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Value in safety ..

EDITORIAL

The year 2015 and the difficulties it presented has already passed us by. We are now contemplating a year full of challenges.

We here at MOBIAK look forward with optimism to 2016, and we pledge that we will make our partners, and everyone who places their trust in us, both in Greece and abroad, feel safe and secure with us at their sides. I would like, even if a little belatedly, to wish you with all my heart good health, love, happiness and progress.

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MOBIAK has followed a remarkable path to growth over the years of the crisis, making decisions to implement innovative ideas for products and services, always with the best interests of the partners who trust us in mind.

Future development is now inextricably intertwined with technology and new ideas, and for this reason we aim to give all our partners the tools they need to further develop their business ambitions.

With this in mind, we respect your expectations of improvement and enrichment in our product range. We are also deeply aware of the importance of our role in the fire protection industry, and we therefore take great pride in the new luxury issue of our Product Catalogue for 2016, which was developed on the basis of an outward-looking orientation and thorough research.

The latest catalogue is enriched with new innovative products in most fire suppression equipment categories, enhancing the company's already extensive range and effectively meeting our partners' needs. Your needs.

Inspired your requirements, suggestions and wishes - always a highly successful recipe in the past - the new catalogue adds many innovations that differentiate our product range from the rest, and offer you a complete and comprehensive guide to fire safety.

*Our sources of inspiration
are your requirements, suggestions and wishes,
always a highly successful recipe in the past.
The new catalogue adds many innovations
that differentiate our product range from the rest,
offering you a complete and comprehensive guide
to fire safety.*

New types of certified air-pressurised fire extinguishers with enhanced fire suppressant capabilities, extinguishers with hammer and internal cylinder, 'green' environmentally-friendly fire extinguishers employing biodegradable extinguishing substances, as well as flexible fixed system solutions, all help to give us the opportunity to reach a broader customer base, and to keep up to date with the latest requirements of the modern fire suppression equipment and systems sector.

At this point I must emphasise the fact that, despite the increases in the price of raw materials (increases which are happening worldwide) that the company was forced to accept, MOBIAK has kept its new price list prices unchanged (compared to the previous one). MOBIAK absorbed these increases (significantly reducing profitability) in order to offer you a stable level of competitive prices. This benefits our partners in Greece and abroad, by allowing a better margin for further promotion of our products.

In the previous issue of MOBIAKPress, I analysed the vital importance of export Sales and the upward growth which MOBIAK has pursued in this area. With great pride, I can now say that our company exports to 65 countries.

Undoubtedly the consequences of our extensive export activity has made us stronger, and our products are widely known for their reliability. They have been awarded multiple international certificates. In addition, they are exhaustively inspected by laboratories in western and northern Europe, and the Middle East, and our production activity similarly undergoes regular inspection.

Considering the positive business results of 2015, and after the encouraging messages we have already received since the beginning of the year from the Greek market, which remains our main market, as well as from overseas, we hope that the new year will prove to be an even more rewarding and productive year for MOBIAK and its partners despite any politico-economic instability.

In these efforts, we hope to continue with you at our side, so that together we can reap the benefits of our labours and see our common vision for development and prosperity be realised.

From the bottom of my heart I wish you a happy and prosperous 2016 with many happy moments in your personal, family, and professional lives!!!

 Written by, **Manolis Svourakis**
Vice President of MOBIAK S.A.

... Invest in Quality

MOBIAK PRODUCT CERTIFICATIONS

Quality Management System











Written by, **Yanis Giumes**
Natural Resources & Environmental Engineer

One of the advantages of the fire extinguishing agents that the MOBIAK range uses is that their accreditation has been granted by internationally recognised institutions (worldwide).

Most models of extinguisher made by the company are characteristically certified by more than one certification agency, and have been given corresponding approval for distribution in countries where exports are made.

Another achievement of MOBIAK products is that all of the certification bodies have praised the quality and effectiveness of the company's extinguishers. This indicates the importance placed by management on the quality standards of extinguishers and indeed the entire range of fire suppression equipment produced or sold by MOBIAK.








The illustration below shows the agencies that have certified MOBIAK products:

 <p>directive 96/98/EC</p> <p>MED Extinguishers For Marine Use</p> <p>MIREC Series - 0437</p> <p>2Kg Powder A1/3 38 3Kg Powder / A1/3 2 6Kg Powder / A1/3 2 9Kg Powder 12Kg Powder 25Kg Powder 50Kg Powder</p> <p>6Lt Foam 9Lt Foam 6Lt ABF wet Chemical 9Lt ABF wet Chemical 25Lt Foam 50Lt Foam 100Lt Foam</p> <p>BSI Series - 0086</p> <p>6Kg Powder Fire Extinguisher 9Kg Powder Fire Extinguisher 9Lt Foam Fire Extinguisher 9Lt Water Fire Extinguisher CO₂ 5kg Fire Extinguisher (Alloy Steel)</p>	 <p>MPA Dresden</p> <p>MPA EN3 from Germany ABC Dry Powder Series Extinguishers (6Kg) Foam Series Extinguishers (6Lt / 9Lt) Mobile Foam and Powder Series Extinguishers (50Kg/Lt) Water Mist fire extinguishers (2Lt / 6Lt / 9Lt)</p>  <p>LPCB from UK Fire Hose reels CE & EN671-1</p>	
 <p>BSI EN3-1 ABC Dry Powder Series Extinguishers</p> <p>2Kg Powder 6Kg Powder plus cartridge operated 9Kg Powder 12Kg Powder</p> <p>6Lt Foam 2Kg CO₂ 5Kg CO₂</p> <p>BS EN3 from BSI (UK) KITEMARK ABC Dry Powder Series Extinguishers Foam Series Extinguishers Water Series Extinguishers CO₂ (Alloy Steel Series Extinguishers) Powder, Foam and CO₂ Mobile Extinguishers Kevlar Extinguishers</p>	 <p>Powder, Foam & Water Fire Extinguishers Series Fire Hoses</p>  <p>UL standards of Canada Powder Fire Extinguishers Series</p>	 <p>RINA 2015/XH/01/51</p> <p>Certificate of Service Recognition - Fire Extinguishing Systems - Self Contained Breathing Apparatus</p>
 <p>BS EN1869:1997 KN208733 Fire Blankets</p> <p>Size 1.1m x 1.1m 1.2m x 1.2m 1.2m x 1.8m</p>	 <p>ME</p> <p>Certification of Quality Management System according to OHSAS18001:2007 ABC Dry Powder Foam Series CO₂ Series</p>	 <p>APRAGAZ</p> <p>ABC Dry Powder Foam Series CO₂ Series Kitchen Series</p>

Due to positive performance results of the products under the rigorous laboratory tests carried out by these agencies, the company now ranks as one of the leading manufacturers and commercial suppliers of fire suppression equipment in the broader European market.

As previously mentioned, exports are facilitated by the fact that the agencies that inspect and certify MOBIAK products are recognised in almost all countries around the world. This fact is clearly evidenced by the fact that MOBIAK exports its products to more than 65 countries worldwide.

In the following illustration you can see some of the laboratories that inspect MOBIAK's products before they are introduced in the countries concerned.

 <p>KIWA</p> <p>1Kg Powder 2Kg Powder 6Kg Powder 9Kg Powder 12Kg Powder</p> <p>6Lt Foam AB 9Lt Foam AB 2Lt Foam ABF 6Lt Foam ABF 9Lt Foam ABF</p> <p>2Kg CO₂ 5Kg CO₂</p>	 <p>CNPP</p> <p>French Audit Body and Accredited Laboratory NF Fire extinguishers Series</p>	 <p>TSE</p> <p>Turkish Standards Portable Foam, Powder and CO₂ Fire Extinguishers</p>
 <p>BENOR</p> <p>BENOR: Belgium Approval Foam, Powder and CO₂ Fire Extinguishers Portable and Mobile</p>	 <p>NF</p> <p>ABC Dry Powder Foam Series CO₂ Series Kitchen Series Smoke Detector</p>	 <p>Hungary State Approval Body Portable and Mobile Foam, Powder and Portable CO₂ Fire Extinguishers</p>
 <p>ITALIAN HOMOLOGATION</p> <p>Italian Ministry Approval Foam, Powder and CO₂ Fire Extinguishers Portable and Mobile</p>		<p>DNV EN3 License for Norway 6Kg ABC Dry Powder Extinguishers</p>

Because the agencies certifying MOBIAK's products are internationally recognised, many countries automatically approve products with their existing certificates without requiring additional laboratory tests.

MOBIAK's aim is to further enhance the quality and effectiveness of the fire suppression equipment it produces and sells. For this reason, at the moment there are over 30 open projects awaiting certification involving either additional upgrades in the quality of existing fire suppression equipment, or the development of new products with better specifications or innovations compared to existing ones.

MOBIAK is well aware of its special role in the sensitive fire protection equipment, gases and medical equipment markets, and also of the necessity to respond to the expectations of our partners. Our company pledges to continue our ongoing efforts to improve our products and services.

FIRE EXTINGUISHER WATER ADDITIVES

Quality Management System

Written by, **Magda Charalambaki**
Chemist, MSc

Although water is the most common means used to extinguish a fire, it is not however the most effective. Often very large quantities are needed to put out a fire, and natural water is not suitable for extinguishing type B fires (hydrocarbons).

Nevertheless, use of water-based fire extinguishers is desirable because of the environmental advantages. For these reasons, substances have been developed that can act to increase the extinguishing capacity of water (when added to it).

Fire extinguisher water additives are substances that have been developed in order to deliver high performance water based fire extinguishers. This discovery has led to the production of conventional types of material that yield foams with the following designations: AFFF (Aqueous Film Forming Foam), FFFP (Film Forming Fluoroprotein), among others.

Due to the widespread development of additives, such classifications have become increasingly difficult, with materials varying from multi-composition additives-MC to common AFFF types. Furthermore, the manner in which the material expelled is also important to its extinguishing capacity - discharge may be in the form of spray, mist or regular flow (not recommended) - as is its behaviour (saponification, emulsification etc.).

It has been found that the firing of small water particles is more efficient and offers higher fire extinguishing potential (e.g. class B and F) apart from category A. Large drops travel better through the air since they have greater weight, and at the same time penetrate the fire more effectively without evaporating. Evaporation is the major process by which fire cools and is ultimately extinguished. Smaller droplets evaporate more easily as they permeate a fire, though they have greater difficulty travelling through air to reach it.

*" Fire extinguisher water additives
are substances that have been developed
in order to deliver high performance water
based fire extinguishers"*

Potential mechanisms by which water-based liquids act to put out fire are the following:

Cooling effect due to the physical process of evaporation of an aqueous solution. Energy from the fire is consumed in the evaporation process such that the temperature is lowered until it reaches below ignition temperature, when it is finally put out.

The cooling effect of the drops that reach the burning material lowers the temperature below ignition point, thus helping to extinguish the fire.

Reduction of oxygen content in the air. That is, at that point of extinction, the process of evaporation and the creation of vapour leads to isolation of the flammable material from the oxygen in the atmosphere. When the concentration of oxygen falls below a certain percentage (approximately 16%) then the fire will go out.

Presence of certain additional salts can lead to the creation of a coating over the burning material isolating it from the oxygen (through saponification or emulsification).

Dispersion. In the case of liquid substances, the dispersion caused by the application of the extinguishing agent from the fire extinguisher also helps to extinguish the fire.

Given the above processes, the presence of wetting agents always strengthens extinction capacity. Wetting agent capacities have to do with the ability of the substance to penetrate and permeate the burning material, particularly solid fuels (such as wood and paper). This action is achieved by reducing the surface tension of the aqueous solution obtained compared to pure water.

In addition to additives to improve fire extinguishing capabilities, northern countries in particular often use antifreeze-type additives so that fire extinguishers can be used at temperatures below zero without ice forming. These additives enable operation of water based fire extinguishers at low temperatures (e.g. -30 °C), where in the past only dry powder fire extinguishers could be deployed.

Over the last ten years there has been a steady trend worldwide towards the more prevalent use of water based extinguishers with additives rather than powder extinguishers. Research to date indicates that the use of these compounds is beneficial. MOBIAK supports this trend with the addition of a variety of different types of water based fire extinguishers to its product range, as you can see in the company's new catalogue.

The water additives are sometimes supplied ready for use (premix) and sometimes need to be mixed with water before use. The mix percentages vary according to the manufacturer's specifications from 1.5% to 6% or greater.

Fire extinguishers with water additives display the following advantages:

- High performance
- Suitable for use in public meeting places
- Cleaner than powder
- Technically easier process of extinguishing fire
- More environmentally friendly.

Definitions:

(EN3-7+A1) water based extinguisher: extinguisher containing water, water with additive or wet chemical.

Information from the following sources were used in the writing of this article:

- THE FIRE PROTECTION RESEARCH FOUNDATION
- U.S. Army Research Laboratory
- EN3-7+A1

HOW TO INCREASE PROFITS WITHOUT INCREASING SALES

MOBIAKFIRE Sales Dept.

Written by, **Sophia Psilaki**
Electrical & Computer Engineer

All businesses, all over the world, worry constantly about how to increase their sales. Totally understandable and desirable, but what about the costs? Will they increase proportionately or disproportionately to sales?

Under normal circumstances, when sales are rising, costs rise disproportionately, to a lesser extent, due to the economies of scale that are achieved. In cases where costs are increasing at a rate greater than sales, this indicates weaknesses of organisation and control, bureaucracy, overstaffing, "anti-economies" of scale, and other sources of costly overexpenditure.

A good business entrepreneur must constantly be moving forward on three axes in order to maximise the productive performance of their business operation:

Increasing sales: advertising, new products, new sales outlets, new services, cross-selling, franchising, etc.

Reducing costs and expenses: improved advertising, changing delivery routes and reducing transport costs, letting go of non-essential personnel (only), purchasing of services from third parties, good product inventory ordering practices, etc.

Improving procedures: measurement of advertising effectiveness, streamlining and/or improvement of the sales process, use of new technology, etc.

*" There is no logical reason
for bringing in more sales
if the company simply continues
to be ineffectively managed
and to waste the benefits
one way or another"*

Even in times of economic crisis such as that which the Greek economy is facing at the moment, there are many opportunities for good entrepreneurs to take action and improve their businesses.

Being concerned only with increasing sales is not enough. Reducing costs is just as important, and so is improvement of procedures. Proper design, planning and control of the above three axes becomes all the more imperative as the company grows in size, particularly as far as personnel, or the range of products and services are concerned.

And because it may be harder to increase sales in times of crisis, it is at least possible to deal with reduction of costs and the improvement of processes and procedures.

In any case, if it appears that your sales turnover is falling, you may well have the time to get involved in this process!

At this point I must point out that your first thought should not be workforce cutbacks, because this is something that may well be damaging to your business operations in the longer term.

Focus on improving procedures within your company:

- Measure the efficiency of your personnel. Ask for suggestions and proposals to improve procedures and reduce costs.
- Talk to your customers. Do they have any suggestions that might help you?
- Talk to your suppliers. Have they seen your competitors doing anything that could help you to improve?
- Review the technology you use.
- Look at your methods of working. Are you yourself maybe making things more complicated than they need to be?
- Avoid micromanagement. Selling your conference table or cutting back on coffee for your staff is not going to save you. On the contrary, this will only give rise to sarcastic comments.



It is therefore not enough to ask only how sales can be increased. First we must look at how we manage what we already have, and then see what can be done. **There is no logical reason for bringing in more sales if the company simply continues to be ineffectively managed and to waste the benefits one way or another.**

Do you want to increase your profits by 10% without increasing your sales? If you somehow improve (reduce) your costs by only 1%, you can increase your profits by 10%.

MATHEMATICS AND MARKETING ...GO TOGETHER

MOBIAKFIRE Sales Dept.

Written by, **Yanis Basiakos**
Business Research & Statistics

Most of the business world is now well aware of the principles of marketing. Taking one step further, however, we can see a need to define the constituent parts more precisely.

A clear example of this is price. Why should a product be priced at €1 and not €1.1 or €0.98? In some markets the price is set by the market or by psychological factors, but if we exclude these reasons, the question remains. In cases of regular repeat purchases, one question is when will the customer come back to 'shop' for products or services? What are the chances that they might "shop around" for something more expensive than usual?

*" With the advent of marketing analytics,
marketing has become accountable,
and is now evaluated
in the language favoured
by business people,
that of money"*

Both the academic community and business professionals have attempted to answer these questions using mathematical tools, primarily statistical tools. The academic approach is known as marketing science, and the business approach usually refers to it as marketing analytics.

Here the term marketing analytics will be used. The term analytics you may well associate with the internet, in the term web analytics. The abundance of data permits the collection of adequate quantities of information for processing and extraction of conclusions about the customer, the business and even the market.

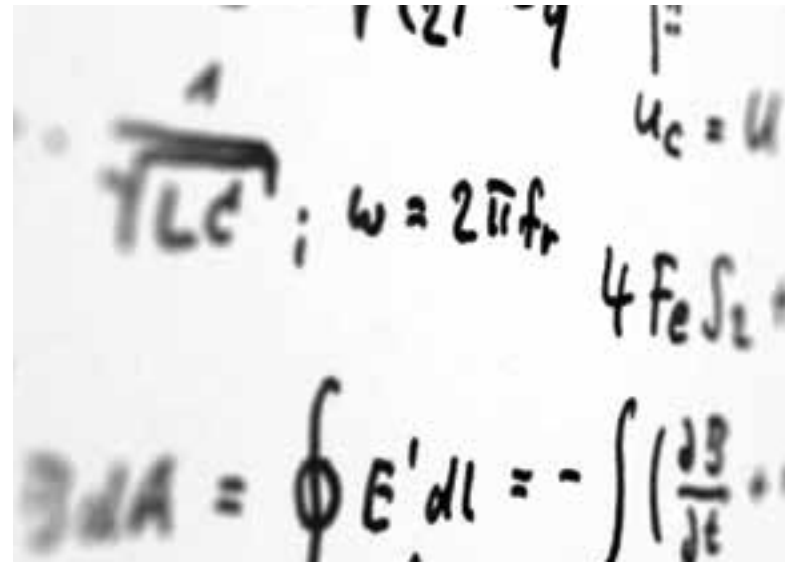
But attention needs to be paid to one point. Sometimes the terms reporting & analytics are confused. Reporting tools are those which involve collection of information, its structuring, and its presentation to the end user. Analysis is not on the menu, at least not automatically. This is where analytics tools come in. They use mathematical techniques to find relationships of cause and effect and make projections, aggregations (segmentation / clustering), even product attribute preferences (conjoint analysis).

It is this precise and proven extraction of conclusions that make the marketing analytics popular in many businesses around the world.

But let's look at the example of price. Let's say we have a product which is sold in different places at different prices but with a relatively small range.

The production company is interested in giving directions to points of sale for the item to be sold at the best possible price. A first application is to see how the price affects sales in a given time period.

We assume that it is not a *Giffen product and the law of demand is applicable. Then the relationship is clearly negative. But the question is by how much. The appropriate strategy is based on whether demand for the product is price elastic or inelastic.



For example, a price increase of 10% may result in a reduction of demand quantity by 5%, so in effect the business comes out ahead. If we are talking about sales of €1,000,000, then the potential profit is €45,000, within a limited period of time. Perhaps having this information in its possession is worth the company's while?

The applications are many, and indeed rely on the creativity of the group using them. It is no coincidence that the science of statistics is also considered an art form among those who understand and use it.

With the advent of marketing analytics, marketing has become accountable, and is now evaluated in the language favoured by business people, that of money. Investments in marketing are becoming more and more intelligent and the business community embraces it with less fear.

Source: <http://www.epixeiro.gr/>

* Giffen goods are goods for which demand falls when the price falls.

PARTICIPATION IN EXHIBITIONS IN IRAN

MOBIAKFIRE Exports Dept.

Written by, Michael Kapetankis
Electrical & Computer Engineer

With great pleasure, MOBIAK is in the happy position to present you with the details of our company's participation, through our representative, in 3 major exhibitions in Iran related to the oil and construction industries.

Participation in these exhibitions and impressions of visitors at our booth was completely successful and encouraging.

Iran, despite the unsettled situation in the wider region of the Middle East, remains a leader together with Saudi Arabia in petroleum-based product extraction and the construction sector with **correspondingly large-scale projects open to companies like MOBIAK that are engaged in the fire suppression sector.**

First exhibition: 2nd International Conference on Technological Opportunities (ICTO) Congress of Oil & Gas 2015 (30.09.2015)

Second exhibition: Congress for Mega building projects (05.10.2015)

Third exhibition: Iranian Petroleum and Energy Club Congress and Exhibition 2015 Congress Oil & PowerPoint 2015 (19.10.2015)



MOBIAK's prestige in this difficult market is the result of persistently sustained efforts, with on-the-ground presence of technical and commercial department staff for projects within the country, as well as consistent participation in popular exhibitions, such as those referred to above.

It is now clear that here these practices, based on MOBIAK's outward-looking efforts to pursue exports even in difficult markets, accompanied by new product investment, additional accreditation of existing products, as well as extension of its product range with new fire suppression systems, have begun to bear their first fruits.

As always, our goal is not simply exports of products and services to Iran (or in any other country), but the consolidation of the company among the first in the country (and in any country to which the company successfully exports its products) in the field of fire fighting equipment.



MOBIAK TECHNICAL INSTALLATION PROJECTS OVERSEAS

MOBIAKFIRE Exports Dept.

Written by, Apostolos Diamadopoulos
Economic Sciences, MSc

Last November, the Technical team at MOBIAK installed several fixed fire suppression systems in Romania. In particular, the following were installed:

- ABF-Wet Chemical Systems installations for commercial restaurant kitchens.
- Water-based fire protection system assembly installations

MOBIAK's technical team is active worldwide, providing high quality technical services related to fire safety, fire suppression and fire detection installations.

Specifically, the technical team at MOBIAK can offer design, project supervision and installation of fire safety, fire detection and fire suppression systems, having overseen impressively rapid growth in this field with the ongoing expansion of the type, quality and size of the projects it undertakes.



MOBIAK is accordingly able to offer its partners, both in Greece and abroad, a 100% fully integrated solution from planning and design to installation (installation can be carried out in conjunction with our partners existing teams) and delivery of fixed fire suppression and fire protection systems of all types (dry powder, foam, ABF-wet chemical, CO₂, IG-541, IG-55, FM200, aerosol generators, water misting systems etc.). For more information, contact MOBIAK's technical team on **+30 28210 63222** or by email at **sales@mobiak.gr**



FOAM FIRE EXTINGUISHERS

MOBIAKFIRE Exports Dept.

Written by, Metaxas Drakopoulos
Production Engineering & Management, MSc

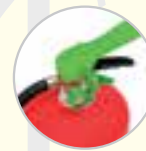
It is an established fact that the foam extinguishers are increasingly gaining ground in the global market over recent years. More and more professionals are putting their trust in foam to meet their needs rather than use dry powder or carbon dioxide extinguishers.

In many countries, especially north European ones, these have been the most easy-to-move extinguisher models for a number of years now, while at the same time there is increasing demand for foam fire extinguishers from countries where dry powder extinguishers were historically the most popular (mainly Balkan countries).

Fire suppression using foam extinguishers works in two ways:

- by reducing the temperature of the burning surface and
- by creating a layer of foam that obstructs contact of oxygen with the burning surface.

Foam extinguishers have their own specific drawbacks, as do all types of fire extinguishers. For example, the use of this type of extinguisher is not recommended for electrical appliances, because there is a danger of freezing in very low temperatures. However, there are foam products in our range that are suitable for use in these cases, which you will find in our new product catalogue.



Listed below are just some of their important advantages, which make them ideal for use under a wide variety of circumstances:

- They do not reduce the visibility of the user or those around him during dispersion (as do dry powder extinguishers, which might create panic or accidents in emergency conditions).
- It is very easy to clean the extinguishing material from the area after use (unlike dry powder extinguishers)
- They can be used in type A and type B fires, and are particularly effective in fires caused by liquid fuel, paints and lubricants.
- Most types of foams are user-friendly and environmentally-friendly.
- Refilling is very economical

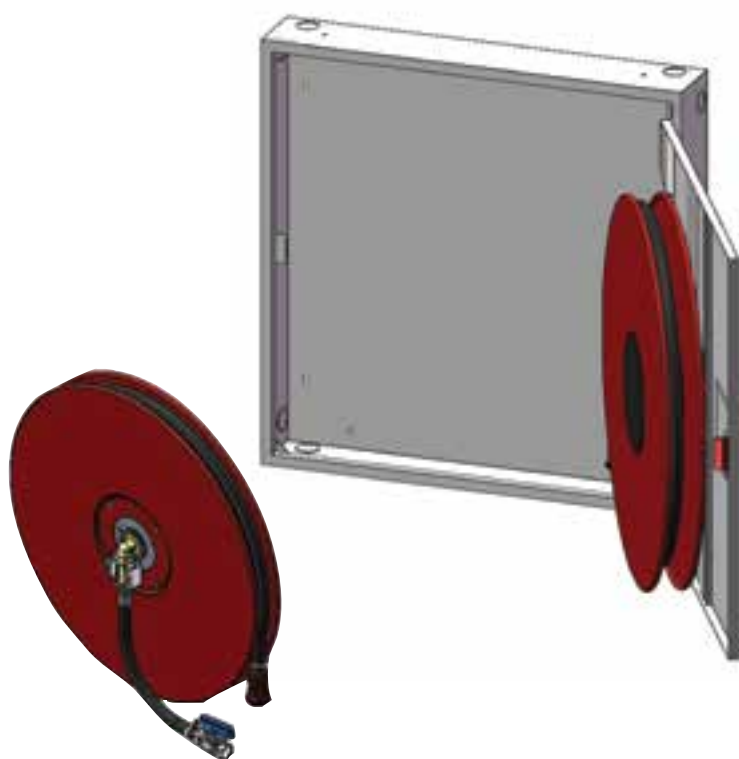
MOBIAK, having taken its role in the fire suppression equipment sector into consideration in the light of its aim to provide its partners (in Greece and abroad) with the most comprehensive range possible, currently carries more than 30 different foam extinguisher models (portable or trolley, stainless steel or Kevlar, with pressure release valve or cylinder, EN or BSI Kitemark or UL certified etc.). Our intention is to provide complete coverage of demand for this type of equipment.

PROJECT NORWAY

MOBIAKFIRE Exports Dept.

Written by, Panos Krikos
Production Engineering & Management, MSc

After negotiations and multiple contacts with top management representatives of a large group of companies in the Scandinavian peninsula based in Norway, we have managed successfully establish an important collaboration agreement, the major part of which concerns the design, manufacture and certification of a special type of fire hose cabinet incorporating a spinning wheel with semi-rigid fire hose.



" we have managed to successfully establish an important collaboration agreement, the major part of which relates to the design, manufacture and certification of a special type of fire hose cabinet type"



A special feature of this product is the thickness of the fire cabinet which is less than 130mm

Given the dimensions of the cabinet and the length of the fire hose, and to permit proper support of the reel drum in the cabinet door, special metal alloys will be used in its construction. The majority of the assembled parts will be made primarily using moulds especially designed to meet specific quality standards.

Among other things, part of the agreement also concerns supply of 6Kg dry powder extinguishers with specially enhanced fire suppressants and customised design, certified by the Norwegian agency DNV.



*Value in safety ..
.. Invest in Quality !*

The confidence shown by our new Norwegian partner in MOBIAK is strong praise for our efforts. At the same time, it unlocks the demanding markets of Scandinavia and opens up opportunities for us to expand our cooperation to encompass the full range of our company's products.

NEW FIRE SAFETY EQUIPMENT CATALOGUE 2016

MOBIAKFIRE Exports Dept.

Written by, Michael Kapetankis
Electrical & Computer Engineer

Within the context of further upgrading of its product range, MOBIAK presents its new fire safety equipment catalogue 2016, for Greece and abroad. The new catalogue on the one hand brings MOBIAK's product range in line with changes in Greek legislation and the corresponding demands of the market, and on the other it incorporates the ongoing efforts of the company to upgrade its products through either new certifications; new, even larger, fire suppressant systems; new models in familiar categories and sizes; or products integrating new technologies such as the new type of water mist extinguisher!

So with the opportunity presented by this issue of our newsletter, we would like to introduce you to some of the new products in our new catalogue



New
Fire Safety Equipment
Catalogue



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Kevlar P50 Fire Extinguishers

The P50 series uses three innovative elements - loose weave inner body made of heavy-duty Kevlar, locking neck ring, and a high density polyethylene outer shell for 100% UV protection.

- 10-year warranty (annihilating replacement material and cost).

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Fire extinguisher with external cartridge

The image below shows our new version 6 kg dry powder ABC85% extinguisher, with external cartridge. This model, apart from its high performance fire suppressant capacities (55 A 233B, C - the highest possible at this size), is also very easy and quick to maintain and inspect. Technical details are presented in the catalogue.



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BC90% Fire Extinguishers

The new range of MOBIK dry powder BC90% extinguishers maintain dielectric strength in fields up to 90 KV in accredited laboratory tests.

Available in both 6 kg stored pressure extinguisher type and internal cartridge extinguisher type.



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Fire extinguishers and sets with aerosol extinguishers

The new aerosol extinguishers, weighing 500g and 750g, contain special alcohol-resistant foam AFFF (AR-AFFF)! Suitable for use in fires type A, B, F, E, and very easy to use, they are an ideal product for dealing with fires in the early stages.

Available as a set with an independent smoke detector and fire blanket, making this the ideal kit for the home or small business space!



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AUTOMATIC EXTINGUISHER FIREBALL 1.3Kg Dry Powder

The Fireball 1.3Kg Dry Powder ABC 90% extinguisher operates automatically, and is activated when it detects an ambient temperature of at least 70°C. Easy to use and shipped with a special metal stand for fixture in sensitive areas that need special protection!



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Trolley Fire Extinguishers with BSI Certification

Adding to its range of portable extinguishers with BSI certification, MOBIAK has completed development and certification of 7 new trolley extinguisher models.

Two of the wheeled models are dry powder-type (25kg and 50kg), 2 are foam-type extinguishers (25Lt and 50Lt) and the other three are CO₂ fire extinguishers (210kg models and 130kg model).

NEW PRODUCTS

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Water mist Fire Extinguishers

Water mist extinguishers are the latest new technology water-based extinguishers. They are suitable for extinguishing fires type A, type B (types with 0.5% foam), type C (presence of electrical current) and type F.

The technology used in the unique design of the water mist extinguisher consists of two main features, the rotor integrated into the fire extinguisher siphon system and the specially designed nozzles. These two features create a mist during discharge, and it is this that makes the significant difference between a normal water extinguisher and a water mist extinguisher.

The small droplets of water (50 - 60 microns) that are released from the fire extinguisher through specially designed nozzles create a significant increase the extinguishing effect of the water (by increasing the active surface), making this technology far superior to common water-based extinguishers. They also have high reciprocal electrical resistivity (in spite of the presence of water droplets) and uniform cooling the fire source, reducing the risk of further deterioration of the burning material due to sharp temperature change.

FIRE IN CONTROL 'Exscon 2016'

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Fire extinguishers with UL certification

MOBIAC is a European-wide pioneer in this range, being the first European company to put its name on extinguishers in this category of certification. The series includes four dry powder extinguisher models ABC90% (2.5 Lbs, 5 Lbs, 10 Lbs, 20 Lbs), 4 CO₂ models (5 Lbs, 10 Lbs, 15 Lbs, 20 Lbs), two foam and water-based models (2.5 gal water and 2.5 gal foam).



NEW PRODUCTS

EN671-2

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Fully equipped fire hose cabinets with EN 671-2 certification

In line with the latest Greek legislative requirements, MOBIAC is upgrading its range of fire hose and accessory cabinets, with 4 new fire hose cabinet models with EN671-2 certification. 2 of the models are available without a hose reel. Hoses can be 1 1/4" or 2", 20m length, fitted with certified brass corner stopcock and 3-position nozzle. The other 2 models are available with a hose reel, hose options 1 1/4" or 2", 20m, with certified brass corner stopcock and 3-position nozzle.



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Spartan fire hose and foam cabinet

The 'Spartan' fire hose cabinet consists of cabinet with reel, 2" stainless steel water supply pipe (which connects to the foam-water mixer), 2" brass corner valve, 400lt/min foam-water mixer with 2" aluminium Storz coupling at the outlet (to connect the fire hose) special 2-position rigid foam suction pipe with filter, 2" foam nozzle with 2" aluminium Storz coupling, two 25Lt plastic canisters containing foam, and hose type to order. The cabinet offers a highly efficient means of dealing with fires type A and B.



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Double-mask firefighters' breathing apparatus

Once again in full compliance with new legislation, MOBIAC presents its new breathing apparatus with double mask. It is the only equipment certified (according to standard 89/686/EC - CE) with a factory-made separator at the cylinder closure point and no Y-piece as usually found in equipment produced by most other manufacturers.

The above represent a brief introduction to the new products that MOBIAC has recently launched. MOBIAC's expert technical staff are always available to provide you with any further information you might need, technical or commercial.

FIRE IN CONTROL

"PHEIDIAS" AUTOMATIC SYSTEM

MOBIAKFIRE Exports Dept.

Written by, Stratos Korwnis
Mechatronics Engineer, MSc

As part of our quality standard upgrades and with the expansion of our company catalogue to include new high-performance, innovative products, we have the pleasure to introduce **MOBIAK's new product, the system marketed under the trade name "PHIDIAS".**

The product is essentially a heat-sensitive plastic tube, available in lengths of one (1) to four (4) metres. The tube contains extinguishing agents HFC-227ea or HFC- 236fa, depending on the area in which it is to be used.

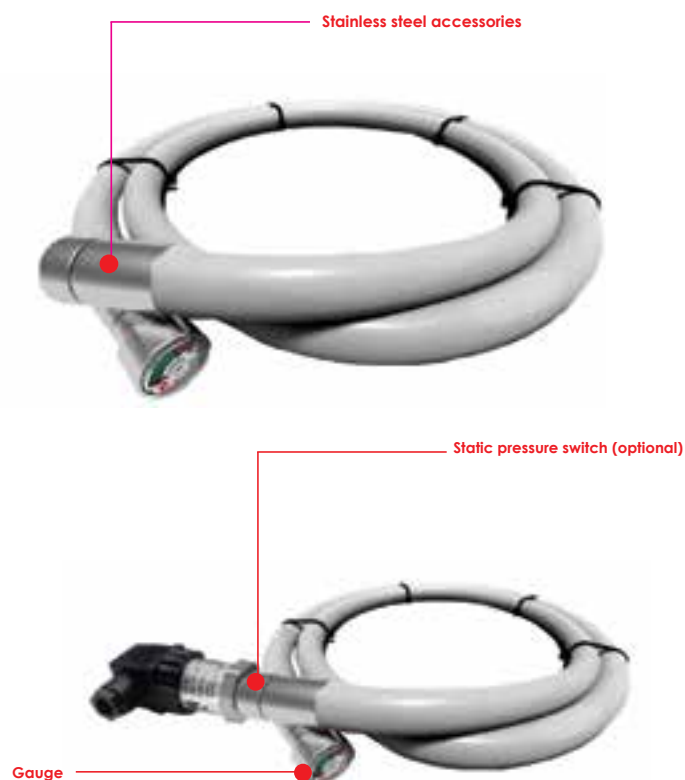
The 'PHIDIAS' product using extinguishing agent HFC-227ea is effective in the protection of electrical panel boxes (and other similar products) and the 'PHIDIAS' product type equipped with the HFC-236fa extinguishing agent is designed for use in the **protection of vehicle engines.**



The tube containing the extinguishing agent is temperature sensitive. This means that once the nominal activation temperature is reached, the pipe melts (at the exact point where the activation temperature is reached) and the extinguishing agent is released in gaseous form achieving full coverage of the area under protection (vehicle engine or electrical panel box).



The agent intended for use in **vehicle engines (HFC-236ea)** has a **nominal activation temperature of 120°C**, and the product intended for use in electrical panel boxes (HFC-227ea) has a nominal activation temperature of 110°C.



In each case the product has a manometer pressure gauge at one end. The pressure indicated on the gauge (at rest) is no more 1-2Bar. However, once the tube heats up the pressure inside increases, with the result that when the pipe melts (at the nominal activation temperature) the pressure in the tube has also increased such that the extinguishing agent (HFC-227ea or HFC-236ea) is released in gaseous form to completely cover the protected surface area.

The product has an excellent response to fire. It is triggered within a few seconds, and its extinguishing capacity is judged to be highly efficient. It will put out the fire in 5 seconds, thus restricting transmission of the outbreak to other areas.

It is a **disposable product** and must be replaced after activation. It is otherwise maintenance free with an **expected life of more than 10 years** (given of course that the tube exterior is undamaged).

In the more advanced version of the product, in both cases (HFC-236ea, HFC-227ea) apart from the manometer which is always connected at one end, a pressure switch may be connected to the other free end of the plastic tube.

In this case, as soon as the device is activated (i.e. when the tube melts at any point) the drop in **internal pressure activates the static pressure switch**, which in turn connects to a special beacon-type siren chosen according to the intended place of installation. MOBIK offers 2 types: Beacon siren for use in **vehicle engines** and a second beacon siren for use in **electrical panel boxes**.

There is a basic difference between products fitted with a static pressure switch, and those without. The difference lies in the pressure in the tube.

In products fitted only with a manometer at one end, the pressure inside the pipe does not exceed (at rest) 1-2Bar (as mentioned above).

Products fitted with a pressure switch (in addition to a manometer) have an inner tube pressure of 10Bar.

In the case of tubes with pressure switches, the tube is pressurised (factory-set) to 10Bar solely for the purpose of activating the static pressure switch. If the pipe was pressurised to 1-2Bar, the pressure drop caused by melting would not be enough to activate the pressure switch. For this reason, (and only this reason), if the product is factory-set to a pressure switch, the pressure displayed on the manometer will be about 10Bar.

At this point it should be borne in mind that both the pressure static switch and the gauge are factory-set and cannot under any circumstances be linked retrospectively to the product (in the case of use in both vehicle engines and electrical panel boxes).

The length of the tube determines the quantity of extinguishing agent contained within it, and therefore the maximum permitted volume in the protected area.

In the table below you can see the product's catalogue code, the extinguishing agent and the quantity per code, tube length, external diameter, ambient temperature range for tube installation, and most importantly, the maximum protected volume area.

CODE 0129016
MBK15 - FDS - SWITCH



Static Pressure Switch BC001

Once the product is activated, the pressure static switch will be activated once pressure drops below the predetermined level.



CODE 0149050
MBK15 - FDS - SIREN016

Beacon siren BC016

Activated by the pressure static switch, with an audio-visual alarm signalling activation - for use in vehicles, machinery, boats, etc. Features an independent battery.



CODE 0149049
MBK15 - FDS - SIREN004

Beacon siren BC004

Simple affordable device. Audio-visual activation signal alarm (for indoor use).

Code	Extinguishing material	Extinguishing material quantity (kg)	System length (cm)	External pipe diameter (mm)	Maximum volume protection (m³)	Temperature range (°)
MBK15 - FDS - TD100EA	HFC-227ea	0,25	110	18	0,20-0,30	-40°C to +60°C
MBK15 - FDS - TV100FA	HFC-236fa				0,22-0,35	-40°C to +80°C
MBK15 - FDS - TD200EA	HFC-227ea	0,50	212		0,40-0,60	-40°C to +60°C
MBK15 - FDS - TV200FA	HFC-236fa				0,43-0,70	-40°C to +80°C
MBK15 - FDS - TD300EA	HFC-227ea	0,75	316		0,60-0,87	-40°C to +60°C
MBK15 - FDS - TV300FA	HFC-236fa				0,65-1,04	-40°C to +80°C
MBK15 - FDS - TD400EA	HFC-227ea	1,00	419		0,78-1,16	-40°C to +60°C
MBK15 - FDS - TV400FA	HFC-236fa				0,86-1,40	-40°C to +80°C

Code references ending in TD are for use in electrical panels, and codes ending in TV are for use in vehicle engines.

The product is maintenance free with an expected life of more than 10 years.

GAS CYLINDERS & SAFETY

MOBIAKGAS Dept.

Written by, **Argiro Scholinaki**
Chemist, MSc

Most often the focus of interests for MOBIAK's partners is the product needed to perform specific tasks or services in their businesses, that is, the various liquids, gases, etc. The choices these days, are huge: there are the medical gases, such as oxygen, nitrogen, nitrous nitrogen; and the industrial gases and gas mixtures, such as argon, carbon dioxide, corgon, biogron, banarg, etc

*" Our staff's extensive experience and expertise
as well as our fully equipped centre
ensure the quality of works
that can be carried out
by making safety
the top priority "*

Often, however, our partners fail to give the same emphasis to the safe use of these products. The handling, use and storage of compressed gases conceals various dangers related to the properties of the gas, i.e. flammable, corrosive, oxidizing, inert, etc., as well as of course high pressure. **In matters of safety, the first step is to identify the risks involved and then take the necessary measures to minimise them.** An important role in the safe use of compressed gas is played by choice of the proper cylinder and closure according to its contents and intended use.



It is therefore advisable that, before investing in any equipment, potential users of compressed gases should consult an expert who has the technical expertise to give them proper guidance and recommend the appropriate equipment to meet their needs.

Moreover, without the necessary technical knowhow, it is definitely not advisable to buy used cylinders from third parties that are of dubious quality, and may not be in compliance with the specifications laid down by Greek legislation, which is now harmonised with European standards.

At MOBIAK, the company's staff have the necessary experience and technical knowledge. They are always available to anyone needing advice, and will recommend the most appropriate type from among the wide range of cylinders, closures and other equipment, according to intended use.

Equally important to the safety of pressurised gases is the performance of predetermined periodic inspections of the cylinders. Different timeframes for re-checking cylinders are legally required according to use and contents. **Since 1998 MOBIAK has operated a repeat inspection centre accredited by EBETAM (MIRTEC - the Materials Industrial Research & Technology Center SA), which undertakes inspections of welded and seamless steel cylinders, as well as aluminium cylinders.** It also undertakes inspections of diving and breathing apparatus, as well as emergency escape breathing devices.

Our staff's extensive experience and expertise and our fully equipped centre ensure that top quality work is carried out, safety being the top priority. The main stages of periodic re-testing involve inspection of the exterior and its contents, weighing and hydrostatic tests. Depending on the findings, the inspected cylinder may undergo internal and exterior cleaning, repair or replacement of its seal, or repainting.

*" Since 1998 MOBIAK has operated
an accredited repeat inspection centre,
which undertakes inspections of welded
and seamless steel cylinders,
as well as aluminium cylinders "*

With regard to safe use of cylinders, the following also should be avoided:

- Undue stress on the cylinders during transport or use.
- Exposure to the elements (sun, rain, etc.).
- Storage near heat sources.
- Storage in closed areas without proper ventilation.
- Storage in proximity to other chemicals.
- Storage of large numbers of cylinders in the workplace (more than required numbers). Instead use suitable premises located at an appropriate distance.

NEW TECHNOLOGY LIQUID COOLANTS

MOBIAKGAS Sales Dept.

Written by, Marios Lolis
Chemist, MSc

The aim of MOBIAK has been and remains full harmonisation of its products with directives and legislation at national and international level, putting safety above all as the indisputable priority.

Since 1 January 2015, when Directive EUF-Gas Regulation 517/2014 entered into force, MOBIAK has continued to be fully compliant, supplying refrigerants only to certified end users.

Our country was then the only one in the European Union area without an official statutory certification body in the refrigeration industry. In order to ensure that the right decisions were taken, MOBIAK went ahead and arranged meetings with the administrative heads of the National Organisation for the Certification of Qualifications & Vocational Guidance (E.O.P.P.E.P.) to ensure that we would be at the forefront of developments concerning official Greek state certification of end users.

Inspired by increased awareness of environmental issues, MOBIAK seeks partnerships with suppliers who are in constant search of solutions (new types of refrigerant) with satisfactory refrigerant action and less impact on global warming.

Increased awareness of all those involved in the production of coolants puts environmentally friendly solutions in this field at the top of the list for sustainable development. In addition, local legislative initiatives, such as the EU F-Gas 517/2014 legislation, have targeted refrigerant with a high global warming potential (GWP).

Opteon XP40 (R-449A) is a new generation refrigerant (HFO) which combines excellent cooling performance with improved energy efficiency and environmental benefits. With a GWP (Global Warming Potential) value of just 1397, it is a long-term solution. R449A is designed for use at both low and medium temperatures for commercial and industrial refrigeration. It is suitable for use in new installations and for replacement of refrigerants in existing systems.

" MOBIAK went ahead and arranged meetings with the administrative heads of the National Organisation for the Certification of Qualifications & Vocational Guidance (E.O.P.P.E.P.) to ensure that we would be at the forefront of developments concerning official Greek state certification of end users "

R1234yf is a new generation refrigerant (HFO) which combines environmental benefits with excellent cooling performance. It is flammable and may require additional precautions during use. It must be used with care, and is not used in systems that use R-134a.



In collaboration with the major global companies, the MOBIAK promotes trade in new technology coolants intended to replace R-404A and R-134a type refrigerant cycles.



Most car manufacturers have already gone into production on models that use R-1234yf in their air conditioning systems. R1234yf has a GWP= 4, producing much lower emissions than R-134a. In this way, overall emissions over the lifetime of an air conditioner are drastically reduced. The new refrigerant has been thoroughly tested and proven reliable.

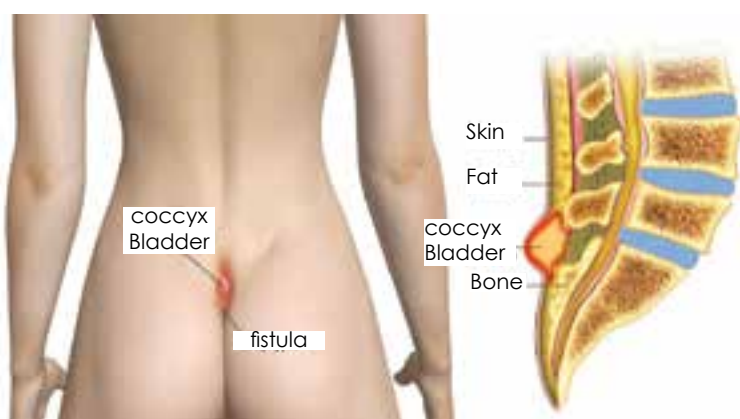
PRESSURE SORES: CAUSES, TREATMENT & MEANS OF PREVENTION

MOBIAKCARE Dept.

Written by, **Charalabos Tsirakis**
Sales Dept. MOBIAKCARE

This is a condition that mainly affects the elderly, who may suffer from a specific illness and are bedridden, in a nursing home, hospital or at home.

Ulcers (wounds) occur in bedridden patients who remain motionless either seated or lying on a not very soft surface for an extended period of time. They appear in areas of the body bearing the weight of the body, where the bones are close to the skin. These would usually be the outer side of the thighs, the base of the spine (coccyx), the heels, and the ischial tuberosity (pelvic bone).



Causes of pressure sores

- Ischemia (reduced blood supply) caused by locally applied pressure.
- The pressure exerted on the tissue compresses the underlying capillaries, resulting in reduced or blocked microcirculatory blood flow. This creates local ischaemia, incomplete removal of metabolic products, and malnourished tissue.
- The continuation of such conditions over a long period causes progressive necrosis of the tissue and creates pressure sores.
- Lack of sensation
- Poor nutritional status
- Anemia
- Advanced age
- Urinary and fecal incontinence (UI, FI)

Categories of pressure sores according to the depth of tissue destruction.

Stage 1 Skin damage. Clinically observable redness and hardness of the skin.

Stage 2 Destruction of the epidermis and a significant part of the skin. Clinically, a surface ulceration can be observed.

Stage 3 Destruction of the skin and subcutaneous fat as far as muscle denervation. Clinically, a necrotic eschar (necrotic tissue), usually black or yellow colour can be observed.

Stage 4 Destruction extends to the muscles and reaches underlying bone, tendons, and joints.

Treatment of Pressure Sores

Treatments for pressure sores or ulcers can be divided into conservative or surgical. Surgical treatment is indicated for 3rd and 4th stage sores, while conservative treatment aims to heal pressure sores without surgery.

Avoidance of pressure in the area can be achieved by precautionary measures. Removal of necrotic material must always be performed by a qualified surgeon, and may take more than one cleaning until all necrotic tissue has been removed and healthy tissue appears.

Microbial control requires regular careful washing of ulcerations. The solution of choice is saline, which eliminates more than 50% of the microorganisms. The use of antiseptics or other topical antimicrobial dressings such as iodine and silver is only recommended in cases of local infection and ulcers subject to frequent infections. Because of their toxic action they may destroy stem cells and inhibit healing, so prolonged use should be avoided.

The topical use of antibiotics in liquid or cream is also not recommended, because it is likely to be responsible for the creation of resistant strains as well as allergies in the area. There are various types of dressings such as hydrocolloids and alginates, and modern techniques such as application of continuous negative pressure devices, which can help to speed up the wound healing process.

Proper ventilation of the space and regular exercise are also considered necessary, to the extent of course that it is possible. Lastly, water or variable pressure mattresses can also be used to reduce pressure on sensitive areas.

Ample fluid intake is needed to prevent dryness of skin, as well as zinc, B-complex and vitamin A, C and E supplements, but these should always be prescribed by a doctor since they may be toxic for some patients.



The best treatment is prevention

Treatment of a pressure sore often requires persistence and is a lengthy process. For this reason, treatment of the problem is mainly based around prevention. Preventive measures such as frequent change of position and use of the right type of mattresses to relieve pressure, proper skin care and good nutrition are the best way to reduce the incidence of pressure ulcers.

Recommended by MOBIACare

MOBIACare carries a complete range of products for pressure sore relief, which you can see below:

New Product

Code 0810160

**Ventilated
Mattress with
Grooves**



Dimensions: 190x94x11 cm

Dimensions of each extension: 53x94cm

- Zip cover
- Air pressure regulator mechanism
- Extensions for extra stability
- With very small, practically invisible holes made **with LASER technology** on the surface at a number of points, which allow for ventilation around the patient and inhibit moisture from exacerbating pressure sores.

New Product

Code 0806931

**Cushion to
Prevent
Pressure Sores
with Air Pump**



- Dimensions: 45x45x8cm
- Has very small, practically invisible holes made **with LASER technology** on the surface at a number of points, which allow for ventilation around the patient and inhibit moisture from exacerbating pressure sores.
- Includes zip cover
- Air pressure regulator mechanism, adjustable to specific patient needs.

Code 0223005

**MOBIACare
Pressure Sore
Mattress with
Air Cells**



- Warranty: 2 years (for pump)
- Dimensions: 235x95cm
- Maximum patient weight 120kg

Code 0806161

**Donut
Cushion**



- Dimensions: 45x45x8cm
- Memory Foam
- Zip cover (velvet)

Code 0806591

**Pressure sore
Mattress with
grooves**



Warranty: 1 year (for pump)

- Dimensions: 200 x 95cm
- Zip cover (Nylon-PU, waterproof)
- Maximum patient weight 150kg

Code 0807612

**Gel Seat
Cushion**



- Dimensions: 45 x 40 x 7.5cm
- Memory Foam with Integrated Gel
- Zip cover

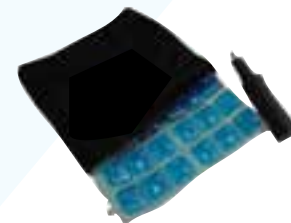
Code 0808024

**Heavy Duty Pressure
Sore Mattress with
Grooves - Level II**



Code 0807613

**Seat cushion
with Air Cells &
Gel**



- Dimensions: 40 x 40 x 5cm
- Zip cover

Mechanism: Technical Details

Pump Warranty 1 year

- Power supply: 230V, 50-60Hz
- Pressure: 10-70mmHg
- Alarms Low pressure, Power cut-out
- Mechanism Dimensions 29.1 x 20 x 11.7cm
- Weight: 2.2kg

Mattress Technical Details

Dimensions: 200 x 85 x 15.2 cm

- Material: Nylon + PU
- Mattress Weight: 9 kg
- Maximum patient weight:
- With CPR deflation valve

Code 0806203

**Wheelchair
cushion with
hole**



- Dimensions: 47 x 44 x 7.5cm
- Specially designed for commode chairs

HOW EXCESS WEIGHT AFFECTS

THE SKELETAL FRAME IN CHILDREN

MOBIAKCARE Dept.

Written by,
Vassilis Simandirakis
Sales Dept. MOBIAKCARE

Earlier studies have shown that obese children tend to have higher levels of muscle mass, which contributes to bone development. However, a new review of the literature suggests that the excess body fat may have a negative effect on the bone health of children.



For the purposes of the study, published in the international journal 'Current Opinion in Endocrinology, Diabetes and Obesity', **the researchers looked at indicators related to the size and strength of the bones during childhood and adolescence.**

As they point out, muscle mass is an important determinant of the manner in which bones will grow. Thus, if obese children have higher muscle mass levels, one would expect them to have larger, stronger bones. However, the results of the review do not confirm the above assumption.

In particular, it appears that the excess body fat may be stored in the muscles, which can adversely affect bone development.

The head of the study said that further studies must be carried out in order to investigate exactly how body fat can affect bone growth in children.

Finally, given the potentially negative impact of excess body fat on bone health, it is recommended that children should nevertheless be encouraged to adopt healthy dietary and exercise habits.

5 Function Electric Hospital Bed (Dark Brown or Beige)



Code 0806449

- 1-year warranty
- External Dimensions: (LxW) 218 x 92 cm
- Internal dimensions LxW: 200 x 90 cm
- Electric Back Elevation
- Electric Knee & Leg Elevation
- Electric Height Adjustment
- Maximum load 200kg
- Anti-Trendelenburg function
- With Trendelenburg function
- With wood head and footboards
- With IV stand
- Includes fold-away side rails and casters

Manual Backlift Bed



Code 0808313

- Back elevation with crank lever
- Internal dimensions LxW: 197x85cm
- External Bed Dimensions LxW: 207x9cm
- Maximum patient weight: 150kg
- Can be fitted with three types of rails:
Small - Fold-away-with hooks (supplied separately)

Mobiak PEGASUS Patient Lift



Code 0804900

- **Warranty: 3 years**
- 6-month battery guarantee
- Hydraulic - Motorised
- Steel frame
- On casters, with rear wheel brake
- Includes carrying bag
- Rechargeable battery
- Maximum load 135 Kg

Mobiak ATLAS Patient Lift



Code 0808038

- **Warranty: 3 years**
- 6-month battery guarantee
- Hydraulic - Motorised
- Steel frame
- On casters, with rear wheel brake
- Includes carrying bag
- Rechargeable battery
- Maximum load 150 Kg

Mobiak TALOS Patient Lift



Code 0804902

- **Warranty: 3 years**
- 6-month battery guarantee
- Hydraulic - Motorised
- Steel frame
- On casters, with rear wheel brake
- Includes carrying bag
- Rechargeable battery
- Maximum load 180 Kg

Kiwi Portable Ultrasonic Nebuliser



Code 0804001

Silent Nebuliser

New MESH technology which combines the efficiency of motorisation with silent ultrasonic operation.

- Works with alkaline batteries (2 x 1.5 V AA) or plugs into mains power supply.
- Lightweight, easy to use and transport.
- Suitable for use by both adults and children.

Warranty: 2 years

Dimensions: 49 x 40 x 115 mm.

Active Solution Capacity: >8ml

Nebulisation range (with 4ml ampoule): 0.35 ml/min.

Mass Median Aerodynamic Diameter: 4.5 um (MMAD) according to EN-13544-1

Volume residues: <0.1 ml

Noise level: 40 dBA

Weight: 104 g (without batteries)

Irene Neb Oxygen Concentrator (with integrated nebuliser valve)



Code 0810001

Nebulises in approximately half the time compared to common nebulisers due to high flow rate

Suitable for use in nursing homes and rehabilitation centers:

Warranty: 2 years

Maximum pressure: 1.2 bar

Maximum Air Flow: 18 lit/min

Operating pressure: 1 bar

Operating air flow rate 2 lit/min

Nebulisation rate: 0.70 ml/min

Noise level: >=40 db

Operating cycle: rest 15 min/12 h

Gait Trainer



Code 0810007

- Comfortable seat and handles
- Maximum patient weight 100Kg

ECO Freestanding metal safety frame toilet



Code 0809176

- Warranty: 1 year
- Height adjustable frame
- Freestanding safety frame
- Available in grey
- Maximum patient weight 110Kg

Rollator walker (with handlebar)



Code 0807567

- Rolling walker with handlebar brakes, seat and basket.
- Handlebar support
- Reinforced wheels
- Maximum patient weight 100Kg

Bath Stool



Code 0807545

- Warranty: 1 year
- Adjustable by height
- Maximum patient weight 110Kg

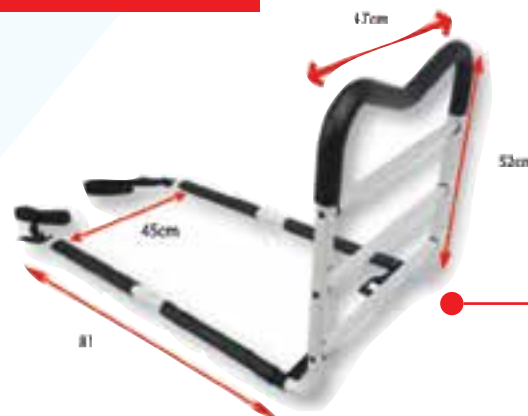
Paediatric rolling walkers



Code 0808819

- Adjustable height
- Maximum patient weight 100Kg

Bed Pull Handle



Code 0809250

- With straps under the mattress for greater stability.

New Series



KAMILA Graduated compression hosiery and anti-embolism stockings

What are elasticated compression stockings?

Elastic graduated compression stockings are the most effective conservative treatment for venous insufficiency. They are called graduated compression stockings because the pressure exerted along the leg is not uniform. Maximum pressure is applied in the ankle area and reduced along the lower leg. It is reduced even further along the thigh

The pressure exerted by the elasticated stockings at the ankle defines the use for which it is intended, and is measured in millimetres of mercury (mmHg). The stockings are classified as class I and class II according to the amount of pressure exerted.

1. Class I stockings exert less pressure, from 14 to 22 mmHg, and their main use is for prevention rather than for treatment of venous disease.

2. Class II stockings exert pressure of 22-30 mmHg and are most often used for precautionary treatment in venous insufficiency or after therapeutic interventions, such as sclerotherapy, endoluminal laser treatment for great saphenous vein insufficiency etc.

The KAMILA company, whose products are distributed by MOBIAC CARE, offers the following alternatives:

" the most effective conservative treatment for venous insufficiency "

Below the knee anti-embolism socks and stockings

Embo-Control 18/21 mmHg

Embo-Control below the knee anti-embolism socks with graduated compression 18/21 are ideal for prevention of thrombosis and embolisms.

Designed for patients in the pre-operative/postoperative phases and those confined to bed for extended periods of time.

Immobility and long hours sitting or standing are factors that affect blood circulation, resulting in the concentration of blood in the lower extremities.



Anti-embolism hosiery provides gradually reduced pressure starting from the ankle and moving onwards to the upper part of the lower leg (calf) or to thigh level, with graduated compression 18/21mmHg to assist venous return.

Indications

- Deep vein thrombosis (DVT) to treat symptoms of oedema and prevent or treat post-thrombotic syndrome (PTS).
- Pre and postoperative use to maintain effective treatment results.
- For patients requiring mandatory bed rest for prolonged periods.
- Exacerbation of varicose veins during pregnancy.

Results of use

- Activation and stimulation blood circulation.
- Prevention of thrombosis and embolism.
- Prevention of thrombosis and embolism.

Features

- Opening under the toes, useful for monitoring circulation and preventing fungal infections
- Allows the skin to 'breathe', preventing pressure sores on the heel.
- Reinforced ply in the heel area to ensure the correct fitting of the sock
- Hypoallergenic fabric with antibacterial action. The only sock that obstructs the development of fungal diseases due to its thread type, avoiding the need for additional chemical treatment.
- Does not contain latex to avoid allergic reactions.
- Suitable for women and men.

Contraindications:

- Necrosis of the skin, dermatitis, extensive oedema, grafts

Therapeutic socks: Medical - Coty **Class I** & **Medical - Coty Class II** designed for both women and men. Made of elasticised high quality, high tensile-strength fabric. They feature soft precision finishing, that does not exert pressure at the top edge and toe opening. Great durability in fit thanks to the reinforced ply on the heel.

Elasticated below the knee sock

Medical - Coty Class I

with graduated compression 18/21 mmHg

Indications

- Ideal for treatment of phlebitis and varicose veins
- Heaviness and tiredness in feet and legs
- Mild forms of varicose veins in pregnancy
- Prevention of thrombosis in bedridden patients
- Post-operative therapy



Elasticated below the knee sock

Medical - Coty Class I

with high level graduated compression 23/32 mmHg.

Box contains special stocking fitter tool for help with putting on socks.

Indications

- Ideal for treatment of phlebitis and varicose veins,
- Varicose veins with mild oedema
- Chronic venous insufficiency
- Surface or deep vein thrombophlebitis
- Mild forms of varicose veins in pregnancy
- Post-operative therapy

Therapeutic socks Medical - Coty **Class I** & **Medical - Coty Class II** designed for men and women. Made of elasticised high quality, high tensile-strength fabric. It has soft precision silicone edge at the thigh and toe opening. Great durability in fit thanks to the reinforced ply on the heel.



Elasticated thigh-high stockings Medical - Coty Class I, with compression rating 18/21 mmHg

Box contains special stocking fitter tool for help with putting on socks.

Indications

- Ideal for treatment of phlebitis and varicose veins,
- Heaviness and tiredness in feet and legs•Mild forms of varicose veins in pregnancy
- Prevention of thrombosis in bedridden patients
- Post-operative therapy

Elasticated thigh-high stockings Medical - Coty Class II, with compression rating 23/32 mmHg

Indications

- Ideal for treatment of phlebitis and varicose veins
- Varicose veins with mild oedema
- Chronic venous insufficiency
- Surface or deep vein thrombophlebitis
- Mild forms of varicose veins in pregnancy
- Post-operative therapy

Classic type, highly effective and durable. Also available with briefs for a secure fit at the waist, and the highest quality and durability at the sole of the foot thanks to double reinforced ply.



Elasticated Kami-Comfort 70 den panty hose, graduated compression 12/15 mmHg

Indications

- Ideal for treatment of phlebitis and varicose veins
- Prolonged standing
- Tired feet
- Feelings of heaviness



Elasticated Kami-Comfort 140 den panty hose, graduated compression 18/20 mmHg

Indications

- Ideal for treatment of phlebitis and varicose veins
- Prolonged standing
- Tired feet
- Feeling of heaviness

Unisex



Elasticated Kami-Cotton below-the-knee sock 18/20 mmHg

The elasticated Kami-Cotton sock 18, thanks to graduated compression 18/20 mmHg, is ideal for prevention of circulatory problems such as varicose veins or phlebitis, as well as to prevent blood clots. Cotton feel and QSkin microfibres provide maximum comfort while allowing the skin to breathe. Its soft and durable elasticated edges and comfortable knit ply at the toes make it an exceptional product.

Indications

- Suitable for men and women
- Recommended for people who travel frequently, or who have to stand still for prolonged periods, or have a predominantly sedentary life



AMYOTROPHIC LATERAL SCLEROSIS (ALS)

Pyromedical

Written by, Demitra Makraki
Manager of Retail Medical Sales Dept.

Amyotrophic Lateral Sclerosis, or ALS, is a serious neurological disorder that causes muscle weakness, disability and eventually death. 5,600 people are diagnosed with the disease each year in the US alone and what causes it is unknown.

As the nerve cells degenerate they fail to send nerve impulses to the muscles, so the muscles do not move and their nourishment is disrupted, causing atrophy, ultimately resulting in complete immobilisation. The damage, as the name indicates, is found in the lateral regions of the spinal cord, where the nerve cells are located that form the motor nerves which transmit the impulses for muscle movement. When the region of the spinal cord deteriorates, it leads to hardening of the area where the corresponding nerve system is located. The first symptoms of ALS include muscle weakness in the hands and feet, difficulty in swallowing, breathing and speech. Unfortunately there is no cure, deterioration is progressive and leads to death.

- This serious illness, which manifests as variable weakness of the voluntary muscles, is due to an autoimmune-type neuromuscular disorder.
- The disease occurs in all races, both genders, and at any age.
- It is not linked to hereditary factors and is not infectious.
- Severity varies among patients, treatment is individualised, and medication can improve muscle strength.
- Patients may be symptom-free for long periods of time, when they may not need to take medication.
- Although the disease is not curable, many patients enjoy a long life with a good quality of life.
- It affects the functioning of the respiratory muscles.

In the later stages there is a great need for either noninvasive or invasive ventilation devices due to the condition, in order to assist breathing which becomes increasingly difficult due to weakening of the muscles.

The early symptoms of ALS include:

- Difficulty lifting the front part of the foot and toes.
- Weakness in the lower limbs and feet.
- Weakness in the hands or clumsiness.
- Unclear articulation of speech (stuttering) or problems swallowing.
- Muscle cramps and nervous twitching in the hands, shoulders and tongue

The use of stem cells improves the clinical presentation of patients with ALS and it is the only method that has so far led to remission of the disease, if for a limited period.

Information from the following sources were used in the writing of this article

Petrou P Argov Z, Lennon VA, et al. Rare combination of myasthenia and ALS, responsive to MSC-NTF stem cell therapy. Muscle & Nerve. 2014.

Ventus S & Ventus S/T Breathing Devices BiLevel, non-invasive ventilation

Code 0808397	BiLevel Ventus 20 S -
Warranty	2 years
Ramp operation	(0-45min)
Noise level	
Functions	CPAP, BiLevel S
IPAP Range	4-20cm H ₂ O
EPAP Range	4-20cm H ₂ O



Data display on monitor:
Inspiratory pressure (IPAP), Expiratory pressure (EPAP), Tidal volume (Vt), Leak Volume (Vleak), Breathing Rate (BR)

- Large 2.8" colour screen
- Display of treatment data in numerical & pressure bar chart form
- Treatment logging on Micro-SD card
- Alarm in case of power failure
- Leakage alarm
- Interrupted breathing alarm
- Practical carrying & storage bag
- Heated humidifier supplied
- Analysis software & printouts in Greek



Exclusive Series
MOBIAKcare
PRODUCT

Code 0808398	BiLevel Ventus 25 S/T
Warranty	2 years
Ramp operation	(0-45min)
Noise level	30 dB (A).
Functions	CPAP, BiLevel S, BiLevel S/T
IPAP Range	4-25cm H ₂ O
EPAP Range	4-20cm H ₂ O



Data display on monitor: Inspiratory pressure (IPAP), Expiratory pressure (EPAP), Tidal volume (Vt), Leak Volume (Vleak), Inspiration/Expiration Ratio (I:E Ratio), Breathing Rate (BR), Minute Ventilation (MV)

- Large 2.8" colour screen
- Display of treatment data in numerical & pressure bar chart form
- Treatment logging on Micro-SD card
- Alarm in case of power failure
- Leakage alarm
- Interrupted breathing alarm
- Practical carrying & storage bag
- Heated humidifier supplied
- Analysis software & printouts in Greek



Invasive ventilation devices VENTillogic Plus ventilator

Code 0808000	VENTillogic Plus
Warranty	2 years
Non-invasive ventilation treatment modes:	CPAP, S, ST, T, TA
Invasive ventilation treatment modes:	PSV (S Mode), PCV (T Mode), aPCV & SIMV
Battery life	4½ hours (approximately)



INCLUDES ALL VENTImotion 2 FEATURES as well as:
LIAM (Lung Insufflation Assist Maneuver):
Unique cough production feature especially useful for patients suffering from neuromuscular disorders.

MOBIAKCARE doctor's office equipment

Examination Bed

Code 0806420

Examination Bed

- Built-in
- Dimensions (LxWxH): 195x70x70cm



Electric Motor-adjustable Examination Bed

Code 0806421

Electric Motor-adjustable Examination Bed

- Adjustable Height (Electric)
- Adjustable Backrest (Hydraulic)
- Dimensions (LxWxH): 195x70x56-93cm



Single Frame Film Viewer

Code 0806633

Film Viewer (Single Frame)

- Outer dimensions (LxWxH): 49x44x1 cm
- Inner dimensions (LxW): 42.5x35.5 cm



Film Viewer Double Frame

Code 0223014

Film Viewer (Double Frame)

- Outer dimensions (LxWxH): 49x79x1 cm
- Inner dimensions (LxW): 42.5x71 cm



Triple Frame Film Viewer

Code 0806372

Film Viewer (Triple Frame)

- Outer dimensions (LxWxH): 49x115x1 cm
- Inner dimensions (LxW): 42.5x107



Reinforced single step footstool

Code 0806542

Single step footstool

- 1-year warranty

27,5cm



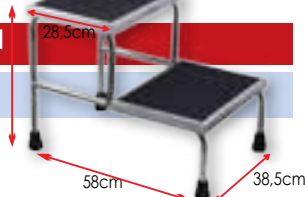
Reinforced double step footstool

Code 0806371

Double step footstool

- 1-year warranty

43cm



Fabric Privacy Screen

Code 0806467

Fabric Privacy Screen (Light blue)

Code 0808236

Fabric Privacy Screen (White)

- Three-panel
- Dimensions (LxW): 60x175cm/panel



Devices
Recommended
by Oncologists

Pressotherapy Pump (2 outlets)

Code 0808639

2-outlet pump

- 2-year warranty
- For use with lymphatic massage pads



Pressotherapy Pump (3 outlets)

Code 0808642

3-outlet pump

- 2-year warranty
- For use with lymphatic massage pads



Lymphatic Massage Sleeve

Code 0808640

Lymphatic Massage Sleeve

- For use with 2-outlet pump
- Sleeve Dimensions (LxW): 53 x 22/26cm



Lymphatic Massage Boot

Code 0808641

Lymphatic Massage Boot

- For use with 2-outlet pump
- Boot Dimensions (LxW): 50 x 31 cm



Lymphatic Massage Sleeve

Code 0808643

Lymphatic Massage Sleeve

- Χρήση με αντλία 3 εξόδων
- Διαστάσεις Μανσέτας (ΜxΠ): 78 x 22/32cm



Lymphatic Massage Boot

Code 0808644

Lymphatic Massage Boot

- For use with 3-outlet pump
- Boot Dimensions (LxW): 84 x 31 cm



Pump Settings Table

Pump settings	1	2	3	4	5	6	7	8
mmHg	30	38	45	52	59	66	73	80

The table shows millimetres of mercury as manometric units of pressure and the corresponding numbers on the pressure adjustment knob.

AGGREGATE STATEMENTS (WITH TAX LIABILITY)

Financial Administration Dept.

Written by, George Paterakis

Three-monthly aggregate statements with tax liability (MYF) have replaced annual Ministry of Finance Information Reports (KEPYO) as of 1 January 2014. Unfortunately, not only the name has changed, but the whole philosophy!

Submitted statements must show all transactions regardless of the size of the amount (since there is no limit on value), the Tax ID Number of the other party, the net value of transactions, all receipts and the applicable VAT payable on them.

*" submitted statements
must show all transactions regardless
of the size of the amount"*

In particular, they must include

- Wholesale sales must be declared in aggregate per Tax ID number, separating debit from credit invoices.
- Retail sales must be declared under one entry per cash register, and one entry for all other retail sales (handwritten, computerised etc.).
- Expenses and purchases must be declared in aggregate per Tax ID number, with a dividing line separating debit and credit invoices.
- Other expenditure must be declared in a single entry, which pertains to costs for which any invoice statement not showing the Tax ID of the recipient was issued (e.g. cash receipts).

Persons liable for declarations

- Any natural person with income from business activity, regardless of the category of books they keep (including farmers).
- Any legal person or legal entity, regardless of whether or not they are a non-profit organisation.
- Any holder of a Greek Tax ID who is subject to VAT and conducts transactions using said ID, regardless of whether their registered offices are in the country or otherwise.

Methods of entry of 'Customer Statements' per Tax ID No. of the other party. We register:

- Debit invoice and any other statement in lieu thereof, regardless of whether it pertains to the sale of goods or provision of services.
- Credit invoices and tax details serving as credit invoices relevant to these cases.

In aggregate, in the absence of Tax ID details of the other party, the following details should be recorded:

- The retail sales transaction receipts issued by tax calculation cash registers according to the registration number of each machine
- Handwritten or computerised retail sales transaction receipts, off-set against returns receipts and
- The invoice statements for self-billing of goods.

Methods of entry of 'Suppliers Statements' per Tax ID of the other party. The following should be recorded:

- Debit invoices and any other statement in lieu thereof, regardless of whether it pertains to the sale of goods or provision of services.
- Credit invoices and tax details serving as credit invoices relevant to these cases.

In the absence of Tax ID details for the other party, the following details should be recorded in aggregate:

- Statements and receipts issued in the name of another person, such as water and electricity bills, but which are actually incurred expenditure.
- Especially for the year 2014, the invoice statements issued by the electricity, water supply, as well as landline and mobile telephone companies can be declared in aggregate without the Tax ID of the issuer. Purchases of goods or services for which retail transaction invoices have been issued.
- Ownership titles (formerly expenditure receipts) where the other party has no Tax ID number.



Exempted transactions

- Delivery or receipt of goods or services to EU or third countries.
- Payroll expenses
- Property rents and communal use charges pertaining to said properties
- Contributions payable to insurance funds.
- Subscriptions to professional chambers and associations for which receipts are issued.
- The advance payment notes of bar associations and dividends thereon.
- Sums payable for guarantees, if not included in the taxable value of goods sold.
- Insurance premiums and reinsurance.
- Ticket sales for all forms of transport, including ticket sales receipts and respective credit invoices.
- The interest on deposits and commission granted by banks (excluding commission on credit card use).
- Special property taxes (for buildings with power supply and emergency special tax) are collected via electricity bills.

Source: www.forologikanea.gr

FINANCIAL MANAGEMENT OF THE BUSINESS

Financial Administration Dept.

Written by, Theodors Bakousis

The issue of financial management is important in any business, regardless of size or field of operations. Without effective, firm and prudent financial management the plans, visions and efforts of the business entrepreneur are put at risk, not only as far as entrepreneurs themselves are concerned, but also for the future of the people they employ.

To summarise, we can say that the three most critical points of financial management for any company are the availability of proper and timely financial information, effective liquidity management, and the keeping of proper accounts.

First of all, the right information. For a business entrepreneur to have control over their operations, it is essential to determine whether they are on track or whether there are deviations from their plans and targets. There must be timely and accurate financial cost information available for each product, and it is necessary to ensure that the profit margin is actually sufficient to cover general costs, and that the rate of income is sufficient, and so on.

example, to make excessively large investments in equipment, or to provide large amounts of credit to customers to facilitate sales, resulting in shortages of cash on hand to make the necessary payments to suppliers, or to cover loan installments, tax, etc.

The operation of the business becomes problematic, not because there are no profits, but because there is inadequate cash liquidity. Therefore, careful, comprehensive planning and control of cash flow - i.e. collection and payment - is one of the most critical elements of effective financial management.

Lastly, due note must be made of the importance of keeping the accounts of the company in good order. Lack of organisation in book keeping and accounts and failure to maintain strict observance of applicable laws and tax regulations often leads companies into great difficulties where, for example, they can seriously lose control of how much they owe to their customers.

" for a business entrepreneur to have control over their operations, it is essential to determine whether they are on track or whether there are deviations from their plans and targets. There must be timely and accurate financial cost information available for each product, and it is necessary to ensure that the profit margin is actually sufficient to cover general costs "



What is important is that the information is not only correct and complete, but that it is provided in a timely and systematic manner, so that any problems can be quickly identified and the necessary interventions made to address them.

The second point, effective financial management, concerns control over liquidity, or the 'cash register', to put it more simply. It is not uncommon to see an otherwise profitable business find itself in the position of being unable to meet its financial obligations, and it then may find itself facing increasing difficulties. The explanation is that the financial management did not pay proper attention to cash flow issues. Company capital may have been used, for

They may delay paying their suppliers, expenses may not be recorded properly, and accounting violations may come about through disorganisation rather than intent. Nevertheless, these violations can still lead to the imposition of heavy fines by the tax office or other public authorities.

The entrepreneur who keeps a proper eye on these three critical areas of financial management, that is, the person who ensures that they have correct and complete information, effective planning of liquidity and orderly accounts in day to day operations, will be well-armed to face the problems of today's challenging business environment and can keep their business healthy and profitable.

'PLASTIC MONEY' IN OUR DAILY LIVES

Financial Administration Dept.

Written by, Mary Nikoloudaki

Undoubtedly, since our sudden acquaintance with capital controls, references to the term 'plastic money' have become more and more common in our day to day lives.

The fact that necessity is what has led most Greeks to become familiar with the term of course makes it less than pleasant. We Greeks have a dysfunctional preference for cash. Although it is estimated that **annually we spend more than 80 billion Euros, only 6 billion of that is spent using plastic money.**

In contrast to Greece, in other countries with a standard of living equivalent to our own, the use of plastic money is relatively widespread. In most countries in Europe and beyond, consumers rarely carry cash around with them, since even their small everyday purchases are made exclusively by debit or credit card.

If there is anything positive to be gained from this unpleasant experience of capital controls, it will be that Greek consumers will become familiar with the **advantages of plastic money and online banking.**

A debit card is essentially a cash withdrawal card issued by a bank, with which we can get money from an ATM, or buy something, for example, in a store or even online. When we make our purchases, the amount of money we spend is directly deducted from the account that is connected to the card. If there is insufficient cash in the account, then the purchase will not be approved. This is the difference with a credit card, which functions as a form of loan.

"If there is anything positive to be gained from this unpleasant experience of capital controls, it will be that Greek consumers will become familiar with the advantages of plastic money and online banking"

In practice, how many of us question the logic of standing in the ATM queue to take out cash which we then spend only a few minutes later at the cash register in a store? We should be aware that we could not only avoid all this trouble, and also the potential risk of theft or loss, by simply buying everything we need using the same card that we use to take out cash.

A credit card is a card issued by a bank, to enable people to purchase products and services with money that they do not yet have. It is a kind of credit loan that allows the consumer to be able to buy something without having to pay for it immediately, or permits payment for products purchased to be made in installments.

If we use a credit card to buy something, we don't pay for the items at the time of purchase, but when we pay the card's monthly bill. The limit set by the bank each month to prevent over-borrowing and debt, is called the credit limit.

Unfortunately, credit cards are treated as a means of "borrowing" and not as an alternative method of payment. Thus, in the minds of consumers there remains the ugly side of credit cards (with high interest rates of over 20%), and not the positive, such as buying in installments, tax concessions or securing significant discounts and other benefits.

With regard to the introduction of online e-banking, according to recent surveys, Greece is the last country in Europe to make use of this facility with a percentage of only 21% of Internet users, with a European average of 57%, leading to wasted hours at the getting bank tellers to perform simple tasks that could otherwise be done faster and more economically at home!

To summarise, the main advantages of using plastic money are:

- **Safety of transactions** Consumers do not need to carry cash, risking loss, or worse, falling victim to theft. At the same time paying by card means no need to wait for change, and thus the likelihood of finding ourselves with counterfeit notes or even the wrong change goes away.
- **Control of expenditure** The monthly bills provided by the cards mean that we can easily check how much we spent in a particular month.
- **We are given a grace period** of between 25 and 40 days, since it is possible to buy now and pay the bill at the end of the month without charge (this means payment in full of the account each month).
- **We have the right to make purchases** in interest-free installments, so we can repay a only part of our purchase each month free of charge.
- **We can travel abroad** without the need to obtain foreign currency.
- **We can benefit from the loyalty and points collection programs** offered by banks that are redeemable at many stores or airlines, offering us significant discounts and promotions.

The logic is this - the more transactions made by the cardholder, the greater discount on the bill (up 3%). Thus, for transactions of EUR 500 per month, the benefits can reach EUR 15 per month or EUR 180 per year.

Undoubtedly, the use of plastic money should no longer be absent from our daily transactions. Apart from the financial benefits that are considerable, the benefits from saving our precious time are equally important.

Let's not forget that time is money! We have the cards in our wallets!

Let's use them properly.

INDUSTRIAL PRODUCTION OF EXPLOSIVE MATERIALS AND FIRE

Pyroprostasia

Written by, **George Theodorakis**
Mechanical Engineer

Explosive materials are produced in large factories and smaller plants under the supervision of staff. **The probability of serious accidents in these plants is very high**, and one of the most basic causes of accidents in these facilities is fire.

Careful design and planning of the production flow and the correct location of raw materials, laboratories and warehousing is the key to keeping risks within reasonable limits. A series of strict prohibitions and restrictions (such as a complete ban on smoking in work and storage areas), enforcing use of proper tools and properly maintained equipment only (which do not produce sparks, are anti-explosive type, and do not use naked flame).

Careful siting of equipment and other resources is one of the critical factors reducing the risk of fire. In general, provisions and safety measures must be drawn up from the design phase for such facilities. It is definitely essential to install automatic or semi-automatic fire detection and suppression systems, and make provisions to ensure adequate ventilation of the various production areas to avoid creation of a potentially explosive atmosphere from any mix of gases. Moreover, there should be the necessary fire suppression sprinkler network, for full density coverage of the space. It must be equipped with the necessary tanks and pumps to supply plenty of water in case of emergency.

*" it is essential to install
automatic or semi-automatic
fire detection
and suppression systems "*

Categories of Explosives

Category (A) are explosives with a maximum risk of detonation (dynamite, non-sensitive nitroglycerin, black gunpowder, etc.).

Category (B) are explosives with a high risk of fire and include most propellant materials. They are considered less dangerous than the Class (A).

Category (C) are Explosives containing mixtures of class (A) and (B) among their constituent components (detonators, explosive mechanisms etc).

Storage of Explosive Materials

The storage of explosive materials demands that high security measures must be taken to protect workers in these facilities and as well as the general public that might be somewhere in the vicinity of such a warehouse.

Most of the materials are used in industrial manufacturing, and **it is vitally important that staff should be properly trained** to ensure maximum safety. Workers in factories producing such materials are usually aware of the dangers, but employees in industries where they are used (mining, etc.) may be less well informed and may not use the required protective equipment as a matter of course, so there may be an increased risk of accidents

Warehouses themselves should be properly closed-off, durable structures, well protected against fire (eg fire compartments), theft, sabotage and weather.

Fighting Fires Involving Explosives

Many accidents can happen while extinguishing fires involving explosive materials. A fire where there are quantities of explosives, categories (A), (B) and (C), can be controlled up to a point in relative safety. But attempts to put out the fire cannot continue once it is clear that it is going to spread to explosive materials.

The only safe action in this case is to evacuate the area surrounding the site of the fire where the explosives are located. Small amounts of explosives should be moved to a safe distance from the site of the fire, and appropriate protective measures should be taken immediately against potential sources of ignition.



In the initial stages of an outbreak of fire in the proximity of explosive materials, everything can be doused in plenty of water (water will serve to reduce the temperature of the material to below the ignition point). When the fire has significantly advanced, then the only safe course of action is to abandon efforts to put out the fire and evacuate the area, as there is a high probability of explosion. Any firefighting efforts at this stage must be made from a considerable distance, using special water-based foam jets in massive quantities. Safety of people must always take precedence over any potential material damage that might be caused by the fire.

PROTECTING YOUNG

CHILDREN FROM BURNS

MOBIAKFire Sales Dept.

Written by, Manolis Stavroulakis

Burns can cause serious injury to children in the home. They should never be allowed to approach fuel heaters, fireplaces or other sources with an open flame. The most common types of burns suffered by children are scalds from hot coffee, tea, soup or oil that falls on them when someone trips, or is drinking something hot.

Do not try to drink something hot with a child sitting on your lap. It is a good idea to install rails to prevent access to electric cookers, so that small children cannot get too close to saucepans and scald themselves. It is also recommended that cooking be done on rear hot-plates, with saucepan handles turned to the wall. Furthermore, it is a good idea to avoid using tablecloths when there are infants or young children running around in the area.

It is also dangerous to wear long or flared skirts or dresses near portable fuel heaters, or any other open flame source, as a simple pull might cause a child to burn themselves.

" the most common types of burns suffered by children are scalds from hot coffee, tea, soup or oil that falls on them when someone trips, or is drinking something hot "

Saucepan handles should always be turned around towards the wall when you are heating or boiling something. Do not leave food unattended on hot plates where young children can reach it. Young children might try to pull handles and scald themselves.

If a frying pan catches fire put it out calmly, by putting a lid on it or anything that will choke the flame by depriving it of oxygen, such as a special fire blanket or even better, use an extinguisher suitable for cooking fats. Naturally, immediately switch the unit off.

Fireplaces must have a door or screen which is always closed and secured with a latch that makes it difficult to open.



Lastly, if you live in a house with an upper floor, you should install gates at the top and bottom of the staircase, which can be safely locked or at least opened with difficulty, in order to avoid possible accidents.

CORPORATE SOCIAL RESPONSIBILITY

The Holy Metropolitan of Kydonia and Apokoronas, the Church Council of the Parish, and residents of the village of Kathiana would like to warmly thank the President of MOBIAK SA, Mr Emmanouil Svourakis and the Board of Directors for their generous sponsorship (extension from the PPC electricity supply network to the courtyard of the church, electrification of the church, electrical installations and installation of a public address system) in the Holy Church of Metamorphosis Tou Sotiros (Transfiguration of the Saviour) in village of Kathiana, at Akrotiri

The members of the Local Steering Committee of the Chania branch of the Greek Society for the Protection and Rehabilitation of Disabled Children (ELEPAP), the 'Doctor Mary Tzamarioudaki Centre' the staff, the teachers of the 2nd Special Kindergarten and Primary School, the parents and children would like to express sincere thanks for the free recharging of the two extinguishers of at our Centre.

Our hope is that ELEPAP Chania will, with the support of our fellow citizens such as yourself, continue its efforts, its only objective being the improvement of the standard of living for children with disabilities, for many years to come. We count you among ELEPAP's closest friends.

**The President, Mr Michail Stamatakis, Manager,
National Bank of Greece**

The Mountaineering Association of Chania, on the occasion of its successful excursion to Gavdos, would particularly like to thank the company MOBIAK SA for providing fire protection equipment, medical equipment and orthopedic aids, and to personally thank its President, Mr Manolis Svourakis, for his substantial contribution of orthopedic equipment to the residents of the Akrotiri region of the island.

The President, Mr S. Badogiannis

Thank you very much for sponsoring the organisation of the Basketball Tournament in memory of Petros Oikonomakis, held on Thursday 24th, Friday 25th, and Saturday 25th September 2015 at the Kladissos Municipal Sports Hall.

The Deputy Mayor of Chania, Mr Manolis Adontakis

CORPORATE SOCIAL RESPONSIBILITY

The Rethymno Fire Service wishes to thank the companies MOBIAK SA and G.E. Veridakis for the free supply of seven (7) portable fire extinguishers to meet the operational needs of the Rethymno Fire Service.

The Chief of the Fire Service, Mr Theodosios Hasapis

The Traditional Association of South Chania "Ta Sfakia" and its members would like to thank the company MOBIAK SA for its kind donation of two extinguishers for fire protection coverage in the Association's hall.

The President, Mr Sifis Papasifakis

Dear Mr Svourakis,
We are indebted by your generous philanthropic gesture in providing fire-fighting equipment for the children's summer camps in our Diocese, and this letter is sent with the intent of expressing my gratitude and thanks to you and your partners for the kindness of your action, which moved us greatly.
I pray with much love, that God Almighty support you, strengthen you and keep you, and grant you health, long life and success in the work you do.
In particular, however, I remain yours sincerely, with best wishes and love in the Lord,

Damaskinos of Kydonia and Apokoronou

The management and coaches of the track and field section of our club wish to express their sincere thanks for your positive support and your company's generous donation.

**Sakis Kouvatsos, Chairman & Sotiris Lavoutos,
Vice President**

Dear Mr Svourakis,
Great joy was brought to us in the Twelve holy days of Christmas by the affection, concern for others, brotherly love and kindness you showed for our impoverished fellow human beings who receive sustenance from our main soup kitchen. I can see that your good, open and sensitive heart broke the bonds of the selfish "I", and arrived at the consolation and possibility of salvation that is "We".

You visited us, you recognised our efforts, you shared our concerns, you held out your hand to those who need us in order to not feel alone. Lost, seeing no way out, in desperation and hopelessness, they see light in your light, joy in your joy and were helped by your offer of help.

All that you gave and all that you offered gave solace to everyone, and it was a benevolent act of kindness for us. For this, righteous praise must be given and honour paid where it is due. Our deepest gratitude, and the assurance that I shall always pray for your good health and ask God to bless your family.

In particular, however, I wish you a good, safe, healthy, blessed and fruitful new year, and I remain at your service,

**With blessings and love in the Lord
Damaskinos of Kydonia and Apokoronou**

TO:

**THE MOST REVEREND BISHOP OF KYDONIAS & APOKORONOU DAMASKINOS
Chania 15-01-2016**

SUBJECT: YOUR LETTER REF 22.11-1-2016

Your Reverence,

I was sincerely moved to read the letter you sent me on 11th January 2016, with your kind words, your thanks, and your promise that you will continue to pray for my family's health and my own. From the bottom of my heart, I thank you very much.

I have offered nothing remarkable to your Holy Metropolis, but I would like you to know as our spiritual father that I will continue to offer what I can for as many years as the Almighty grants me my health and the economic resources to help those in need, not only in Chania, but in other parts of Greece, as I have tried to do all these years. In these difficult times for our country it is good for the strong to help the weak as you do. So let these difficulties be the reason to unite our souls and remember that TOGETHER is stronger than I ALONE!!!

With much love and respect, Emmanouil Svourakis

MOBIAK supports volunteerism

The Volunteer Fire Department of Voutas, in the Municipality of Kantanos and Selino, has warmly thanked MOBIAK for donating the equipment to refit our fire engine.

CHANIOTIKA NEWS | Friday, 22nd January 2016

CHRISTMAS CAROLS

Written by, Apostolos Diamadopoulos
Economic Sciences, MSc

The MOBIAC factory was visited children from the MOBIAC-Panakrotiriakos (AO) Athletics Association academy groups, who sang Christmas carols!

The children of our academy were accompanied by the team's technical director, Mr Papadakis, and members of the Board of Directors, who exchanged greetings with the Vice President and main sponsor of Panakrotiriakos AO, Mr Svourakis, who invited the children to the Christmas events taking place at the Kathiana Municipal Stadium.



Mr. Svourakis wished the children of our academy many happy returns, health, happy holidays, and a season with plenty of game success!!! Money raised by the academy children from carol singing was donated to the voluntary organisation 'To Hamogelo tou Paidiou' (The Smile of the Child).

THE RIGHT EDUCATION

Having working parents as role models and points of reference in their daily routine produces a very strong emotional response in children. Parents are a source of action and direction, and it is good for children to be aware of the kinds of actions and activities bring income into the home, especially in these difficult economic times.

The son of **Mr Lefteris Chalkiadakis (Manolis)**, who has worked for a number of years at MOBIAC as Sales Manager for Fire Protection Equipment in North Greece, sent us the following picture from his son's essay notebook



The essay was about fathers and the drawing was of MOBIAC.

We are delighted that little **Manolis** is aware of what his father does for a living, and that he included **MOBIAK** in his drawing.

We wish little Manolis Chalkiadakis all the best in his future school career and every success in life. And congratulations to his parents (Lefteris and Chrysa) too, for showing him the right kind of education.

The MOBIAC Team

PARTNER REPRESENTATIVE AWARD

Written by, Sophia Psilaki
Electrical & Computer Engineer

MOBIAC is strongly committed to making sure we continue to acknowledge the efforts of our partners. It is particularly important to us when we are able stand side by side with trusted partners and brothers in arms and manage to overcome the obstacles of the economic crisis.

Many of you will be familiar with the company Pavlos & Konstantinos Pavlou and its long-standing legacy, which was based on the hard work and vision of its founder, Mr Dimitris Pavlou. As successors to this legacy, Pavlos and Konstantinos, supported by their studies and the knowledge and experience they garnered at their father's side, have taken pains to improve and advance their presence in the fire protection sectors with two stores in Attica, one in Halandri and the other in Gerakas.

2016 finds them at their new premises in Halandri (Agia Paraskevi 60) and this clearly indicates their continuing growth and success even during the European financial crisis.

Their steady path to growth is the result of a series of investments in the latest equipment, emphasis on research to develop innovative applications and fire protection solutions, appropriate strategic planning implemented by the company, which successfully combines healthy entrepreneurship with sustainable development, as well as ongoing training and personnel development.

My dear Pavlos and Konstantinos, on this occasion we would like to take the opportunity to warmly thank you for the excellent collaboration we have enjoyed throughout all these years, and to present you this award of products with a total value of €500.

