

MOBIAK[®] *press*



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VALUE IN SAFETY... INVEST IN QUALITY!

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OF EXPERIENCE MOBIAK S.A.
1977 - 2023

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EDITORIAL

Dear Friends and Partners,

It is a special pleasure for us that at the end of this year, we will have completed 46 years of operation of the company. We are very grateful to each of you for the cooperation we have maintained throughout this period and the mutual trust that strengthens our bond. We feel truly grateful for this!

Sometimes, we think how important it is to preserve and develop what we have inherited from our parents so that we respectively can pass on the best version of them to the next generations. Also, we consider how important it is to support Greek businesses, let alone a family business, no matter how small or large. As most of you already know, MOBIAK is one of them.

The role of family businesses in our country has always been crucial as they are the backbone of our economy. With globalization the challenges may be constantly increasing, but family businesses in Greece have strong abilities, allowing them to adapt to these challenges and changing market conditions.

These types of businesses are based on strong family values, on the passion to maintain the business that they or their parents toiled to create, on their hard work, and on their personal commitment to success and growth. Values like these make challenges that others would see as risks seem like opportunities for growth. This is also the way we see the marketplace.

By respecting the environment, offering high quality products and services, creating long-term cooperation and strong bonds, offering quality working conditions, promoting consistency, responsibility and the value of safety, we strive to maintain a healthy business over time.

In this way, we offer the best possible not only to our own family, but also to the families of our employees. We contribute to the Greek economy in our own way while we never stop supporting our place and its people.

Thank you very much for our cooperation.

We wish each of you individually good health, personal and professional success.



With Respect & Appreciation,,

*Manolis & Maria
Zouraki*

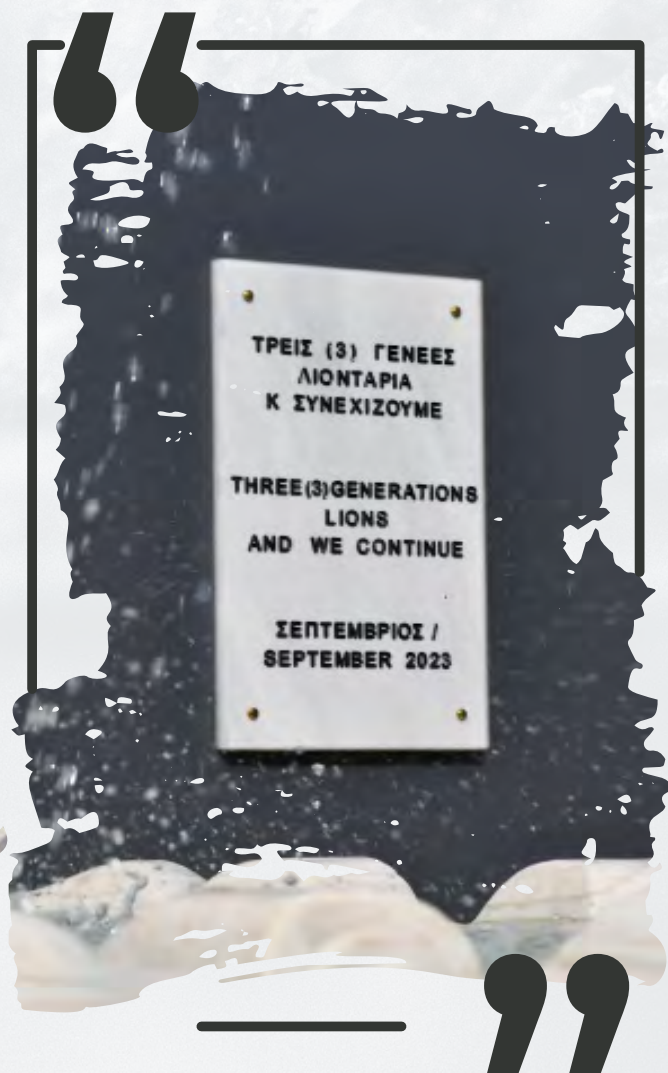
The Lions of MOBIAK

As I was browsing on a newspaper one Sunday morning, I came across a picture of a fountain in Italy, and I inspired of a similar one at the headquarters of MOBIAK.

Now the «Lions of MOBIAK» are in place, dedicated to the memory of my father and accompanied by the wish that there will be a 4th generation.

Let us not forget that running water attracts positive energy, prosperity, and good luck.

BY MANOLIS SVOURAKIS
President & Managing Director



The Value of Cooperation in the Mobiak Group



A collaborative environment thrives when communication with senior management is easy to every employee who has the opportunity to discuss anything that concerns them. No one should feel uncomfortable asking for any advice or help. When a solution is required, questions should be asked immediately and answered as much as possible by the relevant people. In this way, it is certain that the best possible solution will be provided and the team will function adequately.


In the MOBIAK group for 46 years, cooperation has been one of the keys to success. It all starts with the leader, who transmits his pulse, the communication and cooperation to every department head and employee. The supervisors, in turn, seek to improve teamwork starting with themselves. They can create a sense of security in the «team» and promote cooperative work when they themselves seek advice from all members of the company. Thus, they set a bright example for everyone, emphasizing that every point of view is respected while it is a fact that through long hours of discussions, the best ideas emerge.

Certainly, this process is not easy for everyone as they are used to acting in a different way depending on the work environment they come from. It can seem as courageous as sharing a serious mistake made at work, and it turns into a teaching moment for everyone.

In the MOBIAK group, Total Quality Management is implemented, being the strong point of the business. The whole, human being is the core, the basis for MOBIAK's development. For this reason, the concept of a united group, of a family in a different light, is what makes us united and committed to the vision of the late Manolis Svourakis. The sense of camaraderie, the best advice to our partners, the pleasant working environment are the most important elements for us.

In addition, open communication is further enhanced when company culture is a priority.

When the whole team has the same direction, the result becomes clear - especially when the team has seen the project grow from start to finish and strives for the best.



BY **DIMITRIS MOUSOURAKIS**
Accounting and Finance
Human Resources Manager (HR)

STAINLESS STEEL: MYTHS AND REALITIES



Before we will refer the myths and realities about the stainless steel, it is important to mention the separation of metals into passive and active. **Active are metals such as iron and steel which, when exposed to the environment, easily corrode showing yellow or orange rust.**

Stainless steel most referenced in two grades 304 - 316 and their numbers are determined by their alloy composition. Stainless steel belongs to the category of passive metals because it contains other metals including chromium. **For a material to be considered as stainless it must contain at least 10.5% chromium. The key difference between the 304 and 316, is the addition of molybdenum in the 316 that makes it more resistant to rich salt air.**

It is important to mention that stainless steel is not referred as a stain proof; it is **stain less**. This means that it is more resistant to surface oxidation but cannot be characterized as fully stainless. As mentioned above, the addition of molybdenum (in 316 grade stainless steel) only delays corrosion, it does not stop it.

The chromium contained in stainless steel creates a protective film covering the steel surface and shielding against corrosion. As long as the protective invisible film remains intact, the metal remains stain-less and corrosion resistant.

Three things can break down the film:

1. Mechanical abrasion, from knocks, wire brushes and scrapers, etc.
2. The water on the metal. Hard water may leaves spots that when heated leave deposits behind that can break down the protective film leaving the stainless steel to rust.
3. Chlorides. Household and industrial cleaners contain some of the worst chlorides.

How to maintain the stainless steel for a longer period of time without rust:

- We only use alkaline or non-chloride cleaners
- Avoid hydrochloric acid
- Always avoid hard brushes or hard cloths for cleaning
- Make sure to air dry the stainless steel cabinets

As we can not propose the powder coating on the stainless steel that will protect forever your equipment, we strongly recommend to maintain this in order to avoid the rust.



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BY LEFTERIS KIRALAKIS
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Responsible for the Production & Imports
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BY FILIPPOS CHRISTODOULAKIS
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Research & Development
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Participation of MOBIAKCARE in a German Exhibition

In the context of the development of the extroversion and export activity of the Medical Division, MOBIAK participated in the international exhibition REHACARE, which took place in Düsseldorf of Germany from 13 to 16 September 2023.

REHACARE, is the largest exhibition in Europe concerning the field of orthopedic equipment and rehabilitation.

Over 700 exhibitors from 37 countries presented their products, ranging from patient's daily care, barrier-free mobility, walking aids, to aids for children. Also presented developments such digitalisation and robotics, smart hospital beds which show significant potential to revolutionise the rehabilitation, improved patient care and overall increase in quality of life.

Of course MOBIAK gave a very impressive presence with the size of the booth and the variety of products. Present were the Director of Medical Department and Owner Mrs. Maria Svoraki, members from the Production/Import Department, and the most members from the Export Department.

There MOBIAK, presented all her new and premium products, met old and new partners and discussed with many potential customers from all over Europe, Egypt and the Middle East.

From 13 to 16 September, there were over 30,000 visitors and because MOBIAK participation was successful, We are now renewing our appointment for the next year exhibition at 25-28 September 2024!

DECLARATION OF CONFORMITY AND THEIR NECESSITY

BY **JOHN GKIOUMES**
 Environmental Engineer
 Head of Firefighting Equipment
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One of the most important documents that the manufacturer of the pressure equipment must provide with the product is the declaration of conformity.

The declaration of conformity is the document in which the manufacturer responsibly declares that the product he distributes is in compliance first of all with the European Directive 2014/64/EU concerning the certification of pressure equipment (CE/PED) and other directives or standards to which the product in question has been certified. Some of the additional directives or standards in the case of fire extinguishers are 2014/90/EE (MarED) and standards EN3-7, EN3-8, EN3-9, EN3-10, EN1866.

In case the product is an assembly and consists of individual components that are also certified with the European Directive 2014/68/EU, then they must be mentioned in the declaration of conformity and there must be a separate declaration of conformity for each of them.

As stated in the European Directive 2014/68/EU, the declaration of conformity must at least include the following:

1. Pressure equipment or assembly (product, type, batch or serial number).
2. Name and address of the manufacturer and, where applicable, of his authorised representative.
3. Purpose of the declaration (identification of the pressure equipment or assembly that enables traceability; if appropriate for the identification of the pressure equipment or assembly, it may include a picture).
4. A description of the pressurised equipment or assembly.
5. Conformity assessment procedure applied.
6. For assemblies, a description of the pressure equipment of which they are composed and the conformity assessment procedures applied.
7. The purpose of the declaration described above is in accordance with the relevant EU harmonisation legislation.
8. Reference of the relevant harmonised standards used or reference to the other technical specifications in relation to which conformity is declared.
9. Where applicable, the name, address and number of the notified body that carried out the conformity assessment and the number of the certificate issued, and the reference to the EU-type examination certificate - production type, EU-type examination certificate - design type or certificate of conformity.
10. Signature on behalf of, place and date of issue, name and position of signatory.

The declarations of conformity must be presented to the customer together with the product. The certificates indicated therein should be presented to the customer on request and if this is not done then the product is considered not to comply with the requirements of Directive 2014/68/EU.

Below is an example of a declaration of conformity for the product MBK06-050CA-P1D (5kg Carbon dioxide fire extinguisher)



Δήλωση Συμμόρφωσης σύμφωνα με τις οδηγίες 2014/68/ΕΕ & 2014/90/ΕΕ συμπεριλαμβανομένου του κανονισμού (ΕΕ) 2022/1157
Declaration of Conformity according to Directives 2014/68/EU & 2014/90/EU including Regulation (EU) 2022/1157
 Ο κατασκευαστής/διανομέας // The manufacturer/distributor
MOBIAK S.A
 Kathiana Akrotirioi, Chania-Crete/ Greece
 tel. +30 28210 63222 fax: +30 2821066260
 δηλώνει ότι ο εξοπλισμός υπό κρίση // hereby declares that the pressure equipment :-

Περιγραφή / Description:	Συγκρότημα Φορητού Ποροβόλητσα CO2 5Kg
Τύπος / Type:	MBK06-050CA-P1D

Is in conformity to the Pressure Equipment Directive and the Marine Equipment Directive: 2014/68/EU & 2014/90/EU including Regulation (EU) 2022/1157

Αριθμοί Σειράς / Παρτίδας / Serial / Lot Number/Barcode:	4851 - 7850 (Lot 003/2023)
Έτος Κατασκευής / Year of Manufacture:	2023

Εφαρμοζόμενες ενότητες συμμόρφωσης // Applied conformity assessment procedures (module Cat. II): B + C

Αριθμός Πιστοποιητικού Εξέτασης Τύπου // EC-Type Examination Certificate: PE-C-1317/14Rev 4 (Module II)

Πιστοποιητικό συμμόρφωσης ως προς το τύπο/Conformity to type: MIRETEC 09-1400CERT.196201644 (Μόδulo II)

Εφαρμοζόμενα πρότυπα-οδηγίες // Applied standards-Directives: EN3 (EN3-7, EN3-8, EN3-10), 2014/90/ΕΕ, 2014/90/ΕΕ

Έγκριση Τύπου σύμφωνα με το Πρότυπο EN3-7:2004+A1:2007// Type Approval According to EN3-7:2004+A1:2007: MIRETEC-09-1400CERT3 2102090479

Εξέταση τύπου ΕΚ σύμφωνα με την οδηγία 2014/90/ΕΕ/EC Type examination according to dir. 2014/90/ΕΕ: ME-C-0204/B/021

Συμμόρφωση προς την Ενότητα Δ (Διασφάλιση Ποιότητας Παραγωγής) σύμφωνα με την Οδηγία / Conformity to Module D (Production Quality Assurance) according to Directive 2014/90/ΕΕ: ME-C-0296/D/023

Φορέας Πιστοποίησης // Certification Body: EBFITAM A.E./MIRETEC S.A.

Αριθμός Αναγνώρισης Φορέα Πιστοποίησης // Identification no of the Certification Body: 0437

Φορέας Πιστοποίησης Συστημάτων Διαχείρισης Ποιότητας // Quality Management System Certification Body: ABS Quality Evaluations, Inc. 16855 Northham Drive, Houston

Περιγραφή εξοπλισμού υπό κρίση / Description of pressure equipment: Συγκρότημα πρότυπο-οδηγίας // Applied standards-directives: B + C2 II

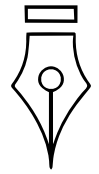
Εφαρμοζόμενες ενότητες συμμόρφωσης // Applied conformity assessment procedures: B + C2 II

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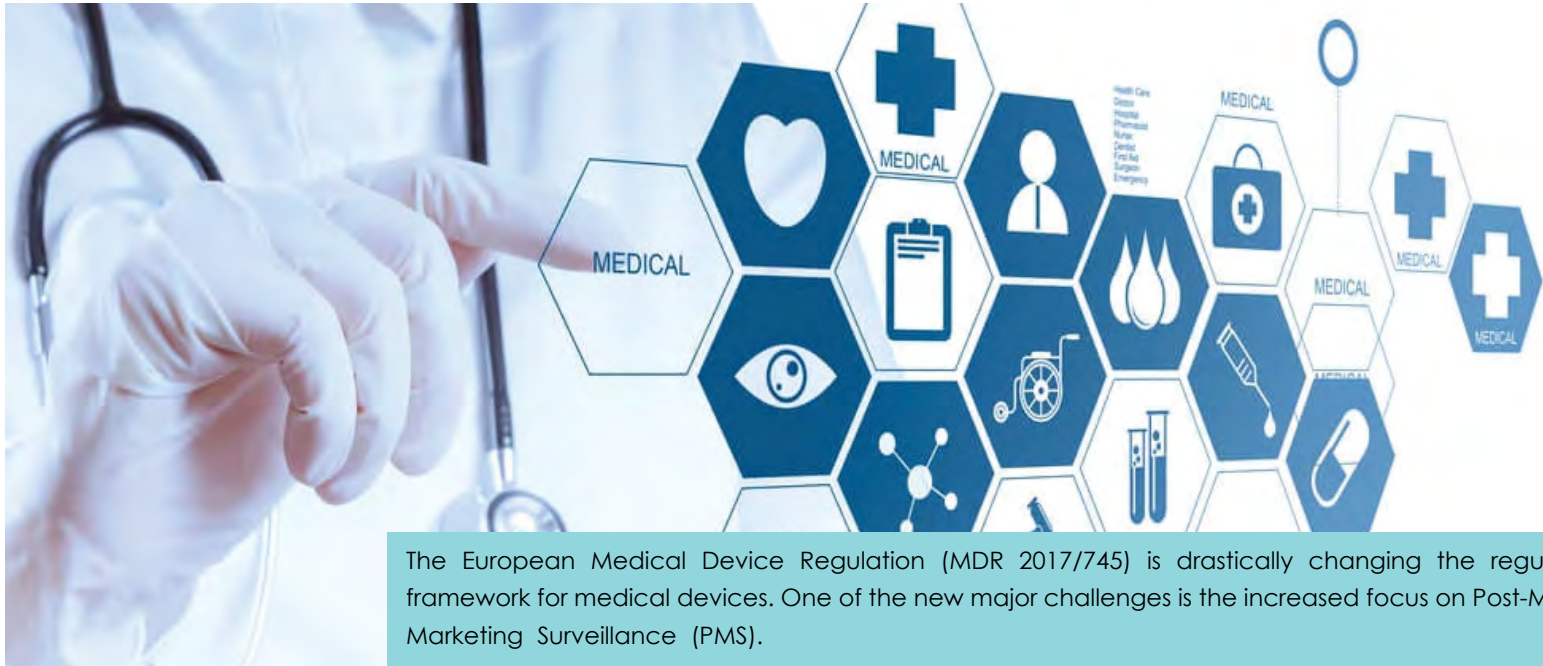
Ημερομηνία // Date: 21/07/2023

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THE IMPORTANCE OF THE POST MARKET SURVEILLANCE SYSTEM (PMS) OF MEDICAL DEVICES



BY ANTONIA VARDAKI
Production & Management
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The European Medical Device Regulation (MDR 2017/745) is drastically changing the regulatory framework for medical devices. One of the new major challenges is the increased focus on Post-Market Marketing Surveillance (PMS).

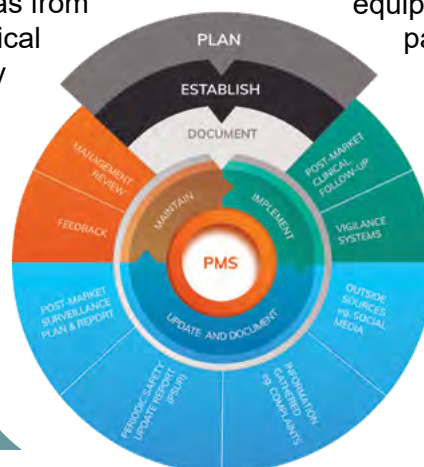
Dealing with post-market surveillance constitutes a very important part of medical devices compliance on MDR regulation through the EU market. It is also one of the focus areas of the notified bodies and competent authorities therefore it is essential for all manufacturers and others working within the medical device industry to ensure that this system is well established. It needs to be an integrated part of the manufacturer's Quality Management System.

Post-market surveillance system is a continuous process of monitoring and collecting data on the safety and performance of medical devices after they've been released to the market. This is vital to demonstrate that your device continues to be safe, effective and fulfills its intended use. It is focusing on actively and systematically gathering, recording and analysing relevant data on the quality, performance and safety of a device throughout its entire lifetime, drawing the necessary conclusions and to determining, implementing and monitoring any preventive and corrective actions.

There are many different ways to obtain this crucial data through user surveys, product registries and data bases, from Post-market clinical follow-up studies, from the established complaint system as part of the QMS as well as from social media and focus groups (users of medical equipment or services — whether these may be patients, healthcare professionals or carers).

The importance of this data lies among aiming on patient safety as well as increasing business benefits. Below there are some of the main topics that the received data of Post-market surveillance system can be used to:

- Give feedback on medical devices for practically improving usability of devices
- Highlight safety related data
- Revealing opportunities for business innovation processes
- Update the design and manufacturing information, the instructions for use and the labelling of the device
- Be included as part of clinical evaluation
- Distinguish the faulty devices on the market & raise competitive advantage of the safe devices' manufacturers
- Positively affect sales of the safe and effective devices
- Contributes to identifying risks and to possible update in risk management system of the manufacturer
- Alter manufacturing processes
- Help providing more training to the users of medical equipment or services — whether these may be patients, healthcare professionals or carers



All in all, gathering data of the post market surveillance system should be seen as an ongoing part of the product lifecycle aim to promote device improvement and continually re-verify and re-validate the results of the development phase with real world data.



Brand New Series of Lithium-ion Battery Fire Blankets



Studies have shown that Fires caused by Lithium-ion Batteries (from Computers, Electrical Vehicles, Electronic Cigarettes, etc.) have been dramatically increased. Due to the chemicals used in Lithium-ion Battery, when these components start to break down, causing a fire or explosion, they burn at an intense temperature and produce toxic gases (this procedure is called Thermal Runaway). Unfortunately, traditional fire extinguishers like foam, water and dry powder will not work on a lithium battery fire.

MOBIAK Extinguishers with Specialized Extinguishing Agent can suppress a Lithium-ion Battery Fire as they use a revolutionary extinguishing agent. However, these extinguishers only work if you have direct access to the battery itself.

Often, the Lithium-ion Battery is hidden behind a protective casing, such as at the bottom of your electric car. Under these circumstances, the only solution is to use a Lithium-ion Battery Fire Blanket over the device itself, call the fire brigade and then leave it covered until they arrive and assess the situation.

Through this Article, would like to hereby announce the Brand-New Series of Lithium-ion Battery Fire Blankets which are supplied in a Bag that must be installed in a location which is easy to access in an emergency.

Trying to cover all possible Requests/Devices/Vehicles and Applications, we have categorized our Blankets as:

- **Single-Use Blankets used for non-Direct placement on Lithium Battery**
- **Single-Use Blankets used for Direct placement on Lithium Battery**
- **Multi-Use Blankets used for non-Direct placement on Lithium Battery**

SINGLE-USE BLANKETS	MULTI-USE BLANKETS	DIRECT-USE BLANKETS
1,5 x 1,5m (550°C)	1,5 x 1,5m (1400°C)	1,5 x 1,5m (1000°C)
3 x 3m (550°C)	3 x 3m (1400°C)	3 x 3m (1000°C)
5 x 5m (550°C)	5 x 5m (1400°C)	5 x 5m (1000°C)
5 x 5m (550°C)	5 x 5m (1400°C)	5 x 5m (1000°C)





TWO-LINE CHECK



BY FANIS KARYDAKIS
Economics Bsc
Accounting Department
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South Greece & the Islands

A *two-line cheque is a cheque payable only to a bank or its customer, as opposed to a joint cheque payable to any bearer.*

A *The two-line cheque bears on its front face two parallel lines, vertical or diagonal. The marking of these two parallel lines either by the issuer of the cheque or by the bearer is called crossing.*

In practice, the dichotomy means a special instruction from the issuer to the bank concerning the person to whom the cheque may be paid and thus avoids or limits the risk of the cheque being paid to a non-beneficiary, since the bearer of a two-letter cheque can now collect it only if he is a customer of the paying bank. Otherwise, in order to collect it, it must authorise another bank to collect it.

The purpose and effect of crossing out is to limit the number of persons entitled to collect the cheque and thus to reduce the risk that may arise from the loss, theft or forgery of the document.

We have two instances of a two-line check:

- 1) General check writing*
- 2) Special check endorsement*

In the first case there is no footnote between the two parallel lines or only the word banker is marked. In this case the cheque is paid by the paying bank only to its customer or to another bank. Therefore, if the bearer is not a customer of that bank, he must authorise his own bank to collect the cheque on his behalf.

In the second case, a specific bank is indicated between the two parallel lines and the cheque can only be paid to that bank.

The generic digraph can be converted to a special one, but the special one cannot be converted to a generic one.

If a two-line cheque is not ultimately paid to a bank or to a customer of the payer but to a third party, whether or not the payer is at fault, the cheque is not voided but the payer is liable for compensation.

Finally, the two-line cheque can be transferred by means of the endorsement procedure, without any differentiation due to the specificity of the two-line cheque.

New European standard for portable fire extinguishers EN 3-8:2021

BY VANGELIS KARTERIS
Mechanical Engineer
Firefighting Equipment
Quality Assurance Department

In order for a product to be named from pressure equipment to fire extinguisher it must meet certain requirements which have been established by specific standards and European Directives.

The European Directives governing the portable fire extinguisher are the following:

- The European standard EN3-7:2004+A1:2007, certifies a portable fire extinguisher for its use so that it is suitable for extinguishing fires of specific categories, while EN1866.01 concerns wheeled fire extinguishers.

- For portable fire extinguishers and in particular the Container, it should be tested and certified under the European Pressure Equipment Directive 2014/68/EU (CE/PED) when talking about a low pressure container and 2010/35/EU (TPED) when talking about a high pressure container. With regard to the shutter, depending on the vessel in which it will be installed, it is possible that it may need to be certified in accordance with the 2014/68/EU (CE/PED) or 2010/35/EU (TPED) directives.

The above directive also applies to the fire extinguisher assembly separate according to each case, but it definitely has to comply with 2014/68/EU.

- EN3-8:2021 refers to the requirements for construction, pressure resistance and mechanical tests 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).

- Directive EN3-10:2009 which refers to the provisions for assessing the conformity of fire extinguisher loads to EN3-7:2004+A1:2007.

EN3-8 of 2021 was re-evaluated and re-issued (by the European Technical Community CEN/TC 70). The previous version was published in 2006.

Most parts of EN3-8 have retained the rigorous character of the previous version. The new standard takes into account both the revised directives referred to in the previous version and the new Pressure Equipment Directive.

The table below shows the correlation between EN3-8:2021 and 2014/68/EU:

Table ZA.1 — Correspondence between this European Standard and Directive 2014/68/EU

Essential Requirements of Directive 2014/68/EU	Clause(s)/subclause(s) of this EN	Remarks/Notes
2.2.1	5.1	Design parameters
2.2.4	5.2 to 5.9, 8.5, Annexes C, D, F, G	Experimental design method
2.3	5.12	Provision to ensure safe operation
2.4	5.11	Means of examination
2.6	5.10.1, 5.10.2	Corrosion or other chemical attack
2.7	5.3.5	Wear
2.8	5.6.4, 7.6	Assemblies
2.9	5.7, 5.11	Provisions for filling and discharge
3.1.5	7.3.1	Traceability
3.2.1	7.6.2	Final assessment/Final inspection
3.2.2	7.6.1	Final assessment/Proof test
3.3 a, b	6, 9	Marking and labelling
4.1b	5.10.2, 5.10.3	Materials – internal resistance
4.1e	5.10.3	Compatibility of materials
4.3 paragraphs 1,2	8.5, Annex H	Materials - documents
7.4	7.4	Test pressure

Some of the changes in the Directive include:

1. The procedure for calculating the minimum thickness of the container wall and the base in contact with the ground is modified. A reference is also made to rimmed containers where the minimum distance ($\geq 5\text{mm}$) from the bottom of the bottom of the container to the ground is mentioned.

The previous version of the standard typically mentioned how to calculate the minimum wall thickness of the container.

In the new version, the calculation of the minimum wall thickness is done through the technical file submitted by the container manufacturer to the relevant certification body. The standard containers that will be tested-evaluated by passing the certification tests, the manufacturer is obliged to continue to adhere to the same strict manufacturing procedures and material specifications of the original certification of the container. (In the event of a renewal of the manufacturing standard of the material, its use in the certified container will be reviewed) .

The new EN3-8 standard on vessels makes reference to the Pressure Equipment Directive and obliges the manufacturer to test it in Class 3 according to the requirements of the European Directive 2014/68/EU.

2. In pressure gauges, the acceptance limits for their use are becoming stricter. The minimum breaking pressure (P_r) threshold required for a pressure gauge to be acceptable for use in a fire extinguisher is increased.

3. In the previous version of the standard, the slide and the vessel were included in the pressurized instruction in category 3. The new directive EN3-8 modifies this category where it considers the shutter according to the Pressure Equipment Directive which now includes it in article 4.3 or in category 1 in combination with DN according to the European Directive 2014/68/EU. The vessel as mentioned above remains in category 3.

4. The minimum acceptable test forms for the materials used in the manufacture of fire extinguisher components in accordance with EN 10204:2004 are now indicated for the following components:

a. The container and its accessories

b. Extinguishing agent and its accessories

c. Hose

d. Other components that are attached to the extinguisher body by means of soldering or welding.

e. Welding electrodes

The above mentioned are some of the changes made in the new version of EN3-8:2021.

In general terms, the new EN3-8:2021 standard, in addition to the above mentioned, shifts the responsibility to the manufacturer for the design and construction of the portable fire extinguisher, making the limits and acceptance methods for the approval of the portable fire extinguisher and the container more stringent.

The portable extinguishers and containers handled-manufactured by MOBIAK S.A. have incorporated the new requirements imposed by the new standard.

Also, with respect to any fire extinguisher certificates approved under the previous standard will be renewed upon expiration of the existing certificate that was in effect.

The specifications followed on existing fire extinguishers that are still not compliant with EN3-8:2021 will need to be recertified by 2025.

MOBIAK has already brought its products into compliance with the new standard as it maintains high standards of quality for the manufacture of the portable fire extinguishers it produces and makes available to its buying public.

MOBIAK ELECTRIC PATIENT LIFTS



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

Daily care for the elderly and people with disabilities has never been a simple task. It is essential to have a qualified and dedicated person who can cope with this demanding but above all sensitive task. Over the years, these people have been allied with more and more specialized medical devices that make their daily lives more comfortable.

All of us can understand the advantages and the autonomy that a wheelchair, a simple walker and generally all these tools that make up, to a certain extent, for the end user's lost functionality. In no case, however, should we forget those aids whose use is aimed exclusively at the care giver of that person, who spends a large part of his or her daily life with them. **One of the most revolutionary of these aids, undoubtedly, has been the patients lifts.** Their use really helps the care giver helping him to save several man-hours, energy and, most importantly, to cope with his duties without the assistance of a second person, who most of the time is not able to be present in the home or in the corresponding facility.

Today, patient lifts can be used in many different situations. They are the "key" for moving a person to and from bed, wheelchair, toilet and generally to any room is needed.

MOBIAK is now able to offer a wide range of patient lifts that can lift users up to 200 kg thanks to their reinforced frame. The dimensions and anatomy of these patient lifts are such that they allow the caregiver, without effort, to move the person quickly and safely to and from almost any room, which in the past was very difficult and time-consuming. The autonomy and the quality of the batteries we use in our electric lifts allow us to operate it many times during the day, so that it is always available whenever and wherever it is needed and minimizes the time needed to charge it.

One of the "key" advantages of **MOBIAK's** Electric Lifts is the variety of specialized slings we have available. These slings are divided into special slings for the toilet, maximum patient immobilization and stability when this is naturally required, and general-purpose slings that can be used in the bathroom for safe and daily movement of the person.

The extensive use of lifts has undoubtedly played a key role in optimizing the services provided in care facilities for people with disabilities and, of course, for purely homecare use. The savings in manpower and man-hours are such that they effectively make the cost of a lift truly negligible compared to the benefits accruing over time. **But apart from these savings, which in no way could we fail to mention, it helps caregivers, regardless of gender and muscle strength in their daily effort to cope with one of the most difficult and delicate tasks out there!**

UPDATE IS ALL OF OUR OBLIGATION

In the context of upgrading and strengthening the level of fire protection in our country and with the aim of preventing the occurrence of all kinds of fire incidents, we remind you of the following:

From the fire protection provisions, it is expressly required to take the fire protection measures and means provided for by the applicable legislation in all types of businesses - facilities, which are granted an (Active) Fire Protection certificate, if required by the licensing or other competent Authority (Municipalities, etc.), for the issuance of an operating license.



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

The above businesses - facilities are obliged to observe the means and measures of fire protection, and to proceed with the renewal of the Fire Protection certificate.

In addition, they are required to comply with the Active Fire Protection Means Control and Maintenance Book and it is mandatory, at least once a year and at intervals in accordance with the manufacturer's specifications and the applicable legislation, to control and maintain the active fire protection means by a person who has the qualifications required by law to update the installation maintained by the company, the Control and Maintenance Book of the Active Fire Protection Means.

For businesses, for which there is no requirement to issue a Certificate of (Energy) Fire Protection in order to be licensed, there is an obligation to comply with the Fire Protection measures provided for by the current legislation.

All businesses, regardless of whether or not they require a certificate for their licensing, are required to train and inform their staff on fire protection issues.

Having as our goal the protection of life and property of the citizens, we ask all of you for the correct information of all those in charge on fire protection issues.

We are at your disposal to contribute from our side to this information for the prevention of fires and the preservation of the natural wealth of our country.



FIRE SAFETY TEAM: THE IMPORTANCE OF ITS EXISTENCE IN BUSINESS



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

Businesses, regardless of size and infrastructure, are required to have a Fire Safety Team, properly trained to deal with emergencies. It is particularly important that this team be regularly trained.

In this context, MOBIAK has, over the last decade, developed a highly dedicated Fire Protection Team, which undergoes the regular training required by the Fire Service. This training includes both theoretical and practical courses and covers, among other things, concepts such as fire prevention, technical response, evacuation of people from hazards, dealing with cases of explosions, etc.

We fully understand the importance of this training and we are investing further in the development of contingency plans and the modernization of corporate safety.

By appointing a Leader for this team, we have total control over all processes and the coordination required to ensure the safety of our business and our staff.



Sales Excellence Awards

MOBIAK HONORED FOR THE THIRD CONSECUTIVE YEAR

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

The fact that a company is recognized and distinguished in an institution such as the Sales Excellence Awards is a particularly significant gesture.

At a quick glance we see a business gain more value by sealing its results with an award and a national distinction. However, we must not forget that behind a name, behind a business, behind any numbers are people who strive every day to give their best in their work.

Through this award, we congratulate and recognize the effort of these people, of the different departments within the company, sales in Greece and abroad, sales in firefighting and medical equipment, the effort of different people who make up these departments.

They may be different people and disciplines, but the goal is common. The effort and the struggle is common. The joy of reward is common and equally important.

MOBIAK and its people, in a common steady course, confirmed this year that the company rightly holds the first place in our country and continues to be a major emerging force in the global market in the field of Firefighting and Medical equipment. This is confirmed by receiving this important distinction for demonstrating leading sales practices in the category of Increasing Exports - Growth in International Markets.

The award was received by Savoulidou Sophia, Export Activity Manager for Central & South - Island Greece.



The main objective of the company is the continuous upward course and the development of its products and services. We continue with the same passion and the same High Quality products that we have been offering for 46 years.

Value in safety...invest in Quality!





BY APOSTOLOS DIAMANTOPOULOS
Economics MSc.
Firefighting Equipment
Exports Department

PRESENTATION OF MOBIAK PRODUCTS AT AN EXHIBITION IN NEW ZEALAND

MOBIAK's New Zealand distributor intention at the conference was to promote the partnership with MOBIAK. Around 300 people attended the conference. Most of these attendees were fire industry personal. Our distributor has long heritage in the fire industry. This was beneficial in promoting our products as the industry asked a lot of questions for innovative MOBIAK 's products and present solutions for fire protection.

As you can see in the images above, there was considerable effort in the branding of MOBIAK and the tight business relationship that has been achieved. Our team put together a great display that represented MOBIAK products. This drew much attention as few attendees had seen this type of fire suppression systems.

The MOBIAK dealer team put together an excellent product exhibition that perfectly represented the company's range. This particularly attracted the attention of the participants, as few of them were aware of our company's innovative products.

The products that was most discussed was the AMFE's , fire suppression sachets (Cooking Stick Type extinguisher) and the MED FIRE Body shower. The industry also liked the increase in the ratings with some of the fire extinguishers.

Overall, the exhibit was worthwhile because it presented the opportunity to brand MOBIAK in NEW ZEALAND in front of the industry.

NEW **Payment Link** Service Application for bank payments to **MOBIAK S.A**

We are pleased to inform you that for those who wish to pay their balance by card, another NEW bank payment procedure using **Payment Link** has been implemented to pay your invoices and balances to MOBIAK S.A.

With the **Payment Link** service, you make your payments to our company easily and quickly, **securely**, simply by receiving a unique link via email, messenger or SMS from our company, upon your request (by phone or e-mail). So you can pay **with any card**, easily and quickly 24 hours a day without knowing the IBAN of the account holder.

Thus, you are given an additional option for easy telephone payments to our company, while this system also supports recurring payments, installments, etc.

The process is very simple and is as follows:

- The customer contacts our company (via email, phone) and informs them that they wish to pay via Payment Link
- Our company will create you, through the Cardlink payment gateway management tool, a unique «Payment Link» for you.
- The payment link is sent to the customer via their preferred channel (email account, SMS or social media).
- The customer will click on the 'Payment' link and be directed to the bank's payment page to make the payment.

The process is valid for both domestic and foreign customers.

BY MARIA NIKOLOUDAKI
Economist

What are the responsibilities of the safety technician?

BY **BODOSSAS ATHANASIOS**

Accounting
Head of Distribution Center of Central &
Northern Greece

The main responsibility of a safety technician is to provide the employer with written or verbal advice on matters relating to occupational safety and the prevention of accidents at work. These suggestions are recorded in a company book, which he is responsible for updating at regular intervals, and the employer is obliged to take note of the advice recorded in this book.

Briefly, the safety technician:

He shall check the safety of the installations and production processes before they are implemented and shall supervise the implementation of occupational health and safety and accident prevention measures, informing the competent heads of department accordingly.

In order to supervise working conditions, the safety technician must:

- a) Inspect workplaces from the point of view of occupational health and safety and report to the employer any failure to comply with health and safety measures,
- b) Supervise the correct use of personal protective equipment,
- c) Supervise the performance of fire drills to determine readiness to deal with accidents.

To improve working conditions in the company, the safety technician must:

- a) Ensure that the workers in the enterprise observe the rules of occupational health and safety and instruct them on how to avoid the risks of their work,
- b) Participate in the implementation of health and safety training programs for workers.

MOBIAK SA in the context of the safety of its employees has all those measures that are proposed by the safety technician and is in compliance with all legislation.



MOBIAK's Fleet of Vehicles for customer service

“



BY **VAGGELIS VOUTAS**
Food Technologist
Medical Equipment
Sales Department of Greece

We pay particular attention to the real needs of our customers and constantly focus on serving them better. Our continuous dedication to immediate and efficient customer service has brought to the fore, as a priority, the creation of a fleet of company cars.

Providing assistance with high-level services, which facilitate the daily life of its customers, so that they feel **safe** at all times, is an absolute priority. A typical example, which proves the necessity of the existence of the fleet of vehicles, is the shipment of a product each time (and especially medical technology products) where it must be separate and must reach the destination quickly. Therefore, the company was staffed and now consists of 30 privately owned vehicles, which facilitate the daily life of its customers so that they feel safe at all times.

A notable reference that we must focus on is the opportunity given to us by the company's management and the existence of a sufficient fleet of vehicles, making routes to the province, serving not only a clientele within Attica or Thessaloniki or within the prefecture of Heraklion. The itineraries are defined by the distribution centers always in consultation with the sales managers of Chania.

MOBIAK's company focuses on immediacy, professionalism, but also on honest and long-term cooperation between our customers. The ever-increasing demands of the new era, optimal customer service, but also energy savings due to climate change, led the company to new innovations. Thus, our company has recently been expanding its fleet, with new vehicles of modern technology and low emissions. The modernization of our company's fleet with new state-of-the-art vehicles aims to improve the response time even more.

Finally, the new vehicles are expected to offer greater operational efficiency, give us additional flexibility to meet the demands of our customers, as well as have a particularly positive impact on the environment and raise awareness among the local community on the issue of sustainable urban mobility.



Lumbar Belts

PRIM



BY **VASSILIS SIMANDIRAKIS**
Public Relations
Head of Medical Equipment
Sales Department of Greece

Lower back pain, also known as back pain, results from our bad posture and the excessive pressure we receive due to our sedentary work. The way we sit during the day at work is the main cause of recurring attacks of back pain

We are therefore pleased to present to you ,the new series of lumbar belts of the PRIM company called PRIMSPINE LABORAL+BLACK SUPPORT, which cover all lower back ailments

PRIMSPINE Work+ is made of high compression fabric and includes a double pressure adjustment strap at the back to adjust the compression in this area, padded bands and the 4 elastic bases. Along with abdominal compression from the front closure.

The dual control system allows you to adjust the lumbar support according to your work -related needs.

They are reimbursed by EOPYY and additional information can be found on our website: www.mobiakcare.com



	Size	Waist Size
0802414	S	85-95
0802447	M	95-105
0802448	L	105-115
0802449	XL	115-125



	Size	Waist Size
0802413	S	85-95
0802444	M	95-105
0802445	L	105-115
0802446	XL	115-125

VOLUMETRIC WEIGHT & ITS SIGNIFICANCE IN THE FIELD OF LOGISTICS



BY ANTONIS PANTELIDAKIS

Business Administration
Head of Warehouse & Logistics Manager
Distribution Center of Central,
Southern and Island Greece

In this article we will talk about volumetric weight and the importance of adopting it in the field of logistics.

Volumetric weight is the weight calculated from the size of the space occupied by a commodity (box) in a means of transport (truck) and can affect the planning as well as the cost of its transport.

The density of the package is taken into account in volumetric weight calculations.

Also known as dimensional weight, it includes the estimated weight based on the length, width and height of a commodity used for its commercial transport.

Specifically, taking as an example a warehouse with 5000 commercial codes, counting and calculating the volumetric weight in each of these codes, the planning of order execution and the loading plan of a truck can be done in an even way since in advance we can know:

- a) the exact way in which the loading should be done,
- b) the exact distribution of boxes within the means of transport &
- c) the volume that each box will occupy inside the truck

The result of the above will be to achieve the best possible loading, making safe and timely shipments, keeping the cost of transportation low for our company and also serving our clientele quickly.

The exact dimensions of a commercial code are considered one of the most powerful tools in the hands of warehouse managers since they contribute to the smooth operation of both the warehouse and the demanding reporting & tasking undertaken by each manager.

CHANGE CONTROL & APPROVAL

THE SIGNIFICANCE OF IMPLEMENTING CHANGE IN THE PHARMACEUTICAL INDUSTRY & CERTIFIED PRODUCTS, IN GENERAL

BY ARGYRO SCHOLINAKI

Chemistry MSc.
Head of the Industrial -
Medical Gases - Liquids Department

Changes are inevitable in constantly growing companies. Changes, in the production flow and processes, in raw materials and their suppliers and in the final product and its distribution, are constantly performed to improve efficiency, quality, safety and innovation, at all levels.

However, in order to avoid a negative impact, companies should have a reliable change management system, in place, to ensure that changes are evaluated, approved and then implemented.

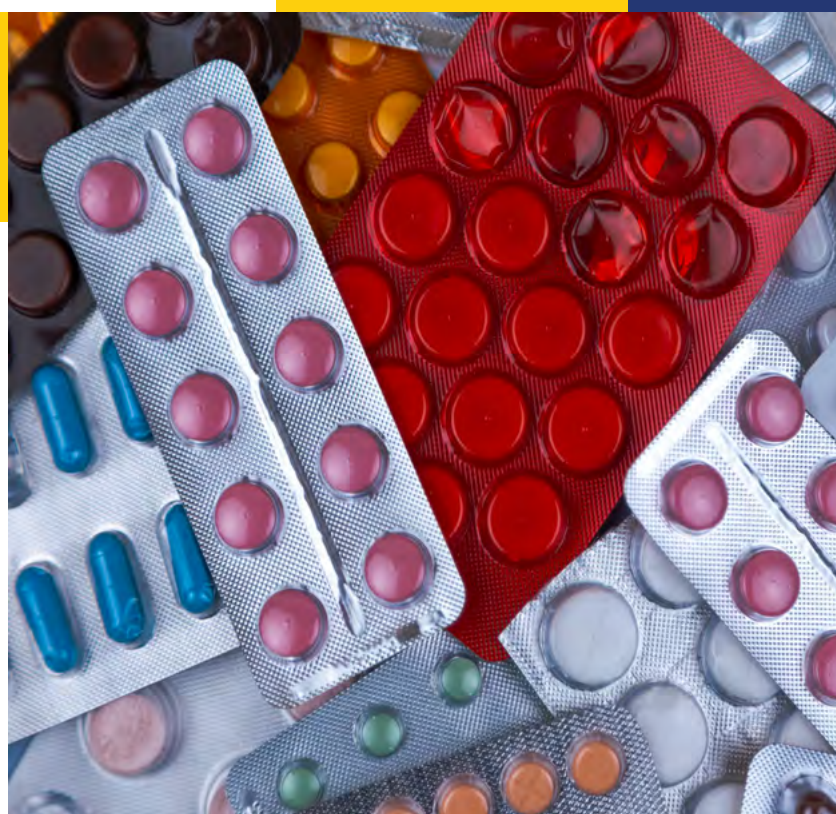
In particular for pharmaceutical products, a review and approval process is required prior to implementing a change.

This process is most commonly referred as «Change Control» and is an integral part of the quality system of all companies that have pharmaceutical products or other types of products, which are certified or validated.

In particular, the definition given by GMP is that «Change Control» is a “a formal system by which qualified representatives of appropriate disciplines review proposed or actual changes that might affect the validated status of facilities, systems, equipment or processes. The intent is to determine the need for action to ensure and document that the system is maintained in a validated state”. The key phrase being **“to ensure and document that the system is maintained in a validated state”**.

Changes, depending on the impact they have on the final product, the processes or the validated system, are categorized into:

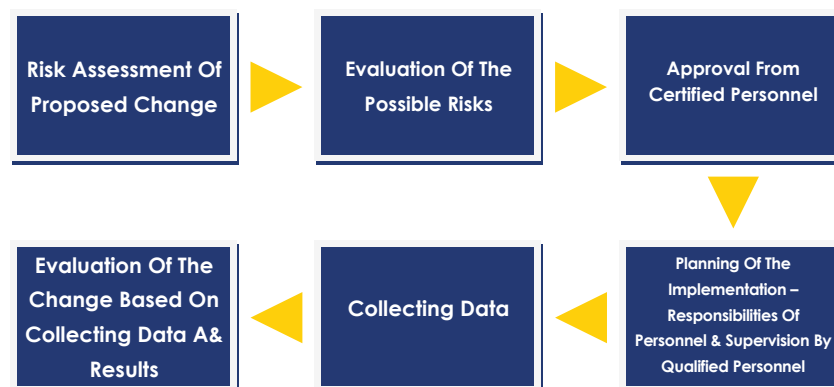
- Minor - changes that have little or no impact to the final product, e.g. the change/replacement of a machine with a modern one, which performs exactly the same process, for example in less time.
- Major - all those that may affect the characteristics of the final product and may concern facilities, processes or equipment.
- Critical - are changes that present high risk and may declare the product unsuitable and concerning pharmaceutical drugs harmful and unsuitable for human consumption.



An effective change management process should include the following steps:

- Investigation and Analysis of the Risks that may arise from any proposed change
- Evaluation of the possible risks after the completion of the risk assessment
- Evaluation by specialized scientific personnel, who know the product, the procedures and the legislation/validation requirements.
- Organization plan & Implementation of the Approved Change
- Re-evaluation after the implementation/completion of the change, to assess its effectiveness

The diagram including the steps of change management is given below.



Participation of a commercial representative of Mobiak in Iceland at the 2023 Industrial Exhibition

BY APOSTOLOS DIAMANTOPOULOS
Economics MSc.
Firefighting Equipment
Exports Department

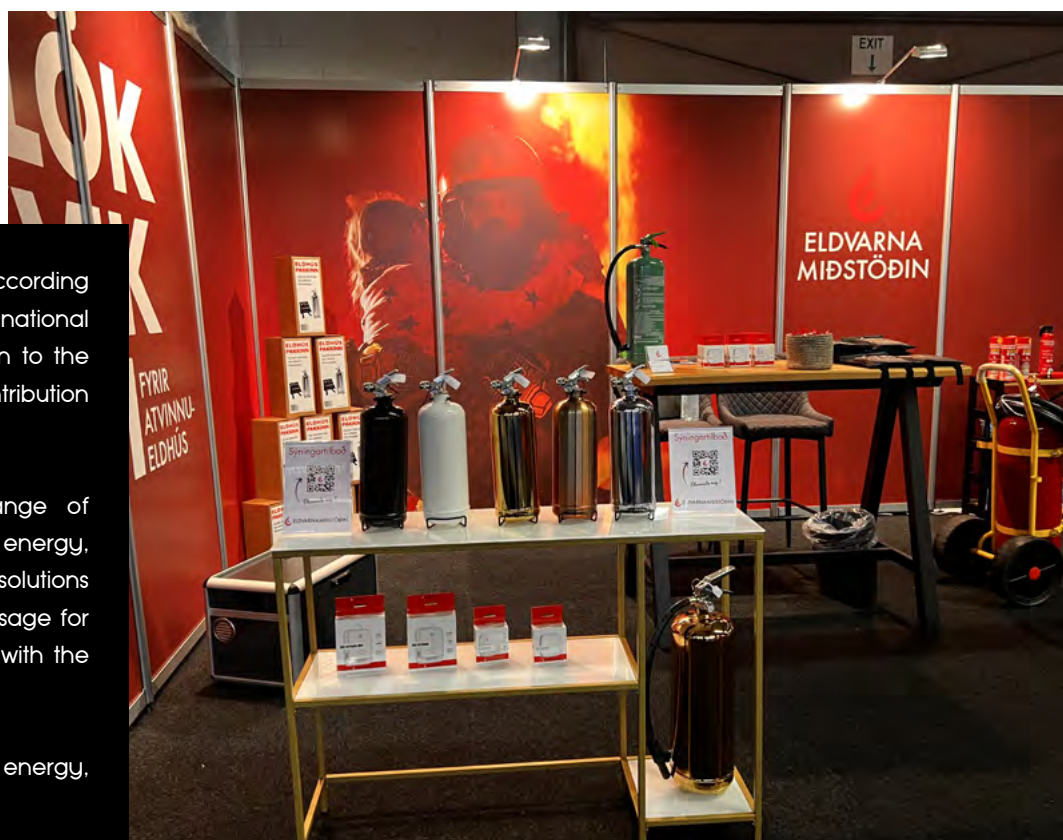


Industry is a very large part of our economy. According to statistics, it generates more than a fifth of the national product. And then only the direct contribution to the national product is discussed. The indirect contribution is much greater!

IDNADARSÝNINGIN 2023 covers the wide range of industries either in the field of structures, energy, manufacturing, intellectual property or green solutions to name a few. Such an exhibition has a message for citizens whether they work or are associated with the industrial space.

The main areas of the exhibition were: energy, infrastructure, design and ecological solutions.

The aim of the exhibition was to find potential customers for the Días kitchen system as well as other products from the wide variety of MOBIAK.



The «MOBIAK DIAS»® Class (F) Fire Suppression Local Application System in Professional Kitchens is the most Reliable & Economical solution for the End User while offering by far the Safest, Fastest, Simple & Efficient Way of Installation.

Key features/advantages of the MOBIAK DIAS® system:

- Wide range of sizes (6lt to 35lt, with a single bottle)
- Automatic activation, no pressure pipe or wire rope, but with linear sensing cable (UL certified – 10 years life)
- Option for time delay (from the moment of detection to extinction), possibility to cancel extinction
- Multiple manual activation options (remote mechanical/electrical, from bottle cap, from system panel)
- Easy and quick installation
- Extremely competitive prices
- Immediate delivery times



Liquid Nitrogen for Maintenance of Genetic Material

BY EFI MANAROLAKI

Chemistry MSc.
Industrial - Medical Gases - Liquids
Department

Cryopreservation is the preservation of biological material at extremely low temperatures in order to use them at a later time. Among the biological material commonly cryopreserved are gametes (eggs and sperm), IVF embryos, and stem cells from various tissues, such as hematopoietic stem cells from umbilical cord blood and mesenchymal stem cells from adipose tissue.

The process of cryoprotection begins by slowly lowering the body's core temperature to hypothermic levels. Cryoprotective agents are used to protect the cell structure from hazards such as ice crystal formation. Through refrigeration and the cryopreservation process, metabolic rates are significantly reduced, completely stopping biological activity. Once vitrified the biological material is in complete "biological quiescence" which means that the cells can be stored in this state indefinitely without degradation.

Liquid nitrogen is a colorless, odorless and tasteless gas with a boiling point of -196°C and a freezing point of -210°C .

Liquid nitrogen is usually used for the above process of cryopreservation, because it cools substances to very low temperatures. It is a non-mechanical method of cryopreservation of cells. It is fortunate that there is a natural temperature below the glass transition point at which these processes can operate. The substance is also extremely easy to maintain. A single batch of it can keep cryogenically stored material in optimal conditions for more than a week. In storage vessels, liquid nitrogen is constantly boiling as it evaporates into gas.

To combat this, the storage facility is fed with liquid nitrogen on a weekly basis, so that after a week new material is simply added, to keep the temperature constant below -130°C and prevent ice crystals from forming inside the cells. Storage of cryopreserved cells in the vapor phase of Liquid nitrogen is recommended. This storage method reduces the risk of liquid nitrogen entering the cryotubes which can lead to the tubes exploding during thawing.

Cryopreservation is based on the conversion of the water present in the cells from a liquid to a solid state. When cooled below 0°C , the biological effects are dominated by freezing water, which typically constitutes at least 80% of tissue mass. Cell water requires a much lower temperature to freeze (even down to -68°C) due to the presence of salts and organic molecules in the cells, compared to the freezing point of pure water (around 0°C).

Samples stored in liquid nitrogen vapor can be subjected to temperatures between -196°C at the lowest boiling point from the liquid reservoir, to a progressively warmer temperature as the elevation of the storage location increases. This temperature rating varies between manufacturers of Liquid Nitrogen vapor phase freezers.

Generally, a good rule of thumb is that if you want long-term storage, the liquid phase is better because it keeps your sample at a lower, more constant temperature, but for other situations where long-term storage is not a factor, especially when frequent access is required, with the safety and ease of access provided by vapor phase Liquid Nitrogen freezers may be a better choice.

Sales Network: **A Team With A Common Vision**

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



A sales network is made up of teams (internal and external) that act with a view to achieving the objectives set by the company. Through the human resources operating within the company, customers can have direct service in order management (existing or new), as well as be informed about new products - benefits of the company. This can be done either by sending mail or by telephone contact, and another means can be a face-to-face visit of an external salesperson with the customer. So, beyond the physical location of the company all the staff of the external team takes care of handling cases related to sales.

Of course, the goal is none other than increasing market share, increasing the number of effective customers, increasing consumption of existing customers as well as creating new needs. In addition, both internal and external teams should receive information about the purchasing behaviour of customers and the policies used by competing companies.

In this way, companies will not remain «unaffected» by the high growth rates that have prevailed in the global market.



The Importance of Properly Maintaining your Fire Extinguishers

BY ANTONIA KOUFAKI
Production & Management Engineer
Firefighting Equipment
Exports Department

Fire extinguishers are an essential part of any fire safety plan, but simply having them in your home or business is not enough. It is important to properly maintain your fire extinguishers to ensure they will be ready for use in case you need them. Here are some reasons why proper maintenance is so important:

Making sure it's full: Fire extinguishers can lose pressure over time, which can make them ineffective in an emergency. Routine maintenance includes checking the pressure gauge to make sure the extinguisher is full and pressurized.

Identifying damaged or retired fire extinguishers: Fire extinguishers can deteriorate over time or develop wear and tear that will require replacement. In many countries based on legislation (as in Greece) after some years the fire extinguisher must be replaced. Regular maintenance includes checking for damage and making sure your fire extinguishers are ready for use.

Fire Extinguisher Familiarity: Proper maintenance includes reviewing the instructions and becoming familiar with the type of extinguisher you have. This will ensure that you know how to use it effectively in an emergency.

Compliance with regulations: Depending on where you live or operate your business, there may be regulations regarding fire extinguisher maintenance. Failure to comply with these regulations may result in fines or other penalties.

The legislation regarding fire extinguisher maintenance differs from country to country. In other countries it is mandatory to do it every 2 years, in others every 5 years and so on. Also, based on Greek legislation, after 20 years the fire extinguisher must be replaced with a new one, which is not the case in all European countries.

In conclusion, properly maintaining your fire extinguishers is vital to ensure they are effective in an emergency, comply with regulations and protect your home or business from fire. Don't wait until it's too late to check your fire extinguishers - make sure they're in good working from today.



Factoring

Reverse Factoring of Discounted Receivables



Factoring

Factoring is a low cost and easy to handle solution for discounting the receivables of a company as banks and factoring companies offer management platforms.

In Greece, factoring is offered by banks operating in Greece or by special companies that offer this service exclusively.

The procedure is as follows:

- The company assigns its receivables from the invoices it chooses and is on credit for 1 month to 6 months to the bank, through the authorized platform.
- The bank then checks the creditworthiness of the customer.
- If the customer's creditworthiness is approved, the company collects the money immediately.
- The financial institution in accordance with the customer's credit terms collects the invoice amount at a second time.

The cost of this service varies depending on the financial institution, but is lower than other forms of lending.

Reverse Factoring

Similar but inverse is the reverse of reverse factoring.

In Reverse factoring the customer assigns the receivables of its supplier. Then the supplier chooses which invoices depending on the credit terms and their summary amount he wants to discount.

The supplier discounts its invoice and the customer pays the invoice to the financial institution on the basis of the payment terms or the terms agreed with the bank.

In Reverse Factoring there is a low cost of borrowing for the customer and the supplier which is again lower than the cost of other forms of borrowing.

BY **DIMITRIS MAVROUDIS**

Mathematics Bsc
Information & Communication Systems Msc
Accounting Department
Distribution Center of Central &
South Greece & the Islands



Fire Doors with Electronic Locks. The Integration of Safety and Convenience at... your Door.

In the ever-evolving environment of modern facilities, safety remains paramount. **MOBIAK**, as a trusted partner in the realm of safety solutions, recognizes these challenges faced by businesses, hotels, and offices.

MOBIAK is thrilled to introduce the latest addition to our catalogue: Fire Doors with Electronic locks suitable for hotels and offices. This integrated series of Fire doors not only provide robust containment measures but also offer modern access control, catering specifically to the unique security needs of hospitality establishments and corporate offices. Our electronic locks seamlessly blend safety and convenience, ensuring that occupants have peace of mind while enjoying efficient access control.

These innovative systems offer numerous advantages. Firstly, they enhance safety by programmable key cards to work for a specific timeframe, reducing unauthorized access risks. Additionally, The System is capable of programming countless spare Keys (cards), providing flexibility and convenience. These spare keys can also be configured to work only for designated doors, offering a granular level of access control. **MOBIAK** 's electronic lock doors represent a leap forward in modern security, offering peace of mind and tailored access management for various environments. Last but not Least, this Compact series of Doors can be used as standalone Solutions as they are battery operated. This is a relief from the need of costly and laborious wiring.

As **MOBIAK** enters this new frontier of fire safety and security products, our commitment remains unwavering: to provide accessible, reliable solutions that empower modern facilities, hotels, and offices to navigate safety challenges with confidence, ultimately securing the well-being of occupants and property alike.

”

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



Touching the Top

BY MANOLIS STAVROULAKIS
Technologist - oenologist
Sales Department for
Firefighting Equipment of Greece

To establish a business at the top, you need to follow some strategic steps:

FOCUS ON QUALITY AND INNOVATION:

Seek ways to provide high-quality products or services that stand out from your competitors. Continue to innovate and offer solutions that captivate customers.

BUILD STRONG COMMUNICATION WITH YOUR AUDIENCE:

Utilize effective promotion and advertising strategies to communicate the value of your business to customers. Target appropriate communication channels that will reach your target audience.

BUILD TRUST:

Earn the trust of your customers by providing exceptional customer service, consistency, transparency in all communications, and offering post-purchase support.

COLLABORATE WITH PROFESSIONALS AND INFLUENCERS:

Seek partnerships with other businesses that can help increase your visibility and reach a larger customer community. Additionally, collaborate with influencers who can promote your business to a new audience.

CONTINUOUSLY ADAPT AND GROW:

The market is dynamic and constantly changing. Stay open to changes and adapt to new trends and customer demands. Continuously grow and improve to maintain your position at the top of the market.



By implementing these strategies, you can achieve the establishment of a top-notch business and attract the interest of your customers.



The Importance of Using Certified Fire Extinguishers from MOBIAK

In a world where safety is paramount, the use of certified fire extinguishers is of utmost importance. These life-saving devices are essential for tackling fires swiftly and effectively.

MOBIAK's certified fire extinguishers are tested and approved by recognized organizations all over the world. This certification guarantees that the extinguisher meets specific safety and performance standards, ensuring that it will function correctly when needed most.

BY ELENI PAPANIKOLAOU
Management of Health &
Social Welfare Units
Management Assistant
Firefighting Department

One of the primary reasons to use certified fire extinguishers is reliability. When a fire breaks out, every second counts. You need an extinguisher that you can trust to work immediately. Certified extinguishers have undergone rigorous testing, ensuring they discharge the extinguishing material effectively. This reliability can be a lifesaver in emergency situations, preventing small fires from escalating into uncontrollable infernos.

Furthermore, using certified fire extinguishers can help protect your property. Non-certified or expired extinguishers may not be as effective, leading to more extensive damage in case of a fire. Insurance companies often require businesses and homeowners to use certified extinguishers as part of their risk management protocols. Failing to do so could result in increased insurance premiums or even policy cancellations.

Another critical aspect is user safety. Certified extinguishers come with clear instructions and are designed to be user-friendly. This ensures that individuals can operate them correctly, even in high-stress situations. Non-certified extinguishers do not provide the same level of safety and may be prone to malfunction, putting users at risk.

In conclusion, using certified fire extinguishers is a necessity.

These devices offer reliability, property protection, and user safety that uncertified extinguishers cannot guarantee. When it comes to fire safety, there's no room for compromise.

Invest in certified fire extinguishers of MOBIAK, and you'll be taking a significant step towards safeguarding lives and property.



NAMING OF STREETS OF CHANIA IN MEMORY OF EMM. SVOURAKIS



BY **ANNA NODARAKI**
Business Organization & Management
Head of Credit Control Department
& Legal Department

Fire safety is one of the most fundamental factors for the protection of our lives and property. In this field, Emmanuel Svorakis (Sr.) managed to gain respect, appreciation, and recognition for his work in the production of firefighting equipment.

Emmanuel Svorakis (Sr.) decided to devote himself to the field of fire safety and fire prevention. He worked hard to develop and improve his company's products with dedication and vigor, offering effective fire safety solutions.

His efforts have paid off. His company has grown into a leading manufacturer of firefighting equipment with customers all over the world. The fire extinguishers and equipment he built are distinguished for their reliability and ability to protect lives and property.

Therefore, as is only logical, the honor bestowed on Emmanuel Svorakis by the state authorities by naming streets in his hometown of Chania is fully justified. These streets become a symbolic bridge between the past and the future, acknowledging the great contribution of a man who dedicated his life to the safety of his community.

It is an inspirational message for new generations. It is an opportunity to learn about his life and work and to learn lessons of dedication, innovation, and commitment to the principle of safety. Emmanuel Svorakis was an example of how individual vision and perseverance can shape the future.

Naming streets in his honor is a way to show our gratitude and respect for this great contribution to the safety of our community.

Cash Flow Statement

BY EFI ANDREADAKI
Accounting and Finance
Accounting Department

The cash-flow financial statement helps investors, lenders, and other stakeholders analyze a company's liquidity and financial health by showing the actual financial results from operations, investments, and financing activities. It complements other financial statements, such as the income statement and balance sheet, providing a more complete understanding of a company's financial performance.

A cash flow statement is a financial statement that provides information about the cash inflows and outflows of a company over a specific period of time. It shows how changes in balance sheet accounts and income affect cash and cash equivalents.

The cash flow statement consists of three main sections: cash flows from operating activities, cash flows from investing activities, and cash flows from financing activities.

Cash flows from operating activities: This section reports the cash inflows and outflows from a company's core operations. It includes cash received from customers, payments to suppliers and employees, and other operating cash flows. This section helps assess the company's ability to generate cash from its day-to-day operations.

Cash flows from investing activities: This section shows the cash inflows and outflows related to the purchase or sale of long-term assets, such as property, plant, and equipment, as well as investments in securities or other businesses. It provides insights into a company's capital expenditures and investment decisions.

Cash flows from financing activities: This section highlights the cash inflows and outflows associated with raising or repaying capital. It includes activities like issuing or repurchasing stocks, issuing or repaying debt, and paying dividends. It provides information about a company's sources of capital and its obligations to its investors and creditors.

The cash flow statement helps investors, creditors, and other stakeholders analyze the liquidity and financial health of a company by showing the actual cash generated or used in operations, investments, and financing. It complements other financial statements, such as the income statement and balance sheet, providing a more comprehensive understanding of a company's financial performance.



A cash flow statement is a financial statement that provides information about the cash inflows and outflows of a company over a specific period of time.



FIRE EXTINGUISHING FOAMS AS A FIRE EXTINGUISHING MATERIAL

Introduction:

Fire extinguishing foams are an essential tool for dealing with fires. Their properties allow them to extinguish fire in an efficient manner, protecting both life and property. In this article, we will look at how fire extinguishing foams work to extinguish fires and what their methods are.




Details:

Fire extinguishing foams have several properties that allow them to extinguish fire. One of the main reasons firefighting foams are so effective is their ability to isolate the core of the fire from oxygen. The foam prevents air from coming into contact with the fire, extinguishing it and preventing its spread.

At the same time, fire extinguishing foams provide cooling to the fire, reducing the temperature at the point of combustion. This prevents the fire from re-igniting and helps extinguish it safely. In addition, fire extinguishing foams can produce a protective thin foam layer on the surface of the fire. This layer of foam prevents the emission of vapors, thus helping to limit the spread of the fire.

Fire extinguishing foams can be used in a number of ways with the most common way being by using a fire extinguishing cannon (monitor) on a fixed base or on top of fire trucks. It can also be used in local application systems and finally with a fire extinguisher that a firefighter holds in his hand, allowing him to throw the foam right at the source of the fire.

Certainly, firefighting foams are a vital tool for life safety and property protection. Their correct use is necessary to effectively extinguish fires and avoid greater damage.



BY ALEXANDROS MPOLANIS
Economist M.B.A
Tendering Department



EMPLOYEE TRAINING

BY CHRISTOS VOURVACHAKIS
Natural Resources and
Environmental
Engineer
Head of Quality Assurance Department
of Medical Equipment

The Importance of Staff Training

Nowadays and with the rate at which the market evolves and develops, the need for staff training is essential. Training is an important step in ensuring that employees can do their jobs properly and effectively. To maintain global competitiveness and improve productivity, training and development are key factors.

Below are the main advantages that a company gets when it trains its staff.

- ▶ With staff training, employees are always up to date with the latest and greatest company information, trends and best practices for their roles.
- ▶ Improved employee performance. An employee who receives the necessary training is more capable of performing at his job. The training will give the employee a better understanding of his responsibilities within his role and in turn that will build his confidence and become more efficient at his job. This confidence will boost overall performance and this can only benefit the company. Employees who are skilled and above changing industry standards help the company to position itself as a leader and strong competitor in the industry.
- ▶ Reduction of supervision of employees and their work. Training enables the employee to perform the duties of his job with reduced supervision. This benefits both the employee himself due to the greater freedom to take initiatives, and the company due to the reduction of supervision costs.
- ▶ Better working environment. Ongoing training will help employees work more effectively in the work environment. This creates an atmosphere in the organization that supports every employee and makes them feel important.
- ▶ Improves the reputation and profile of the company. Strong staff training helps develop the employer brand and makes the company a magnet for working employees. The training that a company can provide makes it more attractive as it shows that it respects its staff and helps them develop.

At MOBIAK, staff training never stops!

Quality Management System ISO 9001

The History And Benefits Of Its Implementation In Businesses

ISO 9001 is an internationally recognized standard for **Quality Management Systems** and is part of the larger family of standards known as ISO 9000, which cover a wide range of topics related to **Quality Assurance**.

The history of the ISO 9001 Quality Management System dates back to the 1950s, shortly after the end of World War II, when the government agencies of the United States of America (USA) and the United Kingdom established standards for military procurement. Specifically, large organizations supplying government procurement agencies often had to comply with a variety of quality assurance requirements for each contract established, which led the defense/military procurement industry to adopt the mutual recognition of standards AQAP of NATO and MIL-Q and Def Stan of the US and UK Departments of Defense respectively. In 1979 the first specific quality management system standard, the British Standard BS5750, was published and applied to the industrial sector as a whole. Because of the success of this system, in 1985 the committee of the **International Organization for Standardization (ISO)** developed a series of standards, the EN ISO 9000 series. This series initially established a basic model of quality assurance and focused on quality which is considered to be the conformity of the product.

Specifically, the ISO 9001 standard, aiming to extend the reach of quality management to an international audience, was first established and published in **1987**. As a model for demonstrating quality assurance in all areas of a business, the ISO 9001 emphasized essential, fundamental elements for the smooth operation of a business, such as Design, Development, Production, Assembly and Customer Service. ISO standards are periodically revised by the ISO technical committee, in particular every five to eight years, in order to ensure that they meet the requirements of global commercial activities and processes, which demonstrate their own cycle of continuous improvement.

- The first revision of the ISO 9001 is dated in **1994**, although the modifications at that time were mainly editorial or conceptual.
- The revision of **2000**, on the other hand, introduced fundamental alterations. The shift from the concept of “quality assurance” to that of “quality management” and the introduction of processes’ orientation were two important milestones in the history of ISO 9001. The conceptual shift from “assurance” to “management” had a direct correlation with the importance of the standard with regard to company practice. Thus, ISO 9001 was finally positioned at top management, which is where “good corporate administration” is really responsible. In addition, the revised standard was written in an easier to understand manner, making its use easier for all sectors in general, and in particular for individual service companies.



BY **ATHINA TRAKAKI**
Molecular Biologist MSc, PhD
Quality Management System ISO 9001
& Environmental Management System
ISO 14001 Manager
Firefighting Equipment
Quality Assurance Department

The structure of the standard was oriented towards core processes, while greater emphasis was given to customers' satisfaction. Finally, the exclusion of non-applicable requirements (such as development, for example) was enabled, in line with the definition of "permitted exceptions".

- The publication of the fourth edition of the ISO 9001 took place in **2008**, including changes mainly aiming at easier implementation through clarifications in the statements. However, the requirements, the basic structure and the strategic orientation of the standard remained practically unchanged.
- The September **2015** revision reflects the most recent and currently in force revision of the standard. ISO 9001:2015 was adapted to the so-called High-Level Structure, a basic structure with uniform core texts for the central requirements of management systems, as well as common definitions and designations, which, for the last ten years, has been the basis for all ISO management system standards. The main innovations concern the "context of the organization" (meaning the internal and external environment of a company), the consideration of relevant stakeholders, the focus on top management responsibility, the risk-based approach, which replaces, among other things, the so-called preventive measures, as well as the "knowledge of the organization", which is named for the first time as a resource.

The standard ISO 9001:2015 is the basis for the establishment of a Quality Management System.

In parallel with the standards, and as a natural consequence of their establishment and development, the Third-Party Certification Bodies were established, in order to ensure the independence of the evaluation of the companies' Management Systems, as well as the National Accreditation Bodies, in order to establish methods of control of the functioning of the certification bodies, and to ensure their satisfactory performance.

The implementation of a quality management system is of major importance as it **contributes to improving business performance** by creating competitive advantages, **achieving and maintaining the quality of services/products to meet legislative and customers' requirements, increasing customers' and staff satisfaction, attracting investment, improving the image of the organization, encouraging internal communication**, as well as **reducing operational/production costs and saving of resources**.

MOBIAK S.A., through the accurate application of the standard, is committed to the utmost satisfaction of both its customers and its personnel, as well as to the improvement of its business performance. For this purpose, the company's top management, in collaboration with the responsible persons, monitor the effectiveness of the system and the right assignment of roles and responsibilities within its boundaries, and promote business knowledge, raising the awareness of its personnel on quality issues. The company is also committed to the strict application of legal and regulatory requirements, to maintain the quality of its products and services, to fulfil its orders within the set timeframes, to implement quality improvements where required, as well as to ensure the proper training of its personnel. Being **entirely in compliance with the international standard ISO 9001**, **MOBIAK S.A.** defines the requirements of a Quality Management System and identifies with the concepts of **Value in Safety** and **Invest in Quality**.



The proper functioning of logistics in a business:

Key to effective management and increased performance



BY **GEORGIA ARNANTONAKI**
Applied Economics MSc
Accounting Department

Logistics is a vital link in the efficient operation of a business. It is about managing the flow of products, information and services from supply to delivery to the final customer. The organization and coordination of logistics allows businesses to achieve maximum efficiency and reward for their efforts.

The proper operation of logistics in a business involves the effective management of human, material and financial resources. Their procurement, storage, distribution and efficient management are critical elements for the success of a business.

A properly organized and functional logistics cycle can lead to increased efficiency and reduced operating costs. By improving productivity and reducing waste, a business can achieve a competitive advantage.

The basic principles of the proper operation of logistics include:

1. Integrated approach: The proper operation of logistics requires an integrated approach and synergy between all departments of a business, such as production, sales and customer services. The carrier of information, materials and products must be smooth and efficient to avoid delays and problems.

2. Storage and inventory management: Proper inventory tracking and management is essential for the efficient operation of logistics. This includes having adequate storage capacity, tracking inventory, resolving issues and avoiding unnecessary losses.

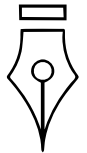
3. Transportation and distribution: The proper operation of logistics includes appropriate selection of means of transportation, synchronization of routes, effective supply chain management and efficient distribution to end customers.

By managing products, information and services in an organized and efficient manner, a business can achieve competitive advantage and increased performance. Furthermore, by applying the basic principles and using the right tools and technologies, a business can ensure the smooth operation of logistics and achieve greater efficiency and profitability

At **MOBIAK**, based on the above and respecting the needs of our customers, we constantly improve our logistics processes with the aim of product quality and immediate service.



Scooter Apollo



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

Scooters are an excellent ally for people with mobility problems. These advanced vehicles offer independence and freedom of movement in a world that may previously have seemed restrictive

The main advantage of mobility scooters is that they allow their users to regain their independence. People who previously relied on others for transportation can now move around with comfort and autonomy. Regardless of their destination, they can go to the doctor, visit friends, go shopping and enjoy life without restrictions.

In addition, scooters are environmentally friendly. They run on clean electricity and do not emit gases or pollutants, thus contributing to the preservation of the environment and the reduction of air pollution.

Furthermore, scooters offer ease of use and safety. They are designed to provide comfortable and safe travel, with ergonomic seats and reliable control systems.

Overall, mobility scooters represent a revolution in mobility and independence for people with disabilities. They allow life to be reclaimed after limitations and the ability to enjoy the world with full freedom and dignity.

They are reimbursed by EOPYY and additional information can be found on our website: www.mobiakcare.com

The latest addition to our range of scooters is the Apollo:

Specifications

FRAME	Steel
COLOUR	Black-Gold
SEAT	Leather, Rotating
ARMRESTS	Folding
REAR WHEELS	8" Solid
FRONT WHEELS	8" Solid
SPEED	8 Km/h

AUTONOMY*	15km
MAX TILT	6°
MOTOR	270W x 24V x 2 pcs
BATTERY	AGM 24V, 12Ah
CHARGER	24V x 2AMP
BRAKES	Electromagnetic

Code 0811800	1030 x 490 x 880mm	8"x 8"	440x430x400mm	43,5Kg	136Kg	24V 12Ah	6°	8kph	15km

Workplace Safety and Fire Extinguishers

BY ANDREAS KLARIDOPOULOS
Mechanical Engineer
Fire Fighting Equipment Exports
Department

Workplace safety is a primary concern for businesses of all sizes. Fire extinguishers play a crucial role in safeguarding employees, property, and assets. Understanding their significance and proper utilization is essential for a secure work environment. Below are basic key points to consider:

Employee Training: Providing sufficient fire safety training to employees is essential for handling fire extinguishers effectively. The education on different fire classes, the types and uses of fire extinguishers, and proper operating techniques should be included in the education. Regular training sessions and drills can help reinforce knowledge, build confidence, and prepare employees for fire emergencies. The correct training should ensure that in an unfortunate event of fire, everyone would know what to do.

Tailored Fire Protection: Different work environments have various fire hazards. Understanding the types of fires that are likely to occur in each particular place (such as offices, factories, or kitchens) allows the selection and installation of appropriate extinguisher type.

Immediate Response to Emergencies: In the event of a fire, quick action can make all the difference, as fire extinguishers serve as the first line of defense against small fires, before they spread. A prompt and effective action against the fire can prevent it from escalating and minimize the potential for injury and property damage.

Regular Maintenance and Inspections: Fire extinguishers require routine maintenance to ensure they are in optimal working condition. This includes checking pressure levels, inspecting for damage, and verifying the expiry date. Non-functional extinguishers can lead to serious risks during emergencies.

Compliance with Regulations: Regulatory bodies often mandate the presence and maintenance of fire extinguishers in workplaces. Non-compliance can result in fines, legal consequences, and, more importantly, jeopardize the safety of employees.

Fire Prevention and Risk Reduction: While extinguishers are important for immediate response, fire prevention measures should also be in place. This includes proper storage of flammable materials, regular equipment maintenance, and the installation of smoke alarms and fire suppression systems.

Emergency Evacuation Plans: Fire extinguishers are just one component of a comprehensive emergency response plan. Employees should also be familiar with evacuation routes, assembly points, and other safety procedures.

Specialized Environments and Hazards: Some workplaces, such as laboratories or industrial settings, may have specific fire hazards that require specialized extinguishers (e.g., Class D for combustible metals).

In conclusion, fire extinguishers are indispensable tools for workplace safety. They enable rapid response to fires, but their effectiveness depends on proper training, maintenance, and compliance with regulations. When integrated into a comprehensive safety strategy, fire extinguishers contribute significantly to a secure work environment.



Fire extinguishers are just one component of a comprehensive emergency response plan.



MOBIAK AND REFRIGERANT R32 ITS PROPERTIES

BY ANASTASIOS TSAGARIDIS
Sales - Head of the Distribution Center
of Central and Eastern Crete

One of the biggest problems that concerns the scientific community and not only, especially in the last period of time, is the greenhouse effect. Its effects result in an increase in the average temperature of the earth's surface, which causes climate change.

Because of climate change, extreme weather events, rising sea levels, displacement of animal populations, etc. are caused.

Human activity is intensifying the increase in the greenhouse effect, by releasing gases that trap heat on the earth's surface.

One of the important factors that has a large share of responsibility in the release of these gases is the air conditioning and refrigeration sector.

To limit the use of fluorinated coolants, the European Union has established the European Regulation of Fluorinated Gases. According to this regulation in new air conditioning installations, the refrigerant should have a GWP index of less than 750. The GWP index (GLOBAL WARMING POTENTIAL) means the carbon dioxide equivalent of each refrigerant, therefore how much it affects the greenhouse effect. **This regulation will come into operation in 2025.** As an example, coal has a GWP equal to 1, while R410A refrigerant has a GWP equal to 2,088.

MOBIAK, constantly looking for solutions for the needs of the times we live in, has the right proposal, with the ability to supply the market with R32 refrigerant with GWP=675.

The R32 refrigerant recommended by MOBIAK in the air conditioner market is currently the only way to use it in split type air conditioning units* and all manufacturers and refrigeration professionals should use it almost exclusively.

* split-type air conditioners are air conditioners consisting of an outdoor unit in which the condenser and compressor are located and one or more indoor units in which the expansion valve and evaporator are located

The refrigerant R32 replaces the refrigerant R410A which is still used today and which has been proven to contribute to the worsening of global warming.

R32 is a refrigerant, which means it helps the air conditioner work more efficiently and produce cold air. Since 2006, R410A has been the predominant choice for refrigerants in the air conditioning sector, but as research continues on climate change, it was found that the introduction of a more ecological liquid was necessary. The R32 refrigerant recommended by MOBIAK, in addition to its significantly lower GWP, compared to other refrigerants, has other important advantages-properties such as the following:

- A) Its effects on the ozone layer (ODP) are zero.
- B) It offers higher efficiency rates, compared to other coolants.
- C) It is the most ideal liquid for the devices of the new generation.
- D) It takes less amount of R32 per Kw, to get the same results. The difference compared to R410A reaches 30%.
- E) Refrigerant R32 is more easily recycled than the rest, as it consists of only one material.
- F) R32 is not toxic.
- G) Its production cost is economical, which makes the final product also economical
- H) It is readily available as it is a material that has been used in industry for years.
- I) R32 is a pure gas and not a mixture (such as R410A)
- J) It is (at least at the present stage) cheaper

It is therefore quite easy to understand that the use of R32 refrigerant is the future of air conditioners.

It should be noted though that R32 is slightly flammable and this places limitations on the amount of fill in a system, however we need less R32 in a system to achieve the same cooling results we would expect from R410A.

MOBIAK, after the necessary communication, has the ability to supply in certified bottles the amount of refrigerant R32 needed by its properly certified partners.



NEW UPGRADE POWER WHEELCHAIR TITAN

BY ANDREAS BADIERITAKIS
Biomedical Engineer
Head of the Medical Equipment
Department of the Central Facilities
Service of Chania



The new generation of wheelchairs in modern society.
Technology is shaping new horizons for the lives of people with disabilities.

Thus, MOBIAK follows and pioneers in this field and distinguishes one of its rich products with the renewed TITAN model.

The TITAN is designed to offer greater comfort to users who want to move around outside their home even on wet roads, thanks to the mudguards on the rear wheels.

Based on European standards after the latest upgrade, has added front and rear lights, making it even easier and safer to use outdoors at night..

Thanks to the large front (9») and rear (13.5») wheels, its range reaches 30+km, with a maximum speed of 10 km/h, and a maximum rider weight of 130kg.

It also has fully adjustable side, back, headrest and footrests.

With the removal of the battery there is the possibility of folding, for situations such as storage or transport.

The folding of the TITAN is even easier thanks to the removable footrests and the detachable backrest that minimize the volume of the wheelchair..



For more information you can refer to
our website www.mobiakcare.com



Practices for the Safe Storage of Flammable Materials



BY **CHRISTOS VROULAKIS**
 Civil and Structural Engineer
 Firefighting Equipment
 Exports Department



Flammable materials of many kinds are part of many industries and their safe storage is of the utmost importance to prevent accidents and protect both workers and the environment. Here are some basic practices for the proper storage of flammable materials to ensure workplace safety and regulatory compliance.

Understanding Flammable Materials

Flammable materials include a wide range of substances, including gasoline, chemicals and solvents. These materials are characterized by their ability to ignite and burn, creating a significant hazard if not used and stored properly.

Compliance with Regulations

Strict regulations govern the storage of flammable materials to minimize risks. Compliance with local, national and international regulations is vital. Agencies such as OSHA in the United States and NFPA standards provide guidelines to ensure safety..

Adequate Storage Spaces

Choosing the right storage facilities is the foundation of safe storage. Cupboards, storerooms and outdoor areas must be designed to accommodate flammable materials. Adequate ventilation, fire extinguishing systems and safety equipment must be in place.

Storage Containers and Packaging

Approved containers and packaging designed for flammable materials are essential. Proper labeling and marking is vital for easy identification and safety.

Separation and Compatibility

Flammable materials must be separated based on compatibility to avoid chemical reactions. Storage instructions must be followed to ensure safe coexistence of different materials.

Fire Prevention Measures

Invest in fire prevention measures such as fire alarms, sprinkler systems and fire extinguishers. Regular maintenance and inspections are vital to ensure the operation of these systems.

Employee Training and Safety Protocols

Employee training is critical. Ensure that workers are well informed about the handling and storage of flammable materials. Implement safety protocols, emergency response plans and evacuation procedures.

Emergency Response and Planning

Develop and implement robust emergency response plans. Employees should know how to respond to leaks, spills and fires involving flammable materials promptly and safely.

Continuous Improvement and Monitoring

Regular safety checks and inspections are essential. Strive for continuous improvement of storage practices and encourage employees to raise safety concerns early.

In conclusion, safe storage of flammable materials is non-negotiable. By understanding materials, complying with regulations, selecting appropriate facilities and implementing safety measures, businesses can mitigate risks and create a safe work environment. Prioritizing safety not only protects workers, but also preserves the integrity of the environment.



WWW.MOBIAK.COM

Lithium Battery Fires in Commercial Ships

Nowadays, where the need to switch to minimal or zero emission means of transport has become more important than ever, electric vehicles have shown the way to this change. Year after year, more and more electric vehicles are being built and transported around the world. Because in most cases they have to cross seas, they are moved by large commercial ships. These ships are built to carry the largest possible volume of cars while providing maximum safety. However, could we state with the same certainty that the reverse is also true? Is the ship itself safe in carrying electric cars?

As already mentioned, electric cars are the technology of the future. However, as things stand at present, they remain at an early stage, especially in terms of battery technology. **These lithium-ion batteries are quite flammable and create very persistent and dangerous fires if they ignite.** Their flame reaches high temperatures, and they emit chemical and toxic gases. This type of fire can be extinguished, but direct contact between the extinguishing agent and the battery is required. This is not the case in electric cars as the battery is hidden under the car's frame. The result of any such fire is the destruction of the vehicle.

One can now confidently understand why it was reported that ships themselves may not be safe from this type of vehicles. Ships with a capacity of 4,000 vehicles or more cross the seas every day. The risk of a chemical fire from a battery is unavoidable. It is possible for an electric vehicle to cause a fire strong enough to ignite neighbouring vehicles and create a chain reaction. The damage if the fire is not quickly contained extends beyond the cars themselves to the ship itself, as various parts, or if not the entire ship, are destroyed.

BY
STYLIANOS ARONIS
Production & Management Engineer
Firefighting Equipment
Exports Department





There are two striking examples in which the main suspect for starting the fire was an electric vehicle.

- **March 2022:** The Felicity Ace ship carried 4000 vehicles, most of which were from luxury brands such as Bentley, Lamborghini and Porsche. The ship was burnt to the ground and the economic damage was estimated at €500 million.
- **July 2023:** The Freemantle Highway, carrying 3800 vehicles, began to burn just off the coast of the Netherlands. Of the 3800, 500 were electric vehicles. This ship did not sink as the fire had not spread to all decks and so was successfully extinguished. Several cars and one human soul were lost in the fire.

Unfortunately, although these ships have been built with many safety and suppression systems for conventional fires, they were not prepared for lithium battery fires, which turn out to be a powerful enemy.

A suitable means of dealing with such fires is a type of fire cover, which will keep the fire at lower temperatures below, without allowing it to spread.

MOBIAK, striving to contribute to the effort to combat these and always staying true to its vision of quality and safety, is pleased to present a new product in its range. Fire blankets for lithium battery fires, which come in 3 categories.

- **Fire blankets for indirect placement (550°C):** These blankets are suitable for when the lithium battery is not exposed but hidden, such as in an electric car. It is placed on the object covering the battery.
- **Fire blankets for direct placement (1400°C):** They are placed on the battery itself when it is exposed.
- **Multi-purpose fire blankets for indirect placement (1400°):** As in category 1 but are reusable.

These blankets are a clever tool that can be used very easily by people, provides maximum safety, and reduces financial losses. Suitable areas of use are large parking lots, electric vehicle charging stations as well as private use, protecting the residence from a car fire.

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Scholarship – Award of Excellence “MOBIAK”

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



MOBIAK has already been working with the Technical University of Crete for four years. This cooperation concerns the support of graduates of the Department of Production Engineering and Management, a sector that the company is inextricably linked to due to the nature of its subject.

Every year at the graduation ceremony, a scholarship of 1,000€, a commendation and a first acquaintance with the company are awarded to the graduating student of the department, who is originally from Chania. MOBIAK aims and continuously strives with various actions to support the local community of Chania through its Corporate Social Responsibility. This scholarship is one of these actions as it is awarded to the outstanding student of the department who comes from Chania, where the company's headquarters are located.

This year, the recipient of the MOBIAK Excellence Award was graduate Papadaki Olga-Zabia, with a diploma grade of 8.24. The recipient is originally from Chania and graduated from the General High School of Akrotiri, Chania in 2017. The award was made to her mother as she was unable to attend the ceremony due to her obligations.

We wish her and all graduates a good professional career.

May they always be creative and pursue their dreams!



A COMPREHENSIVE COMPARISON OF PERMANENT PRESSURE AND AUXILIARY PRESSURE FIRE EXTINGUISHERS



BY CHRISTOS STAVRIDIS
Production & Management
Engineer Firefighting Equipment
Exports Department



Auxiliary Pressure Fire Extinguishers

Innovation is at the heart of MOBIAK, and our Auxiliary Pressure fire extinguishers are no exception. Also known as gas cartridge fire extinguishers, these devices feature two separate chambers: one for the extinguishing agent and another for the propellant gas (usually carbon dioxide). The pressure within these chambers remains low until activated by the user, who strikes a knob or plunger to release the gas into the agent chamber. This triggers enough pressure to expel the agent through the nozzle.

Advantages of Auxiliary Pressure fire extinguishers:

Low maintenance: Auxiliary Pressure fire extinguishers require minimal maintenance, making them cost-effective over time. Regular inspections and checks are typically simple, and the chances of damage are relatively small as the extinguisher is not under pressure.

Reduced risk of contamination and leakage: With the extinguishing agent and gas stored separately and not coming into contact until activated, there is a lower risk of contamination or degradation of the extinguishing agent, ensuring long-term effectiveness. Also, the extinguishing agent does not come into contact with metal parts until activated, there is a reduced risk of corrosion within the extinguisher, leading to improved longevity.

Ease of use: Auxiliary Pressure fire extinguishers are always ready to go and easy to use, giving users the ability to quickly and safely tackle any emergency fire, where every second counts.

Common Ground and Divergent Paths

In recent years, cartridge-operated fire extinguishers have seen significant growth in Central Europe, with countries such as France, Belgium, Germany, Austria, and the Netherlands adopting this innovative approach to fire safety. In response to this trend, MOBIAK has chosen to develop and evolve this line of fire extinguishers. As a result, we have created several best-selling series that have conquered the European market and stolen the show at exhibitions that MOBIAK participates in.

Both stored-pressure and cartridge-operated fire extinguishers have their own unique advantages, making them suitable for different scenarios. The choice between them depends on factors such as the type of fire, the availability of space, local regulations, user experience, environmental conditions, personal preferences, etc. At MOBIAK, we remain steadfast in our commitment to innovation and our dedication to quality and protection. Our latest innovations, fluorine-free foam fire extinguishers, are aligned with the growing environmental awareness in the field of fire safety.

Experience the innovation, quality, and protection that define us. Trust MOBIAK for your fire safety needs and together we will protect lives and property with cutting-edge solutions.

In the world of fire safety, the safety of human life is always the top priority. At MOBIAK A.E., we are committed to continuous innovation, with the goal of improving the quality of life and protecting human lives. Our relentless pursuit of excellence has established us as leaders in this field in Greece and abroad. Today, we are deepening our innovation, focusing our attention on one of our latest milestones in recent years: the creation of a full range of fire extinguishers to meet every need, with a Permanent Pressure (stored pressure) and Auxiliary Pressure (internal cartridge). These two categories include powder fire extinguishers, foam fire extinguishers, and even environmentally friendly foams without fluorine (Fluorine Free).

Fire extinguishers are indispensable tools in preventing the spread of fires, minimizing property damage, and saving lives. However, not all fire extinguishers are created equal. There are different types tailored to specific fire classes and situations. In this article, we will explore and compare two distinct categories of fire extinguishers: Permanent Pressure and Auxiliary Pressure.

Permanent Pressure Fire Extinguishers

Our Permanent Pressure fire extinguishers, also known as stored pressure fire extinguishers, are a testament to simplicity and ease of use. With a single chamber housing both the extinguishing agent and propellant gas (usually nitrogen and small percentage of helium to detect leaks), these extinguishers offer constant pressure, ready for action at any moment. To operate, simply remove the safety pin, aim the nozzle at the fire's base, and squeeze the lever of the valve.

Advantages of Permanent Pressure fire extinguishers:

Always ready to go: Permanent Pressure fire extinguishers are always ready to use. They do not require any additional pressure or charging, and they are easy to operate. This ensures that they are always functional and ready to respond to a fire.

User-friendly: Permanent Pressure fire extinguishers require minimal training and are designed to be operated effectively in high-pressure situations. This means that anyone can use them with confidence when needed.

Widely available: Permanent Pressure fire extinguishers are available in a variety of sizes, so users can choose the one that best meets their needs.

LOWEST PRICE

THE ETERNAL PROBLEM



BY GEORGE CHOUDALAKIS
Computer Engineer
Department of Medical
Equipment Exports

Everyone involved in sales has surely at some point in their career been faced with this problem.

The customer constantly asks for a lower price and usually compares between 2 or more products without taking into account the value of the service and support they receive. This mathematically leads to a worse outcome since a company that is constantly on the hunt for the lowest price cannot respond with high quality, service and support. So in the end the result although cheaper initially turns out to be more costly and the whole process time consuming and problematic.

This is something that we here at MOBIAK, with our philosophy of «Value in Safety, Invest in Quality», try to pass on to everyone. A philosophy that promises a lot and delivers even more, as it constantly seeks new ways to meet and exceed customer expectations.

Contribution of MOBIAK to Mount Athos



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

In June 2023, our company, after a thorough study and with great joy, made a donation of firefighting equipment to the monastic community of Mount Athos. Our love for Mount Athos and our desire to contribute to the safety and protection of the area and its monks led us to this significant decision. Our donation included high-quality firefighting and medical equipment, including the VDS-certified FK-5-1-12 fire suppression system installed throughout the Museum premises, fire extinguishers, fire hose reels and cabinets, firefighting pump assembly for 4x4 vehicles, breathing apparatuses, medical equipment, and other essential tools for effective firefighting.

The complete installation and transportation of the equipment were carried out by our company's technicians. We are available to offer our support to other monasteries in need as well.

With this generous offer, we hope to contribute to improving the protection of the monastic community of Mount Athos and addressing potential fires, safeguarding the precious culture, treasures, and the natural environment of the region.

We trust that our contribution will enhance the safety and well-being of both the monks and the pilgrims of Mount Athos.



Research & Development of New Products

BY VASILIS GKIOLAS
Business Administration BSc.
Department of Medical
Equipment Exports



Research and development (R&D) of new products is a vital part of innovation and competitiveness in the modern business and scientific community. This process involves examining, designing, developing and testing new products and technologies in order to improve quality or create new goods and services.

This process requires careful research work and market analysis to identify needs and opportunities. The processes also include product design, prototyping and development of prototypes. For a company to succeed in R&D, it must have a clear vision, invest in research resources and effectively manage the product life cycle. Collaboration between engineers and designers is often required.

In R&D, businesses invest in personnel, technology and logistical resources to create new ideas and products. This process is often time-consuming and requires investment, but it can have significant benefits.

The result is the creation of new products that are competitive in the market. Businesses that invest in R&D have the potential to expand their customer base and increase their profits.

In conclusion, the research and development of new products is a strategic investment that promotes innovation, competitiveness and business development, contributing to the development of know-how and the economy in general.

Fire Extinguishing Systems Installation Workshop

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

Fires are one of the most serious threats to the safety of buildings and the people who use them. For this reason, the adequate installation and proper operation of extinguishing systems is very important. In this article, we will look at the importance of a qualified fire suppression system installation crew and how they can provide the necessary protection against fires.

What is a specialist extinguishing systems installation crew:

A specialist fire suppression system installation crew is a team of professionals who are skilled and experienced in the installation and maintenance of fire protection systems. These systems include fire doors, hydraulic fire suppression systems, gas fire suppression systems, automatic fire detection systems, and more.

The importance of a qualified fire suppression system installation crew:

Installing proper and professionally tested fire suppression systems requires special knowledge and skills. A specialized crew is equipped with the necessary resources and expertise to perform the installation and maintenance of these systems. The professionals will perform an accurate analysis of your needs and recommend the right extinguishing system for your site. They will also install the systems in accordance with strict regulations and safety standards.

Below are some of the advantages of working with a qualified crew:

Purchase reliability: By choosing a specialist workshop, you can be assured that you will receive quality installation and support for your extinguishing systems.

Saving time and resources: A specialist crew will take care of the entire installation process, from assessing your needs to delivering the operating system.

Expertise and Experience: A specialist crew will have the knowledge and experience to resolve any problems that arise and to provide advice on how to improve fire protection.

A specialist fire suppression system installation crew is essential for effective protection against fires. Proper installation and maintenance of extinguishing systems ensures their safe operation and reduces the risk to the safety of people and buildings. By supporting the qualified crew, you ensure you buy reliability and save time and resources.

Don't underestimate the importance of fire protection - offer yourself and the environment the safety you need. Having fully complied with all of the above and with safety as the main focus, MOBIAK continues for the 3rd consecutive year its successful track record in the field of installation and maintenance.



A specialist fire suppression system installation crew is a team of professionals who are skilled and experienced in the installation and maintenance of fire protection systems



ORGANISATION & MANAGEMENT OF A WAREHOUSE



The organization and management of a warehouse is one of the most important functions of a business, it is the heart of the business and the entire supply chain system is based on it.

BY IOANNIS BOUFGAS

Business & Management Administration
Head of Human Resources Manager (HR)
Distribution Center of Central & Northern Greece

What is a Warehouse?

- The warehouse is the «place» in which the products of the business are kept, their stock.
- The warehouse is where orders are prepared and processed.
- From the warehouse starts the supply and distribution of orders to our customers.

Every warehouse is different, has its own peculiarities and challenges, must be treated individually in order to operate efficiently and have the highest efficiency at the lowest cost.

Below we will look at some essential elements to have better organization and management of a warehouse.

- Geographical selection of our warehouse location so that it is close to suppliers, partners, customers and transport companies.
- The warehouse space should be suitable to make it easy to receive products and also to deliver orders. Spatially inside the warehouse, there should be proper planning so that there can be a smooth flow of products, reduce working time and thus ensure maximum productivity.
- We should efficiently utilize every inch of the warehouse.
- The warehouse should easily adapt to the changes that occur inside and outside the warehouse.
- It should ensure the protection of the warehouse, its products and of course the people working in it.
- It is important to record the stock and to control it by means of unscheduled and fixed inventories.
- Still the tools and means used should work properly and safely to the users.

All this is implemented in MOBIAK, ensuring the best possible result for a modern business like ours.



THE ROLE OF PROGRAMS (ERP) IN BUSINESS OPERATING COSTS



BY MANOS PERIVOLAS
Finance & Accounting
Head of Accounting Department

Today, the majority of businesses possess the necessary tools to reduce operational costs. Almost all companies have some ERP (Enterprise Resource Planning) software or some commercial-accounting package, so they can monitor their daily activity.

We at MOBIAK are one of these companies that use the above programs.

Through these programs, the company can optimize financial and inventory management, automate processes, eliminate management errors and provide rich financial information to help it make the decisions it needs to make to maximize profits, reduce the operating cost and can have a better design.

In addition to the accounting information that comes out of the programs, there is the possibility to receive information on the cost of production, the cost of imports and exports (important because in recent years they have been affected by various factors, e.g. an increase in transportation costs, constant changes in the Euro-Dollar etc.), for operational costs (e.g. payroll, expenses etc.) as well as a detailed view of all customers and suppliers.

For all of the above, information can be exported per cost center (per production branch, per city, per country, etc.), according to the needs of the company.

There is the possibility of connecting with banks so that transactions are carried out directly through the program, with the State (AADE, EFKA, etc.), as well as the extraction of various forms of everyday life.



Someone can easily understand how important it is for the ERP program used by their company to be modern, flexible, easy to use and user-friendly. In addition to the programs, electronic digitization plays an important role in the operation of a business these days. Business organization can be improved through technology.

A paper report is easy to archive, but quite difficult to reproduce. However, if it is electronic, it is easily utilized through the ubiquitous present internet, resulting in great benefit in working hours and consultation hours. We at MOBIAK have invested in all of the above, in order to continue to be the best company in our sector.



BY ELIAS DRAKONAKIS
Accounting Department
Distribution Center of Central &
Eastern Crete

ETHYLENE

Natural Way For Fruit Ripening

So let's see what ethylene is, which is found in nature and what it has to do with MOBIAK.

Ethylene is a gaseous plant ripening hormone or otherwise a simple hydrocarbon produced by plant organisms and helps in the rapid ripening of fruits and vegetables. It has no negative impact on humans, which is why it is also widely used in agriculture for the treatment of fruit and vegetables after harvest

As we said above, plant organisms (fruits) after harvesting remain alive, that is, they breathe and apart from the other components they produce, they also produce ethylene. Some of the biggest producers of ethylene are apple, melon and plums.

So that's where MOBIAK comes in, with the 4% ETHYLENE 96% nitrogen mixture it has bottled and distributed to farmers who want to ripen their fruits and vegetables. The producers therefore channel the appropriate amount of the mixture into suitable storage areas in order to mature their products and promote them to the market.

The mixture is widely used in Crete in the ripening of bananas when the harvest season has arrived but they are still green and in the rest of Greece in the ripening of citrus fruits.

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BY KOSTAS PAPATHANASIOU
Environmental Engineer
Firefighting Equipment
Exports Department

Foam Plastic Cartridge (Flacon)

IN FIRE EXTINGUISHERS WITH INTERNAL CARTRIDGE (KNOB)

Portable fire extinguishers are globally categorized into permanent pressure fire extinguishers, where the cylinder of the fire extinguisher is continuously under pressure using a propellant gas, nitrogen (N₂) primarily, as well as fire extinguishers with an internal cartridge, where the cylinder of the fire extinguisher is not under pressure, however, inside the cylinder there is an internal CO₂ cartridge that pressurizes the fire extinguisher when it is activated and arms it with the necessary pressure for the extinguish of a fire.

This type of fire extinguisher is also popularly known as a KNOB.

So, in the KNOB technology fire extinguishers, in the foam category, we have the option either to charge the extinguisher directly with the amount of foam we use (premix version), or to use the corresponding amount through the plastic foam flacon. Installation is very easy, since we simply place it in the water inside the fire extinguisher. Our company, taking into account the needs of the market, has created an autonomous production unit for flacon cartridges, which are produced in our facilities in Chania, Crete.

So when the fire extinguisher is activated, the CO₂ cartridge is activated as we described above, the foam is released from the plastic cartridge (flacon) and mixes with the water, making the fire extinguisher ready for use.

The fact which is extremely important and must be given special importance, is that before using the fire extinguisher the foam inside the flacon does not come into contact with the water. This practically means that during production and later service, the fire extinguisher is filled with the necessary amount of water, and we simply add the flacon without having to perform any other action.

Therefore, service and refilling become extremely simple procedures with the use of the plastic foam cartridge. This is also a very important reason why this type of fire extinguisher with the flacon is widespread in Europe!



WHO INVENTED THE ROLLATOR?

BY IVAN MORARI
Graphic Designer
Marketing - Graphics
Department



**THE MODERN WALKER,
WIFALKS MOST NOTED
INVENTION**

A rollator is a mobility aid for people that require some more support with their mobility. It redistributes body weight from the legs of its users to the arms through the walking aid and therefore reduces pain, fatigue and improves safety and confidence. A rollator consists of a frame with three or four wheels, handlebars, brakes and a built-in seat.

In some form or another, it has been around for a very long time. In a painting around 1501 by the artist Hieronymus Bosch, there is an illustration of a man walking, enclosed within a frame with four wheels. Walking frames themselves go back even further but when the modern day rollator was invented?

Well, the first rollator was invented In 1978 by Aina Wifalk. At a young age, Aina Wifalk began studying to be a nurse, but when she turned 21 she fell ill with poliomyelitis and had to drop her studies. Instead, she retrained as a counsellor. In the 1950s she moved to Västerås where she became a counsellor at Västerås Hospital.

In 1976 she stopped working and received sickness benefits because her shoulders had become worn out from having walked around on walking sticks for a little over twenty years. She started thinking how to help people who have difficulty walking on their own and came up with an idea for a completely new type of aid on wheels.

With the help of a state development fund, she found a Swedish company to produce a prototype, and shortly after, mass production of the rollator began. In the following decades rollators became established worldwide.



THE VALUE OF RECYCLING

“

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

Greece is the worst performer in the recycling sector among EU countries. However, the situation can improve considerably if the authorities aim to raise awareness of this major issue.



The main benefits and advantages of recycling are:

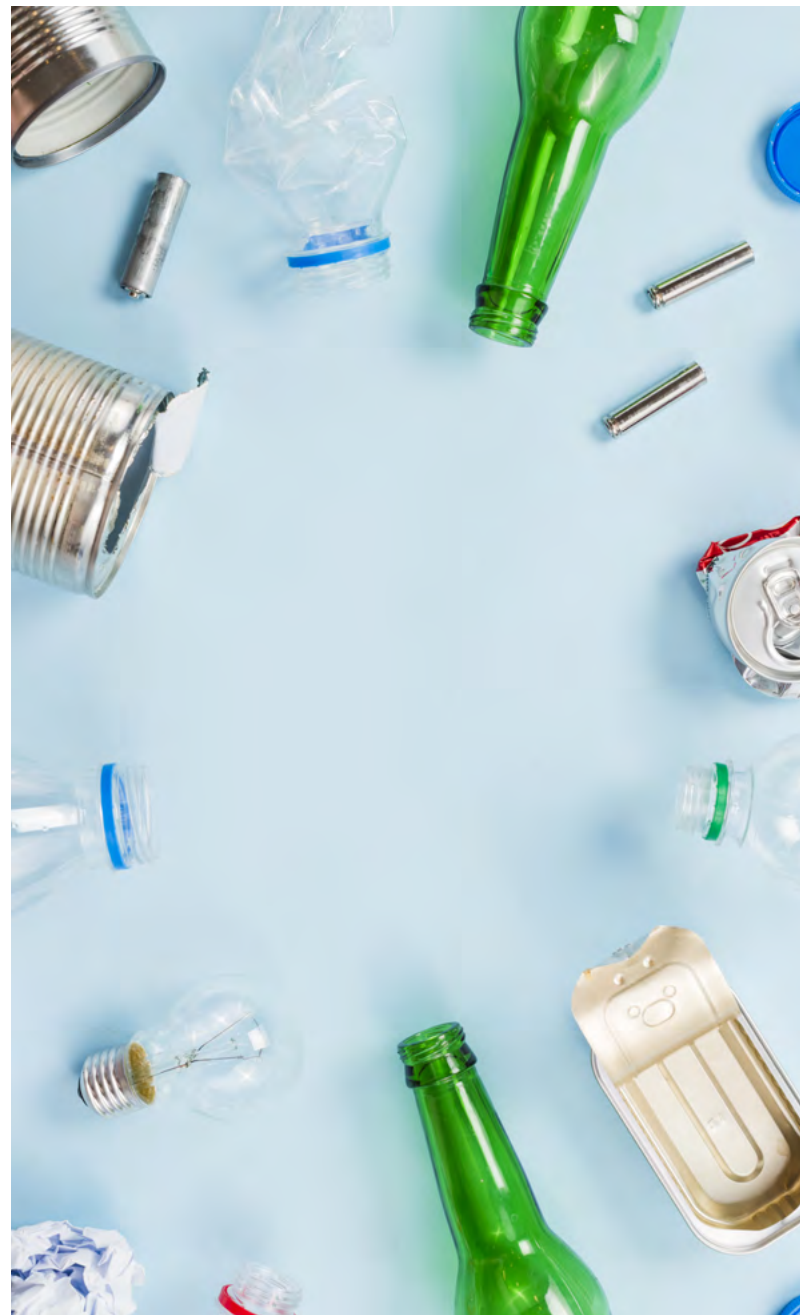
- Reduction of pollution and health risks.
- Reduction in the volume of waste.
- Cleanliness and protection of the environment.
- Improving the quality of life and living conditions.
- The creation of new prospects and jobs.
- A contribution to culture since waste management itself is an indicator of culture.

Did you know that...

- A plastic bag takes about one second to produce, about 15 minutes to use and **10 to 50 years to break down.**
- The glass bottle takes a **million years to break down.**
- By recycling 3 pages of paper a day can you save the life of 17 trees

What is needed to tackle the problem is environmental education and training, environmental awareness and respect for the protection of the environment, so that we can live pleasantly in our natural environment, respect the laws and our democratic obligations to society as a whole as citizens in a society where everyone must respect each other.

MOBIAK SA is an environmentally aware company and applies environmental management systems in accordance with ISO 14001 requirements. Let us individually follow its example, because if each of us also adheres to the rules of recycling on a personal level, our future will be much better. With a little goodwill and more awareness, we will achieve a sustainable environment all over the planet.



NEW SILICONE SEAT CUSHIONS



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

The Cushion: An Essential Accessory for Wheelchairs

Living with a disability can seem challenging and often requires adjustments to everyday life. One of the important tools that can make life more comfortable and functional for people who use wheelchairs is the cushion. Although it may seem simple, the cushion is an integral part of the equipment that can make a big difference in the comfort and health of the user.

Below are some of the key benefits of using a cushion in a wheelchair:

1. As wheelchair users spend long hours sitting, proper seat and back support is vital to prevent health problems.
2. Pressure Reduction. This can help prevent burns that can result from long-term body pressure on firm surfaces.
3. Comfort and Mobility: A soft and ergonomically designed cushion can provide comfort to the user, allowing them to remain in a good state of mind and maintain mobility.
4. Cushions come in a variety of designs and sizes, offering personalized solutions for every need. In addition, they can be adapted to various wheelchairs.
5. Improve Quality of Life: By using a cushion, people with disabilities can enjoy greater comfort and well-being, allowing them to focus on more activities and have a better quality of life.

Upgrading the already wide range offered to our clients, our company has recently added the following Silicone Pillows:

SILICONE I, Ref. 0803124, Ideal for a heavy duty wheelchair seat.

SILICONE II, Ref. 0803125, Ideal for any type of wheelchair with a seat width of 41-43-46cm.

These models have a few features that make them stand out from the competition and below are the most important ones:

- The underside of the cover is made of non-slip polyester mesh with a zipper
- Made with breathable material
- Outer cover with zipper, removable and washable
 - Flame retardant properties
 - Interior of the cover made of silicone beads
 - Offers reduction of moisture and heat development
 - Antimicrobial properties

In conclusion, the cushion is an accessory that should be considered when choosing wheelchair equipment, as it can make a significant difference to the daily comfort and well-being of disabled people.

THE ROLE OF A CREDIT CONTROL DEPARTMENT



CREDIT



BY THEOPISTI KELAIDAKI
Political Sciences
Credit Control Department
& Legal Department

It is widely known that MOBIAK SA was founded in 1977 and is now one of the largest companies in Greece and one of the leading in Southeast Europe, with exports to over 110 countries.

However, surely one of the main pillars that the company needs to grow includes “its people” ...
And who are they...?

But it is none other than employees that work for her, but also her customers.

Therefore, the customers who trust and support her all these years should know that they are the driving force for everyone who works in the company.

And this, because their practical support encourages the search for new products and services, anticipating the development of the company and, by extension, the satisfaction of its customers.

However, in order for a company to be able to respond to the demands of the consumer and to be able to secure a large stock of products, this also requires a lot of liquidity.

For this reason, the existence of a credit control department, which would take care of the timely inflow of money to the company, is necessary to ensure the necessary inventory, which will directly serve its customers.

However, it is often difficult to understand the role that such a department can play in the smooth running of the company, if we are not part of it...

However, it is often difficult to understand the role that such a department can play in the smooth running of the company, if we are not part of it...

Everything is therefore to find the golden ratio, which will ensure the company a quick reserve of products, which will potentially be able to meet the demands of each customer.

So this is the mission of a credit control department. The immediate securing of the appropriate cash reserve, so that the company can cope with market demand, but also with its obligations to its suppliers.

THE STORY OF THE FIRE EXTINGUISHER

BY SOPHIA APOSTOLAKI
Materials Engineer, MSc.
Firefighting Equipment
Quality Assurance Department

The knowledge of correct and early treatment of fire has not always existed. There was a time when there were no warning alarms and fire retarding mechanisms, so people used different methods to fight it.

In 200 BC, the first water pump was recorded, which was invented by Ctesibius of Alexandria. This technology was revisited in the Middle Ages where the transfer of about a liter at a time was done with bicycle-like pumps.

In the 15th century, Leonardo Da Vinci was commissioned to create a large oven for the kitchen by the Duke of Milan, due to a large feast he was preparing at home. This «superoven» was a system that carried the plates of food into a superheated oven. Da Vinci also installed a sprinkler to prevent possible fire, this construction is the first known sprinkler system in the world.

In 1723, the first fire extinguisher was made by the English chemist Ambrose Godfrey, who patented it by creating a tank of extinguishing liquid connected to a system containing a chamber of gunpowder and wicks that ignited, ejecting the gunpowder and scattering the liquid.

In 1818 George William Manby invented the modern fire extinguisher. A portable fire extinguisher, which consisted of a 13.6 liter copper container with potassium carbonate solution under compressed air.

In 1866 in France the acid fire extinguisher was registered by Francois Carlier. He mixed a solution of water and sodium bicarbonate with tartaric acid, producing carbon dioxide.

In 1881, Almon M. Granger registered in the United States a fire extinguisher that used the reaction of a solution of sodium bicarbonate and sulfuric acid, contained in the container in a vial, where carbon dioxide was produced by forcing the water in the container through a short tube.

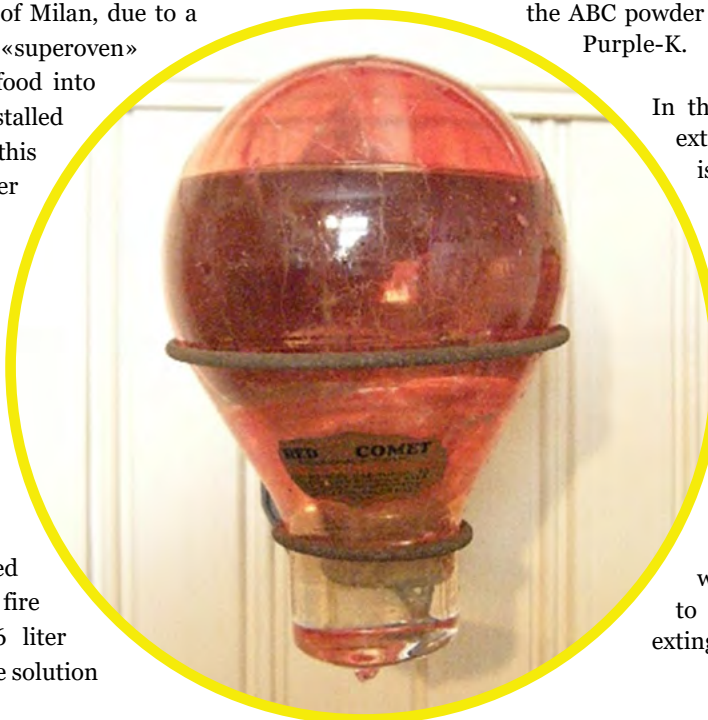
In 1904 the foam fire extinguisher was invented by Aleksandr Loran who was inspired by beer foam. This type of extinguisher was similar to the sodium bicarbonate type, the main reservoir contained sodium bicarbonate solution but the inner vial contained aluminum sulfate solution. Mixing these two solutions resulted in foam and carbon dioxide, which pushed the foam out of the unit. These new fire extinguishers were able to slow the spread of fire to a greater extent than the water extinguishers of the time. At the same time, they had extinguishing capabilities against oil, oil and grease fires.

In 1910 a company in Delaware used carbon tetrachloride (CTC or CCl₄) to extinguish fires, which liquid vaporized and prevented the chemical chain reaction of combustion. In addition to the small portable fire extinguisher, carbon tetrachloride was also used in another type of fire extinguisher, the fire grenade. This consisted of a glass sphere filled with this liquid, which was intended to be thrown into the base of a fire. These extinguishers were suitable for liquid and electrical fires, but were withdrawn (in the 1950s) due to the toxicity of carbon tetrachloride.

In 1928 DuGas introduced a dry powder cartridge fire extinguisher, which used specially chemically treated sodium bicarbonate. Later in 1950 the ABC powder type was discovered, in 1960 Super-K and Purple-K.

In the 1970s, the Halon fire extinguisher and extinguishing systems were used but their use is limited due to the serious effects on the environment.

The new generations of fire extinguishers have not undergone major changes in their design, but the content has evolved, depending on the chemical composition of the fuel, to deal with different firefighting challenges. This is how MOBIAK S.A., following the developments and trends, pioneers and constantly renews the models of fire extinguishers and extinguishing systems with the best, most efficient and friendly to the environment and people, means of extinguishing capacity.



American copper sodium bicarbonate type fire extinguisher



Dry chemical fire extinguisher with cartridge

The Best Way to Choose a Wheelchair

BY NIKOS FRAGKIOUDAKIS

Computer Engineer
Medical Equipment
Sales Department of Greece



Choosing a wheelchair is a significant decision that can profoundly impact the mobility and quality of life of a person with a disability. It is essential to select a wheelchair that will adapt to your needs and provide comfort and safety. Below, we will look at the best way to choose a wheelchair.

Collaboration with Specialists:

Your first step should be to contact specialists in mobility aids, such as specialized doctors and physiotherapists. They will help you understand your needs and guide you in choosing the right wheelchair.

Type of Wheelchair:

There are various types of wheelchairs, such as manual, electric, wheelchairs with vertical ascent, and many others. The type you choose will depend on your specific needs.

Size and Dimensions:

It is crucial to choose a wheelchair that allows you to move easily in your environment. Consider the width of doors and pathways you commonly encounter and ensure that the wheelchair can easily pass through.

Comfort:

The wheelchair should provide comfort during use. Check the cushions and the upholstery of the wheelchair to ensure that it will be pleasant to use.

Adjustable Features:

Choose a wheelchair with adjustable features, such as seat height and backrest, so you can customize it to your personal needs.

Safety:

Ensure that the wheelchair has recognizable safety features, such as brakes and seat belts.

Test Before Purchase

Before buying a wheelchair, try it out to make sure it offers the necessary comfort and ease of movement.

Maintenance:

Remember that the wheelchair requires regular maintenance to remain in good condition. Familiarize yourself with the necessary maintenance measures from the manufacturer.

Overall, choosing a wheelchair requires careful consideration and collaboration with specialists. With the right choice, you will be able to enjoy a more independent and comfortable life.

THE IMPORTANCE OF WAREHOUSE MANAGEMENT SYSTEMS (WMS)



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

In a modern business, the warehouse is the most nerve-wracking part of the logistics system.

There are two main types of warehouses:

- The warehouse type to support production, where the receipts of raw materials and products are consolidated there, and
- The warehouse type for product mixing, where in this case several factories send the different codes (products) to a central warehouse, as each factory produces only a part of the total production of a company.

The main functions (tasks) of a warehouse are categorised as follows:

- Operations of receiving and importing products
- Storing goods
- Export and dispatch operations

Nowadays, Logistics/Warehouse Managers set precise objectives for all the functions of a warehouse, for example:

- Inventory accuracy
- Timely delivery service
- Correct fulfillment of orders
- Responsiveness to customized or demanding customer requests, etc.

Hence, IT technology and various software systems have become an integral part of a warehouse's operations and are now known as Warehouse Management Systems (WMS, for short), which are software applications that support the day-to-day operations of a warehouse.

WMS software systems can be either stand-alone systems in the warehouse or a subsystem of an integrated management system, such as ERP. Indicatively, these systems help speed up loading/unloading times, properly manage warehouse space and enhance warehouse productivity.

WMS applications can be complex and require skilled personnel. But their ultimate purpose is to provide information necessary to effectively control the movement of inventory within a warehouse facility.

More specifically, WMS software systems have the following objectives:

- Minimize errors made when fulfilling an order by identifying products and continuously calculating them.
- Sending and receiving important information about the customer or warehouse with minimum implementation time through electronic transmission.
- Increasing staff productivity by managing and prioritizing tasks.
- Maximising the usability of space by selecting the appropriate storage area.
- Reducing inventory and managing needs through continuous information flow.

WMS systems perform multiple tasks in one warehouse. Indicatively some of these tasks are:

- Order preparation, entry and scheduling
- Inbound appointment scheduling
- Pre-receiving
- Pre-arrival, inbound and outbound appointment scheduling
- Inbound appointment preparation Inbound appointment preparation, pre-arrival reception, picking, receiving, storage
- Order crossing
- Inspection
- Grouped order planning
- Order preparation
- Periodic counting
- Updating inventory list
- Storage
- Shipping
- Performance report
- Workload management and work scheduling

All of the above mentioned, can be said to be the key to success for a closed warehouse, as we have managed to run until today in MOBIAK with respect always to our products and in order to better serve our customers.



BY APOSTOLIS SKLAVOUNAKIS
Mechanical Engineer
Firefighting Equipment
Sales Department of Greece

FIRES IN OUR COUNTRY: THE ROLE OF AUTHORITIES AND PREPARATION FOR THE FUTURE



After the deadly wildfires of previous years, authorities have effectively responded to the recent waves of fires in our country. The preparations made by the authorities allowed for a fast and targeted response to the situation.

Beyond the effective response to the current fires, it is important to be prepared for the future. Coordination among authorities is vital for dealing with emergency situations, and preparation is necessary for handling adverse conditions in the future.

Measures should be taken to enhance communication and coordination among authorities and to develop an effective action plan for effectively dealing with fires in the future. Additionally, informing our society in the right way is equally important to ensure that we are all prepared for any future emergencies.

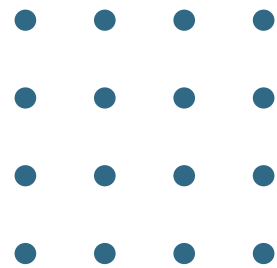
We must also recognize that fire preparedness is not exclusively the responsibility of authorities. All of us, as a society, can play our part in fire prevention and reacting in case of emergencies.

Overall, preparation and effective coordination between authorities and society are crucial for tackling fires in our country. If we manage to join forces and work tirelessly for the good of our community, we will be able to face the challenges of the future and ensure the safety and protection of our nature and community.



MODERN DESIGN AND IN OUR MEDICAL PRODUCTS

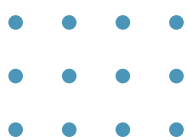
BY **SOFIA KANTOUNATAKI**
Production & Management Engineer, MSc
Medical Exports Manager



The main concern of the company is, and will always be, the best quality and the best usability of the products for the benefit of the users. As we evolve as a company, we aim to enrich our catalogue and to develop our products in other areas. For this reason, the elegant and modern design dominates our new products as an additional advantage. Our aim is to cover the needs of our partner in everything he needs and with the following additions we intend to match with their area aesthetic.

In our new products we have added inclusive color options. A new addition to our shower seats is the black color with bold color details. Black is prevalent in all the modern options in the decorative and construction part. In this way our products will blend into the customer's space and although they will primarily serve their needs, they will also stand out because of their aesthetics.

In addition, we have managed in the new reclining wheelchairs to incorporate usability, with the delicate frame, modern design and beautiful aesthetics with colors that will differ and stand out. We expect to add more products to our catalogue with updated design, where it will be one more advantage for them and one more advantage for MOBIAK CARE.



COLOR PSYCHOLOGY IN OUR EVERYDAY LIFE

BY PARESSA SAVOULIDOU

Computer Science
Accounting Department
Distribution Center of Central &
South Greece & the Islands

Have you ever noticed that certain places or rooms «put you in the mood»? That in some places you don't feel comfortable, while in others you calm down and relax more easily? Now try to remember the dominant colors in these spaces. You may be well on your way to discovering **the effects of color psychology in your life.**

Colors are closely related to our emotions. It is not only that they symbolize and represent some of these feelings that makes them important, but that they can evoke them. For example, research has shown that seeing the color red can raise the heart rate, which in turn leads to an increase in adrenaline.

Also important is the effect of colors on our psychology, when we take into account their separation into «cold» and «warm» colors. The latter - such as **red, orange and yellow** - can «inspire» a range of emotions, from comfort and warmth to hostility and anger, while cool - such as **green, blue and purple** - imply calmness or affliction.

All of the above can be applied to our daily life in many ways: If, for example, you are planning to paint the walls of your home, it may be useful to know the emotional connotations of each shade before choosing the one that you will face every day in your space. The same applies to the choice of dominant colors in the rest of your home decoration.

Cool colors: If what you are looking for is vitality and creativity, it is a good opportunity to put in your everyday life... purple touches. According to the useful charts prepared for each color by the interesting blog ArtTherapy, purple uses shades of red and blue to offer a pleasant balance between calmness and adrenaline stimulation. The more «open» it's purple, the more conducive it is to stress relief, making it ideal for offices or your home.

Green or blue on the other hand are considered «resting» colors and create a calm environment. That is why they are recommended for places where people spend many hours a day, so that they do not get «tired» of the color tone that will be in their eyes all day. Bedrooms, as a primary resting place, are a good place to start.

Warm colors: Shades of yellow and orange can increase people's sense of energy and appetite – don't be surprised to find that most restaurant chains are «investing» in warm colors. However, care is needed, as specific colors, being brighter, reflect more light and from a point of time of your presence in a space, and then they can become annoying to the eyes.

Pay attention to the color white and black

Although it traditionally symbolizes purity and cleanliness, white in interiors creates a cold feeling and may evoke feelings of loneliness and isolation. On the contrary, black maximizes the effects of other colors (avoid combining it with red or orange – the effect will be too aggressive), shrinks spaces and prevents growth and change. The use of the two colors is recommended to be limited to small, individual elements of the decoration instead of general patterns.

In our company we all love colors and we have differentiated its departments with different colors.

- **In the fire department it could not be any other color than red.**
- **In the medical and gas department, the color blue prevails.**
- **In the recycling department, of course, green is appropriate to reflect the concept that you are active in this sector.**





NECESSARY MEDICAL SUPPLIES AT HOME

BY MANOLIA KOKOLOGIANNAKI
Economic Studies
Sales Department of Greece

Our company, for all these year, has shown its power in various customer service segments. Indeed, it has become a part of our daily routine as it supplies every household and business premises with products and various kinds covering the needs of the younger and the elderly.

Having already a big audience that trusts the company in fire extinguishing systems it would be important to note also its great production and offering in medical supplies.

Particularly, in the area of family's residence, we can confidently mention some of those that seem useful or even necessary for the daily life. Nowadays, we here more and more often about people with asthma. In order to treat this particular condition, our company provides the air chamber with a mask. This product comes in many sizes such as small, medium, large and therefore helps in more effective and immediate treatment of asthma.

Continuing in the category of products that serve to fight respiratory diseases, it would be worth mentioning the nebulizer. The nebulizer is an aid so that the person concerned can receive inhaled medicines. The drug is absorbed directly into the lungs, while in addition to asthma it also contributes to the fight against obstructive brachiolitis and lung disease.

Moreover, we add the finger oximeter and wrist oximeter to the list of products suitable for home use. They are easy to use and are also small, high- tech and portable. They are excellent at recording data and measurements of oxygen and heart rate.

Another product we would like to focus on is the CPAP. CPAP is suitable for people who have sleep apnea issues. It is used during sleep and is one of the most effective methods. The patient is continuously supplies with air through the mask he wears throughout the sleep process.

Finally, we could not fail to mention the pressure gauge and the thermometer. Their value is great as they are aids that are useful in our everyday life. No household can miss them and they serve all age groups. They are products with immediate and precise results ideal for every situation.



The Power of Offer

Our society, in the difficult times it is going through, is in greater need than ever of collective actions in order to prosper and to be constantly developing

Companies in recent years show their sensitive social face by making Corporate Social Responsibility an integral part of Marketing by offering goods and services as sponsorships. **Mobiak SA aware of the importance of contribution to society and with the aim of selflessly strengthening it, continues to support vulnerable social groups by donating to the Hellenic Red Cross.**

In particular, a significant contribution was made to two folding stretchers to the Hellenic Red Cross, which carries out remarkable work nationwide. The main goal of the Hellenic Red Cross is to promote humanity, solidarity, and volunteerism. **In this context, Mobiak is committed, based on corporate social responsibility, to participate actively and effectively, with the aim of the progress of society and its citizens.**



BY ELENI PAKOU
Finance & Accounting BSc.
Account Department

WWW.MOBIAK.COM





THE GIFT OF LIFE IS IN OUR HANDS...

BY
NEKTARIA PSEGIANNAKI
Graphic Designer
Marketing - Graphics Department



VOLUNTARY BLOOD DONATION

A Voluntary Blood Donation in memory of Manolis Svorakis (Sr.) on the occasion of the completion of 3 years since his loss, was organized by MOBIAK in collaboration with the doctors and staff of the Hospital of Chania.

The blood donation was held as a sign of respect for him and recognition of his work, with the sole motivation of voluntary contribution and solidarity.

Manolis Svorakis (Sr.) was a man of giving. Voluntary blood donation is an act based on awareness and selflessness. In the difficult times we live in, voluntary blood donation is a supreme offer to every human being and a valuable way of supporting the human right to life.

This movement sends the hopeful message that giving to one's fellow man without return is the self-evident obligation to oneself in order to remain human.

MOBIAK, by involving its human resources in volunteer activities, strengthens the team spirit and commitment to a common cause not only in professional but also in social issues.

We honor Manolis Svorakis always with Smile and Offer, as his whole Life has been!

MOBIAK STANDING BY THE VICTIMS OF NATURAL DISASTERS



BY **MARIA MESSARITAKI**
Environmental Engineer (MEng)
Management Assistant
Medical Department

MOBIAK Group, in addition to being a large company with an ever-increasing development path, is an even bigger family.

From the founder and initiator of the **MOBIAK** Group, Mr. Emmanouil Svorakis, **MOBIAK** was born and developed with the institution of Family and Humaneness. Even now, 46 years later, the human-centered approach and contribution to society are non-negotiable principles of the company. Always next to fellow human being, helping the local community and its fellow human beings in general.

Over the years, our country faces more and more difficult situations. The Covid-19 pandemic was the biggest «front» humanity had to face. Three years later, and before the world has had time to catch its breath, a series of major natural disasters (fires, floods) are underway, which, affects not only our country, but also many other countries on the planet and set off the alarm bell that nature emits, due to the climate crisis, to ring much louder in the ears of all of us. Every image of destruction we see causes us sadness and anger. People mourning their own people, property and the labors of a whole life being destroyed.

MOBIAK, in whatever need presented itself, activated all its staff from its warehouses in Chania, Heraklion, Athens and Thessaloniki and collected first aid items, food, blankets and other essentials and sent to the affected areas.

We sincerely wish for the immediate restoration of the affected areas and we will always stand by our fellow human beings with further actions in the near future.





Responsibility and Respect for the Workplace

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

Clean Day, established by management in 2021, has now become an institution and highlights an important aspect of our working life: **responsibility towards the workplace, colleagues, and the environment.** This action has already taken place five times during the year, demonstrating that caring for our workplace is a commitment that concerns everyone.

Cleaning the workplace is not just a superficial obligation.

Cleanliness of our workplace is the basis for a healthy and productive working environment, enhancing the well-being of our employees. Taking care of our workplace also has an impact on the environment, since by recycling and reducing unnecessary items around us, we help protect the environment and improve sustainability.

It is important to realise that every action, no matter how small, has significant benefits. When we decide to take care of our space, even with small daily actions, we contribute to the greater good.

All of us can become protagonists in this effort for a sustainable future.



Fire-Resistant Doors & Soundproofing



BY **CHRISTINA INGLEZAKI**
Production & Management Engineer, MSc.
Imports Department of
Firefighting Equipment

We have recently been concerned with the issue of fireproof doors, which are mostly made of metal and can be made available in any shade requested. The issue of aesthetics now comes to the surface, which often creates limitations in technical matters. This problem is solved by two new collections of doors that our company promotes and includes in its rich catalog.

One of them includes metal fire-resistant doors EI60 and EI120, which can be clad with a layer of special color and eventually fit to each flair. In a second collection of doors, the construction material is wood and for fire resistance purposes a coating of fire-resistant varnish for wooden surface is used, giving to the door a 30 minute fire resistance (EI30). Some of the advantages of wooden doors is their refined design, which is perfectly combined in hotel rooms, events etc.

Among other things, the fire doors of each construction offer additional sound insulation, which varies according to the sound reduction coefficient of the construction material, as well as the way that doors are installed. The sound insulation capacity of each door may be increased, as during installation an additional floor sealing element and a special strip are placed on the inside of the door frame. The installation of these is intended to minimize the gap between the door, frame and floor, in order to increase efficiency, largely independent of the construction material.



Collection of Plastic Caps

Where they end up and what is the work of the Panhellenic Association for the Prevention of Traffic Accidents for Minors «Agapi gia zwi »

Plastic caps, even if they seem like a trivial product, can be transformed easily into something very useful for our fellow human beings with mobility problems that are using wheelchairs.

Our company contributes to the work of the association «Agapi gia zwi» by collecting our own plastic caps, sending them and helping the association with the purpose of delivering our company's wheelchairs, as well as donating some of them.

The recycling of plastic caps has benefits both for the environment and for the association, «Agapi gia zwi» that we cooperate with through this collection, which helps to support our fellow human beings with mobility problems. The association uses the caps by recycling them to buy a wheelchair which you donate both to our fellow human beings who move with the help of a wheelchair (whether due to a traffic accident or due to various illnesses) and to meet the needs of our state hospitals in wheelchairs. The action of the association is beyond real.

How do plastic caps turn into wheelchairs?

After collection of the plastic caps and delivering to the recycling plant, they are weighed and after communication for the balance, the association is obliged to issue an invoice for recycling and as soon as the invoice is sent, they deposit the price of these into the association's account.

Something worth mentioned, is that in every delivery of plastic caps, the recycling plant keeps 10% of their weight as waste due to various factors such as cartons, pallets, the fact that there may be other items inside the bags such as e.g. tin lids, spoons, forks, etc.

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

So:

- 1 kg caps=0,20 euro coins
- 1 ton of caps=200,00 euros
- 200,00 euros = a simple type of wheelchair.

One ton of caps corresponds to 80-90 bags used for garden purposes.

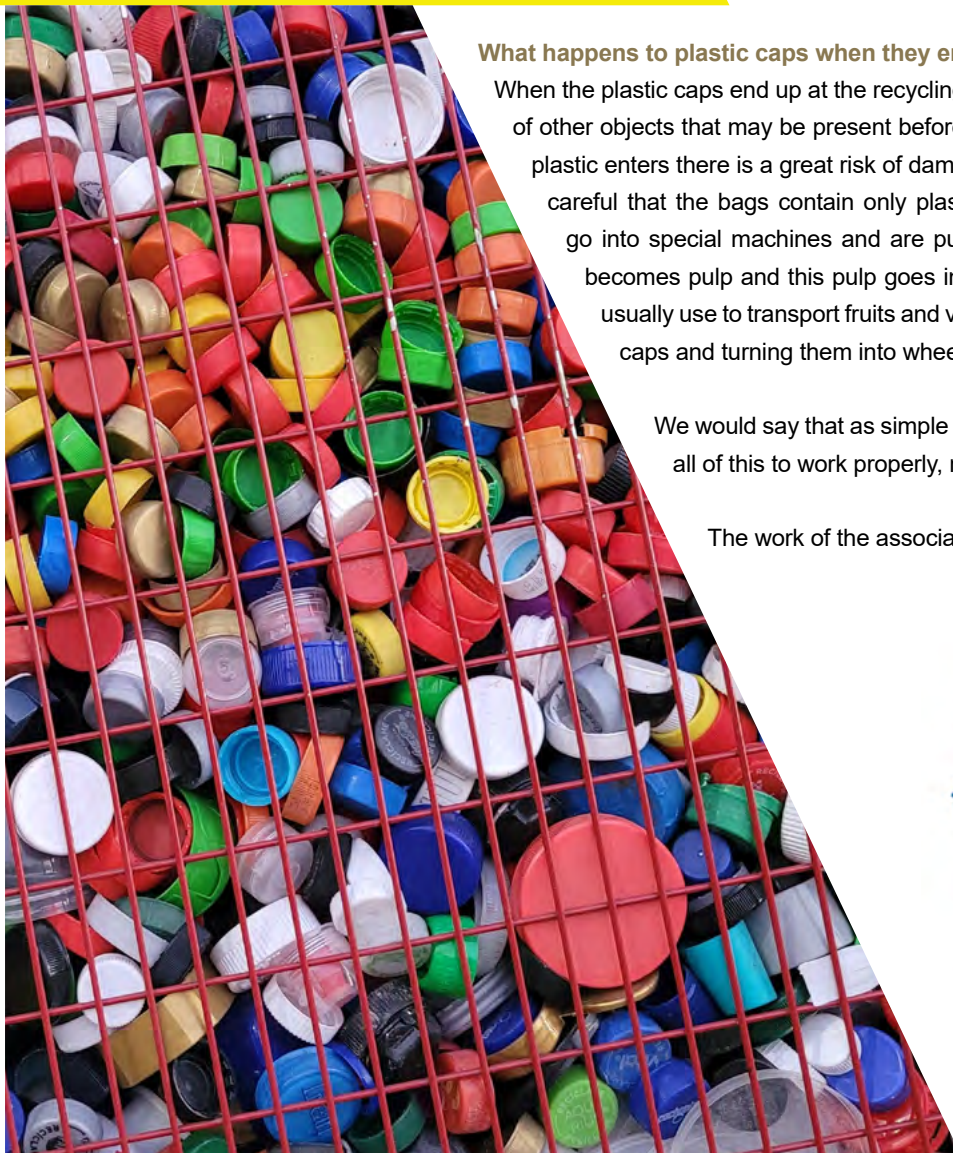
What happens to plastic caps when they end up at the recycling plant?

When the plastic caps end up at the recycling plant and after they are weighed and invoiced, they are cleared of other objects that may be present before they enter the machines because if any other object that is not plastic enters there is a great risk of damaging the machine that processes them. That is why we are very careful that the bags contain only plastic caps and no other items. When they are cleared then they go into special machines and are pulverized, the pulverized plastic goes into another machine and becomes pulp and this pulp goes into special molds and they are turned into plastic crates that we usually use to transport fruits and vegetables. In general, this is the main process of recycling plastic caps and turning them into wheelchairs.

We would say that as simple as it sounds, it is by no means an easy process, since in order for all of this to work properly, many people and volunteers will have to work at the same time.

The work of the association « Agapi gia zwi» to date:

Don't Forget
to Recycle
the Plastic
Caps !



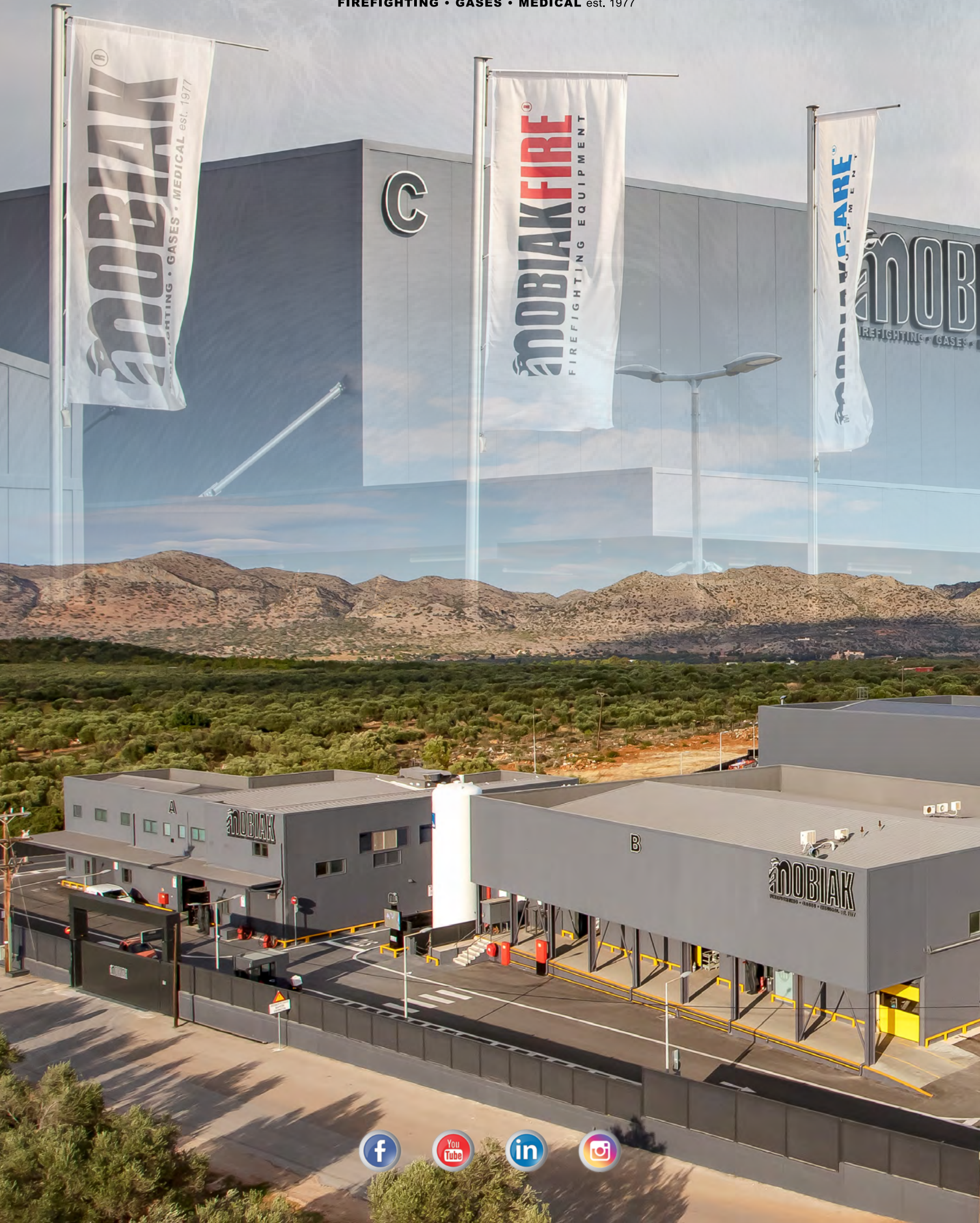
CORPORATE SOCIAL RESPONSIBILITY

- The Smile of the Child expressed through a letter its gratitude for our support by offering medical supplies that will equip the Mobile Unit for Newborns and Children of the Organization in Chania.
- The President of the organizing committee of the Rokas celebrations, Mr. Panagiotis Simandirakis, as well as the Presidents of the Boards of the Cultural Association of Rokas, Mr. Giannarakis, and the Cultural Association of Kera, Mr. Kastanakis, thanked MOBIAK for its contribution to the organization of the Roka's events.
- The Coast Guard Personnel Association of Western Crete thanked MOBIAK through a thank you letter in a local newspaper in Chania, regarding the offer of a defibrillator to cover the needs of the Corps.
- A personal letter of thanks to Mr. Svorakis was sent by the parish priest of the parish of St. Eumenios Fortetsas Heraklion, Father Peter Panagiotakis, for the donation of fire safety products to the Church.
- The Board of Directors of the ELSA Thessaloniki Summer School proceeded to send a letter of thanks regarding the support offered by MOBIAK for the organization's Summer School.
- The Chairman of the Board of Directors of Smile of the Child, Mr. Giannopoulos, expressed his gratitude to Mr. Svorakis, CEO of MOBIAK, regarding his positive response to every request for support of the organization.
- The Akrotiri Football Academies, Panakrotiriakos, ETHK and Lions, thanked through a press release MOBIAK and personally Mr. Emmanuel Svorakis for his sponsorship in sports equipment.
- The Board of Splantzia's rations expressed its thanks to MOBIAK for the continuous offer of the company, in services, money and food, by publishing a letter of thanks in a local newspaper of Chania.
- A letter of thanks was sent by the Board of the Smile of the Child, expressing their gratitude for the offer to refill 14 fire extinguishers for their site in Koropi.
- The Moires Regional Department of the Hellenic Red Cross warmly thanked MOBIAK for sponsoring two folding stretchers as per their request for the proper performance of their voluntary services.
- Through a letter, Sr. Timothei and the Sisters of the Holy Monastery of Panagia Kalyviani in Heraklion, Crete, expressed their thanks to Mr. Svorakis, CEO of MOBIAK, for his selfless contribution to the needs of the Monastery.
- The cultural sports club Foivos Sikeon, expressed through a letter of thanks to MOBIAK for the financial support of the club for the purchase of sports equipment.
- The Teachers' Association, the headmistress and the students of the Primary School of Askifou Sfakia thanked the company, through a publication in a local newspaper, for its response to their request regarding the coverage of medical equipment for the school.



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Partner Reward



ΠΥΡΟΦΑΣΜΑ Ι.Κ.Ε.

ΑΝΑΓΟΜΩΣΕΙΣ - ΜΕΛΕΤΕΣ - ΛΥΣΕΙΣ

BY **SOPHIA PSYLLAKI**

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



In 2013, in the middle of the financial crisis, where many people were trying to keep their jobs, we took the plunge and took the first big step, establishing the company in question. We started from scratch literally but with a lot of zeal and even more personal work we managed to stand in the local market to begin with.

Today in 2023, after ten years of hard work and always with our customer's service and satisfaction as our guiding principle, we have earned your trust and respect and as a result our customer base is growing. We also monitor the progress of technology in our field by actively participating in the specialized seminars held in different parts of our country, training our staff with the new know-how. We have practically eliminated distances and created a network of partners so that we can cope with any particularity while always having you by our side. Thank you for your support and rest assured that our goal is to improve every day to be worthy of the trust you place in us.

Dear Niki and Niko,

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€



Company Headquarters: Thivon 216, Peristeri / Tel: 210 5718301

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