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The MOBIAKpress Newspaper is
distributed in more than 110 countries.



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1977 - 2025

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1ST YEAR OF PUBLICATION OF MOBIAKPRESS: 2009

MOBIAK[®]press
THE NEWSPAPER OF MOBIAK



Distribution:

MOBIAKpress Journal is available at the following locations:

- At MOBIAK Central Branches of the Prefecture of Chania
- At the Sales Departments of the Group
- Through our external sales representatives
- At the Distribution Centers in Greece

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EDITORIAL

BY SVOURAKIS MANOLIS
Chairman & Managing Director
of MOBIAK

Investing in the Future

Businesses, like people, need constant evolution to remain competitive and thrive in an ever-changing environment.

MOBIAK, a company with a long history and experience, although it has a solid network of partners and recognition, is not exempt from the need for renewal. Taking the opportunity through this newspaper, dear friends and partners, I am pleased to announce the "renewed" MOBIAK.

New projects are already underway, as many of you may have noticed, and more are coming during 2025.

- ▶ *Expansion with an additional 2,000 sq.m. of storage space at our own facilities in Aspropyrgos.*
- ▶ *New privately owned facilities of approximately 8,000 sq.m. in Thessaloniki.*
- ▶ *New 2nd fire extinguisher production unit in Chania.*
- ▶ *Upgrade of the screen printing / packaging department in Aspropyrgos.*
- ▶ *Upgrade of the refilling/re-inspection department in Chania.*

All of the above and even more, I hope we are well and see them completed within the current year (2025). It is for the benefit of all of us!

The development of MOBIAK with investments in facilities, new technologies and trained human resources, will lead with mathematical precision to:

***Productivity Increase:** New technologies automate processes, reduce human error, and allow employees to focus on more creative tasks.*

***Enhancing product or service quality:** Leveraging advanced tools and techniques enables businesses to offer resources, thereby better meeting their customers' needs.*

The purpose of investments in facilities and new technologies is to enhance the quality of products and services provided to MOBIAK's partners.

Providing higher quality products and services allows our partners to enjoy:

- *Sales growth*
- *Increased customer satisfaction*
- *Strengthening the reputation of their business*

Investing in new technologies and improving the quality of products and services should not be at the expense of the company's stability.

MOBIAK, as a stable company, is able to face the challenges of a competitive environment and invest in its long-term growth.

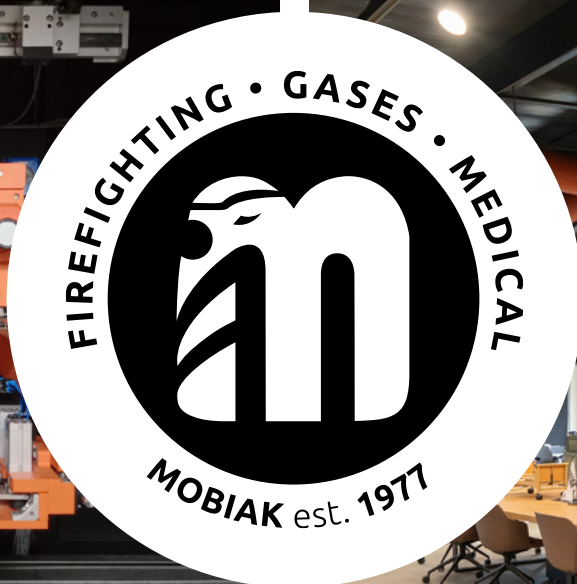
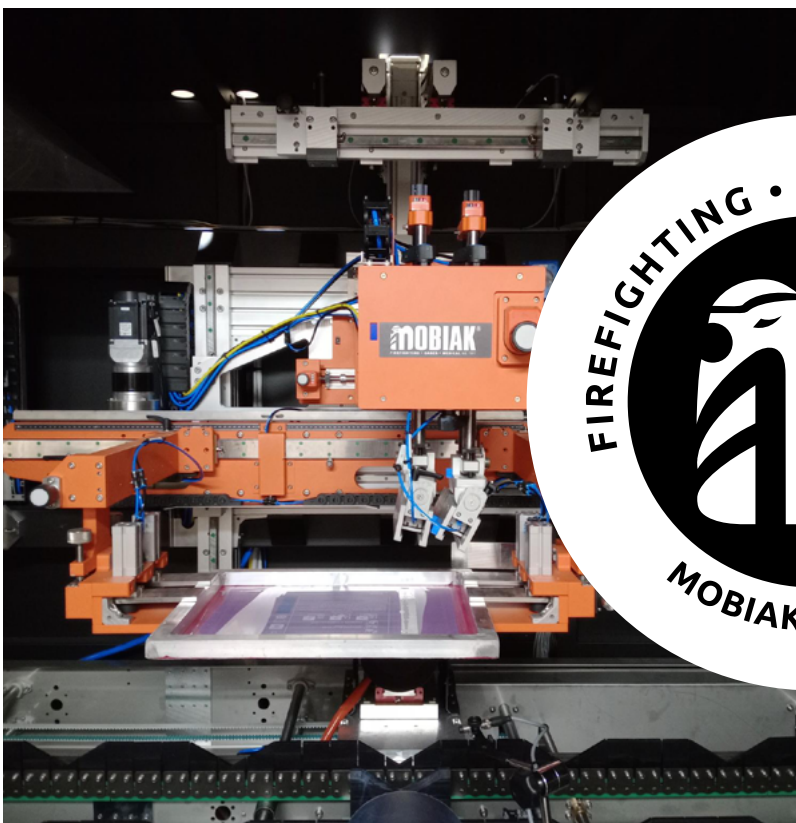
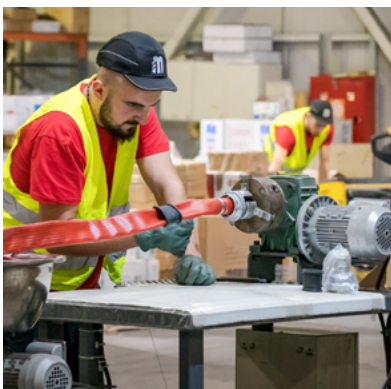
Conclusion

Experienced businesses can combine the value of tradition with the capabilities of new technologies.

We are investing in better service for our partners and final consumers.

We are investing in the future...





MOBIAK - A NEW ERA

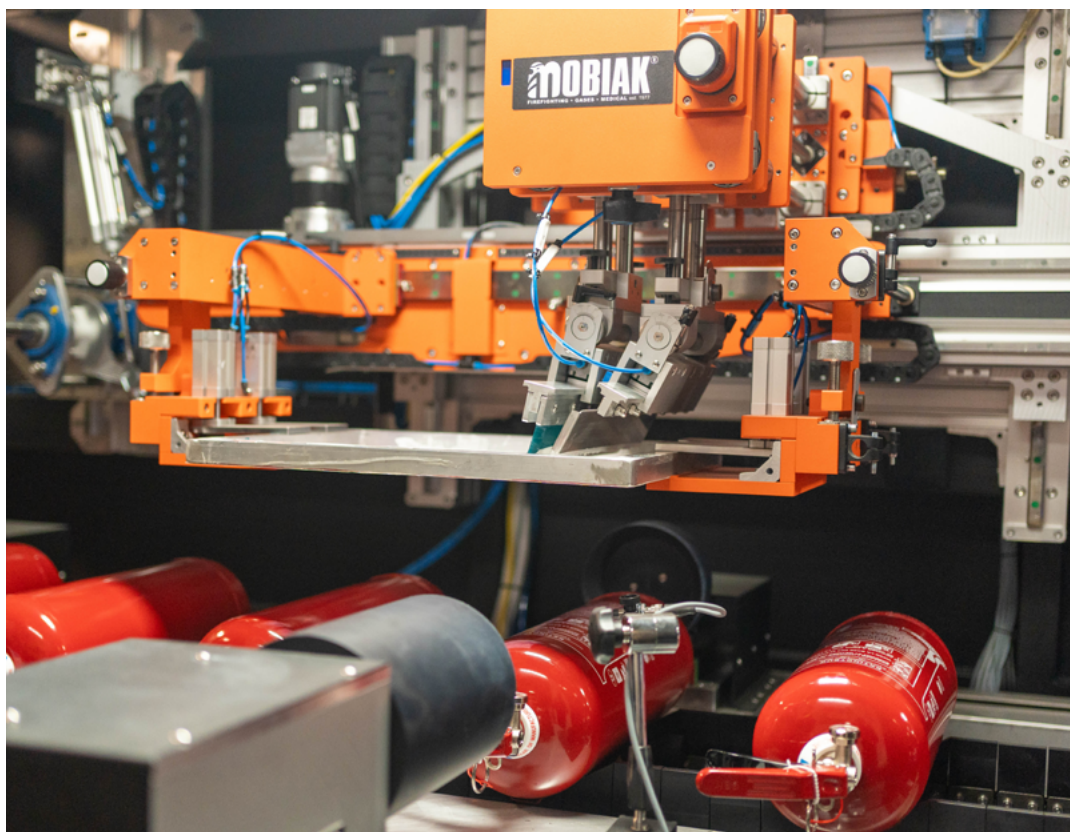
PRODUCTION WITH STATE-OF-THE-ART SCREEN PRINTING TECHNOLOGY

BY **APOSTOLAKIS STELIOS**
Mechanical Engineer
Imports Department of
Firefighting Equipment

MOBIAK, staying true to its commitment to innovation and progress, has once again upgraded its production capabilities by installing the most advanced screen printing machine at its facilities. This strategic investment strengthens MOBIAK's position as a leader in the industry, enhancing the quality and efficiency of its production processes.

Part of a Broader Modernization Plan

This investment is a key component of MOBIAK's comprehensive plan to modernize its production facilities. The company is making significant strides to upgrade its technology and processes across all operations,



ensuring it remains at the forefront of the industry. The full modernization program is set to be completed by the end of 2025, representing MOBIAK's unwavering commitment to innovation and continuous improvement.

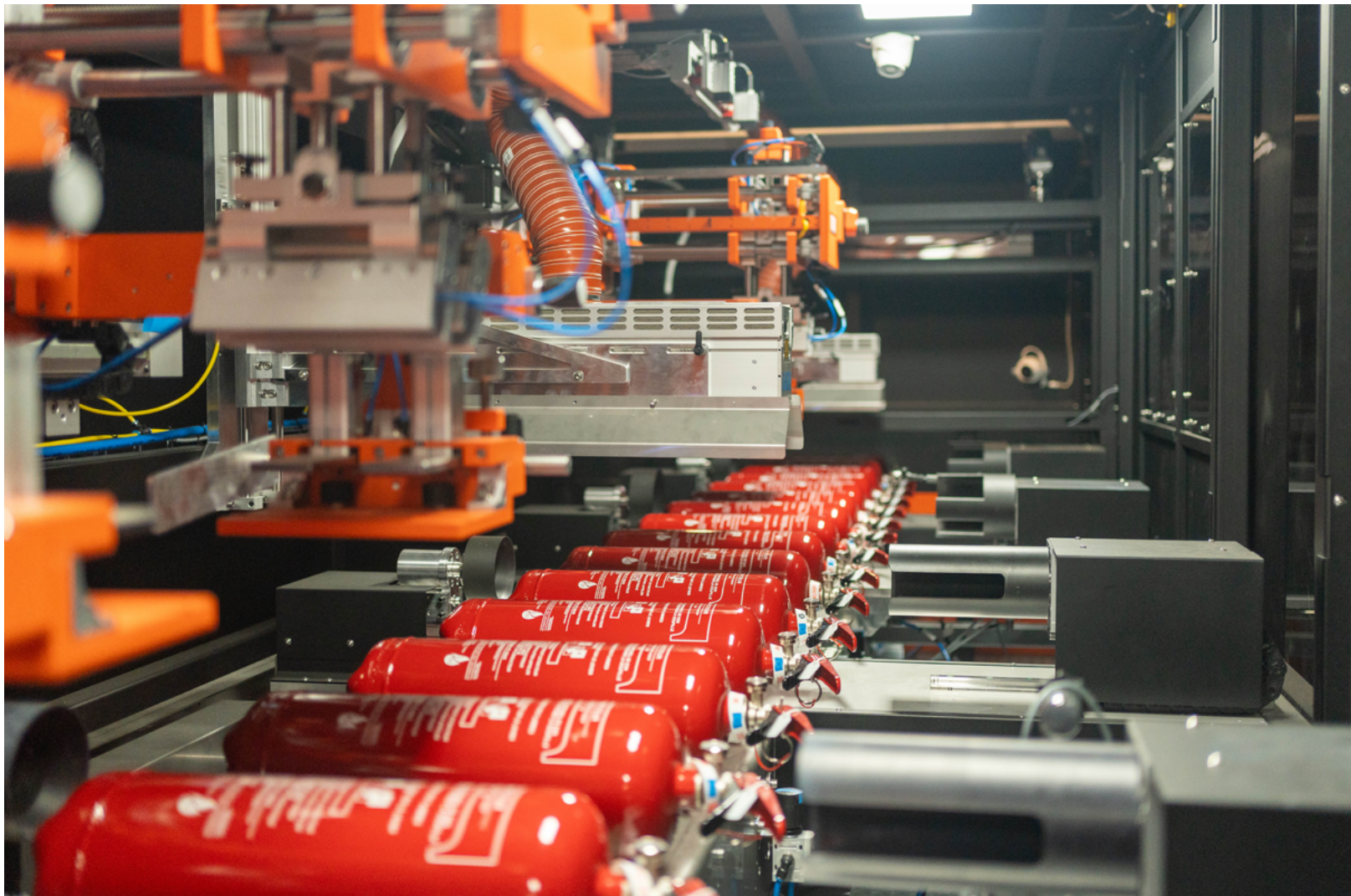
A Strategic Investment

The addition of the new screen printing machine reflects MOBIAK's continuous pursuit of improvement and technological excellence. This cutting-edge machine stands out for its precision, speed, and ability to handle large-scale production demands, effectively meeting the growing needs of the market. At the same time, it ensures exceptional print quality (3 printing colors) while minimizing its environmental footprint, perfectly aligning with MOBIAK's philosophy of sustainable development.

Benefits for Customers

This investment is not only a milestone for MOBIAK but also for its partners and customers. With the new machine in operation, the company is now equipped to handle more demanding projects, offering customized solutions that excel in quality. Faster delivery times, durable prints, and innovative designs are just some of the benefits that MOBIAK's partners will enjoy.



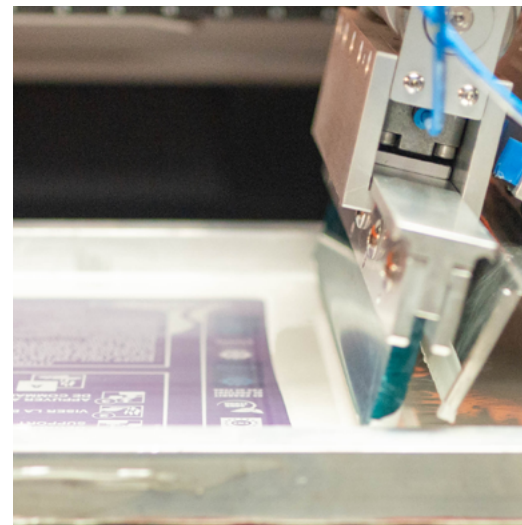
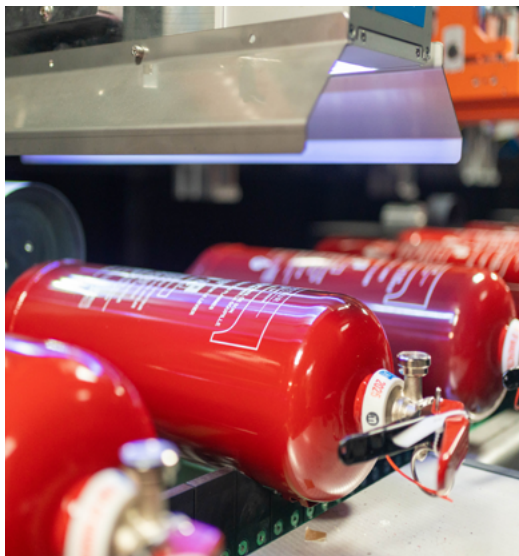


A Commitment to Innovation

The installation of this new technology is part of MOBIAK’s broader strategy to invest in cutting-edge solutions that allow it to stay at the forefront of the industry. With this move, MOBIAK strengthens its competitive edge and remains focused on its mission: to deliver top-tier products and services that meet the highest standards of its customers.

Building a Better Future

MOBIAK continues to lead the way in its industry, taking steps that not only boost its production capabilities but also reinforce its dedication to quality and



innovation. The new screen printing machine marks the beginning of a new era for the company, serving as a strong foundation for the future.

Through this and other modernization initiatives, MOBIAK reaffirms its position as a benchmark for excellence and progress in its field. By the end of 2025, all modernization efforts will be fully realized, ensuring the company remains agile, innovative, and responsive to customer needs in an ever-evolving market.



BY KAVROULAKIS PANAGIOTIS
Graphic Designer
Marketing - Graphics Department



MOBIAK EXCELLENCE AWARD CEREMONY

With great pride and pleasure, MOBIAK S.A. is honored to present the prestigious Excellence Award to Mr. Antonios Daskalakis, son of Efstathios, in recognition of his exceptional academic achievements and unwavering commitment throughout his studies at the Technical University of Crete.

As a company with a long history in the fields of Industrial Medical Gases, Firefighting Equipment, and Medical Home Care Equipment, MOBIAK firmly believes in the potential and talent of young individuals and actively supports their growth both personally and professionally.

The MOBIAK Excellence Award is an annual distinction given to a graduate of the School of Production Engineering and Management at the Technical University of Crete who has demonstrated outstanding academic performance. The recipient must have graduated with the highest diploma grade and be from the Chania region, where MOBIAK's headquarters are based. **The award consists of a €1,000 monetary prize along with an official certificate of recognition.**

For the 2023-2024 academic year, the MOBIAK Excellence Award has been conferred upon **Mr. Antonios Daskalakis**, a graduate of the School of Production Engineering and Management, who achieved a diploma grade of 8.22, as determined by his spring semester examination results. Mr. Daskalakis completed his studies with exemplary performance and has since become a model of integrity and dedication to both science and technology.

His roots in Chania, the home of MOBIAK, imbue the award with added significance, strengthening the bond between

the company, the local community, and the academic world at the Technical University of Crete. Mr. Daskalakis, who graduated from the Eleftherios Venizelos High School in Chania in 2018, serves as an inspiring example for younger students and embodies the ideals of excellence that the Technical University of Crete seeks to nurture.

The official presentation of the Excellence Award took place on **Friday, November 8, 2024**, during the Engineering Graduation Ceremony at the Technical University of Crete. There, Mr. Antonios Daskalakis received his financial award and certificate, recognizing his outstanding academic performance. **Through this gesture, MOBIAK reaffirms its dedication to supporting talented young students, offering them not only recognition but also encouragement to continue pursuing their professional goals.**

In addition to his academic success, Mr. Daskalakis exemplifies the core values of perseverance and hard work—principles that align with MOBIAK's mission to foster the development of emerging scientists. **This award marks an important milestone in his professional journey, and MOBIAK extends its best wishes for his continued success, as well as to all other new graduates of the Technical University of Crete.** We are confident they will continue to excel in their respective fields, contributing to the advancement of both society and the economy.

The MOBIAK Excellence Award not only celebrates individual achievements but also emphasizes the vital collaboration between academia and the business community in driving innovation and fostering professional excellence within our country.

MOBIAK & FORMULA STUDENT TUC

BY KOURKOUHELIS GERASIMOS
Formula Students Technical University
of Crete (FSTUC)

MOBIAK and Formula Student TUC: A Dynamic Partnership for the Motorized Future

The Formula Student team of the Technical University of Crete (FS TUC) is honored to collaborate with MOBIAK, one of the leading companies in Greece in the field of fire extinguishing and medical technology equipment. With its extensive presence both nationally and internationally, MOBIAK offers FS TUC team an invaluable support, contributing decisively to its vision of building a high-performance race car. MOBIAK'S sponsorship allowed FS TUC team to participate in the Formula Student Italy 2024 competition, where it presented the team's efforts globally, also demonstrating its know-how and skills in a competitive environment.

MOBIAK'S Contribution to the Formula Student Team of the Technical University of Crete: Sponsoring Innovation and Safety

MOBIAK, as a sponsor in the «Supporter» category, has made a decisive contribution to the development and security of FS TUC project, providing sponsorships that cover essential needs both technically and financially. MOBIAK'S support includes the provision of advanced fire extinguishing equipment, necessary to protect our team members during car testing, thereby enhancing our safety to the maximum extent possible. In addition to firefighting equipment, MOBIAK has supplied the team with an argon cylinder, which is used in the car's welding process. This contribution enhances the quality and reliability of the car, providing us with the necessary tools to meet the increased technical demands that arise during the construction. At the same time, MOBIAK'S financial support strengthens our budget, enabling us to focus to our development and progress confidently towards our goals.

Promotional Video Creation: Collaboration and Security in Action

Our collaboration with MOBIAK included the creation of a promotional video, which was shot in the company's state-of-the-art facilities, following MOBIAK'S offer to produce and direct the video. Company's staff were completely cooperative and friendly, offering the best possible support for the smooth flow of the shooting. The resulted footages shows our team's first car, named «Hydra», which performs racing tests at the MOBIAK premises, capturing the intensity and speed that characterize the car. This racing action depicts the importance of safety,



highlighting MOBIAK'S contribution to the critical field of equipment, enhancing FS TUC's team preparation and readiness for any challenge.

A Strategic Partnership for the Future

Our collaboration with MOBIAK is a foundation of support that goes beyond simple sponsorship. It gives FS TUC team the opportunity to put its theoretical knowledge to practice and prepare for the job market, having contact with an advanced and professional field. OUR TEAM EXPRESSES ITS SINCERE THANKS TO MOBIAK FOR ITS SUBSTANTIAL CONTRIBUTION TO OUR PROJECT AND ITS CONTINUED DEDICATION TO THE DEVELOPMENT OF YOUNG ENGINEERS. This support motivates further development and lays the foundations for a better future in the field of mechanical engineering.



HELIUM TESTER

Leak Detection with Helium Tester: A Cutting-Edge Technology for Reliable Results

BY KIRALAKIS LEFTERIS

Production & Management Engineer,
MSc. Responsible for the Production
& Imports of Fire Extinguishing
Equipment Department

At MOBIAK, we continuously focus on innovation, aiming to provide the most reliable solutions for our partners and customers. One area where we have significantly invested is leak detection technology, and the Helium Tester is one of the top devices that ensures the quality and safety of our products.

What is a Helium Tester?

A Helium Tester is a specialized device used to detect microscopic leaks in closed systems. This process is essential in industries such as aerospace, pharmaceuticals, and automotive manufacturing, where safety and reliability are paramount. Helium is used in this detection process because it is one of the smallest and lightest atoms, with a unique ability to pass through tiny openings, immediately revealing any leaks.

How Does It Work?

During the detection process, the system being tested is filled with helium. The Helium Tester detects the presence of helium that may have leaked from the system, pinpointing the exact location and size of the leak with high precision. This enables immediate and accurate intervention to fix any imperfections, improving the safety and functionality of our equipment.

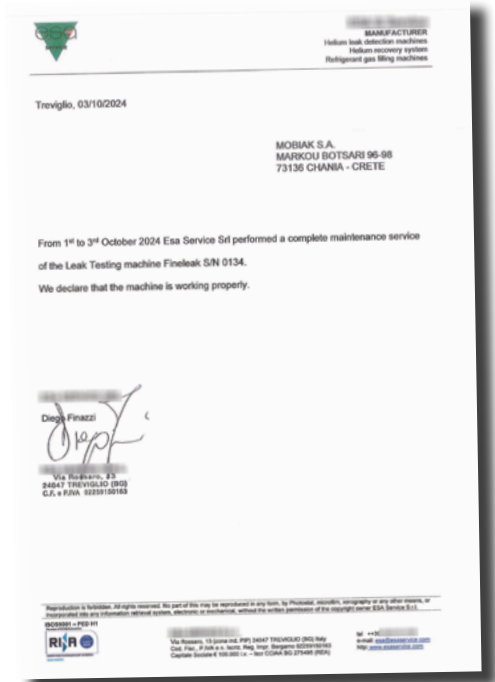
The Benefits of Using Helium Tester at MOBIAK

1. Product Safety and Quality: Helium detection technology ensures our products are leak-free, giving our customers the confidence that they have safe and reliable products in their hands.

2. Precision in Measurements: The Helium Tester allows detection of even the smallest leaks, achieving maximum accuracy. This is especially crucial for high-spec products and systems where any imperfection can impact performance.

3. Reduced Maintenance Costs: By identifying leaks early, we minimize future maintenance needs, reducing costs and increasing the longevity of our products.

4. Environmental Responsibility: Leaks often mean resource loss and potential pollution. Detecting and preventing leaks contributes to environmental protection and the sustainable use of raw materials.



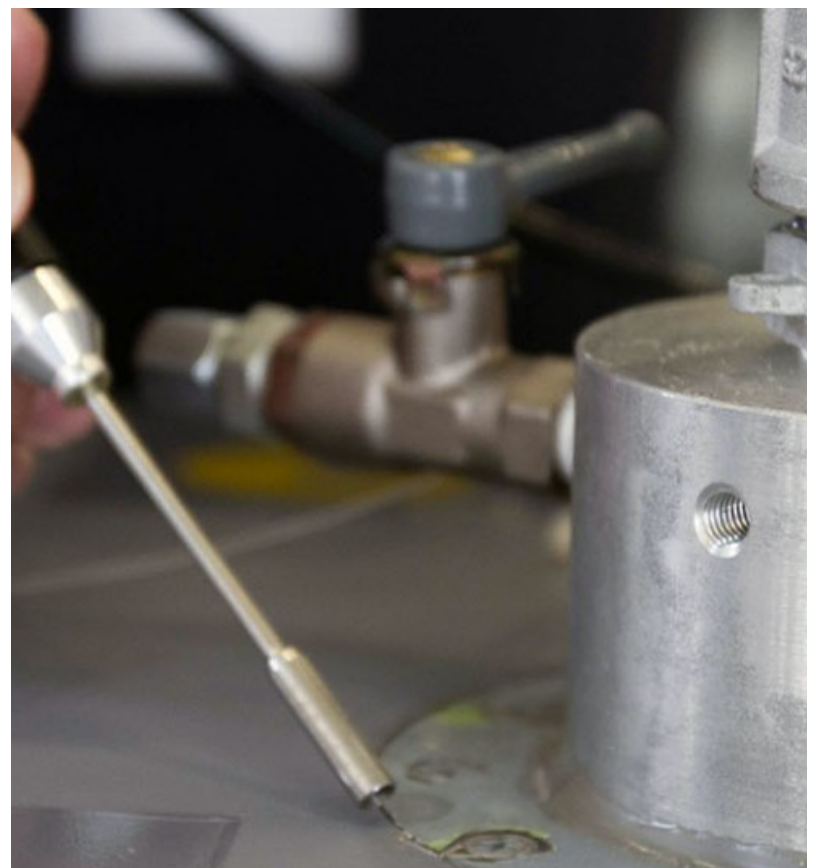
Our Commitment to High Standards

At MOBIAK, we recognize the importance of technological innovation and quality in industrial solutions. By investing in devices like the Helium Tester, we achieve our goal of offering the most reliable products on the market. We continue to research and develop solutions that will further enhance the quality of our products and meet the growing demands of the industry.

In Conclusion

The Helium Tester is a vital tool for our company and the evolution of our products. With the help of this advanced technology, MOBIAK ensures the continuation of a legacy of high-quality, innovative products. Our goal is to provide our partners with the assurance that our products meet the strictest safety and reliability standards, supporting the needs of modern industry.

MOBIAK remains committed to advancing and pioneering in the field of industrial solutions, with a steadfast respect for safety, the environment, and our customers.



REHACARE 2024



BY GKIULAS VASILIS
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The recent medical technology exhibition held in Düsseldorf, Germany, was a defining event for the healthcare technology sector.

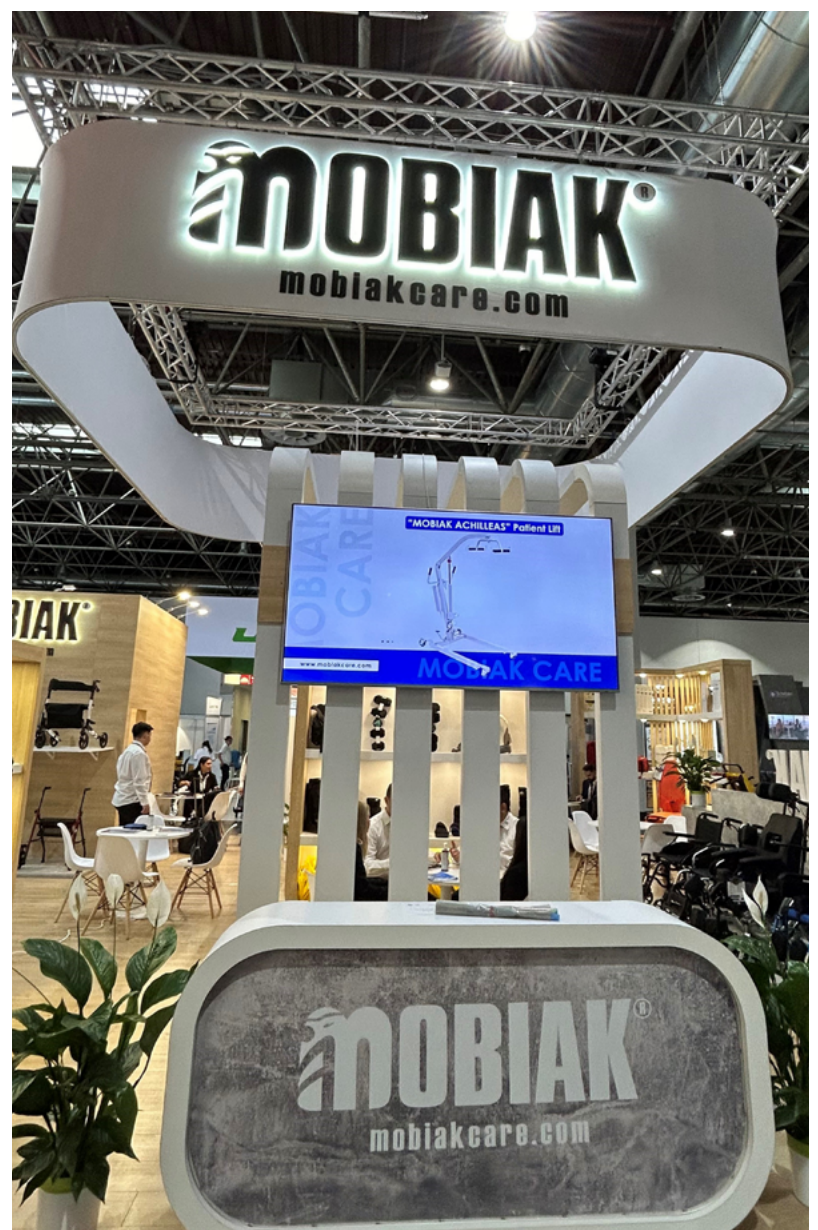
Organized over four days, the exhibition attracted hundreds of professionals and visitors from all over the world, who had the opportunity to explore the latest innovations and developments in the field.

With attendance exceeding expectations, visitors were able to interact with representatives of leading companies in the industry, attend interesting seminars and participate in workshops covering a variety of topics like for example, patient management.

Our company successfully presented its new products, which attracted the attention of the visitors and aroused enthusiasm. Our innovative solutions aim to improve the quality of patient care by combining advanced technology and easy-to-use applications. **Particularly impressive was our new Move Up Pro stand-up and the latest technology electric wheelchairs, which make life much easier for patients in terms of their mobility.** The exceptional design of these electric wheelchairs combines functionality, comfort and aesthetics, offering the user maximum convenience and autonomy.

We were obliged to focus on the making of wheelchairs that meet individual needs, with adjustable features that allow for adaptation to the body's position and posture. In addition, the aesthetic approach to design incorporates contemporary elements, with modern colors and styles, making the electric wheelchair a personal object that enhances the user's self-esteem and social integration.

Overall, the medical technology exhibition in Düsseldorf was a springboard for promoting innovation and creating new partnerships. With this success, we are looking forward to the next events, with the aim of continued growth and development of the industry, which will undoubtedly contribute to healthcare worldwide.



THE IMPORTANCE OF GOOD MANUFACTURING PRACTICES (GMP) IN THE PRODUCTION OF PHARMACEUTICAL PRODUCTS



BY **GIAPINTZAKI AFRODITI**
Chemist Msc
Department of MOBIAKGAS

The healthcare sector poses an important role in the well-being of humans and the entire society. The production and distribution of both pharmaceutical products and medical devices demand strict conformity with quality standards.

Good Manufacturing Practices (GMP) are a set of guidelines and regulations established by regulatory authorities. The implementation of GMP standards is vital for safeguarding patient health, maintaining public trust, and ensuring compliance with regulatory requirements. GMP covers all aspects of the production process, from raw materials to final products, as well as packaging, storage, and distribution.

As a leader in the fields of gases, liquids, firefighting equipment, and the trade of medical devices, MOBIAK S.A. is committed to ensuring the highest standards of safety and quality in every product it offers. In the pharmaceutical industry, maintaining strict quality standards is critical, and Good Manufacturing Practices (GMP) play an essential role in this regard.

In the basic principles of GMP the following are included:

- **Quality Management Systems:** MOBIAK has established and maintains a quality management system that encompasses all aspects of production, quality control, and record-keeping. This includes standard operating procedures (SOPs), quality assurance policies, and programs.

- **Personnel:** Adequate training, necessary qualifications, and continuous education of the personnel involved in production processes are essential priorities for us. GMP emphasizes the

need for competent and well-trained personnel who follow established procedures and adhere to ethical practices.

- **Facilities and Equipment:** GMP requires manufacturers to have suitable facilities and equipment that are designed, built, and maintained to ensure the quality, safety, and integrity of the product. At MOBIAK, appropriate storage conditions, controlled environments, and regularly calibrated equipment are maintained to meet these standards.

- **Materials handling:** GMP emphasizes the importance of proper control and traceability of raw materials and packaging materials used in the production process. This includes comprehensive documentation, appropriate storage conditions and proper supplier certification.

- **Documentation and record keeping:** GMP highlights the need for accurate and comprehensive documentation throughout the production process. This includes batch records, production instructions, standard operating procedures and quality control records. At MOBIAK, all activities are thoroughly documented to ensure traceability and facilitate effective quality control.

- **Quality Control and Testing:** GMP requires the implementation of strict quality control measures, including sampling plans, testing, and specifications for raw materials, intermediates, and finished products. Analytical procedures and validation are essential to ensure product quality and compliance with established standards.

In an industry where patient health and safety are of utmost importance, GMP guidelines ensure that pharmaceutical products are of the highest quality. At MOBIAK S.A., we are proud to support the pharmaceutical sector by providing products that comply with GMP, contributing to a safer and more effective healthcare environment.

PARTICIPATION OF **MOBIAK** IN THE “SUSTAINABLE TRANSPORT IN THE FRAMEWORK OF THE GREEN AGREEMENT” DAY AT TECHNICAL UNIVERSITY OF CRETE

BY DIAMANTOPOULOS APOSTOLOS

Economics MSc.
Firefighting Equipment
Exports Department

Transport is vital in promoting different aspects of human life such as connectivity, commerce, economic prosperity, employment etc.

However, transportation impose important different consequences. The transport sector is responsible for about a third of global energy consumption and about a quarter of global greenhouse gas emissions. Furthermore, this sector has proven difficult to decarbonize and has not shown significant reductions in greenhouse gas emissions since 1990 like other sectors.

In response to the threat of climate change, the European Commission (EC) formally adopted the European Union (EU) Climate Change Adaptation Strategy in 2021.

Inevitably people are more willing to look for green solution for transportation. Almost 14 million new electric cars were registered worldwide in 2023, bringing the total number on the road to 40 million, closely tracking sales forecasts from the 2023 edition of the Global EV Outlook (GEVO-2023). Electric car sales in 2023 were 3.5 million higher than in 2022, up 35% year-on-year. This is more than six times higher than in 2018, just 5 years earlier.

The Technical University of Crete invited MOBIAK to present the risk of fire in electric vehicles and the possible solutions it can offer.

For extinguishing lithium-ion battery fires, MOBIAK Hydrogel extinguishers have proven to be a superior product



as they are characterized as a thermal runaway inhibitor. The hydrogel will put out the flames in the shortest amount of time. Because of its ability to stick to hot surfaces, the hydrogel will apply maximum cooling to the explosives in the battery. In this way, the temperature will drop quickly and prevent other neighboring batteries from entering thermal runaway and further eliminate the risk of fire. There are 4 models available 750ml, 2lt, 6lt and 9lt.

For the 6lt and 9lt fire extinguishers, MOBIAK successfully passed the NTA 8133 test carried out at the KIWA laboratory in the Netherlands – the test was successful for a battery capacity of 600Wh.

Furthermore, as an alternative we introduced MOBIAK fire blankets for lithium-ion fires: Often, the lithium-ion battery is hidden behind a protective casing, the only solution is to use a lithium-ion battery fire blanket over the device itself.

There are 3 different types in various dimensions.

- Disposable blankets used for non-direct placement in a lithium battery
- Disposable blankets used for direct placement on a lithium battery
- Multipurpose blankets used for non-direct placement on a lithium battery

For more information, please contact our sales department at exports@mobiak.com.



THE SECOND DELIVERY OF PLASTIC LIDS TO THE ASSOCIATION “AGAPI GIA ZOI” IS A FACT

BY **TRAKAKI ATHINA**

Molecular Biologist MSc, PhD
Quality Management System
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Quality Assurance Department
of Firefighting Equipment

MOBIAK, in the context of its broader **environmental/ecological awareness** and **social consciousness** towards **fellow people in need**, has started since **September 1, 2022**, its cooperation with the **association “Agapi gia Zoi”**. Specifically, the aforementioned cooperation concerns the collection and subsequent recycling of plastic lids, ultimately aiming in helping people with mobility problems acquiring orthopedic equipment, such as a wheelchair, which is the most widely known in relation to this action.

But first, let us say a few words about recycling. With the term **“Recycling”** we mean all the processes required to reuse, either in whole or in part, any material that is directly or indirectly a consequence of human activity and which, in its existing form, does no longer comprise a good for humans. Recycling contributes to sustainable development from an environmental, social and economic point of view, being the most integrated approach to waste management, as it contributes in addressing environmental problems, achieving economic benefits and creating new opportunities for employment. As regards to the **recycling of plastic lids** and their separation from the rest of the packaging, this action is due to the fact that not all types of plastic are equally easily recyclable, while the different chemical composition and melting points of these materials, as well as practical and economic reasons, prevent their simultaneous recycling. Specifically, while the plastic lids of most plastic packaging are made of High-Density Polyethylene (HDPE or PEHD), most plastic packaging (such as water and soft drink bottles) is made of Polyethylene Terephthalate (PET or PETE).

Along with this and in the context of



social awareness and awakening, the association “Agapi gia Zoi”, as well as other associations throughout the country, have started voluntary actions to collect plastic lids and transport them to recycling factories. These factories buy the plastic lids for a fee and proceed to recycling and subsequently further re-use. The amount of money obtained, is used by the respective associations at a subsequent time, for the purchase of orthopedic equipment and the donation of this equipment to our fellow people in immediate need.

MOBIAK, recognizing this so important and remarkable action, **has placed in September 2022 specially designed vessels in all company sites in Chania**, as well as in its **distribution centers in Heraklion, Athens, and Thessaloniki**, informing at the same time all its employees about this initiative. Within a period of ten months from the initial placement of the vessels, and specifically in **July 2023**, the company delivered the **first dispatch of plastic lids to the association “Agapi gia Zoi”**, having at that time achieved the collection of **42 kg of plastic lids**. Maintaining to the utmost both its social awakening and its ecological awareness, the company continued this activity dynamically for the rest of the year 2023, as well as for the year 2024. In **December 2024**, the **second dispatch of plastic lids to the association “Agapi gia Zoi”** took place. Specifically, **MOBIAK S.A.** was able to collect **69 kg of plastic lids, successfully implementing this action**, which, besides its humanitarian and environmental character, constitutes also one of the company’s annual **Environmental Objectives** under the **ISO 14001 Environmental Management System**.

At a time when the transition towards a more **sustainable future** comprises a **vital priority**, while constantly **respecting human beings** and their **needs**, we continue to **contribute dynamically** also through this action to the **re-use** and **proper recycling** of materials, as well as to the **improvement of the quality of life** of our fellow human beings.

Addressable Fire Detection by INIM: The Ultimate Fire Safety Solution from MOBIAK

BY ANGELIS LEFTERIS

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

INIM's addressable fire detection system stands as a top-tier fire safety solution, integrating cutting-edge technology with numerous advantages for both users and installers.

These systems fully comply with the European EN54 standard, which defines the specifications, testing methods, and performance criteria to evaluate the effectiveness and reliability of every component in a fire detection system. By using addressable technology, INIM systems provide rapid and precise detection of the exact location of a fire, allowing for a swift and targeted re-

sponse from the facility's safety personnel. This capability makes these systems particularly effective in large and complex installations, where accurate and immediate intervention is critical to minimizing the loss of life and property.

MOBIAK offers a broad range of fire detection products, including addressable control panels, smoke and heat detectors, notification devices, and automatic fire suppression system activators. The wide variety of options enables the coverage of any type of installation, from small office spaces to

large building or industrial complexes, ensuring flexibility, adaptability, and high performance across all spaces. Additionally, our products are available at highly competitive prices, making them an ideal choice for reliable fire safety without compromising quality.

As the official distributor of INIM systems, MOBIAK provides comprehensive support at every stage, from design and supply to installation and maintenance. They also offer specialized training to ensure optimal system operation, maximizing safety and ensuring full compliance with current fire safety regulations. With years of experience and expertise, MOBIAK offers its customers complete support and guidance, ensuring that every installation operates smoothly and meets the highest standards of quality and protection.





MOBIAK S.A. – RECOGNIZED SERVICE SUPPLIER BY THE CLASSIFICATION SOCIETIES ABS AND RINA FOR THE INSPECTION AND MAINTENANCE OF FIRE EXTINGUISHING EQUIPMENT, FIRE EXTINGUISHING SYSTEMS AND SELF-CONTAINED BREATHING APPARATUS

BY **TRAKAKI ATHINA**

Molecular Biologist MSc, PhD
Quality Management System
ISO9001 & Environmental
Management System
ISO14001 Manager
Quality Assurance Department
of Firefighting Equipment

A Classification Society is defined as an Organization that establishes and maintains technical standards for the design, construction, and maintenance of ships and offshore structures, assessing and certifying their compliance with regulatory requirements, as well as with specific safety and quality standards. Some of the main functions of Classification Societies include the conduction of regular inspections, the issuing of certificates that verify compliance with safety and operational standards, the participation in research to improve safety standards and to develop new technologies, as well as the consultation and advice to shipbuilders and ship operators. More than fifty Organizations worldwide identify their activities as those of Classification Societies, with the twelve leading ones, which are members of the International Association of Classification Societies (IACS), monitoring about 60 % of the world fleet. These are the following: American Bureau of Shipping (ABS), Bureau Veritas (BV), China

Classification Society (CCS), Croatian Register of Shipping (CRS), DNV, Indian Register of Shipping (IRS), Korean Register (KR), Lloyd's Register (LR), Nippon Kaiji Kyokai (NK), Polish Register of Shipping (PRS), RINA Services S.p.A. (RINA), and Türk Loydu.

MOBIAK S.A., from its establishment in 1977 until now, is one of the most rapidly growing companies worldwide. With extensive experience, among others, in the fields of Firefighting Equipment and Industrial and Medical Gases, the company is actively engaged and specialized in the Re-Inspection and Maintenance of Fire Extinguishers, Fire Suppression Systems and Firefighting Equipment. In particular, bearing the certification of a **Fire-Extinguishers' Certified Inspection Center**, **MOBIAK S.A.** ensures the Periodic Inspection and Maintenance of Low- and High-Pressure Fire Extinguishers, while it is also certified to operate as a **Cylinders' Retest Center**. Furthermore, **from 2010 until the present day, MOBIAK S.A. maintains certificates from Classification Societies, members of the International Association of Classification Societies.** In September 2024, within the context of the scheduled inspections of our company by these Organizations, **MOBIAK S.A. was assessed as a**

qualified Recognized Service Supplier by ABS and RINA, renewing its already established certificates for the upcoming three years. These certificates concern **the expertise of MOBIAK S.A. in the fields of the Inspection and Maintenance of Fire Extinguishing Equipment and Fire Extinguishing Systems, as well as in the Inspection and Maintenance of Self-Contained Breathing Apparatus, on ships or offshore structures.** The maintenance of these certificates from International Classification Societies is of fundamental importance for **MOBIAK S.A.**, as they constitute a proof of the company's compliance with the International Standards in Maritime Safety, ensuring the functionality and safety of the inspected products, supporting the overall safety of the ship and of the offshore structures, as well as ensuring the smooth conduction of inspections of ships and offshore structures by the Authorities and the Inspection Organizations. **Being fully harmonized with the respective regulatory requirements and International Standards, MOBIAK S.A. operates as a Recognized Service Supplier in this field, confirming its commitment with the concepts of Value in Safety and Invest in Quality.**

Aspiration Detection Systems



BY VROULAKIS CHRISTOS
Civil and Structural Engineer
Firefighting Equipment
Exports Department

MOBIAK, continuing to follow technological developments, as befits the company's philosophy, and in the field of fire safety, is in line with one of the most recent innovations, Aspiration Detection technology, which has emerged as a cornerstone in early fire detection systems.

The versatility of Aspiration detection technology covers a variety of industries and environments. From data centers and telecommunications facilities to museums, archive rooms and healthcare facilities, the need for continuous, reliable fire detection is paramount. In critical environments where the protection of sensitive equipment, valuable assets and human life is of the utmost importance, Aspiration detection systems provide peace of mind and proactive safety measures.

Aspirating detection offers several advantages over conventional smoke detection methods. First, its ability to detect fires at their first stage, often before visible smoke or flames appear, enables proactive intervention, minimizing

damage and time of action. Second, Aspiration detection systems have a significantly lower false alarm rate compared to traditional smoke detectors, reducing the risk of unnecessary disturbances and ensuring prompt attention to real threats.

Aspiration detection technology works on a simple but effective principle: continuous air sampling for the early detection of fire hazards. Unlike traditional smoke detectors that rely on direct contact with smoke particles, aspiration detection systems use a network of sampling points strategically placed throughout the protected area.

These sampling points draw air samples, which are then passed through a network of tubes or pipes to a central detection unit. Inside this unit, air samples are analyzed for the presence of combustion byproducts, such as smoke particles or other fire-related gases.

Using highly sensitive detectors, suction detection systems can identify even traces of these by-products, providing early warning of potential fire incidents. This enables rapid response and intervention, often before visible signs of smoke or flames appear, minimizing damage and ensuring the safety of occupants and property.

In conclusion, Aspiration detection technology represents a major advance in fire safety, offering unparalleled sensitivity, reliability and early warning capabilities. As technology continues to evolve, Aspiration detection systems play a critical role in safeguarding critical environments by ensuring proactive protection against the devastating effects of fire.



IMPROVING BUSINESS PERFORMANCE USING LOGISTIC SOFTWARE SOLUTIONS:

A new era in MOBIAK premises

BY **SCHOLINAKI ARGYRO**
Chemistry MSc.
Head of the Industrial - Medical Gases
- Liquids Department

Warehouse and supply chain management software systems (logistics software) are slowly gaining ground in the Greek industry.

Logistics software has multiple tools that allow the remote monitoring of various processes in production, storage and distribution of products. Specialized software, tailored to meet the needs of a business, can help in converting business challenges into opportunities. Advantages include:

- **Automation** of processes - reduction in man-hours, paperwork, time required for processing tasks
- **Reduction** of errors – logistic systems reduce the chance of error, if tasks performed by humans are done correctly, errors can be completely eliminated
- **Customer Satisfaction** - tracking stock and movement of goods leads to significant improvement in customer service; goods are delivered on time and in perfect condition, leading to higher customer satisfaction
- **Supply Chain Management** - businesses are in a position to forecast demand, plan production, and manage inventory levels. By optimizing these processes, businesses can succeed improved delivery times, timely and accurate procurement orders without overstocking or understocking
- **Inventory valuation** - Compliance with FIFO & FEFO rules, on raw materials and products
- **Improving productivity** –by collecting and analyzing data, businesses improve efficiency and productivity
- **Financial indicators** - monitoring of statistical data and drawing conclusions can help reduce costs and improve financial performance

Approximately 2 years ago, MOBIAK invested on a software system for warehouse management. Gradually, this system was integrated into all kinds of different activities, from procurement and production to storage and distribution. Currently, almost 80%

of the company's processes are carried out through this management software system. But what does this mean in real terms?

Raw materials are imported and stored with barcodes. Also, the produced products bare two codes; a common barcode that classifies them in a group of products (i.e. 5kg fire extinguisher or a 5lt medical Oxygen cylinder) and a second unique barcode for traceability purposes. Based on the new code, the product is stored and handled both inside and outside the company. This translates into a continuous and real-time visibility of various operations, from supplies to products, movement of goods, etc.

MOBIAK, also incorporated in this process, the products returned for scheduled maintenance (e.g. fire extinguishers, CPAP, etc.) Products arriving for service are registered with a unique code. Maintenance work is performed and logged into the software system, as a history record and for billing purposes.



Logistic Management systems can be successful if the following key elements are met:

- ✓ integration of the software to meet the company's needs
- ✓ simple and clear design of the software -user-friendly design, making it easy for the staff to use it effectively, regardless of educational background
- ✓ sufficient and proper training of the staff, to eliminate, as far as possible, human error
- ✓ support from the manufacturer so that problems or design revisions can be made effective immediately

The software, which started as a system to improve MOBIAK's inventory management,



has now evolved, into a living organism that is constantly adapting and spreading across all core processes. By continuing to invest in upgrading the system and the training of the staff, we expect even better results in the near future.



“MOBIAKCARE in France: New Horizons and Growth Potential”

BY PONTIKAS NIKOS
Mineral Resources Engineer
Medical Exports Manager

MOBIAKCARE, the leading Greek company in the production and distribution of medical devices and care products, takes an important step for its expansion in Europe, with its entry into the French market.

The French market, with its great importance in the health sector and the increased demand for high quality products, is an ideal destination for MOBIAKCARE's products.

France is one of the largest consumers of medical devices and healthcare services in Europe, with a market that is constantly growing and a demand that is boosted by the increasing need for healthcare.

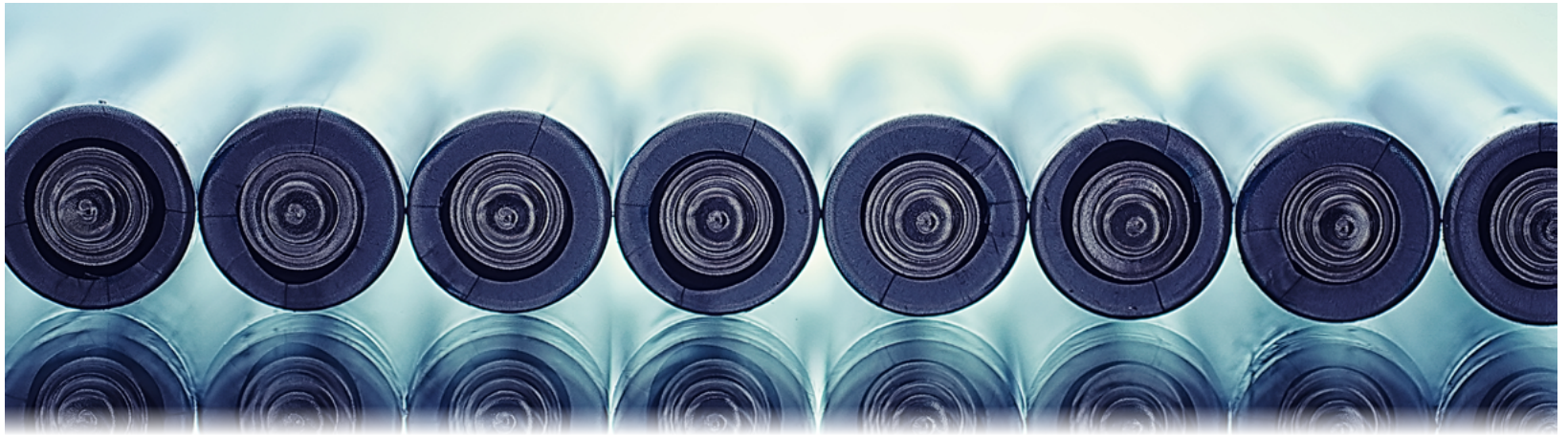
MOBIAKCARE, recognizing this dynamic, invests in

products and services that meet the needs of the French market, offering solutions that combine innovation, quality and safety.

With strong support from its manufacturing plants and research centers, the company ensures that all its products meet international standards and are compliant with the strict regulations of the European Union. This quality, combined with a focus on research and development, helps MOBIAK to constantly innovate, ensuring products that are durable, reliable and competitive.

At the same time, the expansion of partnerships with hospitals and clinics in France will allow the company to build strong ties and offer specialized solutions that will improve the quality of life for patients and consumers.

With its strong presence and the prospect of dynamic growth, MOBIAKCARE is ready to leave its footprint on the French market, opening new horizons both for itself and for the healthcare sector as a whole.



Zinc-Ion vs. Lithium Batteries: A Comparative Analysis

BY **PLEVRAKIS THEOPHILOS**
Civil Engineer / Programmer
Software Engineer

Batteries are an integral part of our modern lives, powering everything from our cell phones to electric cars. Among the various types of batteries, lithium-ion batteries have dominated for years. However, a new battery technology, zinc-ion batteries, is starting to gain traction, promising a more sustainable and safer alternative.

What are zinc-ion batteries?

Zinc-ion batteries are rechargeable batteries that use zinc ions as a charge carrier. Unlike lithium-ion batteries, which rely on organic electrolytes, zinc-ion batteries typically use aqueous electrolytes. This makes them safer and less prone to overheating or ignition.

Advantages of zinc-ion batteries

- **Safety:** Thanks to the aqueous electrolyte, zinc-ion batteries are less prone to fires or explosions.
- **Cost:** Zinc is a cheap and abundant metal, making zinc-ion batteries more economical to produce when calculating the cost per kilogram of production.
- **Environmental friendliness:** Zinc-ion batteries are more environmentally friendly, as zinc is a non-toxic element, and their mining and production require less energy.

Zinc is also much easier and cheaper to recycle, and the quantities resulting from its recycling can even cover 1/3 of global demand.

- **Good performance at low temperatures:** Zinc-ion batteries maintain their performance at low temperatures, which is important for applications in cold environments.

Disadvantages of zinc-ion batteries

- **Low energy density:** Zinc-ion batteries have a lower energy density than lithium-ion batteries, meaning they can store

less energy in the same volume.

This also has an impact on the cost comparison with lithium batteries as zinc may be orders of magnitude cheaper per kilogram of production, but if measured per unit of energy it can store then, the cost is again in favor of zinc but comparable to that of lithium.

- **Life cycles:** Although zinc-ion batteries have a high number of life cycles, they may not be as durable as lithium-ion batteries in some applications.

Conclusion

Zinc-ion batteries offer an attractive alternative to lithium-ion batteries for some applications, with advantages such as safety, low cost and environmental friendliness.

Particularly attractive is the application for energy storage in alternative energy generation units such as Solar / Wind etc. due to the instability of the energy production rate.

As technology continues to evolve, we are expected to see more and more applications for zinc-ion batteries in the future.



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Comparison Table

Characteristic	Zinc-Ion Batteries	Lithium Batteries
Energy Density	Relatively Low	High
Life Cycles	High Number of Cycles	High Number of Cycles
Cost	Lower material cost	Higher material cost
Safety	Higher safety (aqueous electrolyte)	Higher risk of overheating or ignition
Environmental Footprint	More environmentally friendly (zinc is an abundant element) Easy and efficient recycling	Some metals used may be toxic Complex and costly recycling
Temperature Performance	Good performance at low temperatures	Can be affected by extreme temperatures

DISTRIBUTION CENTER (DC) OF CENTRAL AND EASTERN CRETE - MOBIAK HERAKLION STORE

BY TSAGARIDIS ANASTASIOS
 Head of the Distribution Center
 of Central & Eastern Crete

Having completed more than 10 consecutive years as a manager at the central and eastern Crete distribution center of MOBIAK, based in the Heraklion Heraklion I would like to share with you my thoughts, experiences and conclusions!

The DC of Heraklion operates within the framework of a very responsible and demanding responsibilities as it has the responsibility to serve the entire clientele of our company in Gas, Firefighting and Medical throughout the entire geographical area of the Prefectures of Heraklion and Lasithi.

Under any circumstances (weather, staff leaves, unforeseen events such as vehicle breakdowns, etc.) the MOBIAK Heraklion team decently copes with its tasks at a fairly high level in terms of both the customer service of our company (distributions, customer reception at our facilities, telephone center, information about products and services) as well as the correct handling of all products, internal handling, placement of items inside the warehouse safely and in such a



way that they are immediately available for sale.

Among our executives there is respect, trust, professional solidarity and in general there is a pleasant environment that creates in each of our employees' positive feelings that inspire and encourage them to carry out every

necessary activity in order to complete our necessary daily volume of work.

Having as experience all the history of the previous 10 years I can say with confidence that in this period of time we have created in Heraklion the most dynamic team we have had so far, certainly no one is infallible, but there is a will and passion for continuous development and improvement where needed by all of us.

I am happy and at the same time proud to have these colleagues and to be a member of this particular team that is based on the right cooperation and the honor of its members and as a manager I believe that this will only change for the better!!!

Being in direct contact with the management of our company, which gives us all the necessary tools in staffing and material equipment, we promise to give our best every day for the best service to our clientele!

With respect to all our readers!
From the head of the DC - MOBIAK of central and eastern Crete, Tsagaridis Anastasios!

Bribery is one of the main problems that businesses and organizations face worldwide. In this context, ISO 37001 comes to offer a comprehensive anti-bribery management system, helping businesses to strengthen their credibility and integrity.

What is ISO 37001?

ISO 37001 is an international standard that defines the requirements and provides guidance for establishing, implementing, maintaining and improving an anti-bribery management system. It aims to help businesses prevent, detect and respond to incidents of bribery, while fostering a culture of transparency and ethics.

Advantages of ISO 37001 Implementation

1. Strengthening Trust: ISO 37001 certification demonstrates a company's commitment to combating bribery, strengthening the trust of customers, partners and investors.

2. Risk Reduction: Implementing an anti-bribery management system helps identify and address the risks associated with bribery, reducing the chances of legal and financial consequences.

3. Improved Reputation: Companies that implement ISO 37001 enjoy an improved reputation and recognition as ethical and responsible organizations.

4. Legal Compliance: The standard helps businesses comply with local and international anti-bribery laws, thereby avoiding potential penalties.

Key benefits of implementing ISO 37001

- Reducing the risk of bribery taking place
- Task transparency
- Establishing business ethics and an anti-bribery culture
- Establishing procedures for providing information from employees to the company's anti-bribery mechanisms, for any cases that have come to their attention
- Business transaction control application for transparency and reliability

Operation of ISO 37001

ISO 37001 requires businesses to develop and implement policies, proce-

ISO 37001

The International Standard for Anti-Bribery



BY **MPOLANIS ALEXANDROS**
Economist M.B.A
Tendering Department

dures and controls that are appropriate to prevent bribery. This includes:

• **Management Commitment:**

The company's leadership must be committed to fighting corruption and promoting a culture of ethics.

• **Training and Awareness:** Employees should be trained regularly to recognize and avoid incidents of bribery.

• **Reporting and Investigation:** Procedures must be in place for reporting suspicious incidents and conducting investigations.

• **Risk Assessment:** Businesses should regularly assess bribery risks and adjust their policies accordingly.

ISO 37001 and public and private sector tenders.

Application of the standard by tendering bodies and participating businesses helps to ensure that tendering processes are fair and impartial, reducing the risk of bribery and corruption. By establishing clear anti-bribery policies and procedures, organizations can enhance transparency in tendering processes, making them more credible.

Summary

The implementation of ISO 37001 is an important step for businesses that wish to strengthen their integrity and protect their reputation. By adopting this standard, businesses can create an environment of transparency and trust, helping to fight bribery.

Due to the advantages that stem by the application of ISO 37001, our company MOBIAK S.A. undergoes the process needed to acquire this certification and has already established anti-bribery mechanisms and procedures.

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MOBIAK at EXPOPROTECTION 2024

BY KLARIDOPOULOS ANDREAS
Mechanical Engineer
Fire Fighting Equipment
Exports Department

MOBIAK SA is proud to have participated in EXPOPROTECTION during 5th to 7th November in Paris, where we showcased our latest innovations in industrial safety solutions.

As a leader in the field of protection, we were excited to present our cutting-edge products designed to ensure the highest level of safety across various high-risk industries.

Our participation in this prestigious event underscores our ongoing commitment to advancing safety technologies and sustainable practices. We are dedicated to providing businesses with the tools they need to protect their

most valuable asset—people.

One of the range of products that we demonstrated, were our permanent pressure fluorine free fire extinguishers, for which we have acquired the local French certificate (NF), making us currently the only manufacturer globally with it.

Thank you to all the visitors, partners, and industry experts who engaged with us during the exhibition. We look forward to continuing to push the boundaries of safety innovation and to supporting companies in creating safer, more secure work environments and of course, our appointment for the next exhibition is renewed.



INTERSEC & IFOC EXHIBITION SAUDI ARABIA 2024

BY KAPETANAKIS MICHALIS
Electrical Engineer & Computer
Engineer
Fire Fighting Equipment
Exports Department

Following similar appearances at international exhibitions and last year's first participation in Saudi Arabia, MOBIAK, once again true to its commitment, made a strong presence at the INTERSEC SAUDI ARABIA 2024 exhibition, from October 1st to 3rd, 2024, as its first stop in the country this year, representing Greece internationally at one of the largest fire protection and related equipment exhibitions in the Middle East!

The success of our presence, as evidenced by the visitor numbers, demonstrates MOBIAK's strong foothold in this demanding market and the enthusiastic public response.

With a presence of over four years in the large and challenging Middle East market, MOBIAK, enhancing its presence year after year, showcased at this exhibition its new UL listed Kitchen System, **approved by the country's (and globally) largest company, the oil company ARAMCO**, MOBIAK-manufactured foam systems, certified HFC-227ea and FK5-1-12 systems (EN and UL certified), Co2 systems (EN and UL certified) and IG systems (EN certified), UL certified aerosol generators, the new range of Lithium-ion and Fluorfree fire extinguishers, as well as the already established in the market BSI



Kitemark, UL & Water Mist fire extinguisher series, and a wide range of other new products and solutions in the field of fire suppression/fire protection.

The second stop, from November 4th to 7th, 2024, was the 4th International Fire Operations Conference (IFOC) at the Four Seasons Hotel in Riyadh, where, in the presence of officials and executives from the Saudi Arabian state apparatus (ministries and fire department) and the oil company ARAMCO, we made direct contact and presented the MOBIAK product range to a number of key players in the fire protection equipment market, and especially to ARAMCO.

Particular emphasis was given to the new UL listed Kitchen System, with ARAMCO's approval being a key highlight. Following lengthy procedures, MOBIAK

has successfully been included in ARAMCO's list of approved vendors and has obtained a 9com vendor number, a remarkably difficult and simultaneously prestigious achievement for our company. Throughout the exhibitions, our team engaged with a broad spectrum of potential clients, partners, and industry experts. We were able to showcase the unique features and benefits of our products, address inquiries, and establish valuable relationships with key decision-makers in the market.

Overall, the visit of hundreds of companies to our booth, the discussions held, and the public's positive response render our company's presence entirely successful.

We are looking forward to seeing you at the next exhibition in 2025!



VAT RATES IN EUROPE FOR 2024

BY **NANADAKIS MARINOS**
Economist
Head of Accounting Department

According to the latest published surveys, more than 170 countries around the world - including all major European countries - impose value added tax (VAT) on goods and services. VAT rates in EU Member States vary from country to country, although they are somewhat harmonised by the EU.

VAT is an excise tax calculated on the value added at each stage of the production of a good or service. Each business receives a tax credit for the VAT already paid. The final consumer does not, making it a tax on final consumption.

The EU countries with the highest standard VAT rates are Hungary (27%), Croatia, Denmark and Sweden (all at 25%). **Luxembourg imposes the lowest standard VAT rate at 17%, followed by Malta (18%), Cyprus, Germany and Romania (all at 19%). The average EU standard VAT rate is 21.6%, over six percentage points higher than the minimum standard VAT rate required by EU regulation.**

Among the five OECD European countries that are not part of the European Union - Iceland, Norway, Switzerland, Iceland, Turkey and the United Kingdom - only Switzerland has a standard VAT rate below the EU minimum of 8.1%. By comparison, in the United States, combined state and local sales tax rates averaged only 6.6% in 2023.

In general, excise taxes are a cost-effective way of raising tax revenue. To minimise economic distortions, there is ideally only one standard rate applied to all final consumption, with as few exceptions as possible. **However, EU countries apply reduced rates and exempt certain goods and services from VAT.**

One of the main reasons for reduced VAT rates and VAT exempt goods/services is to promote equality, as lower income households tend to spend a larger share of their income on goods and services such as food and public transport. Other reasons include encouraging consumption of 'good goods' (e.g. books), promoting local services (e.g. tourism) and correcting externalities (e.g. clean energy).

However, evidence shows that reduced VAT rates and VAT exemptions are not necessarily effective in achieving these policy objectives and may even be regressive in some cases. Such reduced rates and exemptions can lead to higher administrative and compliance costs and create

economic distortions. **A recent study shows that the abolition of reduced VAT rates in EU countries would allow standard rates to fall below 15%. To address concerns about fairness, the OECD recommends instead measures that directly increase the real income of poorer households.**

Some European countries have made changes to VAT rates since last year. Estonia has increased its standard rate from 20% to 22%. Luxembourg increased its standard rate from 16% to 17% and its reduced rates from 13% to 14% and from 7% to 8%, respectively. Switzerland increased its standard rate from 7.7% to 8.1% and its reduced rate from 3.7% to 3.8%. Turkey increased its standard VAT rate from 18 to 20% and its reduced rate from 8 to 10%. The Czech Republic took a step to reduce the complexity of the VAT system by consolidating its reduced rates of 10 and 15% into a reduced rate of 12%.

MOBIAK belongs to the Greek Exporting Industrial Enterprises that exports to all the above countries within and outside the European Union. Despite the current variation in VAT rates (Such reduced rates and exemptions can lead to higher administrative and compliance costs and create economic distortions according to data from the above research) , **MOBIAK Company maintains economic growth rates above the European market average and economic indicators capable of dynamic future growth and prospects.**

Country	Over-reduced coefficient (%)	Reduced rate (%)	Intermediate coefficient (%)	Normal rate (%)
Austria (AT)	-	10 / 13	13	20
Belgium (BE)	-	6 / 12	12	21
Bulgaria (BG)	-	9	-	20
Croatia (HR)	-	5 / 13	-	25
Cyprus (CY)	-	5 / 9	-	19
Czech Republic (CZ)	-	12	-	21
Denmark (DK)	-	-	-	25
Estonia (EE)	-	9	-	22
Finland (FI)	-	10 / 14	-	24
France (FR)	2.1	5.5 / 10	-	20
Germany (DE)	-	7	-	19
Greece (GR)	-	6 / 13	-	24
Hungary (HU)	-	5 / 18	-	27
Iceland (IS)	-	11	-	24
Ireland (IE)	4.8	9 / 13.5	13.5	23
Italy (IT)	4	5 / 10	-	22
Latvia (LV)	-	5 / 12	-	21
Lithuania (LT)	-	5 / 9	-	21
Luxembourg (LU)	3	8	14	17
Malta (MT)	-	5 / 7	-	18
Netherlands (NL)	-	9	-	21
Norway (NO)	-	12 / 15	-	25
Poland (PL)	-	5 / 8	-	23
Portugal (PT)	-	6 / 13	13	23
Romania (RO)	-	5 / 9	-	19
Slovakia (SK)	5	10	-	20
Slovenia (SI)	-	5 / 9.5	-	22
Spain (ES)	4	10	-	21
Sweden (SE)	-	6 / 12	-	25
Switzerland (CH)	-	2.6 / 3.8	-	8,1
Turkey (TR)	1	10	-	20
United Kingdom (GB)	-	5	-	20

Solidarity action by MOBIAK: Donation to the Smile of the Child!

BY **CHRISTODOULAKI ELENI**
Content Creator &
Social Media Marketer,
Department of Marketing

With a sense of responsibility and solidarity, MOBIAK donated food and essential items to the Smile of the Child on 10/12/2024, thus supporting the important work of the organization for children in need.

Our company, faithful to the values of social contribution, joins forces with the Smile of the Child and contributes to alleviate the difficulties faced by hundreds of children and young people across the country.

This donation is just one of our actions to support the work of the Smile of the Child, with the aim of supporting the continuation of initiatives that promote the well-being and protection of children.

MOBIAK will continue to support such worthy initiatives, promoting social solidarity.

A few words about the “The Smile of the Child”

“The Smile of the Child” was created in 1995 by 10-year-old Andrea Yiannopoulos, who, shortly before leaving from life, expressed in his diary his wish to found an organization that



will ensure for all children what he had so generously enjoyed: love, affection, care and respect. The dream of 10-year-old Andreas became reality and today the Organization “The Smile of the Child”, recognized internationally, with a Vision: the Smile of every child, implements nationwide, 365 days a year and 24 hours a day, effective and direct actions for preventing and addressing particular phenomena that threaten children.

In the course of 23 years of action “The Smile of the Child” has supported more than 1.480.000 children and their

families. Children victims of any form of violence, missing children, children with health problems, children living in poverty or threatened by poverty, have found a solution.

The Organization is staffed by specialized scientific personnel, has the precious support of volunteers and is based on citizens and companies that actively provide their support in practice through donations and sponsorships.

CARE.
DIGNITY.
EQUALITY.



CHANIA WEIGHTLIFTING CLUB MOBIAK, SUPPORTER OF A.O. «KYDON»

BY **CHRISTODOULAKI ELENI**
Content Creator &
Social Media Marketer,
Department of Marketing

The Weightlifting department is among the first to be founded in A.O. Chania «Kydon». In 1963 and 1972 it was a founding member of the Hellenic Weightlifting Federation.

MOBIAK has been supporting the Chania Weightlifting department of A.O. KYDON in its activities for two whole years. This support highlights MOBIAK's commitment to strengthen and promote sports in the region, as well as at a national level. This collaboration contributes to the development of sports and the local community, while simultaneously promoting the values of sportsmanship and mutual support.

Special mention should be made of the Weightlifting department's coach and former champion, Mr. Georgios Tampakakis, for his remarkable actions and the significant work he performs for the Club. With his continued dedication and experience, he has provided invaluable assistance in the development of the athletes and the department in general, making him one of the most important contributors to the Club's success.

MOBIAK's support of A.O. Chania «Kydon» is an example of how sports organizations strengthen joint actions and contribute to the progress and success of athletes.



MOBIAK SUPPORTS MOTORSPORTS

MOBIAK continues to support all forms of sports, extending its activities to Motorsports as well, by supporting drivers and the local Automobile Sports Club of Chania (A.L.A. Chanion), assisting with its needs for the necessary firefighting equipment required by law for the organization of car races.

Since 2019, MOBIAK has taken care of the refill/recharging of fire extinguishers for the Automobile Sports Club of Chania (A.L.A. Chanion).

MOBIAK's support for the participation of Georgios Galanakis, a member of the fire equipment department in Chania, in the 18th Omalo Championship Hill Climb.

The Automobile Club of Chania (A.L.A. Chanion), following approval from EP.A. – OMAE, organized the 18th Omalo Championship Hill Climb on the Fournes – Lakkoi route on October 12-13, 2024. MOBIAK supported Georgios Galanakis' endeavor/effort/campaign at the race.



The Hill Climb was held with the support of the Regional Unit of Chania, the Municipality of Platania, and the Municipality of Chania.

The Hill Climb took place on a 4km section of the Lakkoi-Fournes National Road/Main Road.

Candidate Georgios Galanakis successfully achieved 4th place in the N2 Category among Cretan crews and 7th place nationwide.

The Omalo Championship Hill Climb is known for its difficulty, requiring competitors to demonstrate exceptional

technique and strategy.

Congratulations to Georgios Galanakis, a member of the MOBIAK family in the fire equipment department in Chania, for his participation in the 18th Omalo Championship Hill Climb! His participation in such a demanding and important race is a great achievement and demonstrates his dedication and skills in motorsports.

MOBIAK S.A. MADE A DONATION TO THE NATIONAL CENTER FOR IMMEDIATE ASSISTANCE OF CHANIA

BY TSENTELIEROS DIMITRIS
Information Technology Management
Imports Department of Medical
Equipment

An important initiative to support the National Center for Immediate Assistance (EKAB) of Chania was undertaken in October 2024, by MOBIAK S.A.

The leading medical equipment importer in the country offered a free patient chair for stairs (with special tracks) equipped with the latest technology, thus contributing to the upgrading of emergency and rescue services.



An Innovative humanitarian Donation

Patient chairs for stairs are specially designed to transport patients or people with mobility difficulties in situations where access is difficult, such as narrow staircases



es or areas without lifts. With this donation, MOBIAK S.A. aims to facilitate the work of ambulance rescuers by providing an extremely useful tool for safe and fast transfers.

The benefits of the chairs for the ambulance

The donated patient chair has advanced features such as:

- ✓ Designed with special crawlers, for easy and safe transport up and down stairs
- ✓ Lightweight and foldable
- ✓ Easy to clean and disinfect
- ✓ Comes with four wear-resistant rubber wheels
- ✓ Can also be used as a wheeled stretcher on flat ground

These chairs are foldable, which facilitates their transport and storage in ambulances, and are made from durable materials that ensure long-lasting use.

Commitment to Supporting Society

For our company, this donation is part of its corporate social responsibility strategy, which aims to improve health and safety conditions in the country, recognizing the vital work performed by EKAB and with this move we want to contribute actively to the strengthening of its infrastructure.

NEW IMPORTANT FLAMMABILITY CERTIFICATION FOR PILLOW COVERS IN THE NAME OF MOBIAK

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

Recently, the MOBIAKCARE department obtained a very important certification. This is the flammability certification for the ANESIS pillow covers, based on the standard BS 5852:

Part 1: 1979, which was issued in the name of MOBIAK. This specific standard is a British standard that relates to the fire safety requirements for fabrics.

Specifically, the material of the cover has undergone rigorous testing and meets all safety regulations for fire protection. This certification provides additional peace of mind to users, ensuring that they are investing in a product that not only offers comfort but also safety for their families.

reliable products, this standard plays a critical role in ensuring safety and product quality.

The innovative certifications under the name of MOBIAK will continue with the aim of ensuring that patients receive products that meet strict safety and efficacy standards.

Below are the relevant codes and photos of the ANESIS I & II anti-decubitus pillows.



The application of the standard BS 5852: Part 1: 1979 is crucial for improving fire safety in furniture and helps protect consumers from fire-related hazards. By promoting safe and

0804514	AIR CELL CUSHION «ANESIS I» 40x46x5cm TPU
0804515	AIR CELL CUSHION «ANESIS I» 40x46x5cm TPU
0804516	AIR CELL CUSHION «ANESIS I» 46x46x5cm TPU
0804517	AIR CELL SELF INFLATING CUSHION «ANESIS II» 42x42x5cm TPU
0804518	AIR CELL SELF INFLATING CUSHION «ANESIS II» 40x46x5cm TPU
0804519	AIR CELL SELF INFLATING CUSHION «ANESIS II» 46x46x5cm TPU

A NEW ERA: OUR PRODUCTS IN ACTION

BY **KAMPERI ANGELIKI**
Production and Management
Engineer, MSc
Sales Department of Greece



At MOBIAK SA, innovation and progress are our core values.

Driven by the constant search for new ideas, we invest in innovative solutions and modern tools to ensure that our customers' needs are met in the best possible way. Our goal is to continuously improve our products and services, serving our customers' needs with modern and effective solutions.

This year, our department is taking a significant step forward by creating videos that show how our medical products are used in realistic conditions. These videos are a first for our company and a new way to connect with our customers. **For the first time, our team is creating high-quality videos** that highlight the features and benefits of our extensive range of medical equipment.

We focus on showcasing our products in realistic settings. On the official MOBIAKCARE website, there is a page with **Product Presentation Videos demonstrating** how to use medical devices. For example, a standing frame is shown in a home environment, demonstrating the user's ability to move comfortably indoors. An electric scooter, similarly, is shown on a street, highlighting its ease of use and safety during outdoor use.

Our goal is simple: to provide our customers with a clear and detailed picture of how our products can improve their daily lives. By visually presenting the features and benefits, we ensure that our customers have all the information they need to make the best choice.

The Benefits of Visual Presentation

Videos are a powerful tool to bridge the gap between technical specifications and everyday applications. They allow customers to see how a product integrates into their daily life, offering

clarity that text and images alone cannot convey

For our customers, this means:

1. Seeing the product in action helps customers understand its full potential.
2. Realistic Context: Presenting products in everyday situations helps customers relate to the user experience.
3. Increased Trust: By highlighting the practicality and reliability of each product, videos inspire pre-purchase confidence.

Behind the Cameras: Creating the Ideal Demonstrations

Creating these videos is a collaborative process that requires careful planning. It starts with identifying key product features and how best to present them. Locations are carefully chosen to reflect the environments where our products are commonly used.

Our team makes sure every video is clear and informative. Editing includes close-ups, practical tips and subtitles to enhance viewer comprehension.

Creating a Stronger Connection

These videos will be available on our website and social media platforms reaffirming our commitment to remain at the forefront of digital communication. In a world where visual content dominates, this action strengthens our connection with customers, distributors and healthcare professionals. **This initiative underscores our commitment to transparency and innovation, ensuring that every customer feels confident choosing solutions from MOBIAK SA.**

We are proud of this new approach and look forward to seeing its positive impact on our customers.

BY **PERIVOLAS MANOS**
Finance & Accounting
Head of Accounting Department

AND **LEKKA MARIA**
International Accounting,
Auditing & FM MSc
Accounting Department

BUDGET: THE COMPANY'S COMPASS

Most research and articles describe a budget as a company's "compass."

This is entirely understandable given the highly dynamic and volatile environment we live in. **Creating a budget can simply help us understand how much money we have, how much we've spent, and how much we'll need in the future.** Just as in our daily lives, a budget is perhaps the most important tool for the survival and growth of a business.

A budget is much more than a simple list of numbers. It's a powerful tool that helps businesses make better decisions, manage resources effectively, and achieve their financial goals. A well-designed budget can reduce the risk of financial problems, increase profitability, and improve overall business performance.

The budgeting process consists of three main pillars:

- **Long-term forecasts:** These form the core of a company's strategic planning. It's like a detailed map that shows where the company wants to be in 3, 4, or 5 years. However, this map is not static. It's a living document that constantly evolves, adapting to changes in the environment and new strategic decisions.

- **Annual budgets:** These are the direct descendants of long-term forecasts. It's like turning a detailed map into a practical guide for the first journey. While long-term forecasts give us a general picture of our destination, the annual budget tells us how to get there within the next year.

- **Interim forecasts:** These are the heart of the budget's dynamic nature. While the long-term budget gives us a general picture of the future and the annual budget guides us for an entire year, interim forecasts allow us to adapt to the constantly changing conditions of the market and the business.

Additionally, the main elements used as data for structuring the budget are the following:

- **Revenue forecasts:** Estimating expected revenues from

sales and services.

- **Expense allocations:** This concerns the costs associated with the company's fixed and variable operating expenses, such as salaries, advertising expenses, labor costs, raw materials, and investments.

- **Capital expenditure planning:** Forecasting significant investments in assets such as equipment, technology, and infrastructure.

- **Cash flow management:** Forecasting future cash inflows and outflows to identify potential shortfalls or surpluses.

- **Setting financial goals:** Aligning financial goals with the company's strategic objectives.

- **Collecting and analyzing financial data:** Collecting past financial statements, analyzing market trends, competitor performance, and customer behavior. Monitoring macro-economic factors that may affect the business, such as interest rates and inflation.

- **Developing revenue and expense forecasts:** Creating detailed forecasts based on the collected data to predict future financial performance.

- **Reviewing and adjusting the budget:** Regularly monitoring actual performance against the budget and identifying variances. Additionally, considering adjusting the budget to accommodate changes in business conditions.

- **Approval and implementation:** This stage not only involves approval by management but also communication of the budget to all relevant stakeholders, including employees, managers, and investors.

At MOBIAK, a significant amount of time is invested in gathering the required data for structuring the budget. Numerous meetings are held to set priorities and reach a final common plan for the entire company. It helps us predict cash flows, control and identify operational areas that need improvement, but most importantly, it ensures the smooth operation of the company.

GAS CYLINDERS: REGULAR MAINTENANCE AND INSPECTION

BY **MERIS KONSTANTINOS**
Chemist Msc
Department of MOBIAKGAS

Gas cylinders are an integral part of various applications, providing essential services for domestic, industrial, or medical use. Regardless of their intended purpose—be it welding metals or delivering medical oxygen to a patient—they pose significant risks if not handled with care. To ensure both operator safety and the longevity of the equipment, certain usage and maintenance guidelines must be followed. Beyond careful handling and storage, it is crucial to have the cylinders inspected by certified retest centers, such as MOBIAK S.A.

The main reason operators are urged to handle gas cylinders carefully, is their high operating pressure, which makes them potentially hazardous. Cylinders that are not inspected regularly may develop issues such as leaks, corrosion, or malfunctioning valves. These problems pose dangers such as fire, explosions, or exposure to asphyxiating gases. Maintenance and regular inspections are preventive measures aimed at early detection and mitigation of any damage where feasible. This proactive approach significantly reduces the risk of accidents.

Ideally, gas cylinders should be stored in a well-ventilated area, upright, secured, and shielded from weather conditions that could cause corrosion. Keeping the cylinders clean is also crucial, as dirt or grease in combination with flammable gases and a spark can lead to explosions. A simple visual inspection can identify external damage, such as dents or cracks. Cylinders with such defects should be withdrawn from use and destroyed as they are deemed unsuitable. Rusty cylinders are prone to further corrosion and should undergo an inspection to assess the extent of the damage and determine their further handling. Visual inspection includes checking the valve, a critical component ensuring controlled gas release. Damage to the valve, safety mechanisms, or threads may lead to leaks, which can be extremely dangerous. A simple method to detect leaks involves applying a soapy water solution around the valve; bubbles indicate a leak. Cylinders showing such signs should be retired and sent to a certified retest center.

Gas cylinders must be inspected periodically, typically every five (5) to ten (10) years, depending on the contents and applicable regulations. Retest centers determine whether a cylinder can be refilled or must be discarded. MOBIAK's specialized professionals base their assessments on the previously mentioned checks and additional inspections of the



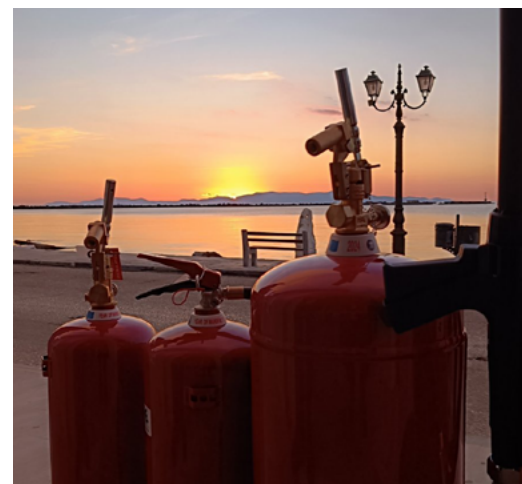
cylinder's interior. Cylinders with extensive damage, expired service life, or lacking necessary certifications are removed from circulation through appropriate processes.

MOBIAK

AT THE FOREFRONT OF FIRE SAFETY:

SUCCESSFUL SEMINAR IN TINOS

BY **LELENTZI IOANNA**
 Production &
 Management Engineer,
 MSc Firefighting Equipment
 Sales Department of Greece



MOBIAK, recognizing the importance of fire safety, organized a successful seminar in Tinos, aiming to inform and train its partners and the wider public.

The event took place on November 18th at the Tinos Cultural Foundation, at the initiative of Mr. Noe Zacharias.

At the seminar, leading MOVIAK experts, **Mr. Vasilis Stratos** and **Mr. Andreas Lountzis**, presented the latest developments in the field of active fire protection and fire detection systems. The speakers elaborated on topics such as fire prevention, the correct selection of equipment, and emergency response procedures.

MOBIAK is committed to providing comprehensive fire safety solutions tailored to the needs of each customer. By organizing educational initiatives, the company invests in the development of its partners and in providing high-quality services.”



BEGINNING OF A NEW PARTNERSHIP IN PALAIOCHORA

BY CHRISTODOULAKI ELENI

Content Creator &
Social Media Marketer,
Department of Marketing

We are pleased to announce the start of our collaboration with Mr. Kostakis Emmanouil in Palaiochora, Chania, where the opening of the business took place on Sunday, 27/10/2024.

The event took place with the presence of MOBIAK members, customers, friends, and a large crowd, followed by the Blessing ceremony.



The new store offers a wide range of firefighting equipment for all uses, from household to professional, as well as fire detectors, alarms, and other systems for early fire detection.

You can visit the store, which is located on the main road as you enter Palaiochora, Chania.

We wholeheartedly wish you success in your business!

Congratulations on your new beginning!

CORPORATE SOCIAL RESPONSIBILITY

- The President, the Board of Directors, and all the members of The Smile of the Child would like to express our sincere gratitude for your invaluable and consistent support. For all of us in the organization, your support is of great importance.

- The Evening Vocational High School of Chania would like to publicly express its gratitude to MOBIAK and especially to Mr. Emmanouil Svorakis for the donation of equipment.

- The President, the Board of Directors, and all the members of Iliachtida are truly grateful that, despite the difficult circumstances we all face, you support our efforts and give us the strength to continue.

- On behalf of the Rector of the Technical University of Crete, Professor Michail Zervakis, we would like to express our gratitude to «MOBIAK S.A.» for awarding a monetary prize and commendation (MOBIAK Award) to a graduate of our Institution's School of Production Engineering and Management.

- The Cretan Association of Bielefeld and Surroundings would like to express its gratitude to MOBIAK for their contribution/donation to their association.

- The Weightlifting Department of A.O. KYDON feels the need to thank MOBIAK for their generous sponsorship, which will once again support its athletes in pursuing their goals.

- On behalf of the President of The Smile of the Child, we would like to express our sincere gratitude for your donation of food and essential items, which will be distributed to the children and families we support through our Organization's Support Center for Vulnerable Children, Families and Young People in Chania, ensuring that no child goes without this Christmas!

- With great joy, our Parish of Saints Peter and Paul in Pazinos Akrotiri expresses its sincere gratitude to MOBIAK S.A. (Mr. Emm. Svorakis) for the valuable donation of four fire extinguishers. This generous contribution significantly enhances the protection of our Holy Churches and the safety of our parishioners.

- The Holy Monastery of Kalyviani, Mother Superior Timothei and the Sisters, a simple «THANK YOU» is insufficient to express our heartfelt thanks and deep gratitude to our Lord Jesus Christ for your dedication and selfless contribution in renewing the fire extinguishers of our Holy Monastery.



Partner Reward

BY PSYLLAKI SOPHIA

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

The company TRIANTAFYLLOS was founded by Triantafyllos Matthaïos in the year 1990 in Naxos. The first store opened in the Loukaki area of Naxos Town.

Initially, the company was active with the sale of plumbing items and later, in the year 2000, the sale of firefighting equipment and the maintenance of fire extinguishers were added.

Since 2006, the company has been operating as TRIANTAFYLLOS MATTHAIOS & SON O.E., where the son Triantafyllos Ioannis joined. In April 2006, the headquarters of the company was moved to a privately owned area, in the commercial center of Naxos Town, achieving a better presentation of our products. Our store cooperates with well-known companies in Greece and abroad, specialized in plumbing items.

As far as firefighting equipment is concerned, we only cooperate with the company MOBIAK SA from 2022.

We have entered strongly into retail and wholesale with great growth which is due to the ethos, the trust of the consumer, the quality of the goods and the immediate service for anything needed.

All of the above is due to the foundations created by its founder, foundations on which the second generation has firmly stepped on, continuing its upward trajectory.

The address of our company is Chora Naxos, Naxos

 **ΤΡΙΑΝΤΑΦΥΛΛΟΣ Μ. & ΥΙΟΣ Ο.Ε.**
ΘΕΡΜΑΝΣΗ - ΥΔΡΑΥΛΙΚΑ - ΗΛΙΑΚΑ - ΠΥΡΟΣΒΕΣΤΗΡΕΣ
Τ. 22850 29010



Dear colleagues, Matthew, Joanna,
John and Irene,

We would like to take this
opportunity to thank you for the
excellent cooperation we have had
all these years and to reward you
with products of a total value of

500€

