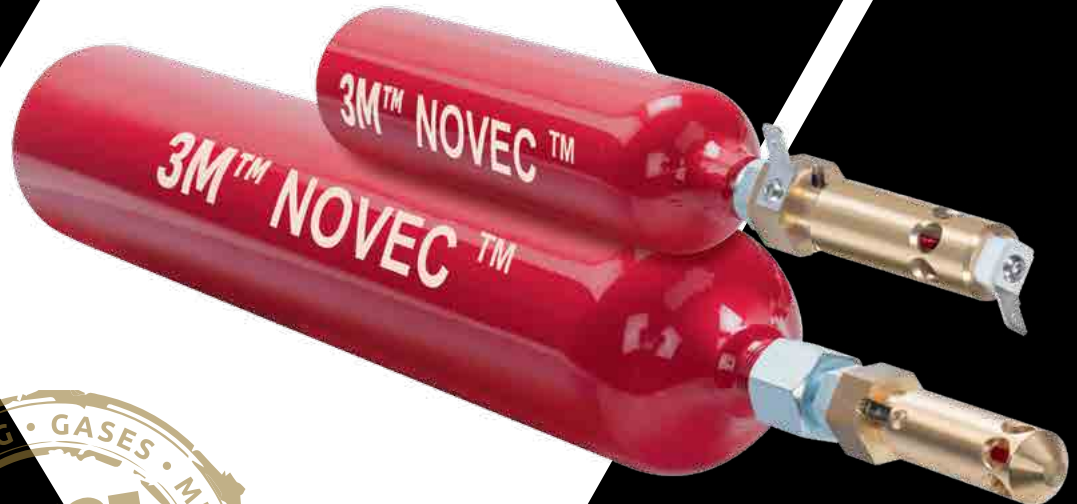
46cm	43cm	54cm	42-54,7cm	36cm5	,1kg	120kg

FRAME	ALUMINUM & PLASTIC
COLOR	GREY
HEIGHT	ADJUSTABLE IN 6 LEVELS
ARMREST S	DETACHABLE
BACKREST AND LEG S	DETACHABLE

Fire Suppression System for

VdS

Electrical Cabinets AMFE



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

Dear Valued Partners,
Electricity is dangerous. Statistically, the fire services are called to a fire scene in Europe and North America every two minutes.

Electricity, electrical systems and electronic devices cause one in three of these fires. In practice, there might be even more fires that are often not reported for fear of possible consequences such as investigations, raised insurance premiums or simply because prompt and competent intervention by the people who were there avoided more serious damage, particularly in industrial environments. The impact of fires is frequently devastating – not only for the people affected but also for the companies that are economically linked to such an incident. Costs for repairs and replacement of damaged equipment, vehicles or devices often represent the lesser evil – the largest damage is caused by the concomitant service interruptions.

THE SOLUTION - AMFE

Integrated fire protection systems fight fires at source of origin, when the fires are still small. AMFE systems are not only very small, but also work reliably and automatically 24/7. They are used to extinguish fires in e.g. electrical cabinets and other small electrical equipment, which are normally inaccessible for people.

THE FUNCTION

The billion-fold proved sprinkler glass bulb is also used in the AMFE. As with the sprinkler systems, the extinguishing process is initiated by the glass ampoule bursting due to heat. Because of its size, the AMFE can be placed directly at the hazard interface.

It is characterized by the highest reliability without interruption and without being supplied with voltage. Glass ampoule, spring, needle, extinguishing cylinder - simple. GENIOUS! The AMFE is rugged and versatile. It has been extensively tested for vibration and environmental influences such as temperatures and humidity, as well as undergoing lifetime stress tests.

THE SPRINKLER BULB

The AMFE is integrated into the circuit and, depending on the model, may be in contact with external devices. The wiring of the S-AMFE and R-AMFE is similar and is done via a flat connector. In the event of a fire, both AMFEN send a signal that there is a fire. However, the R-AMFE can also be triggered remotely via this wiring. This adds energy that causes the ampoule to burst.

AMFE: Thermal Automatic Activation

The AMFE is integrated into the circuit and, depending on the model, may be in contact with external devices. The wiring of the S-AMFE and R-AMFE is similar and is done via a flat connector. In the event of a fire, both AMFEN send a signal that there is a fire. However, the R-AMFE can also be triggered remotely via this wiring. This adds energy that causes the ampoule to burst.

S-AMFE: Monitoring of Thermal Activation

In case of activation, the signal current over the S-AMFE is interrupted by the glass bulb bursting and the Fire Control Panel becoming low-active (opening functionality). The relay is becoming low-active, opening the power contracts. As a result the power is shut off in case of fire, preventing the re-ignition.

R-AMFE: Monitoring and Remote Activation

The R-AMFE can be initiated by an external activation current. The bulb inside is intentionally overheated and will burst when reaching the activation temperature. And as always, should this remote-activation fail, the R-AMFE will operate by temperature (fire).



AMFE CYLINDER TYPES

The AMFE series comprises 6 different sizes of extinguishing agent cylinders in four variations. The activation heads are user-assembled onto these red cylinders. In addition to the basic variant of cylinders, another variant has a permanent pressure display in the form of a factory-installed and leak-tested manometer / pressure gauge.

This visually shows the internal pressure of the extinguishing agent cylinder. The nominal range (marked green) for the internal pressure is around 34 bar (T=20°C). This variant is designed for visual checks by the user of the AMFE extinguishing unit, directly on the device. For cases where a pressure gauge is not suitable (e.g. due to inaccessible mounting positions), the versions with electronic pressure sensors can be used.

An analog 20-4mA sensor signal represents the actual pressure inside the cylinder and can be read out permanently e.g. through an analog input on a PLC. This allows for remote monitoring of both, activation and monitoring. This version allows fully remote operation (with permanent remote maintenance!).

HOW TO CHOOSE THE RIGHT SYSTEM

To ensure optimal protection for all kinds of equipment, there are two steps to consider when choosing the right system. In essence this involves choosing the appropriate extinguishing agent cylinders and release heads.

Step 1: How big is the volume to be protected? The general rule to choose a suitable extinguishing cylinder is: object volume - volume of installed components = free volume. Select the appropriate cylinder size that is able to protect the free volume.

Step 2: Which AMFE release head is the right one and when should it release? Choose the right AMFE release head based on your needs and requirements.

VDS CERTIFICATION G 622002

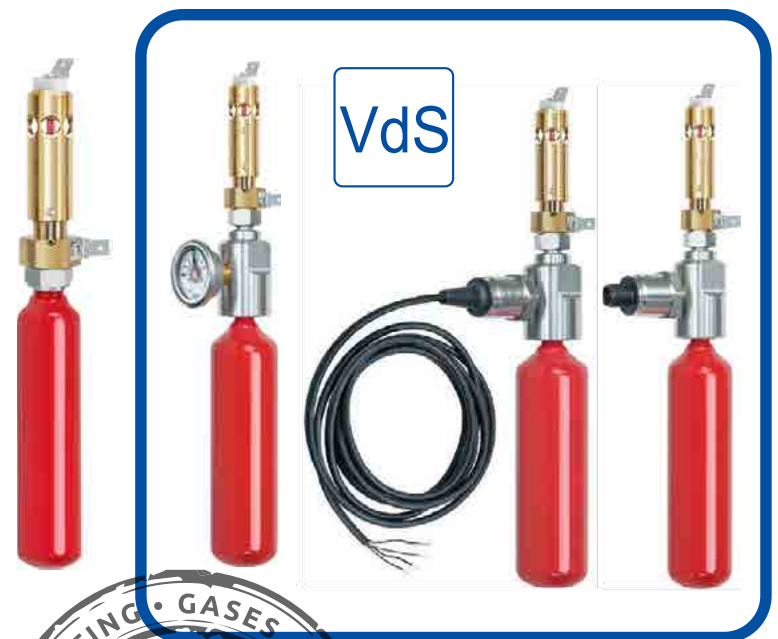
For S - AMFE & R-AMFE WITH GAUGE OR PRESSURE SENSOR


Small size, big effect. The freely selectable cylinder sizes make it possible to extinguish fires safely and effectively directly at the source with minimal use of extinguishing agent. Don't give fire a chance and extinguish fires before they start! This not only saves money, but also time.

THE EXTINGUISHING AGENT NON - CONDUCTIVE AND CLEAN

Besides other agents, e.g. CO₂, the AMFE system uses 3M Novec engineering fluid. This agent is liquid at room temperature. The boiling point is 49°C. Most importantly, Novec can be called a green agent and in case of activation the agent is non-conductive and won't cause extinguishing related damages.

- Non - Toxic
- Non - Conductive
- Non - Corrosive
- No Residue after Initiation
- Zero Ozone Depletion Potential (0 ODP)
- Very Little Global Warming Potential



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MOBIAK
FIREFIGHTING • GASES • MEDICAL est. 1977

MOBIAK at the EXPOPROTECTION Exhibition in Paris

Exhibitions, are one of the most important part of the overall promotion and presentation of new and existing products of a company, and even more important for its exports sales. This why, we keep on our perspective to attend all international exhibitions related to firefighting equipment.



BY ANDREAS
KLARIDOPOULOS
Mechanical Engineer
Fire Fighting Equipment
Exports Department



As always, we have been consistent in our appointment for the EXPOPROTECTION exhibition in Paris, where all the major manufacturers of our sector that have an active presence in France and all other French-speaking regions around the world, were present.

Apart from the opportunity to meet and discuss with current and potential customers, we also presented our new NF - Certified Fluorine Free cartridge operated and permanent pressure foam fire extinguisher, becoming the first company with a complete range of models with this certification.

Our participation is considered successful, having one of the most impressive stands of the exhibition, and we renewed our appointment for the next EXPOPROTECTION in 2024.



The Rehabilitation of an Athlete with the Help of Medical Technology Products



BY VASILIS GKIOULAS
Business Administration BSc.
Medical Equipment
Quality Assurance Department



In the years 2023 we can see how the **Medical Technology Products** and their demand from physical therapists or even the athletes themselves are constantly increasing. One event we can never predict is an **unexpected injury** that can keep an athlete out of action for days to years.

In this case they ensure access to safe, effective and high quality medical technology products, which prevent, treat **muscle injuries**, and help the **rehabilitation of an injured person**. Their purpose is also the improvement of health and the provision of a higher level of care. The above is confirmed by the reduction of **surgical operations** and the **reduction of the rehabilitation and recovery time** of athletes.

A way that helps recovery and prevents injuries is **Pressure Therapy**. An athlete's muscles are often tense after an intense training session or competition, and many use compression boots for quick recovery and combating fatigue. This product **enhances muscle relaxation** before training, **promotes blood circulation** in the veins of the lower extremities after exercise, and thus **prevents swelling and the feeling of heavy legs**, but also in **muscle recovery** by freeing them from the accumulation of lactate of acid.

The number of medical devices that exist worldwide is enormous. Although primarily used in healthcare settings, medical devices are increasingly being used by athletes and physical therapists respectively.

In summary, it is an industry with **particularly optimistic future** prospects and a very **broad field of activity** as we all aim for a quick and painless recovery.

Certified Valves

MOBIAK, continuing our further upgrade and expand of our product range, presents new products certified by the UL/FM, which come to complement the existing ones in the field of water systems components for firefighting purposes. Therefore, within the framework of this edition of MOBIAKpress, we will present you the main new products with UL & FM Certifications.

In addition to the existing OS&Y grooved connection valves with WP:200psi, UL certified, the new series of such valves with a higher maximum working pressure of 300PSI. Available in all standard sizes from 2" to 12".

Grooved OS&Y Valves, WP: 300psi

2"	0119785
2½"	0119865
3"	0119866
4"	0119867
5"	0119868
6"	0119869
8"	0119870
10"	0119871
12"	0119872



MBK17 - Z81 - 300

Technical Specifications:

- Model: MBK17-Z81-300
- Nominal Pressure: 300PSI
- Groove standard: Metric or ANSI / AWWA C606
- Face to Face Standard: ASME B16.10
- Sizes: 2½», 3», 4», 5», 6», 8», 10», 12»
- Approvals: UL, CUL, FM, NSF/ ANSI 61 & NSF/ ANSI 37
- Maximum Working Pressure: 300PSI (Maximum Testing Pressure: 600 PSI) conforms to UL 262, ULC / ORD C 262-92 , FM 1120 / 1130
- Maximum Working Temperature: 80°C / 176°F
- Coating Details: Epoxy coated interior and exterior by Electrostatic Spray or Coating upon request
- NPT plug on body with 2 operating nuts
- Certified lead-free by NSF/ ANSI 61 & NSF/ ANSI 372 is available

BY **MICHAEL KAPETANAKIS**
 Electrical and Computer Engineer
 Firefighting Equipment
 Exports Department

CODE 0119806

Wet Barrel Fire Hydrant



MBK23-HYD-WET-UL

Technical Specifications:

- Model: MBK23-HYD-WET-UL/A/4/4A
- Design Standard: AWWA C503
- External Thread Standard: NFPA 1963 2.5»-7.5N H/ 4»-4NH / 4.5»-4NH
- Water Inlet Flange Standard: ASTM 816.5 Class150 6»/DIN2501 PN16 DN150
- Maximum Adjust Pressure: 250PSI
- Monitor Flange Standard: ASTM B16.5 Class150 4»/ DIN2501 PN16 DN100
- Working Temperature: 0°C - 80°C

This new tap completes the company's range of UL/FM listed Hydrants alongside the existing dry barrel type. The difference is that the water circulates in the faucet and each outlet of the faucet opens and closes independently and manually with the appropriate key. It has 2 x 2 ½" outlets and one 4" outlet (on demand and 4 ½") while the inlet connection is a 4" flange. They are also available in a version with a 4" outlet flange ready to connect a fire extinguishing water monitor.

The new range of UL & FM certified angle valves includes the ability to adjust the water pressure at the outlet. In this way, it protects the fire hoses connected to the hydrant from overpressure due to a fault. Available in 2 sizes: 1 ½" & 2 ½".



Angle Pressure Regulating Valve



CODE 0125106

MBK22 - PRV - 2.5

The new range of UL & FM certified angle valves includes the ability to adjust the water pressure at the outlet. In this way, it protects the fire hoses connected to the hydrant from overpressure due to a fault.

Available in 2 sizes: 1 ½" & 2 ½".

Automatic Air Vent Valve



CODE 0119787

MBK23-ARV-1-UL

Technical Specifications

- Type: NPT and BSPT
- Designed, manufactured: accordance with UL2573/FM1344
- Test Standard: UL2573/FM1344
- Temperature: 0 to 100°C
- Nominal Size: 1"
- Nominal Pressure: 175 psi
- Test Pressure: Leakage Test 7psi/263psi, Strength
- Inlets of the valves are 1-11 1/2NPT or Rc 1, Outlets of the valves are 1/2-14NPT or Rc 1/2
- Use in wet pipe sprinkler systems or with horizontal split case pumps
- Advantages: This valve can ensure the excellent leak tightness and good venting capabilities under the rated working pressure

The automatic air vent valves, UL & FM certified, are used in sprinkler systems, in firefighting systems, to ventilate water networks and operate smoothly in case of need. Available in 1" connection thread, with an operating pressure of 175PSI.



These new brass valves are UL/FM certified and available in sizes from 1/2" to 2" in all standard sizes. The inlet and outlet threads are female. The operating pressure is max 42bar for all sizes. Also available in sizes larger than 2" without UL certification.

Ball Valve UL Approved



CODE 0119797

MBK22 - BV - UL - 1/2

Ball Valve, UL - FM

1/2"



CODE 0119798

MBK22 - BV - UL - 3/4

Ball Valve, UL - FM

3/4"



CODE 0119799

MBK22 - BV - UL - 1

Ball Valve, UL - FM

1"



CODE 0119800

MBK22 - BV - UL - 1 1/4

Ball Valve, UL - FM

1 1/4"



CODE 0119801

MBK22 - BV - UL - 1 1/2

Ball Valve, UL - FM

1 1/2"



CODE 0119802

MBK22 - BV - UL - 2

Ball Valve, UL - FM

2"



The scientific and technical staff of MOBIAK are at your disposal for any further clarification, whether technical or commercial!

New Wheelchairs

SCOOTER-TYPE



BY NIKOS FRAGKIOUDAKIS
Computer Engineer
Head of Medical Equipment
Sales Department of Greece

“

Dear partners,

Below we present to you two New Scooter Type Wheelchairs that have been added to the MOBIAKCARE range and available with Intangible Barcode.

Scooter - Type Foldable CROSSY

Ref: 0811113



EOPYY compensation price €2,300.00€
and prescription code 42592

Scooter - Type Foldable EXPLORER

Ref: 0811112



EOPYY compensation price 3,500.00€
and prescription code 42591

WHAT DOES A PATIENT NEED TO GET A SCOOTER THROUGH EOPYY?

Scooter Administered in: Complete or incomplete quadriplegia and Paraplegia.

The papers needed are:

- 1 Doctor's opinion (Neurologist, Orthopedist or Physiologist) for the form of disability stamped by the doctor and by the controller. In the special field, the doctor should write code: 00113. Also the doctor should write down in the opinion the diagnosis and necessity of movement due to occupation and social activities.
- 2 Mental ability from NEUROLOGIST.
- 3 Photocopy of the KEPA decision.
- 4 Physiological vision reactions from an OPHTHALMIST.
- 5 Hearing and reaction from ORILAS.
- 6 Psychological and functional necessity of communication with the environment (inside and outside the home) by NEUROLOGO.
- 7 Necessity to move due to profession, studies or other social activities.

MORE EXCUSES FOR SCOOTER REINFORCED TYPE:

Granted ONLY if, in addition to the above, one of the following reasons is also present. It must be stated in the opinion:

- Increased body weight.
- Long distance between place of residence and employment (municipality, community, work or employment certificate).
- Reference of place of residence or employment.

For additional information you can consult
our Site: www.mobiakcare.com



Fire Dragon & MOBIAK



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

Training Actions by the Chania Fire Brigade at MOBIAK Facilities



**Emmanouel Svorakis,
President and CEO of
MOBIAK SA**

«At MOBIAK, we understand the importance of continuous training in safety matters. We are particularly delighted to have contributed to the ongoing efforts of the Chania Fire Brigade through our hosting and expertise. We are and will always be at their disposal. At MOBIAK, we value safety by continuously supporting training initiatives within our industry.»

MOBIAK played a significant role in supporting the Chania Fire Brigade by providing its facilities and all the necessary resources required for the completion of their personnel's advanced training. This initiative took place within the framework of our company's Corporate Social Responsibility, with MOBIAK staff present to offer support throughout the exercise.

Specifically, the company's premises hosted the «Fire Dragon,» a new mobile fire simulator, for one week. The simulator is a specially configured 12-meter container divided into rooms resembling a residence. It is worth noting that over 100 firefighters from the Chania service successfully completed this training, facing extreme fire conditions and temperatures reaching 400°C.

The exercise was supervised by seven instructors, one of whom was located in the control room inside the container, able to activate various fire scenarios based on alternative options. This allowed for different levels of training difficulty, providing trainees with the opportunity to realistically respond to a fire situation while ensuring absolute safety.

DEVELOPMENT OF NEW FIRE EXTINGUISHERS IN THE LAST TWO YEARS



BY **VANGELIS KARTERIS**
Mechanical Engineer
Firefighting Equipment
Quality Assurance Department

MOBIAK one of the largest companies in the world in the Firefighting products, has been active in the industry since 1977. Some of the markets where Mobiak had started to market its firefighting products since the beginning of its export activity are the European, Arab, Balkan and African markets. Recently it has also started to operate in the Australian market. In total its export activity is in 112 countries with an increasing trend. As a result, it is constantly investing in new technologies to develop and enrich its range of firefighting products. Some of the most important technologies that have been added to the list of firefighting products in the last 2 years are:

Series of Fire Extinguishers that are Environmentally Friendly:

It has already developed two certified series (6lt & 9lt capacity fire extinguishers in a trapped pressure and internal cylinder assembly) using foam extinguishing material which is environmentally friendly. This material is 100% fluorine free and biodegradable. Following the European Directives EU 2019/1021, 1907/2006 and 2017/1000 regarding the maximum percentage of PFOS & PFOA to be contained in the extinguishing agent in accordance with the aforementioned European Directives. These series started to be available on the market from the beginning of 2022. Following the successful entry of these two ranges there will soon be enrichment in other categories within the year. (Models: MBK22-FFECO-6, MBK22-FFECO-9, MBK22-FFECO-6-P1L, MBK22-FFECO-9-P1L)

Series of Fire Extinguishers Suitable for Fires on Lithium-ion batteries:

A pioneering range developed by MOBIAK in 2021 and launched in 2022 is the fire extinguishers suitable for fires caused by lithium-ion batteries. This range was developed after much research and testing carried out on a new type of trapped pressure assembly. This assembly is a trapped pressure assembly with an external threaded container with an anodised aluminium shutter and a special type of nozzle. The extinguishing agent is based on the mineral vermiculite.

(Models: MBK19-LITHIUM-2, MBK19-LITHIUM-6, MBK19-LITHIUM-9)

Enrichment of the CO2 Portable Fire Extinguisher Range:

In the existing range of portable CO2 extinguishers, at the end of 2021 the procedures for upgrading the MBK17-020CA-VR, MBK17-050CA-VR extinguishers for certification by APRAGAZ and subsequently by AFNOR were started. The extinguisher tanks are made of alloy steel where they have PT 315bar. The extinguishers of this type have extinguishing capacities of 34B and 89B respectively. Recently they are available from the Greek market which are certified by MIRTEC.

Enrichment of Fire Extinguisher Series with Internal Gas Cartridge:

The success of MOBIAK's range of foam fire extinguishers with inner vial has prompted the development of two new ranges which have been certified by the certification body Apragaz. In the first series, Water Mist technology and extinguishing material suitable for type A fires was introduced (Models: MBK20-060WMIN-P1L, MBK20-090WMIN-P1L). In the second series, extinguishing material suitable for type A & B fires at -30C was introduced. These models were launched on the market at the end of 2021 (Models: MBK20-060AF-30C, MBK20-090AF-30C).

Fire Extinguishers on Wheels with Independent Trolley:

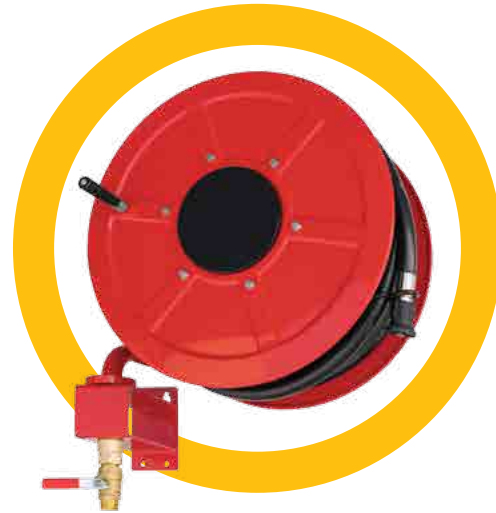
Adding a new discharge hose to the dry powder wheeled fire extinguishers (Models: MBK09-500PA-H1B, MBK09-500PA-H1B)with separate carriage. This addition was made to accommodate the buying public where they need to use a buffer on the launch hose. The addition was launched in the second half of 2021 and with a year of testing it went on sale in early summer 2022. The fire rates that was achieved was show at the following table. (please check the table at the end of the article).

In addition to adding new firefighting ranges and developing those that already existed, upgrades to the components were also made. These upgrades come after the company's years of experience over the past 20 years.

Fire Fighting Reel 25mm:

In addition to the development of new fire extinguishers, MOBIAK's product range has been enriched with a fire extinguishing reel with a 25mm (DN25) plastic type fire hose (Model: MBK20-HR25-NF). This type of fire extinguishing reel has been tested in the CNPP laboratories on behalf of the Afnor certification body. This type of reel came to enrich the already existing series using 33mm fire hose. The Reel can be a success and soon it will be available in barges as well. This addition was made in the middle of 2022.

Therefore, the company's goal is the development of new product lines and their evolution over the years, resulting in a steady upward trend in the market. With the ultimate goal of remaining at the top of the world's most important firefighting equipment manufacturers.



Evolution of Fire Fighting Assembly Components of Fire Extinguishers:

The development of flacon technology in the internal vial extinguishers and the addition of the extinguisher mounting base to the intimidating pressure cylinders are two of the most significant upgrades achieved in the year 2021. In 2022 due to the company's Environmental sensitivity, a study has been made to replace the wooden handle on the CO2 (hoses on portable and wheeled fire extinguishers). This handle will be plastic with ergonomic design, resistance to ice formation and resistance to static electricity during the use of the extinguisher.

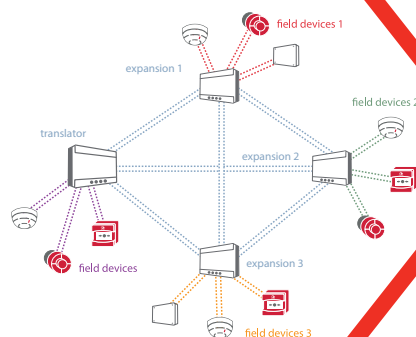


**100%
FLUORINE
FREE**

MODELS	CERTIFIED FROM
MBK22-FFECO-6	APRAGAZ, AFNOR
MBK22-FFECO-9	APRAGAZ, AFNOR
MBK22-FFECO-6-P1L	APRAGAZ, AFNOR
MBK22-FFECO-9-P1L	APRAGAZ, AFNOR
MBK19-LITHIUM-2	APRAGAZ, AFNOR & MIRTEC
MBK19- LITHIUM-6	APRAGAZ, AFNOR & MIRTEC
MBK19- LITHIUM-9	APRAGAZ, AFNOR & MIRTEC
MBK20-060WMIN-P1L	APRAGAZ
MBK20-090WMIN-P1L	APRAGAZ
MBK20-060AF-30C	APRAGAZ
MBK20-090AF-30C	APRAGAZ
MBK17-020CA-VR	MIRTEC, APRAGAZ, AFNOR
MBK17-050CA-VR	MIRTEC, APRAGAZ, AFNOR
MBK09-500PA-H1B	MIRTEC, APRAGAZ
MBK09-250PA-H1B	MIRTEC
FIRE FIGHTING REEL	
MBK20-HR25-NF	



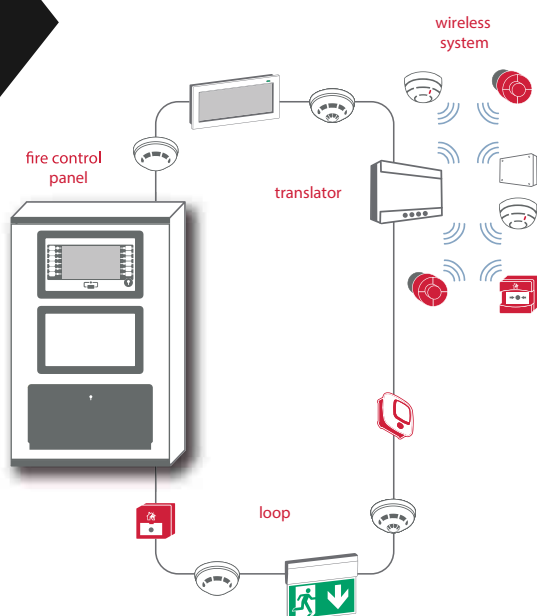
Wireless - Hybrid Fire Detection System from MOBIAK



BY **LEFERIS ANGELIS**
Production & Management Engineer
Head of Department of Studies & Application
of Fire Suppression Systems & Fire Detection

In the era of technology, development and automation of processes, everyone's goal is to make his work easier but also faster. At MOBIAK, with our many years of experience and understanding the needs of the market, we bring to our range the new wireless fire detection series. This new category comes to solve the problem of every installer who wants a quick and easy solution but at the same time every engineer, architect and designer who wants to offer a certified solution (EN54-25) of wireless fire detection in special installations such as old architectural buildings, temples, construction sites or in general applications where the installation of cables is not feasible.

This new category of wireless - hybrid fire detection comes to provide the solution with a fully wireless or hybrid certified fire detection system, as wired and wireless fire detection and alarm devices can co-exist in the same system. The system is consisting of special transceivers which take over the communication between wireless peripherals and the fire detection panel, transferring any information to and from the panel reliably and correctly, just like in the simple cable system. The wireless fire detection solution can be applied to either addressable or conventional fire detection systems. Apart from the transceiver, there is also a wireless signal extender, where due to the long range (up to 200m between transceiver and peripherals and up to 1000m between transceiver and wireless signal extender) additional reliability is added to an integrated system. The installer can choose from a full range of peripherals, such as wireless smoke detectors, thermal detectors, manual call points, sound flashers and I/O modules to create the various scenarios requested. Peripheral devices have dual battery circuits (low cost lithium batteries), which have a life time of 5 to 10 years offering even greater reliability to the control as well as to the owner.



MOBIAK AND MEDICAL OXYGEN

BY ELIAS DRAGONAKIS

Accounting Department
Distribution Center of Central and
Eastern Crete

For many decades now, **MOBIAK** has been the main supplier of medical oxygen in Crete to hospitals as well as to the patients of its partners

Medical Oxygen exists in our lives in two forms, liquid and gas. In its liquid form, it bottles, transports and distributes it in specially insulated stainless steel containers with a capacity of 37 and 41 liters which keep the oxygen at a very low temperature so that it is liquid and, in short, act as a heater in the patients' homes. These canisters serve the needs of some patients to administer a large amount of medical oxygen at home. Imagine that the amount of the 37 liter container of liquid that turns it into gases for the patient to receive for their oxygen therapy is equivalent to about 120 one liter gas cylinders.

In the same liquid form, it is transported to all the hospitals of Crete with the state-of-the-art tank it has, filling the tanks that the hospitals have.

The tanks of the hospitals and also our barrel work with the same logic as the much smaller containers we described above.

In gaseous form, the medical oxygen is bottled in the state-of-the-art bottling plant it has in Chania, in Kathiana Akrotiri. The bottles it bottles are indicatively 50 and 40 liters (large bottles) which it mainly distributes to meet the needs of hospitals but also 10-5-3 liters (small bottles) which it distributes to cover the oxygen therapy needs of patients at home.

On the occasion that we talked about oxygen therapy, I would like to briefly mention its benefits. Medical oxygen therapy can improve the quality of life of a patient suffering from a lung condition and improve their blood oxygen levels. With the right treatment, it allows patients to return to their daily activities by reducing the symptoms of shortness of breath that bother them. Finally and most importantly, proper oxygen therapy extends the patient's life expectancy.

MOBIAK therefore, all these years, with a sense of responsibility, unwaveringly tries to harmonize with the rules of bottling and handling of medical oxygen and this is impoverished with the daily checks of the produced product.

Finally, **MOBIAK** is also an ally in the field of prevention with the pharmacovigilance that it implements at regular intervals and in collaboration with its partners that supplies the medical oxygen and aims to recognize, assess, understand and reduce the adverse effects of drugs because now the medical oxygen you consider medicine!



Fire Hoses

A guide to different types

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



MOBIAK's extensive expertise in exploring new markets has led the company to undertake a mission to create a distinguished distribution network, in collaboration with strategic partners in many countries. The company's top priority is to uphold social responsibility and fully comply with each nation's regulations, while offering creative products and services that meet each region's unique requirements. MOBIAK is committed to providing the most advanced products and services to all corners of the world, while adhering to European and global quality standards, as it constantly seeks to innovate and improve its offerings.

So, dear partners, we would like to share with you an exciting update about the quality of our firefighting equipment. As part of our ongoing commitment to product improvement, we are excited to announce that our full range of fire hoses have recently received the highest quality UL/ULC certification. This certification certifies the high quality and safety standards we maintain in the design and manufacture of our equipment.

We are pleased to offer this new range of fire hoses to both domestic and international markets. Our customers can be confident that they are getting the best and most reliable equipment for their fire protection needs. As always, our company remains committed to providing excellent service and support to our valued partners.

Fire hoses play a critical role in any fire protection system as they are used to deliver water or other fire extinguishing media to extinguish fires. They are also necessary to provide a continuous supply of water to firefighters. There are several types of fire hoses, each with their own distinct characteristics and advantages. In this article, we will explore the different types of fire hoses and compare them to determine which type is best suited for specific firefighting scenarios. By understanding the unique characteristics of each type of fire hose, firefighters can select the most appropriate equipment to effectively fight different types of fires.

Main Types of Fire Hoses

- A) Single Jacket, EPDM Rubber Liner
- B) Double Jacket, EPDM Liner η TPU Linerww
- C) Nitrile Rubber as Cover & Liner

A) Single jacket, EPDM Rubber Liner:

Single jacket fire hoses are the most common type of fire hose and are usually made of polyester material. These hoses are covered with a single layer of woven fabric, which makes them light and flexible. The EPDM rubber lining inside the hose is resistant to heat, ozone and other environmental factors, making it ideal for outdoor use. Flexible hoses are usually less expensive than other types of hoses and are best suited for low pressure applications such as residential or small commercial buildings.

B) Double jacket, EPDM lining or TPU lining:

Double jacket fire hoses are designed for high pressure applications and are made of two layers of woven fabric. The inner lining can be made from either EPDM material or TPU (thermoplastic polyurethane). EPDM is more flexible and resistant to ozone and UV rays, while TPU is more resistant to abrasion and punctures. Double-jacketed hoses are usually more durable and can handle higher water pressure than single-jacketed hoses, making them ideal for large commercial or industrial applications.

C) Nitrile Rubber, Nitrile rubber as cover and lining:

When choosing a fire hose, it is important to consider the specific application and environment in which it will be used. By understanding the different types of fire hose and their uses, you can choose the right hose for your specific needs and ensure that your fire protection system is effective and reliable.

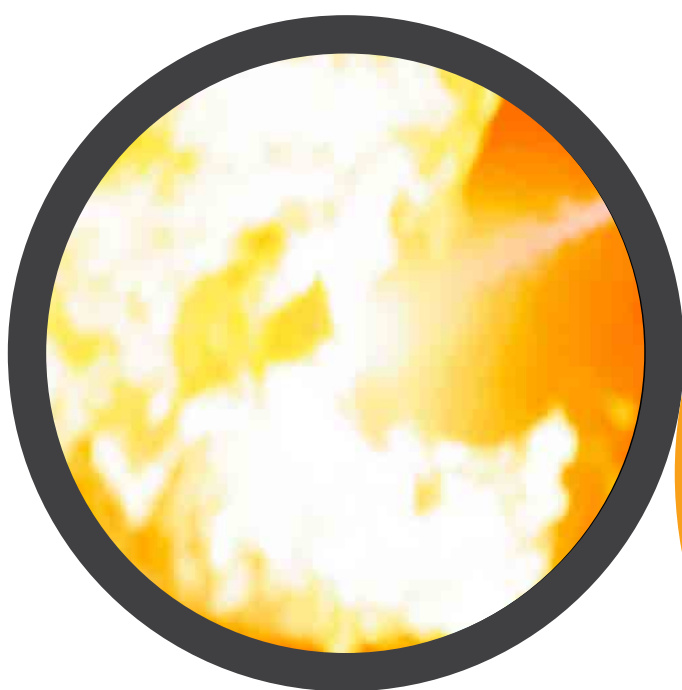
Conclusion

When choosing a fire hose, it is important to consider the specific application and environment in which it will be used. By understanding the different types of fire hose and their uses, you can choose the right hose for your specific needs and ensure that your fire protection system is effective and reliable.

Vision

MOBIAK's focus on safety, quality and social responsibility has helped it build lasting relationships with its customers and partners and continue to be a trusted name in the industry. Overall, MOBIAK's dedication to innovation and quality service delivery demonstrates its commitment to providing effective fire protection solutions to its customers.

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The “push” of Competition



BY **ANTONIOS PERRAKIS**
Production & Management Engineer
Firefighting Equipment
Sales Department of Greece

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The free market can serve the needs of every customer at the same time, it also carries enormous resources for businesses that focus on Quality Selling.

We have seen in previous posts in this booklet about seller and buyer relationships, which should go hand in hand.

But why should this be done? Competition plays an important role.

Competition = Fear?

*The answer is clearly no, for companies that have emphasized their Quality function and more specifically the provision services before, during and after the sale. A third might cite **MOBIAK's** focus as a brake in the frenetic pace at which it develops every day, but in essence it is that which makes it stand out.*

*Some of the features that **MOBIAK** provides to its customers are the wide range of products, innovation, convenience in the payment of the invoices, the immediate service, the technical support, the trainings and also the low purchase price.*

The competition in the years of our company's development, made both the management members and the human potential, to «persist» and operate even more professionally.

*The consequence of all the above is that **MOBIAK** is at the center of Purchases – Sales both in Fire Fighting and in Medical Fluids and Gases and in Orthopedic – Respiratory - Equipment.*



European Directives & Standards on Fire Extinguisher Certifications



BY JOHN GKIOUMES
Environmental engineer
Head of Firefighting Equipment
Quality Assurance Department

In order to be called a fire extinguisher, an extinguishing device must have passed specific tests which are listed in specific directives adopted by the European Union.

Although the best-known certifications are **EN3-7:2004+A1:2007** for portable fire extinguishers and **EN1866.01:2007** for wheeled fire extinguishers, these two are only obtained at the final stage of certification and there are several others, which are mentioned in this article.

Initially a fire extinguisher consists of several individual components, such as the cylinder, the valve, the discharge hose and others depending on the type of extinguisher. For some of these there is a requirement, based on European directives, to comply with them.

For portable fire extinguishers and in particular the cylinder should be tested and certified according to the Pressure Equipment Directive **2014/68/EU (CE/PED)** when it is a low pressure container or according to the Directive **2014/68/EU (CE/PED)** or **2010/35/EU (TPED)** when it is a high pressure container. Regarding the valve, depending on the container in which it will be placed, it is possible that it may need to be certified according to the **2014/68/EU (CE / PED)** or **2010/35/EU (TPED)** directives. This is mentioned in EN3-8:2021 (requirements for construction, pressure resistance and mechanical testing for fire extinguishers with a maximum allowable pressure equal to or less than 30 bar, which comply with the requirements of EN3-7:2004+A1:2007) and EN3-9:2006 (additional requirements to EN3-7:2004+A1:2007 for pressure resistance of CO₂ extinguishers).

The above applies to wheeled extinguishers, with the only difference being that the following instructions are replaced with the corresponding instructions:

EN3-7:2004+A1:2007 → EN1866.01:2007
(Characteristics, performance and test methods)

EN3-8:2021 → EN1866.02:2014
(Requirements for construction, pressure resistance and mechanical tests for fire extinguishers with a maximum allowable pressure equal to or lower than 30 bar, which comply with the requirements of EN 1866-1)

EN3-9:2006 → EN1866.03:2013
(Requirements for the assembly, construction and pressure resistance of CO₂ extinguishers complying with the requirements of EN 1866-1)

To summarise the above process, before an extinguishing device can be certified and receive the designation 'fire extinguisher' it must first qualify and be certified under the Pressure Equipment Directive 2014/68/EU. Once it has obtained this certification it proceeds to the next stage which is to be certified as an extinguisher according to EN3-7:2004+A1:2007 or EN1866.01:2007.

The fact is that in several tests the EN1866.01:2007 standard states that some tests must be followed based on EN3-7:2004+A1:2007, so the latter can be considered as the basis of the tests that need to be carried out and achieved for an extinguishing device to be called a fire extinguisher.

The **EN3-7:2004+A1:2007** standard details the tests to which pressure equipment and its individual components such as hoses, pressure gauges, etc. must be subjected. Most of the tests, although common to all types, vary in certain respects depending on the fire categories that each type must achieve, the extinguishing material, the duration of the extinguishing material and the quantity of extinguishing material it contains. There are limitations to these, such as depending on the duration of the extinguishing agent can be tested in certain fire classes and not in all of them. It also states precisely on the marking (label) that the extinguisher must carry, what it must state on it. The same is the case in **EN1866.01:2007**.

Although the process of fire extinguisher certification may seem simple, it requires a lot of time in design, high testing costs and risk as a product may meet all the requirements and guidelines but in its final stage may not be able to pass the tests to obtain the EN certificate. This means repeat testing which involves additional cost and time.

In summary, to obtain an **EN3-7:2004+A1:2007** or **EN1866.01:2007** certificate, the following procedure is followed:

Obtaining a certificate in accordance with the Pressure Equipment Directive 2014/68/EU for the individual components where required.

Obtaining a certificate in accordance with Directive 2014/68/EU of the pressure equipment for the assembly.

Obtaining a certificate according to EN3-7:2004+A1:2007 or EN1866.01:2007 depending on whether it is a portable or wheeled fire extinguisher.



Demand Deposits & the Phenomenon of Overdraft



WWW.MOBIAK.COM

Demand deposits are bank deposit accounts, with zero or low interest rates, which depositors use directly for the purchase of goods and services by issuing bank cheques up to the limit of the current credit balance of their account.

Demand deposits with an undertaking, comprising funds deposited with a bank, which can be withdrawn without notice and which provide for the possibility of repayment of accounts by standing orders.

They are made on a monthly, semi-annual or annual basis and are the most desirable type of deposit for banks as their limited interest rate helps to keep the cost of money low.

In some cases these accounts even provide the right to overdraft, i.e. not only to draw down the credit balance but also to convert it into a debit balance

In the latter case, the account is converted from a deposit account into a lending account to cover immediate liquidity needs.

More specifically, as regards the overdraft phenomenon, the following should be noted in order to make it fully understandable, since over the years it has been encountered very often. The right to overdraw (known as overdraft) from a deposit account, is an international practice that allows natural persons (of course it is also provided to legal persons - businesses, but through working capital) to make cash withdrawals or to carry out payment orders, even when there is no credit balance in their account. In conclusion, in simple terms, it is a form of lending and is usually provided to customers - businesses that already work with banks, which before providing this service, have carried out a credit risk check on the credit risk involved.



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





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



MOBIAK Clean Up Day

MOBIAK, always sensitive to environmental issues as well as recycling and waste management, has adopted the Mobiak Clean Up Day over the past year. It is an institutional initiative for the company and takes place several times throughout the year.

On this day, all employees of the company across Greece dedicate some time from their work to organize and clean their respective areas. This initiative involves employees from offices, production, security personnel, drivers, and others, with the aim of organizing and cleaning the overall space and each department individually. It includes actions ranging from archiving personal files and documents to cleaning warehouses and vehicles.

It is seemingly a small but distinct and significant movement established by the management of MOBIAK in order to maintain our space always clean, separate recyclable waste from non-recyclables, and clear the warehouses of materials that are no longer needed.

It is also worth noting that recycling bins for plastic, paper, metal, glass, batteries, and electrical devices have been available within MOBIAK's facilities for several years.

Furthermore, **MOBIAK** systematically recycles and manages the materials resulting from the production and packaging of its products. With a focus on environmental protection, it handles the waste generated from maintenance and recharging operations of fire extinguishers, even including fire extinguishing powder, on a daily basis.

We are all responsible for the environment, and such small collective actions make us realize and understand the importance of maintaining our space clean.

BY **ALEXANDROS MPOLANIS**
Economist M.B.A
Firefighting Equipment
Sales Department of Greece

Possibility of price adjustment in Public Contracts of supplies or services, in order to deal with inflation.

The adverse economic effects of the Covid-19 pandemic, which have been intensified by the war in Ukraine, have created an explosive mix of raw material shortages, large increases in energy and fuel, and transport disruptions worldwide. Under these conditions, strong inflationary pressures (continuous price increases) occur with price increases in materials and services.

This has made it even more difficult to become financially viable as there is an intensifying climate of uncertainty.

In this context, governments are currently implementing, through their central banks, the strategy of increasing interest rates, with the aim of containing prices. The effectiveness of this option so far is doubtful, while clearly the increases in interest rates have made the cost of borrowing high for businesses and households and lead to a) suspension of investment implementation and b) make it significantly more difficult to service existing financing as interest payments on credit facilities increase floating interest rate.

These negative developments led the Greek State to start implementing a price adjustment clause in public contracts with Article 7 of Law 4965/2022 (Price adjustment clause in public procurement contracts - Amendment of Article 53 of Law 4412/2016) and we hereby inform you about it so that in the event that you are interested in participating in a public tender or already have a «current» contract with the public, you will be able to deal with the price increases and in this way maintain the profit rate you originally had calculated when you had submitted your bid to the tender.

Specifically, the price adjustment clause provides for:

Supply Contracts

In public procurement contracts with a duration of more than twelve (12) months, a price adjustment clause is included, under the limitations of article 132, regarding the modification of contracts during their duration. In case of late delivery due to the fault of the contractor, the extension time is not taken into account for the adjustment. An advance granted is deducted from the contract value to be adjusted.

The price is adjusted using the formula $T = T_{Offer} \times (1 + CPI)$ where:



T: the adjusted value.

CPI: the consumer price index of the specific category to which the goods belong, as announced by the Hellenic Statistical Authority (EL.STAT.) for the month preceding the time of delivery of the goods, in relation to the same month of the year during which the economic operator's offer was submitted, and is announced on a monthly basis by the Ministry of Development and Investments

T - bid: the bid price of the economic operator to which the contract is awarded.

Adjustment is made only if the following reasons are present at the time of delivery of the goods.

- a) at least twelve (12) months have passed since the deadline for submitting the offers, on the basis of which the contract is concluded,
- b) the consumer price index (CPI) is less than -3% or greater than 3%;
- c) the contracting authority has the necessary credits to implement the price adjustment.

We note that contracts may provide for a different type of price adjustment as long as it is clear, specific and can be justified by the specificity of each contract or if the prices of the goods are calculated based on official reference prices (price observatories).

Service Agreements

Here too there may be a condition of price adjustment, under the limitations of article 132, the conditions and manner of such adjustment. Emphasis has been given to the provision of cleaning and building guarding services and for the fire department there is no special provision nor in practice it may be of particular importance and therefore it is not deemed necessary to make any reference to this however we are simply making a reference to inform you that there is also the possibility of adjusting the contractual prices for service contracts.

In general, it is important to mention that the above can be applied following a decision of the contracting authority, to supply contracts as well as services that have been assigned and are already being performed.

Therefore, if you have a contract with a public body which is already running and mainly concerns commission, you now have the possibility to maintain your profitability by making use of the specific price adjustment clause. Also, if you want to participate in a public tender, you will be able to deal effectively with the impending price increases and thus not find yourself in the unpleasant position of being forced to implement your contract with little or no profit.

ENVIRONMENTAL INITIATIVE IN MEMORY OF EMMANUEL SVOURAKIS

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



Both businesses and individuals have now realized the importance of protecting the environment, the significance of small actions that contribute to its preservation, as well as the consequences of opposite actions.

In recent years, **MOBIAK** has undertaken various initiatives to reduce its environmental footprint and contribute to sustainable development and environmental preservation. Starting from the previous year, it initiated the campaign «**We Give Breath**» with its first action being a tree planting at the Traffic Education Park in Akrotiri, Chania.

This year, the company's management, aiming to continue this initiative, made a monetary donation to the relevant department of the Municipality of Chania in memory of its founder and inspiration, **Emmanuel Svorakis**. It has already been three years since the loss of the company's founder, and the management honors his memory by continuing to uphold and transmit the values he taught. Ethical conduct, passion, hard work, and sincerity are all part of these values.



FIRE SAFETY IN SCHOOLS

BY **MARIA DAGLI**
Management and Economy
Accounting Department
Distribution Center of Central &
Northern Greece



There have been several reports highlighting inadequate fire safety measures in schools. Below are the necessary measures that should be taken by the administration of each educational institution to prevent unpleasant situations.

• **Fire Alarm Panels**

They should be checked twice a year by a professional, and a report should be generated noting any errors or observations that need to be addressed as soon as possible. On a daily basis, a school staff member should visually inspect the panel to ensure its functionality.

• **Fire Call Buttons**

The call points should be numbered and regularly tested to activate the alarm. When activating the button, it should be ensured that the panel displays the correct call point.

• **Firefighting Equipment**

This includes fire extinguishers, blankets, fire buckets, and any other specialized equipment, which should be checked by a professional. Adequate signage should be placed near each item, and signs should be in their designated locations.

• **Training in the Use of Fire Fighting Equipment**

It is necessary as it indicates the quickest and safest exit route. Corridors, staircases, and ramps are usually illuminated with a designated number of emergency lights in case the main lighting fails. All lighting fixtures should be inspected by a professional to ensure proper functionality.





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Educational Visits of Schools to MOBIAK SA

In March, students from Chania, from the Primary School of Sternon and from the Theodoropoulos Schools visited MOBIAK's facilities.

A presentation of MOBIAK's fields of activity was given by the company's executives, Firefighting, Medical (respiratory and orthopedic products), Industrial and Medical Gases. The children were given a tour of MOBIAK's new facilities, saw the cylinder maintenance center, the production process, the product distribution center and a demonstration of the use of portable fire extinguishers to fully understand how to use them.

At the same time, there was an analysis of the types of fires and fire extinguishers (powder, foam, carbon dioxide, water, water-mist, for lithium fires), creating a clear picture for the students of the different use of each extinguisher. At the end of the tour, a treat was given and the young students' questions were answered.

MOBIAK thanks parents and teachers for giving the staff the opportunity to talk to the children about the topic of safety and fire protection.

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BY APOSTOLOS DIAMANTOPOULOS
Economics MSc.
Firefighting Equipment
Exports Department

Ignorance or Indifference?



BY **ARGYRO SCHOLINAKI**
Chemistry MSc.
Head of the Liquid Gases
Department



Recently they have been many 'cases' where profit takes priority over human wellbeing, human health and sometimes life itself. Just days ago, Greece was mourning the loss of 57 people from a horrific accident, where two trains, moving on the same line, collided. From the force of the collision, the front wagons were completely ruined. The horrific images from the accident made the headline news all over the world. A few days earlier, buildings in Turkey collapsed like a house of cards after a powerful earthquake, leaving thousands dead and injured and millions displaced. Disasters like these raise a legitimate question, where ignorance stops and indifference begins?

Such events, as those described above, act as wake-up calls. Therefore, following the tragic train accident in Tempe, we decided to run an information campaign to shed light on dangerous aspects associated with the production, transportation and resale of gases. Clearly, the first and always topical issue is the safety of the production premises, the choice of equipment and machinery used during production and their regular maintenance, following the manufacturer's guidelines. Alongside the equipment and its maintenance, is the compliance of the workers to the safety regulations, their focus and attention when carrying out tasks involving increased risk and the supervision of activities, by more experienced personnel, to avoid complications identified as «human errors».

The following point on the list is the loading and transportation of gas and liquid cylinders and vessels. The incorrect loading and transportation of cylinders and bottles involves a very high risk and we must all follow the regulations for our own protection and the protection of others. In general, in transportations, there

is a misconception that in order for an accident to occur, you have to have caused it yourself. Unfortunately, there is always the scenario of just being involved in an accident and causing enormous "damage" due to incorrect loading. Therefore, preparation when loading and transporting dangerous goods must always be done with the prospect of an accident in mind and how 'prepared' we are in this case. Hence, we must always be prepared for the worst-case scenario.

More recently, the misuse of goods and the liability of the company and the seller has been added to the list. In the gas department, the two main products that endanger human health and life are, Liquid Nitrogen and Nitrous Oxide. Liquid Nitrogen has moved away from its exclusive industrial and medical use, e.g. dermatologists, IVF, etc. and is now sold to beauty salons for weight reduction, cellulite treatments, etc. Liquid nitrogen is extremely dangerous and incorrect use can cause permanent damage, there is a high risk of cryogenic burns and more.

Nitrous Oxide has multiple uses. Its main use is as an anesthetic in surgery. One of its banned uses, in Greece at least, is as a fuel oxidizer in racing cars. In recent years it has been making a very dynamic appearance in the field of entertainment, exploiting the euphoria created by its use. Unfortunately, its consumption in clubs by young people poses risks. It has been recorded that it can cause psychosis, depression, heart failure and even sudden death. Furthermore, its use with the simultaneous consumption of alcohol could be considered to create exactly the same conditions as the well-known 'rape pills' since it renders the "victims" incapable of making decisions and resisting.

MOBIAK's Open Space Offices



BY **ELENI PAPANIKOLAOU**

Management of Health and Social Welfare Units
Management Assistant
Firefighting Department

In recent years, open space offices have become increasingly popular among businesses of all sizes. The idea of removing walls to create a collaborative and open work environment has been embraced by many companies, including **MOBIAK SA**. While some companies may prefer a more traditional workspace, open space offices offer several benefits that can improve productivity, employee morale, and overall company culture.

One of the most significant advantages of an open space office is the increased level of collaboration it promotes. In an open office, employees are more likely to communicate and share ideas, resulting in a more productive and efficient work environment. **MOBIAK** wins from this collaborative environment as employees can work together to solve problems and brainstorm new ideas. It also promotes a sense of unity among the team, leading to a more positive work culture.

Another benefit of an open space office is the increased level of flexibility it provides. With fewer walls and partitions, the layout of the office can be easily modified and adapted to the changing needs of the company. This flexibility is especially beneficial for **MOBIAK** which may have varying demands depending on the time of year or the volume of work.

Open space offices can also contribute to better employee health and wellness. With a more open and airy workspace, employees are less likely to feel cramped, reducing stress levels and increasing overall job satisfaction. Additionally, an open space office in **MOBIAK's** headquarters provides natural light and access to the outdoors, which have been shown to improve mood, energy levels, and overall well-being.

Another advantage of open space offices is the increased level of transparency and accountability they provide. With fewer physical barriers, employees are more visible and accessible, making it easier to monitor and manage workloads. This increased visibility can also promote a sense of accountability among employees, as they are more aware of their colleagues' work and progress. This leads to a more motivated team in order to success **MOBIAK's** goals.

In conclusion, MOBIAK benefits from open space offices, because the increased collaboration, flexibility, employee wellness and transparency contribute to a more productive and positive work environment.



THE EVOLUTION OF HOME MEDICAL TREATMENT OVER THE YEARS

BY **MARIA MESSARITAKI**

Environmental Engineer (MEng)
Management Assistant
Medical Department

In the old days, caring for the sick was part of the domestic life. Well-known in all human races are the so-called nostrums, which usually came from generation to generation. From plants and herbs to elaborate handicrafts to treat many diseases and ailments. Especially in countries that were underdeveloped or even in small villages, there was not even a doctor in the surrounding area to serve and to visit they had to travel for hours.

With the development of the science of Medicine, the so-called home medical treatment evolved. In cases where moving the patient was difficult or even impossible, home care was the only option, however, only upper-class families had the money to hire the suitable doctor or nurse. Of course, many nurses, wanting to help and provided care to poor families without payment.

Movement problems and injuries, however, were the most difficult to deal with in those times. In the old days, injuries to the limbs or the trunk (e.g., spine) were considered more difficult because whether the damage was long-term or short-term, they were forced to depend on another person and could not perform even their basic needs without a constant help. Products such as wheelchairs, walkers, crutches, and others were invented to serve these people. Initially, people made their own daily aids for their convenience. Later, the first products were manufactured by companies - scientists, however, they were difficult to find in the market for small towns and villages, and even if they were found they were very expensive to buy.

With the evolution of the health system, the funds that served the citizens were also created and over the years the rights of the sick people for home care have been extended and it is not impossible for someone to be entitled to products that make their life easier. However, for the most part, even today, home health care is a major issue for those in charge of this sector.

We, as MOBIAK CARE, always aim for the best possible customer service in each of our products. And in order to be affordable to every single country we sell our products, we constantly renew them so that they're contemporary and follow the rules of each Care Fund every time!

MOBIAK and Gases for Welding Non - Ferrous Metals



BY ANASTASIOS TSAGARIDIS

Sales - Head of the Distribution Center
of Central and Eastern Crete

There is a wide **range of copper, titanium and aluminum** alloys which are used in **various industrial sectors** such as power generation, automotive, aeronautics and the petrochemical sector. All these non-ferrous alloys are characterized by several electrical conductivity, mechanical and corrosion resistance properties.

But these metals have a common property which is the following:

They oxidize very easily during welding, receiving many impurities while being prone to moisture as well! This fact creates difficulties in welding in relation to steel alloys, therefore for the successful welding of these materials the **appropriate technique** is required in combination with the **best possible cleanliness** in the welding area! For the welding of the specific alloys, **MOBIAK** has and proposes to the market only suitable inert gases and their mixtures as protectives, and these are pure Argon and pure Sun.

As methods of welding non-ferrous alloys, **MOBIAK** suggests:

A) the **MIG** welding method for a higher level of productivity (here the welding is done by means of an electric arc, between wire and metal and in this application the process in question is protected from oxidation by means of an inert gas)

B) the **TIG** method for higher precision weldings (the TIG method uses the heat produced by an electric arc between the metals to be welded and a tungsten electrode, which is located in the TIG torch, the welding is again covered by an inert gas) more specifically :

ARGON

This gas is only suitable for **welding thin sheets** (thickness 1mm to 4mm for the MIG method and 0mm to 3mm for the TIG method). Usually in MIG welding with ARGON 4.6, spatter pores and incomplete fusion are caused, especially in the case of thicker plates, while grinding is necessary to remove the imperfections. Incomplete fusion and penetration cause welding errors and this increases with material thickness. In the process of welding MIG or TIG wire to copper, preheating is often required, the required temperature of which increases as the thickness of the material increases. All the above procedures increase the cost of the final products and may also lead us to their final rejection in whole or in part.

VARIGON He30

It is a mixture of 30% SUN and the rest ARGON suitable for **welding small and medium thickness plates** from 1mm to 6mm for both methods (MIG, TIG) either manually or automatically (in modern industrial welding facilities, the welding processes are done automatically , with robotics). For the welding of Aluminum, Copper and Titanium alloys at the specific thicknesses, the addition of 30% HELION to the mixture improves the fluidity of the welding bath, penetration, bridging of gaps, reduces the occurrence of defects (pores, spatters) and the size of preheating, lowering the production costs and the percentage of waste quite low compared to ARGON.

VARIGON He50

It is a mixture of 50% SUN and the rest ARGON. The specific mixture can be used in **welding of thicker plates** manually and automatically from 3mm to 10mm for the MIG method and from 3mm to 9mm for the TIG method. With this particular mixture, the melting, penetration and welding speed characteristics are even more improved compared to ARGON, the welding flow is much easier creating a flatter profile and a better quality weld while requiring less or no preheating.

All these features have as a positive consequence the reduction of production costs and the improvement of product productivity as the costs of preparation, the possibility of re-welding and the cost of wire are, if not eliminated, at least significantly reduced.

VARIGON He70

This is the mixture of 70% SUN and the rest ARGON. This mixture is most ideal for **welding very thick sheets**, it is mostly used in automatic welding for thicknesses from 6mm to 12+mm for both methods (MIG, TIG). Weld preparations are shorter compared to VARIGON He50 mix while the highly fluid weld pool produced in combination with the increased speed, excellent melting and level of penetration profile results in the minimization of error and waste levels increasing even more productivity and at the same time reducing production costs, which adds a significant economic advantage to the use of this particular mixture.

MOBIAK, as a rapidly growing company for the production, bottling and distribution of Industrial and Medical gas-liquids, cooperates with one of the **largest companies worldwide** in this field and has the ability to provide leading proposals in **gas-mixture** applications and for the **welding of non-ferrous metals** with solutions that help our customers increase their productivity, reduce their costs and improve their quality at every stage of the application in question.

Proper Tracking of Business Expenses:

BY **EFI ANDREADAKI**
Accounting and Finance
Accounting Department

Tracking and managing expenses is critical to the success and sustainability of any business. In this way, businesses can reduce costs, maximize profitability, and make data - driven decisions that drive growth and success

To achieve this we can follow the steps below

CREATE A BUDGET:

The first step is to create a budget that outlines all the expenses your business will incur over a certain period of time.

TRACK YOUR EXPENSES:

Record every expense transaction in a tracking system, whether it's accounting software or a simple spreadsheet.

CATEGORIZE YOUR EXPENSES:

Organize your expenses into categories such as office supplies, rent, insurance and travel expenses. It will help you clearly understand where your business money is going.

KEEP RECEIPTS:

Keep physical or digital copies of receipts for all your transactions. These records will serve as proof for tax and audit purposes.

REGULAR CHECK:

Check expenses on a regular basis to make sure you're on track with your budget and to identify any areas where you can cut costs.

ANALYZE YOUR SPENDING DATA:

Analyze your spending data periodically to identify spending trends and areas where you could save money.

MAKE ADJUSTMENTS:

Based on your spending analysis, make updates to your budget and adjust your spending habits accordingly.

In such critical times where the economy of Greece and the prices of goods and services change daily we can carry out a better planning to keep the business safe and healthy.



Organize your expenses into categories such as office supplies, rent, insurance and travel expenses. It will help you clearly understand where your business money is going.



Inventory Costing - MOBIAK

The concept of inventory costing or inventory valuation, today after Law 4308/2014 is defined as Inventory Measurement.

From all the various prices involved in the valuation process, the most difficult to calculate is the acquisition price. This fact occurs because the purchase price is directly dependent on inflation and is dynamic during the period of use. Thus, for the determination of the acquisition price there are various methods applied in practice.

These Methods are:

- **Method of Weighted Average Cost**
- **FIFO Method (First In - First Out)**
- **LIFO Method (Last In - First Out)**
- **Method of Specific Identification**
- **Method of Average Cost**
- **Method of Standard Cost**
- **Basic Cost Method**

Any business can apply any of the above methods to the valuation of the acquisition price. Of course, in each category of stocks, in terms of their use and nature, a different valuation method can be applied, as long as the chosen method is applied consistently. At MOBIAK, the valuation method used is the FIFO (first in – first out) method.

This method creates planning for the operation of the warehouses that imposes the import of a commodity that is carried out first, is also the one that will be exported first. That is, the commodity that was bought first is also the one that should be sold first. In this way, the inventories counted in the end-of-use inventory are those acquired by the business most recently, while the quantity and value of goods sold (cost of goods sold) during the tax year are derived from the beginning inventories, and initial purchases. Thus, it is ensured that under no circumstances can products be found in stock, which have been stored in the company for a long time without any mobility, entailing risks such as deterioration and deterioration of their quality.



BY GEORGIA ARNANTONAKI
Applied Economics MSc
Accounting Department

For MOBIAK, the most products consist of goods related to their chronological period, both in the firefighting sector (chronology of fire extinguisher production), and in the medical sector (oxygen therapy nasals, nebulization masks, catheters, defibrillation electrodes, air chambers, etc.) the above costing method is the most appropriate. One of the advantages of the FIFO cost method is that it results in a lower amount of cost of goods sold. This is because older items generally tend to cost less than more recently purchased items due to potential price increases. On the contrary, the negative points of FIFO include the fact that there is the possibility of higher taxes being paid by the company, since higher profits can lead to higher income tax costs.

MOBIAK, investing in the quality of its goods, promotes all the necessary procedures and in its stocks, to ensure it and maintain its credibility towards its customers.

ENTREPRENEURS RISKS

BY ANNA NODARAKI
Head of Credit Control and
Legal Department

We live in an increasingly volatile world where change is the only constant. Nowadays one of the most common words heard among economic and business actors is that of uncertainty, Due to the many categories of risks that lurk to make their presence felt at any moment.

In general, there is a series of risks that companies (small, medium and large) face at any time and in fact it is necessary to take preventive measures on the part of the administrations, in order for each company to suffer the least possible consequences in the event of a negative event.

Some of the categories of risk (which often affect some of the others) faced by businesses are the following:

Exchange Rate Risk:

It is caused by changes in exchange rates between two or more currencies. Impacts can enhance or detract from a company's results. Exchange risk directly concerns companies that have financial transactions in foreign currencies, either in order to sell their products or in order to procure goods and raw materials.

Macroeconomic Risk:

It refers to the risks that can arise due to unfavorable economic performance in one of the countries where the company operates. A large increase in lending rates, a plunge in the exchange rate, the imposition of capital controls, extraordinary tax burdens, the inability to obtain bank financing are some of the manifestations of macroeconomic risk, which can affect the course of a company's financial performance.

Price Change Risk:

This is the risk inherent in companies due to the often strongly fluctuating prices on the one hand of commodities and raw materials and on the other hand of products sold by companies.

Credit Risk:

This is the risk of not collecting the company's claims from its customers (bad debts) for products it has delivered and for services it has provided. This particular form of risk intensifies in periods of economic recession and macroeconomic imbalance

Liquidity Risk:

This is the risk that a company runs of not being able to meet its obligations in a timely manner. This is a risk that is the result of large and high losses, and/or a mismatch between cash inflows and outflows (payments to suppliers, realization of investments, etc.). However, in addition to the fact that a company must meet its obligations on time, it should also maintain such a capital structure (eg equity to foreign capital, avoiding loan products with a high interest rate) so as not to be led to high financing costs.

Risk of Stocks - Suppliers:

It concerns the risk of lack of stocks-goods, either due to more general conditions (eg shortages of raw materials, delays in deliveries, problems in the supply chain), or due to the interruption of cooperation with specific suppliers. In such a case, the company either has no products to sell to its customers, or sees its product range weakened, with all that this may mean for its competitiveness.

Geopolitical Risks:

These are the result of wars, hostilities, blockades and the imposition of restrictive measures on international trade. An indicative example is the invasion of Russia in Ukraine, for companies that had subsidiaries or that implemented a significant amount of sales in these two countries. Or also, the greatly increased prices of raw materials and energy due to the specific war.

Resources: e-forologia.gr



BARCODES A Vital Part in Logistics



BY **CHRISTOS ARTZOUCHALZIS**
Electronic Engineer
Firefighting Equipment
Exports Department

Barcodes are a crucial component of modern logistics since they offer an independent and effective way to track and manage inventories. They are made up of several vertical bars of various widths that represent information about a cargo or a product. A barcode scanner can be used to read barcodes, which converts the data into a digital format that computers can understand.

Barcode technology has completely changed the logistics sector by enabling real-time inventory tracking and management. Barcodes have considerably decreased the possibility of errors and boosted the speed and efficiency of logistical operations by automating the data collection process.

In addition to their ability to streamline operations, barcodes have also helped to reduce costs by eliminating the need for manual data entry and reducing the incidence of errors.

Businesses have realized considerable savings as a result, which they may then pass along to customers in the form of lower costs.

Overall, the use of barcodes in logistics has evolved into a crucial instrument for inventory management and ensuring the efficient movement of goods throughout the supply chain.

MOBIAK is applying this Technology in every part of manufacturing and Supply chain.



The Presence of MOBIAKCARE Abroad



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

The presence of MOBIAKCARE abroad, and particularly in Europe, could be characterized more than dynamic! Only by chance could not this huge growth be characterized, but where exactly is it due? Here are some important factors of success:

Creating a Culture Within the Company

Cultivating a culture within a large company is not so easy. It takes time and it is very important to have the right people, with the common goal of creating a team that works for the same vision, which has been inspired by the Management of the company.

Values and Ethics Most Important than Profit

It is known that in the world of business partnerships and relationships are being created among the people. Some of these persons have let's say better chemistry than others, which is considered normal. Although everyone in business, without exception, seeks to achieve the goals at the end of the day, in MOBIAK, we are always trying to operate with above all the ethics and values as individuals and as organization. Ethics and Values are above of every profit.

Another important factor is that every company wants to create among its employees healthy relationships and partnerships with appreciation and respect among them which is one of the main characteristic of MOBIAK. This builds a team which is willing and able to handle any situation of the company.

An extension of the above factor is the application of it to the partners. Our ultimate goal is always to serve them, to help them, regardless if they order or not, whether they work with MOBIAK or not.

Working Conditions

Flexible hours, maternity leave, facilities for parents (mostly mothers), seminars, education and many other benefits that we enjoy in the company are a great incentive to support the company every time. These are elements of working life and of course are a key factor in our company's development, but we should not forget the benefits to our partners!

Certifications

All products of the company are in accordance with the new European Law (MDR 745 / 2017)

Stock

The existence of stock for each product and each partner to cover any demand directly!

High Rate of Serving

The immediate service of our partners, which is our priority

After Sales Services

very important factor and at the same time our obligation for our partners.

The combination of all the above factors - principles is the cause of this rapid growth and presence of **MOBIAKCARE** abroad!



The Benefits of attending a Seminar

BY CHRISTOS VOURVACHAKIS

Natural Resources and

Environmental Engineer

Medical Equipment

Quality Assurance Department

Nowadays, every professional in the industry is constantly looking for opportunities to develop and explore their knowledge in order to become better. One way to achieve this goal is through attending a seminar related to his professional status.

But what are the actual benefits of attending a seminar?

- Gaining new knowledge and skills from experienced lecturers who have many years of experience in the field you are interested in, so the information they will provide is very useful for you to develop further and get new ideas.
- Stay up to date with the latest trends in the industry that interests you. Attending seminars is a great way to keep up to date with the latest trends in your industry. These trends can involve legislation matters that are very important to your company. This will help you stay ahead of the competition.
- Make new acquaintances and change performances. You are in an environment that is full of people who are interested in the same subject as you and you inevitably communicate with each other. Therefore, in addition to communication skills, you also expand your social circle and possibly find future clients.
- Certify this knowledge you received. Attending seminars is also accompanied by the corresponding certificate you will receive and will help you enrich your CV.

The benefits of attending a seminar are multiple. At MOBIAK we expand our experience by attending seminars, but we also pass on our knowledge by holding them at our premises!



NECESSARY EQUIPMENT OF A CONTROL CENTRE

BY **APOSTOLIS SKLAVOUNAKIS**

Mechanical Engineer
Firefighting Equipment Sales
Department of Greece

The maintenance of fire extinguishers is a mandatory procedure that should not be omitted as the extinguishing material contained in the extinguisher should be checked once a year according to the current legislation. If the extinguisher is not properly checked there is a risk it will not work properly during fire.

The re-testing of fire extinguishers follows a specific procedure which is carried out only by certified persons. A well-equipped laboratory is necessary to carry out the testing of extinguishers. The most important tools for this procedure are the following to help the person in charge to successfully complete the process.



POWDER FILLER

The Powder filler is an essential tool for any laboratory. This machine helps transporting the dust to and from the fire extinguisher.



PRECISION SCALES

The precision scale is used to know the exact amount of extinguishing material to be added to each extinguisher. The certification body requires a scale with a measuring capacity of up to 150kg and an accuracy of 10gr.



CYLINDER AND EXTINGUISHER CLAMPING VICE, TORQUE WRENCH

A calibrated torque wrench and a vise are normally used for bolting and unbolting the lock. There is the option of a manual bench vise, rotating or pneumatic.



TRANSFUSION PUMP

The transfusion pump is a tool which is essential for all applications requiring the transfer of liquid CO2 from cylinders.



HYDRAULIC TEST PUMP

Part of the testing of a cylinder's check is its hydraulic testing at a pressure above the working pressure, achieved by using water through a Hydraulic Test Pump at the manufacturer's required pressure. For this procedure it is necessary to empty the cylinder before the test is carried out.



DRYER

A dryer is a machine which quickly and safely removes the internal moisture generated within a cylinder during hydraulic testing operations. The drying of cylinders is performed either by air flow into the cylinder or by nitrogen flow.

Children's Bed "Kids"



BY MICHALIS VARDAKIS
Electronic Engineer
Head of Imports Department
of Medical Equipment

Our company, having as basic principles of safety and quality, gives great importance to the enrichment of its catalogue with innovative product categories, upgrading the already wide range offered to its clientele. Most companies put the emphasis of the products on adults and elderly people, who naturally make up the largest percentage of patients, putting children in lower priority.

Mobiak is pleased to present the new «Kids» children's bed.

«Kids» is a pediatric bed created for younger users. Its bright eye-catching colors are ideal for a children's room and do not refer to a patient rehabilitation bed.



It has the Following Features:

- 4 separate sections (adjustable head and foot sections)
- Electrically operated back and thigh support
- Mechanically adjustable lower limb section
- Automatic contour - simultaneous adjustment of the back support and knee section
- Variable bed height and leg down tilt electrically operated (Trendelenburg reverse)
- Lockable control (remote control)
- LOW version available with lower minimum and maximum height of the mattress platform compared to the standard bed.
- Can be dismantled into four separate parts for storage and/or transport on the transport base.
- 3 Full length wooden side rails
- Transfer base to facilitate storage and transport of beds.
- IPX4 electrical system - Water spray resistant
- The bed is certified, and the warranty period is 24 months from the date of purchase.

GOALS ARE ACHIEVED WITH HARD WORK.

*The bottom line is that there are no unrealistic goals
Are you not taking the right actions or trying hard enough to achieve
your goals?*

*You may have in your mind that the economic situation of the
country and by extension Europe and the world is not the same as
before, as it is affected by events that no one had thought of such
as the war in Ukraine and the financial collapse of banks with an
indirect effect on the market and falling sales.
there will always be some factors that will affect our financial
everyday life. But what should we do to increase our goals and
our sales?*

The answer is definitely more work

*Make a plan of actions to take and implement it
Nothing will come by itself without effort
If you notice that the actions you are applying are not efficient and
you remain stagnant then take drastic measures and change them.
This can be done with more effort as much as is required for the
desired results and nothing less
We all want to achieve our goals and feel satisfaction for the work
we have done.
The sooner each of us realizes this and decides to change the way
we think, the sooner we will take action and succeed.
If you find that communicating with the customer either face-to-
face or online is not efficient, then increase the pressure and look
for new customers.*

*Develop your online page for extra motivation with immediate
access at any time and place the competent people of the business
in the right positions.*

*In order to put the above into practice, an entrepreneur should
accurately calculate the amount of effort required to reach his
goals. Otherwise, everyone works without reaching the goal. Even
more unpleasant is working hard but not that hard, without reaching
the level that will allow him to achieve him.*

BY MANOLIS STAVROULAKIS

Oenologist
Sales Department for
Firefighting Equipment of Greece



FLUORINE - FREE FIRE EXTINGUISHERS

THE FUTURE OF THE GLOBAL MARKET



BY **KOSTAS PAPATHANASIOU**
Environmental Engineer
Firefighting Equipment
Exports Department



PFAS are perfluorinated alkylated substances, they include over **4,500 chemicals**. PFAS are often included in firefighting foam concentrates (at a low level) due to their effects in improving the performance of fire extinguishers.

According to the European Commission, PFAS are **extremely persistent in the environment**. Their production and use have led to **soil contamination, water pollution** and **food contamination** and sometimes to **harmful human exposure**. To prevent further contamination, the use of fire extinguishers containing PFAS will be phased out in the European Union.

PFAS are man-made chemicals and are so persistent that they **cannot be broken down by nature**. These substances are also known as «**permanent chemicals**» due to their persistence in the environment and in organisms. Also, they accumulate in animal fat tissues. Currently, the measured levels are still low, but in long-term, fluoride surfactants could also end up in the human food chain in harmful amounts.

MOBIAK, following global developments and always having a leading role, stands up for the protection of people and the environment. For this reason, we have in our range fluorine-free fire extinguishers, in various sizes and models, which we already successfully export in large quantities in Europe.

It is now a given that soon the use of fluorine-free fire extinguishers will be established worldwide and MOBIAK products will be found in every market to support this effort that brings only positive benefits to people and the environment, as we already do in Europe.

The Basics and the Obvious in Customer Service

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

What to do with service programs and tactics when you haven't mastered the basics and the obvious.

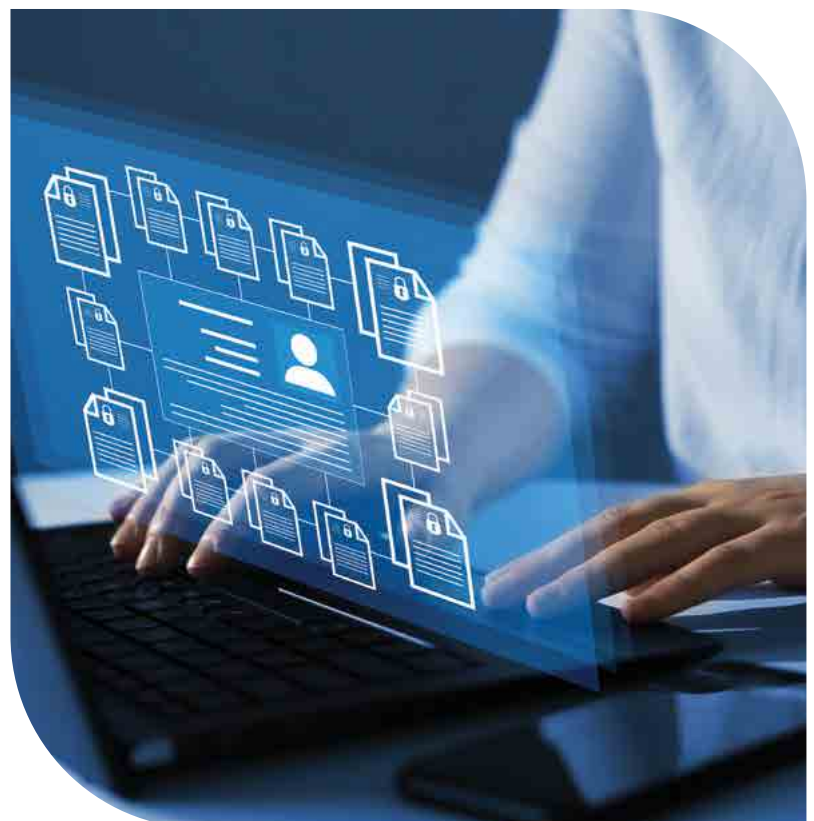
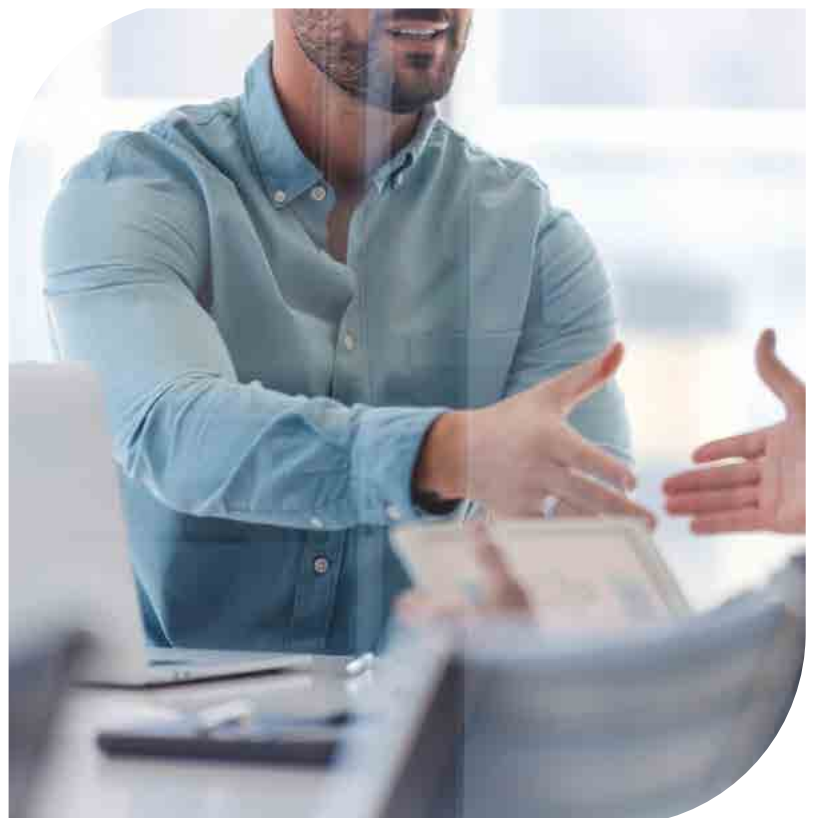
Which they are :

1. Speed in Service
2. Correct Answers and Information
3. Emotion and Naturalness in Communication

A large percentage of customers are annoyed by long wait on the phone as well as by not receiving an answer to e-mails.

The speed of service is important, whether it is by telephone or electronically. The core of the service is employee training. Employees must be aware of each object, procedures and services provided by the company . So they will be able to give correct answers and information to customers.

More and more workers provide standardized procedural service. Whether you're talking to a customer or you're writing to a client, make sure to give them the feeling that they're communicating with a human being. Who cares , who understands , who doesn't do "forced" projects, who doesn't want to "throw away" the client.



Defibrillator Cabinets

BY TSENTELIEROS DIMITRIS
Information Technology Management
Imports Department of
Medical Equipment

Wall mounted defibrillator Cabinets help to protect defibrillators primarily from any physical damage that may occur over time and from misuse. Equally important for the use of cabinets for storage, however, is that this establishes a permanent and identifiable central location where the defibrillator is kept and makes it easier to locate the defibrillator so that it can be used without wasting valuable time.

Defibrillators are usually and for safety reasons installed inside a building however there are places where the use of external storage cabinets is appropriate e.g. construction sites and communal areas.

If you need to place a defibrillator outdoors then it is important that a suitable cabinet is chosen to ensure that the defibrillator is protected from environmental conditions, tampering and even theft.

All modern defibrillators automatically carry out periodic status checks and have a status indicator that is usually green if the machine is ok and red if it detects a problem. So it is equally important that the defibrillator cabinet is correctly positioned in the room as the status symbol should be easily visible. This is essential as at a glance the user will be able to make sure that the defibrillator is in place and if the status light is visible the user can be sure that they can proceed with defibrillation



There should also be frequent checks that the defibrillator cabinet opens properly and that there is no problem with the door or even the hinges.

- Indoor cabinets are ideal for enclosed spaces, such as retail stores and multi-places with frequent and large gatherings, where they can be seen and readily accessible in case of an emergency.
- There are also outdoor cabinets where the main difference is that they need to be more durable, as they have to cope with the weather.
- Some cabinets have an audible alarm that is activated when the door is opened. Alarms serve multiple purposes such as alerting bystanders of a medical emergency near them but also serve as a deterrent to theft of the machine.

It is important to store your defibrillator securely so that you can provide proper and timely emergency assistance in the event of a potential emergency. This is why MOBIAK is constantly enriching our range of defibrillator cabinets with new models that are planned to be added to our catalogue in the near future.

WHY CHOOSE COPPER?



BY **GIORGOS THEODORAKIS**
Mechanical Engineer
Head of Technical Equipment Store
Facilities of Chania "Pyroprostasia"

Copper is a metal that has accompanied human since the first years of his presence on Earth, helped him to evolve and participated, from the earliest stages, in the creation of human civilization.

It is widespread in electricity (for creating wiring), for transporting water through pipes. Copper is one of the most ideal solutions in water supply networks, because it combines optimum quality with a much longer life and multiple uses.

The advantages of an installation with copper piping come from the basic characteristics of copper, the most important of which are:

Very long service life.

Copper once installed correctly and according to the installation and operating instructions, will work for a long time without problems and without any maintenance requirement. Its mechanical properties and characteristics remain unchanged over time.

Tremendous mechanical properties and fire resistance.

Tremendous mechanical properties and fire resistance. Copper has great resistance to pressures and temperatures. The operating pressure of a water supply network can reach 10 bar, while the failure pressure of a hard copper pipe 15x1.0 can approach 400 bar. The main thing is that it has considerable resistance to high temperatures, as it keeps its mechanical properties unchanged up to about 180°C. It can be welded with soft and hard soldering and of course pressed fittings

can be used to take off the quality of the joint, its melting point is at 1083°C.

Its choice in fire-fighting networks makes it ideal because it is an extremely reliable and fire-resistant material, it does not burn, it does not produce toxic gases, it meets the requirement of the legislation of gas installations to withstand 650°C for 30 minutes. Copper, provides safety and meets fire protection regulations, which makes it the most suitable material for fire extinguishing systems.

A multi-application material.

Copper can be installed in:

- Heating
- Fire protection networks
- Fire protection systems
- Medical gases
- Air conditioning
- Gas
- Industrial Applications

It is ecological and recyclable material.

Copper is an ecological material which can be recycled infinite times and reused, as its properties remain unchanged from its original form.

It is easy to install and has a good aesthetic effect.

Copper is easy to work with, with a wide variety of joining techniques (with hard-soft soldering and pressed fittings).

Antimicrobial material.

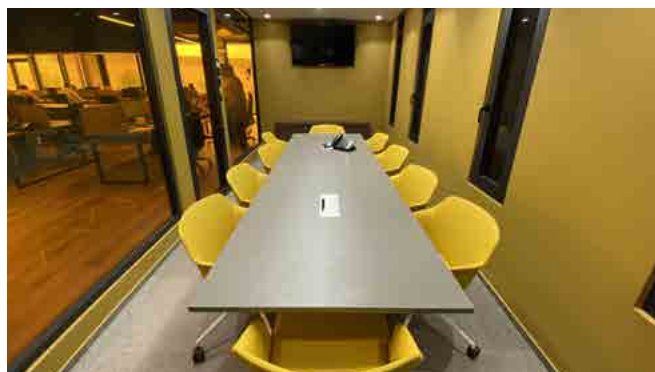
Copper has been shown to neutralize 99.9% of microbes within 2 hours of exposure to copper (if it has a copper content of at least 60%). Hence it has applications that must be sanitary (food preparation areas, water transport and of course medical).



Video Conferencing the Most Powerful Tool

BY SOPHIA PSYLLAKI

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



Video Conferencing: Which Functions Are Essential for Every Business?

Video conferencing has been around for several years in the digital world and has always been an important part of technology companies. With the rise of telecommuting, however, there is no longer any doubt. Video conferencing is important for every professional.

Video conferencing is now an essential tool for any kind of business and not an advantage of the few. With multiple advantages that benefit both companies and their clients, the decision for professional video meetings is a very common choice.

What is video conferencing?

Video conference is the most popular type of online meetings. It is an interactive form of communication between users, who are connected simultaneously in an online environment.

Business, video conferencing is a tool for internal meetings or business appointments with clients. Their use is skyrocketing, as is the rise of telecommuting.

One of its key features is that participants do not need to be in the same place to communicate. Instead, they meet face-to-face in a virtual meeting room.

However, in order for each online meeting to be fully effective, the necessary functions must also be present.

So, you need:

- **A stable Internet connection**
- **Computer, mobile phone, tablet, screen (monitor) or laptop**
- **Camera**
- **Microphone**
- **Speakers or headphones**
- **Video conferencing software or application**



What benefits does it offer businesses?

One of the most important benefits is that it can provide -almost- the same experience of live meetings, while the participants are in their premises. This gives employees the necessary flexibility and immediacy to be able to communicate with colleagues, customers or employers, whenever necessary, without being limited by distances.

Apart from this, the most important advantages offered by video conferencing are:

- **Zero travel costs**
- **Increased productivity**
- **Better meeting coordination**
- **Enhanced communication for those working remotely**

MOBIAK has all the necessary functions for making a video conference. We are at your disposal to organize it whenever this is deemed necessary. A useful tool to support our collaboration.



THE IMPORTANCE OF REGULAR FIRE DRILLS

BY **ANTONIA KOUFAKI**
Production & Management Engineer
Firefighting Equipment
Exports Department

Fire drills are a critical aspect of ensuring the safety of both firefighters and the public. They allow us to practice our response to emergency situations and identify areas that need improvement. Despite this, some fire departments may not prioritize regular fire drills due to the perceived inconvenience or lack of time. In this article, we will explore the importance of regular fire drills and their benefits.

Firstly, regular fire drills are essential to ensure that **firefighters are prepared to respond to any emergency situation**.

Practicing different scenarios and response strategies can help to identify any gaps in training or equipment. This allows for **corrective measures** to be taken before a real emergency occurs, minimizing the risk of injury or damage to property.

Secondly, fire drills **can improve the public's safety** by familiarizing them with the procedures to follow in the event of an emergency. This can help to **prevent panic and confusion**, which can be dangerous in a fire situation. Additionally, regular fire drills in public spaces such as schools, hospitals, and shopping malls can ensure that these facilities have **effective evacuation plans in place**.

Finally, regular fire drills can save lives, by practicing fire drills, people can become familiar with the most **effective methods for escaping** a fire, potentially saving their own lives and those of their loved ones.

In conclusion, **regular fire drills** are crucial for maintaining the safety of firefighters and the public. By practicing response strategies and identifying areas that need improvement, firefighters can be better prepared to handle any emergency situation. Furthermore, regular fire drills can help to prevent panic and confusion, ensuring that the public can safely evacuate in the event of a fire. Lastly, regular fire drills can save lives by providing people with the **knowledge** and **skills** needed to escape a fire.



THE «HIDDEN» SECRETS OF MOBIAK'S SUCCESS

BY GEORGE CHOUDALAKIS

Computer Engineer
Department of Medical
Equipment Exports



BELIEF IN OURSELVES AND OUR POTENTIAL

As **Henry Ford** said, whether you believe you can do something or you believe you can't, you're right. Believe that you can and you will find many ways to achieve it!

PLAN AND AIM

By having a **detailed and written plan and sticking to it** you are already halfway to achieving your goal. Set clear goals and remind yourself of them every day!

LESS WORDS & MORE ACTIONS

As **Walt Disney** said, the easiest way to get something done is to stop talking and start doing!

TEAM

The degree of success of a business depends - and will always depend - **on the team**. If you want the recipe for success for your business, it lies in the components of the team you choose.

TEAM CHARACTERISTICS

When building your team make sure you choose your people based on their **character** and values. You can train someone on the job but you can't train them on the values that align with your business culture.

WE LEARN FROM OUR MISTAKES

We all make mistakes, accept your mistakes, study what went wrong, do your self-criticism and turn a **wrong move or mishandling into a lesson**. When you learn from your mistakes you move one step closer to success.

WE LEARN OUR CLIENTS

The key to a successful business is **happy customers**. Get to know your customers' habits, because if you don't, your competitor will.

GET OUT OF YOUR COMFORT ZONE

It's not easy but you have to do it. It's time to do that **«something extra»** that you think will help your business or yourself and you keep putting off. All great accomplishments happen outside your comfort zone.

VISION

The difference between a successful, brilliant entrepreneur and an ordinary businessman is **vision**. Keep your vision alive and clear.

For your business to stand out and succeed, it takes a lot of work, an unwavering vision, and a lot of perseverance. The obstacles, the mistakes, the difficulties will always be there, but as long as there is hard work you will always come out a winner!



CPR AND AED

“

BY **VASILIS ANTHIMIADIS**
Electronic Engineer
Department of Medical Equipment
Service of Thessaloniki

In modern times, **heart disease** is one of the leading causes of death in the developed world. Parameters such as smoking , obesity , sedentary lifestyle and stress have a significant impact on cardiac function. These parameters apply to both sexes. What is observed by international health organisations is that only about **half of cardiovascular deaths** involve patients with a history of heart disease, with the result that a very large number of deaths are classified as sudden cardiac death , which occurs 1 hour after the first symptoms appear.

In order to deal with these sudden deaths, international health organisations are proposing two very important and necessary solutions: **the training of citizens, with special seminars,**



in first aid and the use of the automatic external defibrillator, as well as the **placing of these in public and public places** where many people gather.

The first part of this training is mainly about learning and proper practice of **cardiopulmonary resuscitation** or **CPR**, which includes the basic understanding that there is a person who needs it , and its practical application involving artificial respiration and chest compressions . By applying CPR , **valuable time** is gained until the ambulance arrives , as it will continue the flow of oxygen through the blood to important organs such as the brain , thus avoiding significant damage to them due to lack of oxygen .

The second part , but equally important , is the existence and **correct use** of an automatic external defibrillator . The AED is a portable device , with a built-in cardiograph , which **automatically analyses** the heart rate and recommends defibrillation if necessary. Defibrillation , which is essentially an electrical stimulus, is administered to the heart through electrodes attached to the chest. When defibrillation is administered, the heart stops momentarily and is given the opportunity to resume **normal electrical activity** and continue beating efficiently. Most automatic external defibrillators are designed to be used in emergency situations where immediate medical assistance is not available and can be used by **any citizen** over the age of 12 years as they have voice commands to guide the steps to be followed.



In Greece there is legislation that stipulates that every public service or private company, which handles more than 500 people a day, must have a defibrillator on its premises. Of course, any business or organisation, if it does not fall under these provisions, may voluntarily install a defibrillator on its premises. Defibrillators should be installed with appropriate signage and at a point that is easily and directly accessible.

With immediate application of CPR and defibrillation in the first few minutes, **the chances of rescuing** the victim are greatly increased. For this reason, it is very important that education of all of us, even from school age, **as this knowledge can save lives.**

HOW TO CONTROL FIRE IN THE SPACECRAFT?



BY IVAN MORARI
Graphic Designer
Marketing Department

Three things are needed for a fire to occur.

Heat, oxygen and fuel. Knowing this we can predict a fire and deal with it with the corresponding fire extinguisher.

But how is a fire on the spacecraft controlled? First of all, a spacecraft is designed in such a way that it doesn't have a lot of fuel. This means avoiding the use of materials that easily burn. Each module and some of the racks, has one or more **smoke detectors**. In order to detect smoke, the smoke detectors are mounted inside ventilation pathways because in microgravity, there is no natural air convection. If a fire is ignited, that fire will produce particulates that will be carried by the ventilation to the nearest smoke detector causing the central computer to trigger the alarm. It also activates the cutting off ventilation in that area to prevent the flow of oxygen to the fire. If it is a small fire, this should immediately extinguish the fire.

However the crew, upon hearing the fire alarm, goes to the source of the fire. They insert a **fire extinguisher nozzle** into the closest **fireport** and fill the volume with fire suppressant chemicals. This should quickly extinguish any fires not extinguished.

But when the fire is too large, the crew can **seal off the entire module** and **air can be removed** to starve the fire. To avoid excessive exposure to toxic byproducts of a fire, the crew can don masks that can either filter air or provide a dedicated **source of oxygen**.



NASA astronaut Jerry Linenger wearing a respirator following the fire aboard the Mir space station.

Fire in space is dangerous and can be deadly. In February, 1997, a fire broke out on the **Space Station Mir**. That fire was particularly dangerous because it involved a **lithium perchlorate canister**. That canister was designed to produce oxygen, making it difficult to extinguish. The crew quickly donned oxygen masks and rushed to prevent the fire from spreading using a **foam extinguisher**. In the end they managed to prevent the worst.

Over the next several hours, the Mir station's life support system cleared the smoke and life returned to normal after the worst fire incident **in the history of spaceflight**.



The Russian space station Mir as seen by the crew of the departing space shuttle Atlantis during the January 1997 STS-81 mission.



Image of the charred remains of the lithium perchlorate canister returned from space station Mir.

Image source:

<https://blogs.esa.int/astronauts/2013/06/05/the-typical-day-not-defined/>
<https://www.nasa.gov/feature/25-years-ago-fire-aboard-space-station-mir>

SUSTAINABLE DEVELOPMENT



BY DESPOINA METAXAKI
Accounting
Accounting Department



PART OF THE STRATEGY OF MOBIAK

As part of MOBIAK's environmental awareness, it has included sustainable development in its main goals and is now an integral part of its way operating.

Green development, green economy as we can call it otherwise, aims at economic development taking into account the protection and respect of the environment, the maximum production of goods with the greatest reduction in consumption of natural resources.

It also includes every action to improve the quality of life and respect for the environmentally friendly products, such as fire extinguishing foams that do not contain fluorine which is harmful to environment, or fire extinguishers for stone batteries.

MOBIAK is constantly in search of new products in context of sustainable development, targeting and achieving the increase in sales that promote it.

The Value of Teamwork

Humanitarian Aid in Turkey / Syria

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

Since the early months of 2023, we have witnessed a harsh reality that strongly emphasizes the importance of the concept of teamwork, particularly during difficult times, where we must stand by those in genuine need without discrimination or hesitation.

The notion of teamwork is a fundamental value of MOBIAK and a defining characteristic of our organization. This time, as a team, with the assistance of our collaborators and local associations, we made our own effort to collect essential goods for people in need. In February 2023, hundreds of people in Turkey and Syria suddenly lost everything due to successive earthquakes. They lost their homes, their everyday lives, and even their families. They found themselves in dire need of what we consider basic necessities - a plate of food, a roof over their heads, and a bit of warmth.

Following an appeal by MOBIAK to the local community and our collaborators, a significant amount of essential goods, along with blankets, duvets, sleeping bags, and personal hygiene items, were collected.

We feel proud of everyone who participated in this initiative, and we extend our warmest gratitude to our colleagues who, in turn, offered their own goods.

***When we are together, everything becomes different.
When a team shares a common goal, the results are stronger.***



SOME SIMPLE BUT IMPORTANT THINGS THAT YOU NEED TO TEACH KIDS ABOUT FIRE SAFETY

Many fires are preventable, and for those that cannot be, the next few minutes that are following the start of the fire and the actions that you can take are able to prevent it effectively. Most kids associate fire with excitement such as the light of the candles on a yummy birthday cake. It's required to speak to them about fire safety and how fast fire can spread throughout the house or local area and outline exactly how to act in a fire emergency.

It's crucial to keep in mind that kids learn by imitation, example and absorb actions, emotions mainly from parents and teachers. So, we have to find out the way they learn best at the age they are, utilize the appropriate resources, learning tools, activities, interactive ways, books, art projects, game plays, organize a visit to the local fire station and much more.

Below some basic topics of what really kids need to know about fire safety and what should parents have to teach them:

- **Teach fire safety basics and rules – explain what fire is, how to recognize the signs, talk about the dangers.**
- **Lock away matches and lighters, keep flammable liquids out of reach of children, always be alert to fire hazards**
- **Make the home fire safe, smoke detectors and the right choice of Fire Extinguishers, are the key to fire safety.**
- **Stop, Drop, and Roll - If your child's clothes catch on fire, they need to know how to put out the flames. Teach your child to stop, drop, and roll. This means stopping where they are, dropping to the ground, and rolling back and forth to extinguish the flames.**



BY CHRISTOS VROULAKIS
Civil and Structural Engineer
Firefighting Equipment
Exports Department

- **Teach your children to stay low to the ground if there's smoke in the air. The air closest to the ground is usually the cleanest, and it's essential to avoid inhaling smoke during a fire.**
- **Escape plan, make the kids know how to evacuate the building. Teach your children that once they've exited the house, they should never go back inside, even for a pet or a toy. They should only return to the house once it's deemed safe by the firefighters.**
- **Emergency Contacts - Teach your children the emergency phone numbers such as 911 or any other emergency contacts that can be reached in case of a fire. Also, make sure they know their full name, address, and phone number, in case they need to tell it to the emergency operator.**

For all the above mentioned here comes Mobiak that can provide many different types of solutions with products designed to prevent fires in houses and can be used from anybody.

If you make quick tour to our website, you can check our gadgets that are mentioned in the Fire Extinguishers part / Special Type. There you will find products like the Smart Fire Fighting Flower, Foam Bottle type throwing extinguisher, Foam Color Egg Throwing Extinguisher, Automatic Fire Balls, Idomeneus Domestic Kitchen Extinguishing System and many more.

The aim isn't to scare, rather to educate. The most effective way to supervise and educate kids about fire is to model a safe behavior. A key consideration is that kids can take on board these messages from a very early age as long as it is delivered in a right and comprehensive way.



DIGITIZATION OF MOBIAKCARE USER MANUALS AND IT'S MULTIPLE ADVANTAGES

BY **ANTONIA VARDAKI**

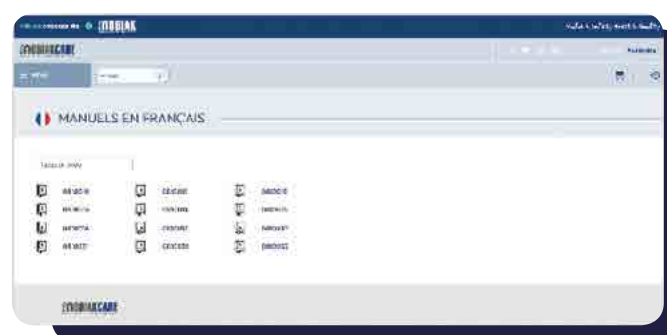
Production & Administration Engineer MSc
Medical Equipment
Quality Assurance Department

In a context of continuous improvement, the **Medical Devices industry** tends to become more human-centric, emphasizing the easy provision of basic and highly important device information to patients, end users and in each of the healthcare professional.

Technology is evolving and the simultaneous spread of the use of smart devices and processes seems to be a one-way street.

At **MOBIAKCARE**, following the evolution of the Medical Devices sector, we are proceeding with a new project of creating **multilingual user manuals** which are available at all times for the user and the healthcare professional.

This process is achieved through a simple **QR code** scanning (via mobile phone, tablet, etc.), integrated in the user instructions accompanying the product. The user is redirected to the instruction's repository of our site <https://mobiakcare.com> with the option of selecting the desired language, searching for a product code, viewing and downloading the respective user manual.



The advantages and benefits stemming from this specific project are multiple:

- Providing **immediate access to important information** regarding the medical device. Direct display of instructions for use aims to improve patient safety and the range of information available to end users.
- The user manual files are **always up to date** to ensure that the user always has the latest version.
- The use of QR CODES is, perhaps, one of the best indicators of **modernization** and **innovation** of a business and is a modern and inexpensive solution.

- Businesses that incorporate new communication and promotion tactics, such as QR CODES, have the ability to target a **wider audience** as well. Our company's commitment to its vision and its customer-centric approach is directly linked to the development of its markets at European level. Our new venture comes to serve exactly this vision.

- **It is environmentally friendly.** We avoid unnecessary paper consumption and protect natural resources. It is an action directly linked to our code of ethics, for the implementation of procedures aimed at protecting and reducing the impact of our company's operation on the natural environment and part of our strategy.

The above elements reinforce our goals at MOBIAKCARE, with a view to better serving our customers, improving operational efficiency, and continuously supporting our business development.

A Brief History of the Wheelchair

BY KONSTANTINOS BATAKIS
Economics BSc.
Department of Medical
Equipment Exports

The history of wheelchairs might date back to ancient civilizations, where evidence of wheeled chairs has been found in stone carvings in China, Greece, and Rome. These early chairs were used to transport people who were sick, injured, or elderly over long distances. They were typically pulled by animals or servants and were not self-propelled. The exact date, structure, and origin of those ancient «wheelchairs» remains unknown, with not any significant historical recorded evidence.

The first recorded wheelchair was made for King Phillip II of Spain in 1595 by an unknown inventor, and it was a chair with wheels that were moved by servants. It was not a self-propelled one and it was more like a modern chair with small wheels than a normal wheelchair which provides movement independence to the user.

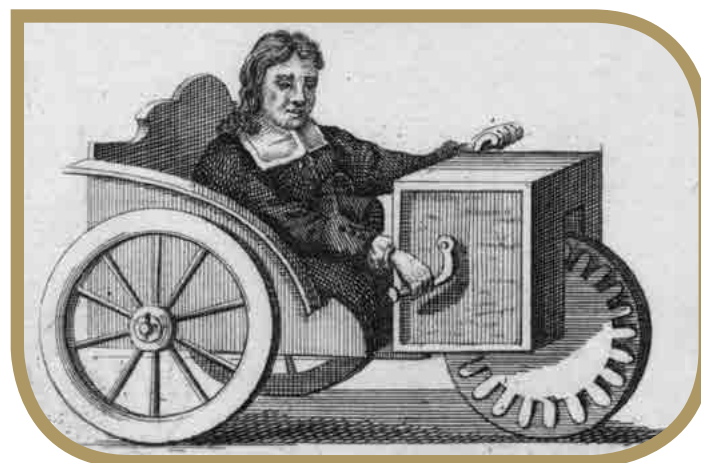


Ancient depiction of a Chinese wheelchair, source: <https://www.wheelchairjunkie.com/history/>



Phillip's II wheelchair, Spain 1595.

In the 17th century, the first modern self-propelled wheelchair was invented by German watchmaker, Stephan Farffler. Farffler, a disabled person himself, created a three-wheeled chair with hand cranks, which allowed him to move independently. His invention was a significant breakthrough, as it allowed individuals with disabilities to move around more easily without the need of external assistance. Those self-propelled chairs were designed as a means of transport, primarily for people with a very high income, and the access to larger groups of population was very limited.



The first self-propelled wheelchair built by German paraplegic, Stephan Farffler, Source: Hystory.Physio.

In the 18th century more designs of wheelchairs have emerged, with frames made of wood and seats made of cane. They were heavily advertised as transport vehicles for patients and injured people.

After the second half of the 18th century, the inventors James Heath and John Dawson, from the English city of Bath, invented a series of wheelchairs named after their city (Bath Chairs). The Bath Chair was a popular means of transport in Victorian Britain and gained more popularity over the years. During the next century lots of improvements were made on the Bath Chair, including chairs with a reclining backrest and adjustable footrests.



Bath chair in the Roman Baths museum store:
St John's Museum Store, Upper Bristol Road, Bath

During the 19th century, more advanced and less bulky wheelchairs emerged with wooden frames, seats and backs made of cane, which made wheelchairs more durable and easier to maneuver. They were widely used, especially by the veterans of the Civil war in the United States.

In the early 20th century, World War I created a significant demand for wheelchairs, as many soldiers returned home with disabilities.

The first attempt to create an electric Wheelchair was between 1912 and 1916, when a small engine was attached to a normal wheelchair. However, the extraordinary cost of this idea made the whole concept extremely hard to adopt and produce.



Everest & Jennings 1933 Wheelchair. Source: <https://www.wheelchairjunkie.com/history/>

Without any doubt, the 'X frame' folding wheelchair was one of the most important breakthroughs in the history of the wheelchair. It was developed in the early '30s by the engineers Harry Jennings and Herbert Everest from the United States.

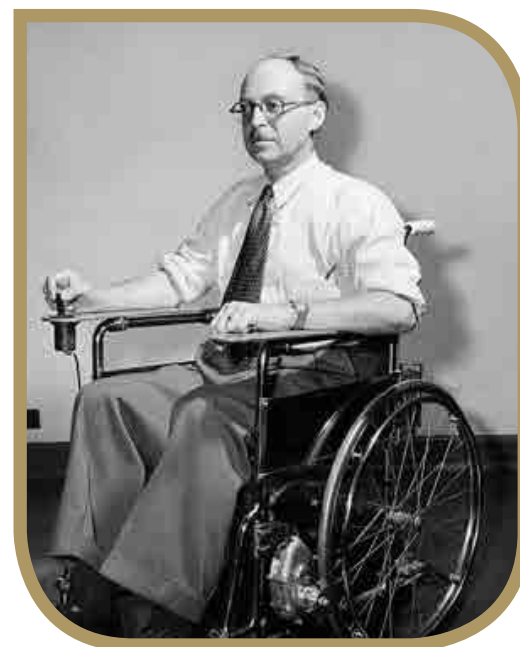
Harry Jennings designed this folding, tubular steel framed wheelchair. Jennings built it with his disabled friend, Herbert Everest. Both founded the company 'Everest and Jennings', which became a monopoly in the industry of wheelchairs.

In the following years, they mass produced their innovation, supplying thousands of disabled people, especially after World War II, where the demand was increased by the war Veterans. Even today, this concept of wheelchair is the most used among all the types of wheelchairs.

The mass production of wheelchairs after the '40s, contributed to make them more affordable and accessible to people with disabilities from different income levels. The design of the wheelchair continued to evolve over the next years, with the introduction of adjustable seats and specialized wheels for different terrains.

One of the most important and unexpected 'allies' of the wheelchair industry was the discovery and development of penicillin, by Dr Alexander Fleming in 1928. This discovery, which is considered to be one of the most important milestones of the 20th century, dramatically reduced the number of fatalities from wartime spinal cord injuries. A spinal injury used to result in almost certain death from infection. With this new revolutionary antibiotic soldiers had more than 80 per cent rate of survival from this type of injury¹, which created a huge demand for mobility aids after World War II, from people who were able to survive their injuries, thanks to penicillin. In the 1950s the first electrical wheelchair able to be produced in a mass scale was created by the well-known Canadian Inventor George Klein.

This project was funded by the Canadian Veterans Affairs and from some other veterans organizations. This contribution led to the development of the first practical electric wheelchair with a reasonable cost. The chair went on to be marketed by Everest & Jennings in the following years. The power wheelchair era has begun!



George Klein, in the electric wheelchair he designed, Photo courtesy of the National Research Council of Canada. Source: <https://news.engineering.utoronto.ca/maker-george-klein-first-electric-wheelchair/>

In the 1960s and 1970s, the 'disability rights' movement gained momentum, leading to increased advocacy for accessibility in public spaces and greater recognition of the needs of individuals with disabilities. This led to the development of new designs, such as lightweight and portable wheelchairs that allowed individuals with disabilities to be more active and participate more fully in society.

In 1960, the first Paralympic Games took place from 18 to 25 September in Rome, where hundreds of athletes took place, all in wheelchairs. However, athletes were using everyday wheelchairs and not specialized ultra-light active ones. It was only after 20 years when the first ultra-light aluminum made wheelchairs for sporting activities emerged.

In the following decades more innovations have emerged in the industry, with inventions like the beach wheelchair, stair climbing ones, and even prototypes of mind-controlled chairs! Most noticeable, were the improvements in power wheelchairs, with more durable batteries, and even lighter and folding frames.

Today, wheelchairs are available in a wide variety of shapes, sizes, and styles, with features such as power-assisted propulsion, adjustable seats, specialized accessories, and ultra-light frames made from carbon fibers, titanium, and aircraft-type aluminum. They remain an essential tool for millions of people with disabilities worldwide, providing them with the freedom and mobility they need to live full and active lives.

The future of wheelchairs can be predicted in some ways. Even today, we encounter autonomous self-driven power wheelchairs coupled with the improvements of AI technologies, where advanced algorithms are providing every-day assistance to their users. Who knows what the future will bring! However, we are all hoping for a future where wheelchairs will no longer be needed, thanks to the development of advanced spine implements and surgical innovations.

THE IMPORTANCE OF PORTABLE FIRE EXTINGUISHER IN MODERN TIMES

BY JOHN PAVLIDIS
Civil Engineer
Firefighting Equipment
Quality Assurance Department

Humans since ancient years used to use fire, either for heating, either to cook their meals or to create tools for their standard of living improve.

A fire to create need three different elements **heating, fuel and one oxidizing agent** (usually oxygen).

The heat (the cause of the fire) spreads, either from one body to another, or from one space to another, or is expelled into the open space with consequences and results that are often unpleasant. There are three ways in which heat can spread: By **Conduction**, by **Transfer** and by **Radiation**

However, many times the fire is not desired but the result of an accident, for example in a kitchen where the oil ignites or from a lit fireplace in the event that combustible material falls on a carpet. In such a case it is possible to create a fire (an uncontrolled fire caused by uncontrolled combustion with oxygen and accompanied by the generation of large amounts of heat and light, which results in the destruction of the burning material).

In order for this not to happen, we must «break» the fire triangle, tha happens either with the fuel remove (usually not possible),either remove-reduce the oxygen (usually not possible), or reduce the heat. To be able to achieve this (heat reduction) we need a portable fire extinguisher suitable for the type of fire that has been created.

Fires are divided into **four** main categories depending on the nature of the fuel (solid, liquid, gaseous fuels and combustible metals).



EXTINGUISHING MATERIALS

WATER:

Perhaps the most important extinguishing material and in many cases an indispensable fire-fighting medium as it is relatively cheap, naturally occurring and has good extinguishing properties.

CO2:

Used for extinguishing fuel fires as it does not contribute to combustion, does not react with most fuels, is a gas and is not a good conductor of electricity.

DRY POWDER:

Used in both portable and wheeled fire extinguishers and in permanent systems because of its good mechanical-insulating properties.

FOAM:

Used in extinguishing fires involving liquid fuels and chemicals. When it is judged that the use of water in the form of mist is not effective.

Recognising the specific dangers of each installation, we install the most appropriate fire extinguisher next to each risk. The suitability of the fire extinguisher for use in fires in the presence of electricity is specified on the label where the maximum safe operating voltage for the user is indicated. The extinguishing performance of a fire extinguisher is called its extinguishing capability and is indicated on the label.

Knowing all the above, we choose the appropriate fire extinguisher depending on the type of fire we want to extinguish as the timely use of the fire extinguisher can save our lives as well as our property.

What exactly is a Coccyx Cyst?

BY MANOLIS GALANAKIS
Civil Engineer
Medical Equipment Sales
Department of Greece

Coccygeal cyst or otherwise known as trichophilic fistula can start as an acute condition (abscess) or settle as chronic inflammation. It occurs in the coccyx area (hence the name), between the buttocks.

The disease can occur in men and women. Research suggests that men develop the condition more often than women up to 4 times more often than women. People who are obese or people who lead a sedentary life such as office workers, accountants etc. and with heavy hair growth in the area have the disease.

It is usually caused by the penetration of hairs into the skin, which comes as a result of friction between the buttocks, hence the name trichophilic fistula (nest of hairs).

Symptoms of patients suffering from coccygeal cyst include pain, redness and swelling in the intergluteal area. Gradually, symptoms worsen and if pus accumulates within the cyst (abscess), the pain is severe and immediate surgical drainage is required. In some cases, fever, nausea and severe pain occurs when the patient sits. The inflammatory cyst contains serous fluid with pus and blood. A small number of patients develop recurrent inflammation. Chronic disease causes episodes of swelling, pain and loss of fluid or pus. Surgery in almost all cases is the only treatment.

How Coccyx Cyst is Treated?

Treatment almost always depends on the condition of the disease. An acute abscess is usually controlled by opening and drainage to release pus and reduce inflammation and pain. A chronic coccygeal cyst is best treated with surgery. Surgery aims to completely remove the cyst along with the accompanying ducts and fistulas to ensure a low recurrence rate. In cases where the disease has not reached an advanced stage, it can be fought with the help of new technologies such as LASER or R/F (radiofrequency),

After the surgery, daily care of the wound is needed with changes that can be made in the office or even at home by the patient's family, always in consultation with the surgeon. To complete the treatment and to minimize the recurrence rates it is always suggested that the patient undergoes LASER hair removal of the coccyx area.

MOBIAKCARE Products of the Disease

Our company has products that can help patients so that the wound healing is painless and they quickly return to normalcy. These products are:

«Gel 2D» Cushion with 3D Cover

Ref: 0805232



Coccyx Pillow

Ref: 0805235



Anti-Decubitus Ring Cushion, Grey

Ref: 0803308



Inflatable cushion Blue

Ref: 0806279



Seat Cushion

Ref: 0807612



«V» Shape Cushion

Ref: 0807627



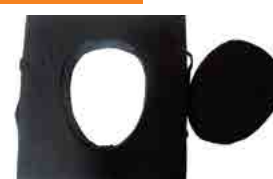
Ring Shape Cushion

Ref: 0806161



Commode Cushion

Ref: 0806203



There are also products which can help people who lead a sedentary life so that they do not develop the disease, these products are:

«Gel 3D» Anti-Decubitus Cushion

Ref: 0810011

Dimensions (LxWxH): 42x40x2cm

Ref: 0810012

Dimensions (LxWxH): 46x42x2cm



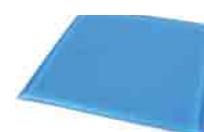
Gel Anti-Decubitus Cushion

Ref: 0810013

Dimensions (LxWxH): 40x40x1,6cm

Ref: 0810014

Dimensions (LxWxH): 46x40x1,6cm



Lift Chair with Wheels

«ESTIA»

BY VASSILIS SIMANDIRAKIS

Public Relations

Medical Equipment

Sales Department of Greece

We are pleased to present you a new proposal that will help both patients and attendants who will use our new product, is the patient lifting wheelchair, named 'ESTIA' and it came to provide essential solutions for the transport of patients

The lift chair with wheels is intended for disabled, sick, and elderly people as well as people with mobility difficulties.

It can be used to transfer the patient to and from the bed/chair and/or for use by people who are unable to go to the toilet due to limited mobility.

The lift chair with wheels is suitable for indoor use and the transport speed is ≤ 3 km/h.

It is already certified by EOF and its approval by EOPYY is expected soon.

The lift chair with wheels is guaranteed for 2 years from the purchase date

FRAME	STEEL
SEAT MATERIAL	ABS
SEAT CUSHION	REMOVABLE WITH WASHABLE COVER
BACKREST AND ARMPADS MATERIAL	PE
REAR CASTORS	3"
FRONT CASTORS	5"
BRAKES	IN FRONT AND REAR CASTORS
FOOTREST	FOOTREST PLATFORM



0811900	46cm	40cm	60 cm	71 cm	79-99 cm	37-57cm	3"5"	100kg	25.5kg
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Expansion of the Service Department of Thessaloniki

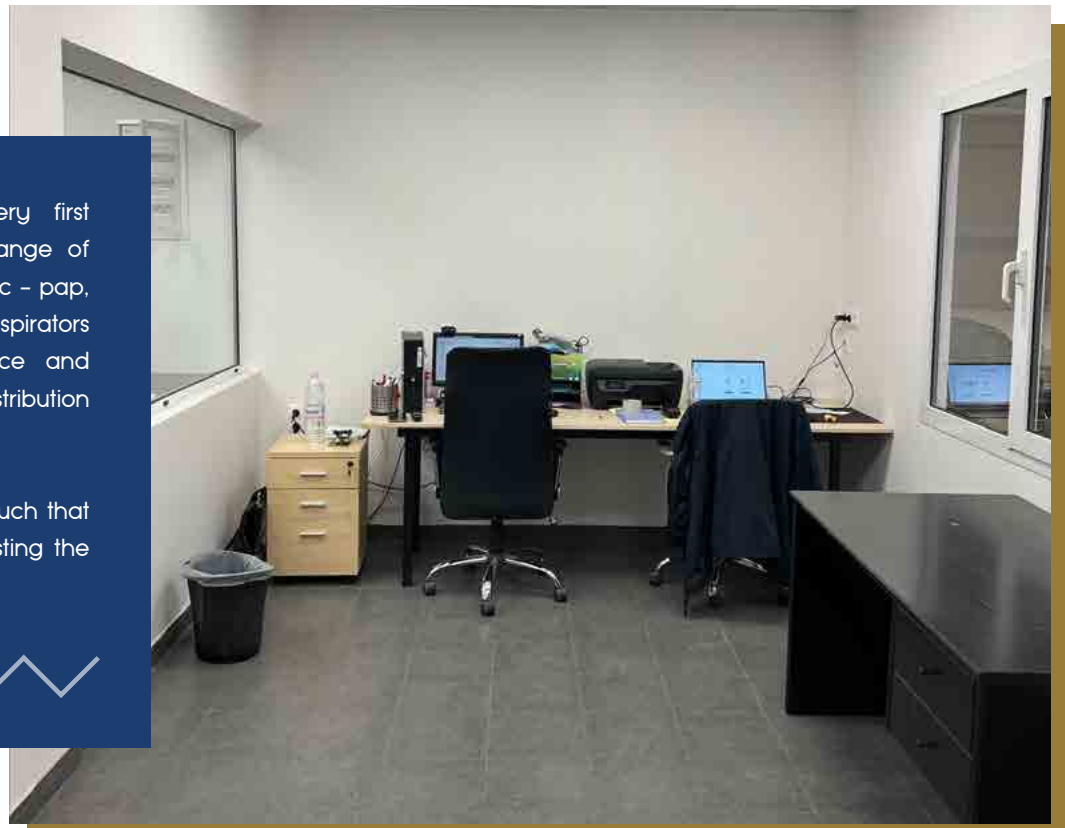


BY **ATHANASIOS BODOSSAS**

Accounting
Head of Distribution Center of Central & Northern Greece

MOBIAK S.A. from the very first moment it enriched its range of medical products, such as c - pap, b - pap, concentrators, respirators etc., established a Service and Technical Support Department in all its distribution centers.

After all these years, the volume of work is such that it required the remodeling of the space hosting the department.



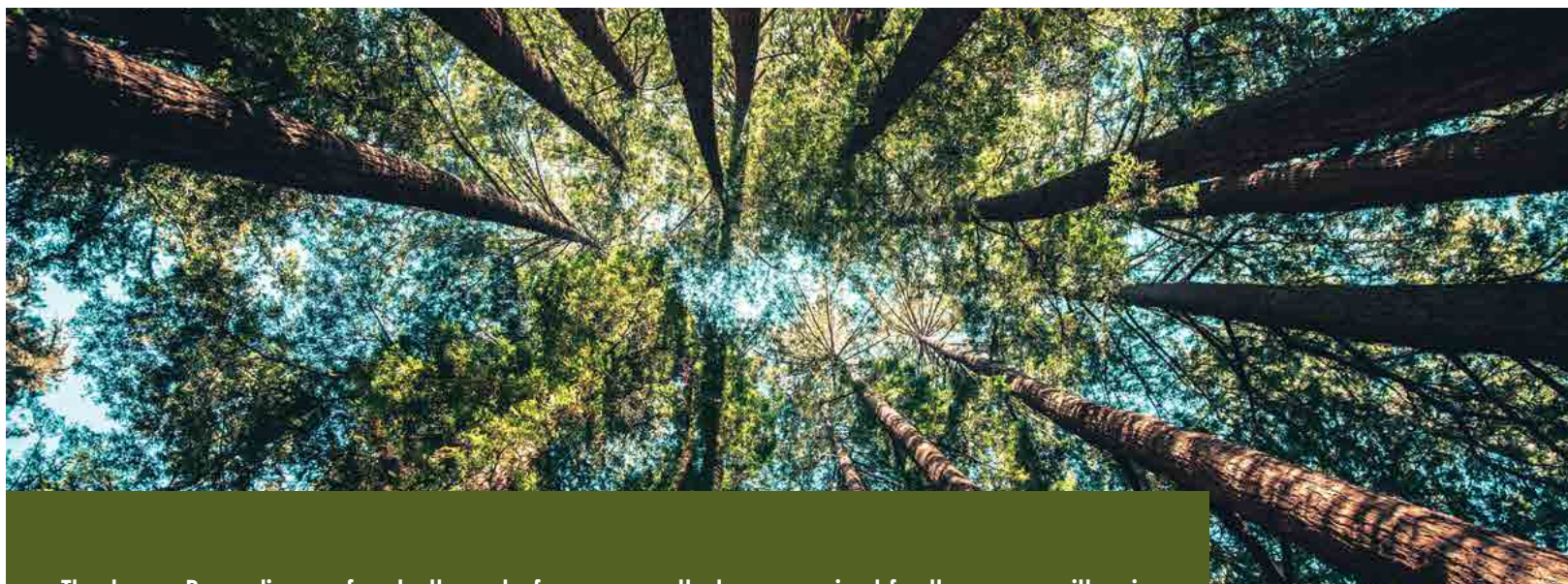
For this reason, and at the request of the management, the expansion of the department was carried out, for another 20 square meters, inside the warehouse in Thessaloniki.

Also, the service department of Thessaloniki consists of two qualified technicians, Vassilis Anthymiadis and Panagiotis Economou, who are daily at the disposal of MOBIAK's customers to solve any questions and provide solutions to anything else that may arise.

Below are photos from the expansion of the department in the distribution center of Northern Greece.

ENVIRONMENTAL - ECOLOGICAL CONSCIOUSNESS OF MOBIAK S.A. RECYCLING AND WASTE MANAGEMENT POTENTIALS

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



The term «Recycling» refers to the set of processes that are required for the reuse, either in whole or in part, of any material that is directly or indirectly a consequence of human activity, and which in its existing form is no longer a valuable good for human beings. Recycling contributes to sustainable development from an environmental, social and economic point of view, being the most integrated approach to waste management, as it contributes in addressing environmental problems, achieving economic benefits and creating new opportunities for employment. The term «Waste» is defined as any object or substance which the holder either disposes of, or intends, or is obliged, to dispose of.



MOBIAK S.A., having a comprehensive understanding of both the concept of Recycling and its importance, as well as the significance of rational Waste management, aims through its daily efforts to ensure **the correct recycling and management of its waste**, as well as the **proper awareness of its employees** regarding this issue.

Specifically, MOBIAK S.A. recycles and manages its waste (hazardous and non-hazardous) on a daily basis, which arises as a natural consequence of its production activities and its maintenance procedures, both at its central premises in Chania and at its distribution centers in Heraklion, Athens and Thessaloniki. The waste to be recycled includes paper packaging, plastic packaging, bulky waste such as wooden packaging, discarded electrical and electronic equipment, batteries, as well as ferrous and non-ferrous metals such as bronze, aluminium, copper, and stainless steel. In addition, the company, in the context of its broader ecological consciousness, recycles waste that does not directly arise from its commercial activities, such as glass packaging, plastic lids, light bulbs, as well as ink and printer toner cartridges, having equipped its premises with specially designed collection containers for this purpose. MOBIAK S.A., having **full environmental responsibility**, manages completely the hazardous waste resulting either from its production activities, or from the maintenance procedures of fire extinguishers and gas cylinders, such as rust waste, solvents for rinsing paint tools, brushes and cloths impregnated with solvents, as well as empty packages with residual hazardous substances. In addition, MOBIAK S.A., having a national license for waste collection and transport, is able to accept and manage waste fire extinguishing powder, which arises as a natural consequence of the maintenance procedures of fire extinguishers in the laboratories of recognized companies. In this context, MOBIAK S.A., having a complete environmental and ecological responsibility, cooperates exclusively with certified/licensed recycling and waste management companies.



In the context of its **proper and smooth functioning**, the company maintains **certifications** for both the **ISO 9001 Quality Management System** and the **ISO 14001 Environmental Management System**, as well as for other Systems. According to paragraph 5.2 of the Environmental Management System, the top Management of MOBIAK S.A. shall establish, implement, and maintain up to date the **Environmental Policy of the company**, which shall be available and shall be communicated both within the company and to the company's interested parties. MOBIAK S.A., having its Environmental Policy as a guiding principle, **is committed to monitor and to comply with environmental regulations and to strive for the continuous reduction of the negative impact that its actions may have on the environment**, through the **recognition** of and **compliance** with the relevant **environmental regulations**, as well as through the **adoption of measures** and the **establishment of programs and objectives** for the **continuous improvement** of its **environmental performance**. Specifically, according to paragraph 6.2 of the Environmental Management System, the company shall establish **environmental objectives** in relevant functions and levels, taking into consideration its major environmental aspects, as well as its associated compliance obligations, considering its risks and opportunities. The top Management, in cooperation with the Quality and Environmental Systems Manager, are responsible for the establishment of these objectives, as well as for their monitoring of their implementation at regular intervals within each reference year. The environmental objectives may relate to environmental management awareness training of the staff, monitoring/maintenance of energy consumption levels at similar levels to the preceding year, reduction of energy consumption levels, optimisation of recycling procedures, design and certification of eco-labelled products, and others.



Respect for the environment is a priority of major importance for MOBIAKS.A., a fact that is inextricably linked to the company's conviction regarding proper recycling and waste management, aiming to the transition towards a more sustainable future for all.



TESTING LABORATORY



BY APOSTOLOS
DIAMANTOPOULOS
Economics MSc.
Firefighting Equipment
Exports Department

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Dear Partners,

the **QUALITY ASSURANCE** department, at MOBIAK's central facilities, in Akrotiri Chania, carries out strict quality checks on all the company's products on a daily basis.

A) Testing Laboratory for Components and Finished Products

These controls involve **tests** on the components that apart a fire extinguisher or a permanent extinguishing system. Checks are also carried out after the completion of the production process on ready-to-use products such as fire hoses, hose reels, breathing apparatus, fire extinguishers and permanent fire suppression systems.

MOBIAK's testing laboratory consists of various control stages, which are respectively followed by all globally recognized laboratories. In our laboratory, preventive tests are constantly carried out for the quality of the components we attach in our processes, and which are equipment of the finished products, thus maintaining a **stable and high quality in the products we provide you**.

B) Container - Extinguishing and Fire Detection Testing Laboratory

For complete conduct of the tests, a specially designed container has been installed where extinguishing and fire detection tests are carried out. More specifically, the tests are related to tests of portable and wheeled fire extinguishers in very harsh conditions, fire hoses and hose reels as well as permanent extinguishing and fire detection systems.

Quality assurance is an absolute priority at MOBIAK and our continuous controls ensure that the products traded on the market are functional and absolutely safe to use. Global certification bodies such as LPCB and others, during their inspections in which systems and fire extinguishers were successfully tested, **awarded MOBIAK** for the excellent quality control carried out in its facilities.

For those of our partners who have not yet visited our new facilities, we will be happy to welcome and present you our production line and the controls we carry out on MOBIAK products which are traded in over 110 countries worldwide.



C) Chem Laboratory

As part of Quality Assurance, MOBIAK has maintained a Chemistry in its facilities since 2000 with the aim of continuous product improvement. The Chem Lab is an essential asset on MOBIAK's commitment to quality and safety.

Since the foundation of Chem Lab the equipment is updated whenever required, so to align with the needs of the company and the requirements of the legislation. MOBIAK's Chem Lab, analysis of the raw materials and makes sample controls of the complete products. e.g. analysis of Powder, Foam, industrial and medical gases and liquids, etc. Also, for more complex analyses, the samples are sent to certified external chemical laboratories, e.g. microbiological analyses, necessary for food gases, etc.

D) Educational Seminars

Totally committed to the controls and safety of our products, in recent years, we had the thought of creating a pioneering training centre in fire protection and fire safety. This thought today comes to life by creating a specially designed training space with electronic media.

The purpose of the specialized seminars that will be held in this area is to provide the opportunity for all of you to get trained with your staff, by using the extinguishing means yourself and applying in real life what was taught in the seminars.

In the context of these trainings that we have planned, many questions will be answered, using the latest technology training tools. How do I deal with a fire in the kitchen or in an electrical panel? What are the appropriate means to use in a crowded area? What options do I have to ensure maximum security in my workplace and home?



In an emergency incident, there is no margin for error. Educate yourself properly so you can provide maximum security for your business and your customers, while complying with all legal provisions.

- ✓ **Training in high-risk situations**
- ✓ **Training with real fire simulations**

- ✓ **Various Fire Scenarios**
- ✓ **Named Training Certifications for each participating member**

TRIED - TESTED - TRUE

WALKER

VS

ROLLATOR

BY FILIPPOS CHRISTODOULAKIS
 Management and Business
 Administration, BSc.
 Department of Medical Equipment Exports

What is the difference between a Walker and a Walker - Rollator?

If you have had an operation, after an injury, have weakened leg muscles or general balance problems, the term «walker» is familiar for you.

There are three Categories of this Kind of Product:

- The static walkers, which are either fixed, folding or «step-by-step» walkers that have no wheels at all.
- The walkers that have two wheels only on the front part.
- Walkers that have two wheels on the front and two wheels on the back, known to all as «Rollators».

But which type of Walker would be the most suitable? How to make the right choice?

Regardless of which type you choose, they are very useful for people with mobility difficulties - both during walking and when standing.

However, when choosing them, and always with the Doctors prescription, we should always



Static Walkers:

- It is a simple metal structure (mostly aluminium) that must be lifted with each step, as it has no auxiliary wheels,
- They are lightweight and safe.
- They have four bases with anti-slip tips.
- The walking procedure are under the user's tolerance rate.
- There are with fixed frame, folding and step-by-step movement.
- They are recommended to people after injury or surgery, who are in the rehabilitation phase and its use will be for a short period of time.

Walkers that have two wheels only on the front:

- They have the same construction as the "static" or "classic" walkers.
- They are something in between the «classic» walkers and «rollators».
- Their frame is foldable.
- With the two front wheels it is easier to use, and the force required from the user is less.
- Its size is comparatively smaller than a «Rollator».

Rollators:

- Their use is easy and they do not need to be lifted at every step. So the force required by the user is the minimum possible.
- Walking can be done at a faster pace and the user can rest on the seat when desired.
- They can be used safely both indoors and outdoors.
- Can be used with greater ease in the user's daily activities and social life.
- However they are larger in size and weight than the previous two categories.
- The user cannot use much vertical force because of the four wheels.
- The user's ability to coordinate his/her movements must be sufficient.
- They are recommended for users who have weak arm muscles but no stability problems; can walk independently but need assistance.

EVOLVE OR STAY STEADY



BY **FILIPPOS SOTIRIOU**
Head of Firefighting Equipment
Distribution Centre
Central Facilities of Chania

A large graphic element on the left side of the page, shaped like a diamond with a white border and a red arrow pointing upwards and to the right. It contains two photographs: the top one shows the MOBIAK building facade with the company logo and 'FIREFIGHTING • GASES • MEDICAL est.1977' text; the bottom one shows a close-up of several red fire extinguishers.

MOBIAK has again managed to innovate, creating an inventive system of customer fire extinguisher registration. With this action, we are demonstrating that we place great emphasis on both our customers and the development of our staff. For us, in the times we live in, it is very important to stand out through developing in every area of our work, thus giving special attention to things that to others may not seem necessary.

For this reason we have created a program that will provide all the information of a fire extinguisher throughout its life span these 20 years.

Through this, we will be able to know who owns the extinguisher, what serial number it was purchased with, what date, and what work needs to be done on the extinguisher per year barring a contingency.

As a result, every customer having a question about any work done (why we changed the powder, why we executed a hydraulic test, etc.) can be informed about his own extinguisher. We are, at the same time, entering a different mindset as a company by also knowing at every passing hour and moment with a click on the barcode what materials we have put in each extinguisher.

The company shows once again how seriously it takes the part of development as it aims to progress with respect to each and every customer who trusts to refill at **MOBIAK**.

MOBIAK Sleeping Pillows

BY **GIORGOS PATERAKIS**
Head of Medical Equipment
Distribution Centre
Central Facilities of Chania

In addition to the great health and hygiene benefits they provide, our orthopedic memory foam pillows are also extremely comfortable.

An orthopedic pillow contains memory foam, and they gently conform to the contours of our head and neck, putting our spine in proper alignment.

At MOBIAK there are a plethora of pillow options that, combined with the excellent quality of the material of construction, make them a strong contender in the market.

We find them in sizes (KING SIZE-LARGE-LARGE-MEDIUM-SMALL) and in unsurpassed packaging that make their transportation comfortable and safe.



Gel & Memory Foam Pillow, with Cover "Aloe Vera"

Memory Foam Pillow



TECHNICAL SPECIFICATIONS

- Memory Foam
- Can be used with Apnea devices in order to Prevent Mask Leakage caused by Tube Bending
- Provides Neck and Throat Support
- With Special Head Support in the Centre
- Dimensions (LxWxH): 50 x 32 x 10cm

TECHNICAL SPECIFICATIONS

- Designed to Support the Natural Position of the Head and the Neck
- The Pillows are Made of Memory Foam & Gel on their Surface
- Includes Cover with Zipper, Keeping the Pillow Dry & Clean
- Dimensions (LxWxH): 60 x 40 x 12cm



Fire Extinguishing Systems for Electrical Cabinets

BY GIANNIS ZARIFIS
Electronic Engineer
Department of Studies &
Application of Fire Suppression
Systems & Fire Detection

According to international researches, most fires caused in domestic and commercial premises were the result of some kind of electrical failure or malfunction that led to ignition. So it is very important to protect the electrical cabinet with Fire Suppression Systems

MOBIAK, in order to make your lives safer, has in its gamma a **Fire Suppression System** specifically for Electrical Cabinet usage

The operation of the system is based on a linear sensor tubing, capable of detecting at any point along its length a possible fire source. The sensor tubing is the heart of the system, as it can be easily passed through the most difficult and inaccessible points of a potential fire source. The sensor tubing has a breaking temperature of 110oC (230o F), and HFC-227, FK-5-1-12, as well as carbon dioxide can be used as extinguishing material.



The system is divided into two main categories; **DIRECT** and **INDIRECT** Suppression System. The division between the two is based on how the system is discharged during activation.

In the case of the **DIRECT** system, the discharge is carried out directly by the sensor tubing itself at the point of fission, releasing the extinguishing agent.

In the case of the **INDIRECT** system, the system includes a network of pipes, while the discharge on activation is made through nozzles in the panel. An important advantage of indirect activation over direct activation is that it allows the user to remotely activate the system manually by pushbutton. Essentially, the pushbutton pops the sensor tubing and the extinguishing agent is diffused from the piping network through the nozzles into the panel area, and in both cases a pressure switch can be connected, giving signal output to a fire detection panel for example, during system activation.

In conclusion, it all starts and ends with the issue of prevention. The installation of the above systems greatly reduce the likelihood of such unfortunate events. Therefore, in any case, we must invest in prevention, as this is not a luxury but an absolute necessity.



«If you disintegrate Greece, in the end you will see that you are left with an Olive Tree, a Vine and a Boat. Which means: with so much else you rebuild it».

Odysseus Elytis



The Ancient Olive

BY NEKTARIA PSEGIANNAKI
Graphic Designer / Marketing Department

Olive. The sacred tree and symbol of Greece, the tree of the Goddess Athena, the food of Humanity.
The tree that still crowns the Olympic Games...
He nourishes us with his Fruit, keeps us healthy with his oil, warms us...
That tree where Jesus stood to pray before his march to martyrdom.

Poets adored her and she left her mark on their words.
Symbol of Peace, Victory and Euphoria.

In our Greek tradition, the olive tree is the tree of Peace. Irene herself (a deity who was the daughter of Zeus and Thetis) was depicted with an Olive Branch in her hands.

For the ancient Greeks, the olive tree was a symbol of the Olympic Ideals, of Peace, Victory, and Wisdom. For this reason the Unique Prize that the Olympian received was a Wreath made of an Olive Branch.
In the Old Testament the Olive tree is the tree of Hope...

One such «Miracle» of the Cretan land, an Ancient Olive, is located at the MOBIAK factory in Kathiana Akrotiri in Chania.

It is estimated that this particular olive tree is at least **800 years old** and remains alive bearing fruit to this day. His torso is like a sculpture sculpted by time...

This Natural Monument has special Ecological, Historical and Aesthetic Interest.

The MOBIAK Company has raised awareness for the protection to which this Sacred Heritage of Nature is entitled, but also for its emergence as our Cultural element.

You can admire this Ancient Olive Tree up close the next time you visit the **MOBIAK Factory in Chania**, in an elegant configuration on the Company's premises.

In his long life, what has he been through... How much oil has his old body produced...

Collaboration MOBIAK S.A. with the Technical University Of Crete

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



For decades, the cooperation of academic institutions with companies of such scope as MOBIAK SA, can lead to the implementation of publications and studies in a wide research field. The relationship between higher educational institutions and companies is now a decisive factor in innovative business, giving the opportunity to graduates with innovative ideas to implement them. In parallel, new job opportunities are created for young scientists who, after studying, have the opportunity to gain knowledge and experience from the first steps of their working career.

Under this perspective, our company - MOBIAK S.A. constantly collaborates with the academic institution of our city, the Higher educational institution - Polytechnic of Crete, with presence at major events and awards. The Polytechnic is the only «source» of potential engineers with excellent knowledge in their field, due to the teaching courses, the way of thinking and also its long-standing and educated professors. For MOBIAK SA, the collaboration with graduate engineers has proven to be justly successful as during this time it employs 12 graduate engineers from the Technical University of Crete.

Also, the last years, (since 2019) MOBIAK awards an Award of Excellence to each graduate of the reference academic year which includes a cash prize and an official commendation, to a Graduate of the School of Production and Management Engineering, with the highest degree degree - symbolically supporting him/her .

This cooperation of the institution with our company is also attributed to the design of products for the production of firefighting equipment. In the last period, efforts are being made on both sides to implement optimized products to the maximum extent possible, combining the technique from the top executives of the Polytechnic with our many years of experience in the wide range of extinguishing products and systems. The completion and presentation of these findings will take place within the next exhibitions.

SUSTAINABILITY AND DEVELOPMENT AT MOBIAK

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

Here are some of our recycling and management achievements for the year 2022.

Wooden Pallets



51.120 KG

Ferrous Metals



49.745 KG

Paper and Cardboard Packaging



42.270 KG

Metals



7.051 KG

The company, relying on its extensive experience and expertise, is committed to reducing its environmental footprint by continuously adopting practices to address every environmental challenge.

Environmental protection, circular economy, and sustainable development are imperative long-term business practices critical to the company's success.

At MOBIAK, we recognize the importance of every effort to conserve natural resources. Therefore, we pursue rational management of waste materials, incorporating Environmental Responsibility into the company's culture and its people.

Sustainable Development with Respect for the Environment MOBIAK Practices

For a company to embrace sustainability and environmental responsibility, it must follow practices that respect the environment. Below, we provide an overview of our practices:

Recycling

Special bins for recycling/management of plastic packaging and caps, glass bottles and containers, paper or cardboard packaging, battery and lamp recycling bins are placed in MOBIAK's central facilities and distribution centers.

Additionally, we recycle toners and ink cartridges, wooden pallets, electronic and electrical equipment, and metals (aluminum, bronze, copper, iron).

Fire Extinguisher Powder Recycling/Management

MOBIAK, having obtained a Nationwide License for Collection and Transportation of waste, can collect fire extinguisher powder resulting from maintenance processes and subsequently dispose of it through an authorized waste management company.

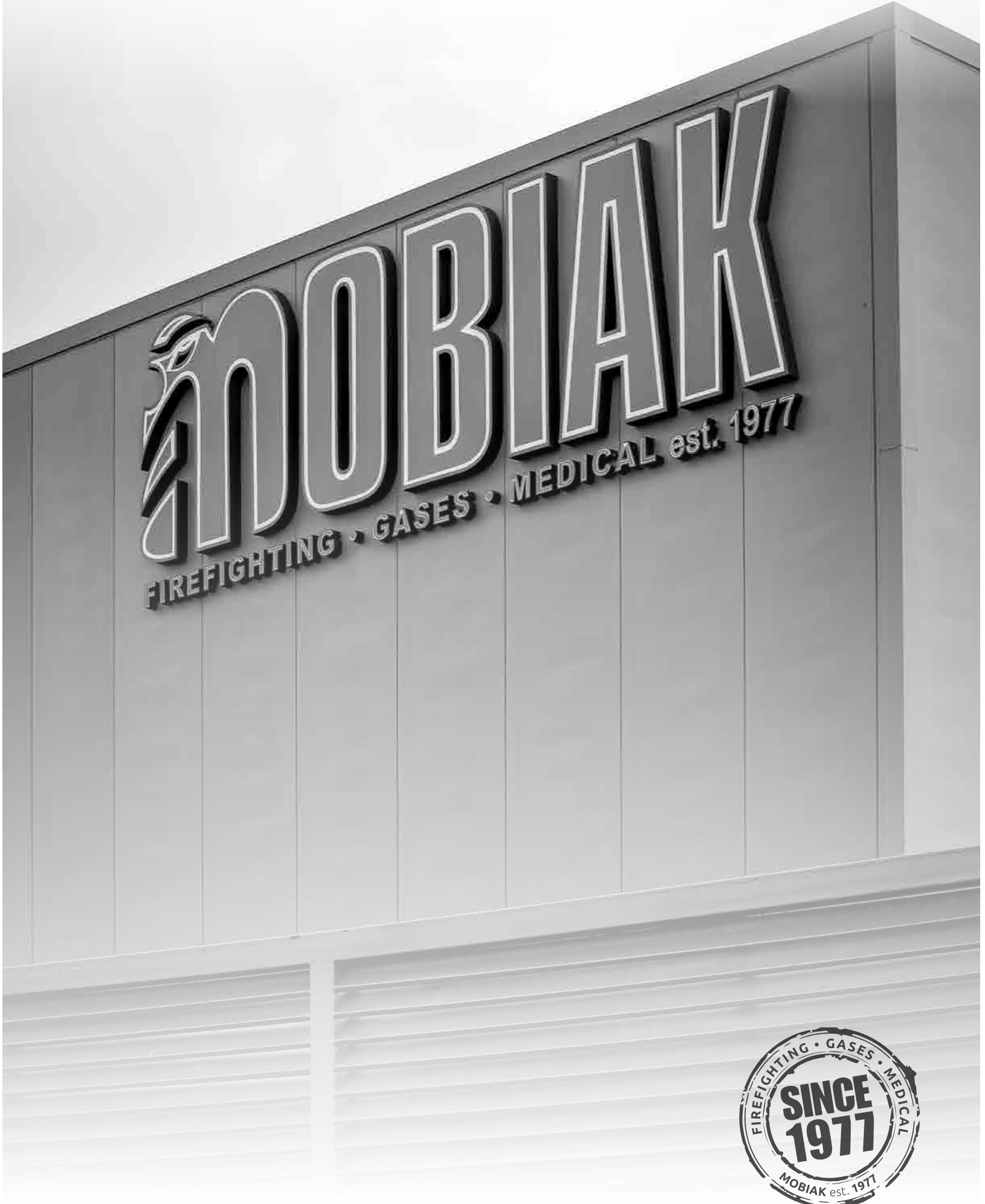
Specialized Internal Procedures

The company's procedures comply with the requirements of an Environmental Management System, a system that has been successfully implemented in MOBIAK for years, enabling MOBIAK to maintain international certification according to ISO 14001:2015.

Monitoring and Continuous Awareness

A distinctive characteristic of MOBIAK's personnel is their continuous search for new practices related to Sustainable Development and environmentally friendly products. The company continually seeks ways to contribute to the preservation of the natural environment and the protection of natural resources.

**WE PROTECT THE ENVIRONMENT
WE PROTECT OUR HOME**





YEARS
OF EXPERIENCE MOBIAK S.A.
1977 - 2023



CORPORATE SOCIAL RESPONSIBILITY

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

• The UNESCO Group of Piraeus and Islands and the international organization International Action Art awarded a commemorative commendation to MOBIAK for the significant support provided to the Group and its social work.

• The Police Officers' Association of Chania Prefecture would like to thank MOBIAK for its great sponsorship of the annual New Year's cake cutting event and for the appreciation that the company has always shown towards the work of the Association.

• The Commander of the Fire Department of Chania, Mr. Tsilimigakis, expressed his thanks through a letter to Mr. Svorakis, for hosting the urban fire simulator, «Fire Dragon», at the company's premises.

• The administration of the Hellenic Red Cross expresses through a letter its sincere thanks for the kind gesture of MOBIAK to offer assistance in essentials for the benefit of the affected people of Turkey and Syria.

• A message of thanks was sent by the Technical University of Crete team for the SHELL ECO MARATHON project and MOBIAK's sponsorship of firefighting supplies as well as for its continued support to the team.

• The Chania Tennis Club would like to thank MOBIAK for its contribution to the basketball department of the Club by providing financial support to cover the logistical needs of the department.

• The Board of Directors of the Nautical Club of Chania thanks Mr. Svorakis, President and CEO of MOBIAK, for the offer of a KETTLER multi-gymnastics machine for the creation of the Club's gym.

• The members of the Board of Directors of the Cultural Association of Kathiana «Eirini» expressed through a letter their warm thanks to MOBIAK for its kind financial sponsorship to the club.

• The Weightlifting Club of Kydonas Chania has issued a statement of thanks to MOBIAK for its kind sponsorship to strengthen the club and help realize its vision to reintroduce the weightlifting division in the prefecture of Chania.

• The Association of Blood Donors of Chania Prefecture thanks MOBIAK for the sponsorship of a fire extinguishing kit and a pillow for use as gifts in the raffle of the Association.

• The parish priest of the parish of Mournies, Chania, thanked the company in a letter for its prompt response to the parish's request for a contribution to the parish's raffle.

• The Board of Directors of the Nautical Club of Chania sent its warmest thanks to Mr. Svorakis and MOBIAK, regarding the free inspection-maintenance carried out by the company on the sports equipment used in underwater racing.

• His Eminence, Metropolitan of Kissamos and Selino, Mr. Amfilochios, thanked in a speech, in Sirikaki Chania, Mr. Emmanuel Svorakis for his assistance in the completion of the building complex of the sanctuary of Saint Nikiforos of Leprosy.

• The President of the association of the soup kitchen of Splatzia Chania, Mr. Trahalakis, sent a letter of thanks to Mr. and Mrs. Svorakis for their support to the work of the soup kitchen through their continuous offerings.

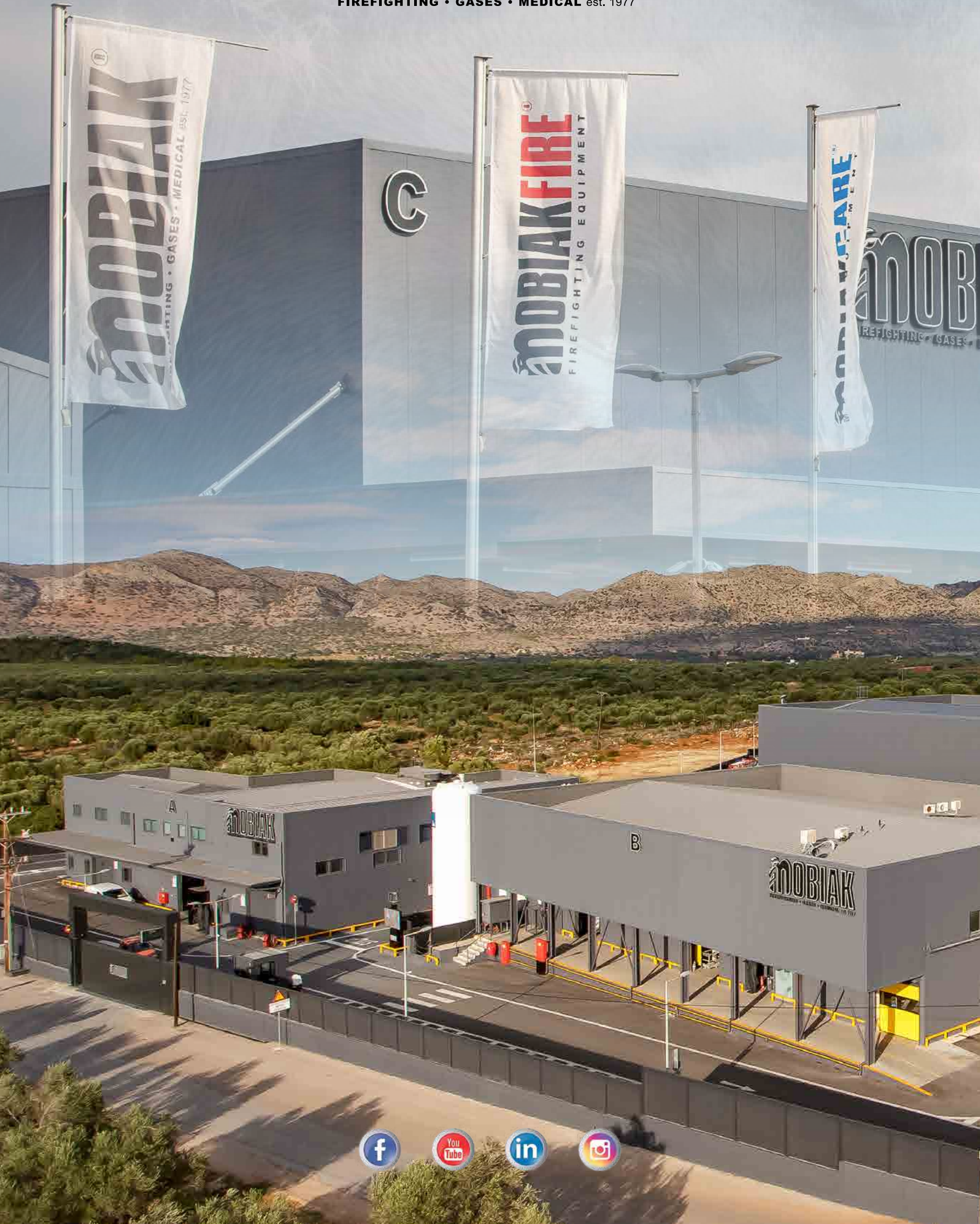
• The management of the 5th TYP thanked MOBIAK for its offer of firefighting materials for the needs of the Unit.

• A letter of thanks was sent by the 8th Primary School of N. Ionia for MOBIAK's contribution of products to their raffle to raise funds for the purchase of technological equipment.

• Warm thanks were expressed to MOBIAK by the Hellenic Rescue Team, and in particular the Chania Readiness Base, regarding the sponsorship of rescue equipment that took place following an appeal by the team.

MOBIAK®

FIREFIGHTING • GASES • MEDICAL est. 1977



www.mobia.com



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

Partner Reward



Maistrali Safety is the first company of the Maistrali Group, founded in 1974 with the aim of offering fire safety and rescue products and services. It continuously enriches the Safety circle with products and services, providing reliable and certified solutions. Maintains a certified rechecking center for high and low pressure cylinders complying with all international specifications and legislation.

Maistrali Medical: Medical & Orthopedic Supplies

The Maistrali Medical division is also a member of the Group, which joined the Maistrali Group family in 2005. It provides high-tech medical products as well as consulting services, both to individuals and the medical community. Our goal is to provide innovative products that contribute to maintaining good health and improving the quality of human life, which is why all our products are certified and CE marked.

The headquarters of Maistrali Group is located in Syros and has a strong network of partners in Tinos, Mykonos and Paros. The branch network operates with the same efficiency, strict adherence to specifications and active participation in the processes consistently.

Company Headquarters:
Iroon Polytechniou 9 and Nik. temponera, Ermoupolis - Syros

*Dear Stathi,
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€*