

MOBIAK PARTICIPATES IN THE EXPOPROTECTION INTERNATIONAL EXHIBITION

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MOBIAK press

*Merry Christmas
Happy 2015 &*



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Mr Manolis Svourakis may be the Vice-Chairman of the Board of Directors, but in reality he is the 'boss' of Panakrotiriakos and its manager who has reformed the Sports Club of Akrotiri in recent years, also having ambitious plans for the future. On the occasion of a dinner served on Monday evening, 24 November 2014, for the coaches team and players of the club, the football section made a 'thank you' announcement, as follows:

"We, the players and coaches of the senior team of Panakrotiriakos, would like to express our thanks publicly to the Vice-Chairman of the club, Mr Manolis Svourakis, for the nice evening he made possible for us at the 'Monastiri' tavern, as well as his overall support, attitude and philosophy, and promotion of football in Akrotiri. His presence is valuable not only to Panakrotiriakos, but to the entire football system of Chania as well".

On behalf of the football section

The team captains, Giorgos Lychnakis, Manolis Terezakis

Dear Readers, Friends and Partners,

In previous issues of MOBIAC Press, an effort was made, by means of my own articles and those of my partners, to stress how important export sales were for every Greek company in the face of an economic crisis.

In such times, consumers make possible the launch of new brands, as they tend to prefer quality products that ensure accessible solutions and are also cost-effective. That is, they prefer products offering "value for money".

An economic crisis will always create opportunities. Companies, however, need operational readiness, proper creativity and a radically friendly economic environment. This is hard to achieve in Greece, though, as the lack of liquidity hinders greatly a company's resistance, development and adjustment strategy.

That is why I keep pointing out that under the current circumstances the only path to Development and Expansion for Greek companies is to try to develop an Export Sales Network.

A couple of months ago a journalist from the local newspaper Chania News invited me to an interview on MOBIAC's export sales and export network.

I was happy to give that interview, and what I will never forget is the journalist's great surprise when I mentioned the list of 42 countries to which MOBIAC products have been exported for a number of consecutive years.

He found it hard to understand how a local family undertaking managed to expand

globally by exporting industrial products.

The key to all this is to love what you are doing. To be eager to develop and expand your company. To be eager to invest and spend valuable time from your personal life. To have a team of partners by your side who are duly trained to support the venture at hand. Now I can see that, if all these requirements are met, everything is possible.

The results are self-evident! MOBIAC started out in the local market of Chania, then expanded to the broader market of Crete, conquered the Greek market, is now the No 1 manufacturer in the Balkan market, is one of the largest fire-fighting equipment manufacturers in the European market, is expanding from one Middle East country to another (Qatar, United Arab Emirates, Saudi Arabia, Kuwait, etc.) and carries out a considerable amount of business in China and the broader Asian market.

In my opinion, you should read the following interview, as published in the local newspaper a couple of months ago, and then you'll be able to reach your own conclusions...

PRODUCTS... MADE IN CHANIA

In the last 20 years, when a company engages in export activity, it makes headlines... in Greece and Crete. Few products, such as olive oil, make it outside the border of Greece, and the local economy is based primarily on tourism and services. However, businessmen have not run out of clever and bold ideas.

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Even in the face of the current severe economic crisis, there are people who are able to manufacture quality products and export them all over the world. We looked for businessmen in Chania engaging in extraordinary export activity (focusing on non-agricultural products) and had an opportunity to talk with them about their products, exports and potential, as well as the difficulties they are faced with.

The fire fighting equipment that conquered the world.

Is it possible for a local company to expand all over the world, given in particular that it manufactures industrial products, instead of engaging in the traditional primary sector or being a service provider?

Yes, it can, as evidenced by MOBIAK, a Chania-based company that manufactures fire-fighting equipment, industrial and medical gases, and medical and orthopedic products. As long as you have a dream and you are export-oriented and capable of detecting market needs properly. This was the recipe used by the founder of the company, Mr. Manolis Svourakis, and his son, also called Manolis, in striving to expand their business activity abroad, which has enabled them in the last 14 years to export their products in more than 42 countries, having overcome the obstacles associated with bureaucracy and introversion in Greece, as Mr Svourakis explained to "Diadromes".

When did MOBIAK start its export activity and what are the main export destinations for its fire-fighting systems?

MOBIAK started its export activity in 2000. Thanks to its active engagement in critical production sectors, not only has MOBIAK managed to establish an active network of partners in Greece, with more than 500 wholesalers in the fire-fighting sector alone, but it has also established an international sales network in more than 42 countries, including Albania, Bulgaria, Serbia, FYROM, Cyprus, Georgia, France, Italy, Malta, Sudan, Turkey, Egypt, Romania, Belgium, Kosovo, Finland, Latvia, Lithuania, USA and Middle Eastern countries.

What was it that made you turn abroad? Was it a gap in the market? And in addition, how has the economic crisis affected your export activity in recent years?

The crisis in Greece made it necessary, among other things, to expand abroad and increase export sales, as MOBIAK had to increase its foreign operations in order to grow. And the reason why MOBIAK did not suffice itself with carrying out domestic operations only, but expanded abroad, was that extroversion is the only path that leads to growth.

What are the main difficulties for a local company wishing to expand abroad? For example, other businessmen in Chania have pointed to bureaucracy

and the lack of effectiveness and speed associated with State agencies, which are roadblocks that prevent businessmen from acting quickly. What are the difficulties that you had to face?

Well, there is one thing that we did not have to face at all, i.e. bureaucracy. Besides, as far as exports to EU Member States are concerned, the only parties to a transaction are the seller and the buyer. As far as exports to non-EU Member States are concerned, the sole State agencies involved are the Customs Office and, in certain cases, the Technical Chamber, which issues a Certificate of Origin for the products, if so requested by the buyer. Actually, whenever the Technical Chamber of Chania was requested to issue a form relating to export sales, they responded very quickly.

In your opinion, what was it that helped you exceed the boundaries of Greece?

The company's four core values, i.e. Quality, Variety, Competitive Pricing and Fast Delivery, were the key drivers behind our dramatic growth, and we are still progressing successfully by expanding our activities.

In the fire-fighting sector in particular, our company trades in more than 900 different products, 120 of which include different types of fire extinguishers (dry powder, foam, water, wet chemical, CO₂, transportable and trolley extinguishers, as well as fire-fighting systems), all of them being certified according to European standards (EN3, CE, NED, EN1866, EN1964).

Another fact that served as a 'passport' for MOBIAK products to enter foreign markets was undoubtedly the acquisition of additional highly demanding certifications, which were a must for promoting our products abroad, such as the SRPS (Serbia), NF (France), NCP (Netherlands), TSE (Turkey), BENOR (Belgium), CIVIL DEFENSE (Saudi Arabia, Qatar, Kuwait, United Nations), BSI (England and Middle East), LPCB (Middle East), UL/FM (USA), Ministero dell' Interno (Italy), etc. These 'special certifications' were critical, being the determining factor for the company's expansion in the relevant markets.

The article went on to present other Chania-based companies which were successful in making export sales, such as OLIVEALOA, which produces and exports cosmetic products based on Cretan herbs, ET.AN.AP, which produces the world famous 'Samaria' water, etc.

It is our wholehearted wish that other Chania- and Crete-based, as well as Greece-based, companies follow suit.

Extract from part of an article written by
Dimitris Maridakis and Giorgos Konstas (14 June 2014)
Source: The local daily newspaper Chania News

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

Due to the rapid growth of MOBIAK's export activity, additional approvals have been obtained for its products. To export products to Middle East countries in particular, it is necessary to obtain approval from the Civil Defense Department or the Ministry of Interior or any other authority in the relevant country. Unless such an approval is obtained, an export attempt will be unsuccessful, as the products will be rejected at the Customs office and returned to the consignor (with all the consequences involved).

In Saudi Arabia, one of MOBIAK's export destinations, there is a competent authority that carries out strict controls prior to export, to ensure that the relevant products conform to the standards in force in that country.

• The relevant agency in Saudi Arabia, i.e. SASO (Saudi Arabian Standards Organization), which was recently renamed into Saudi Standards, Metrology and Quality Organization, aims primarily to make sure that the following requirements are satisfied, with the intention of ensuring product quality and full conformity to local standards.

- **Protection of public health**
- **Consumer safety**
- **National security**
- **Protection of public and religious ethics**
- **Environmental protection**
- **Prevention of misleading practices**

The Agency requires that product re-testing is carried out every 2 years



Products must conform to local standards (SASO Standards), provided that they are already certified by internationally recognized bodies.

Notably, the Agency requires that new product laboratory testing is carried out every 2 years. Repeated laboratory testing ensures that the products function properly and verifies conformity to the type examination. MOBIAK proceeded to re-test all its products and issue new laboratory test certificates

according to the relevant standards.

Speaking of transportable pressure equipment, product laboratory testing must be carried out by internationally recognized laboratories according to ISO17025. The aim is to keep the product certification process under full control, to ensure that the products imported conform to Saudi Arabian standards. Product quality is a top priority, just like in any developed country.

Written by, **Katerina Karefyllaki**
Industrial Design Engineer, Quality Assurance Department

QUALITY MANAGEMENT DEPARTMENT

NEW TESTING LABORATORY AT MOBIAK'S PREMISES

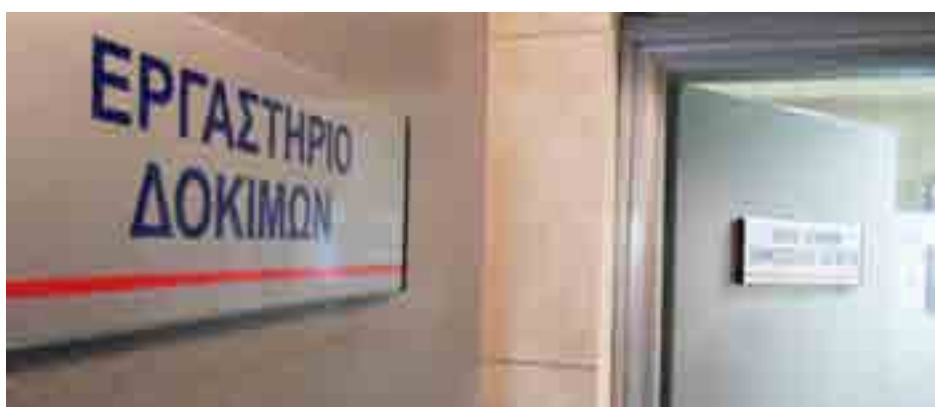
MOBIAK has now established a special facility at its premises to house its Fire Extinguisher Testing Laboratory.

The Testing Laboratory is a suitably arranged facility for accepting and maintaining samples under such conditions as required by applicable standards prior to testing, as appropriate, as well as for carrying out the tests safely. **It is perfectly equipped with instruments and devices that meet European standard requirements. It is also air-conditioned.**

The transfer of the Testing Laboratory began in early June 2014, and it has ever since been provided with new machinery with a view to expanding its testing and controlling capacity. Its latest addition is a compaction machine and a device used to measure the activation force for extinguishers provided with a striker-fitted shutter.

The more the laboratory is enhanced with new equipment, the less the company depends on external subcontractors for carrying out product testing. Currently, only very low (-30°C) and very high (+60°C) temperature testing is outsourced to external laboratories.

The aim of the laboratory and its staff is to ensure credible test results. Using such results can help maintain product quality, which is already very high, as well as ensure further product development. An additional aim of the laboratory is to contribute towards testing new products.



Finally, laboratory testing is also carried out when MOBIAK's manufacturing process is inspected by certification bodies (MIRTEC S.A., Greece; AFNOR, France; BSI, England; etc.) to verify product conformity to applicable standards, under the supervision of these bodies.

Written by, **the Quality Department Team**

Sales are the procedure that brings in income. Given the current dire straits, with plenty of discounts and offers in the market, and also taking into account that buyers have become highly demanding, there is no doubt that this process has become very demanding.

In the past it was rather easy to make a sale, as customers were clearly better off financially and there were fewer sources of information. Now it takes harder effort on the part of a salesperson to make a successful sale, as product quality and final price are not enough, but there must also be a trusting salesperson-customer relationship.

A key factor that affects the sales process is certainly the questions that a salesperson has to ask a customer. A salesperson that takes an active interest in the final buyer should ask well-chosen questions concerning the use of the product, the purpose of the purchase, the customer's financial capacity, as well as all other information that could help the customer understand the product to be sold.

The most important thing is that the questions must be asked in logical order and must not be too many, as this would be tiring and burdensome to the final buyer. However, the more the questions asked by a salesperson, the more secure a sale can be and the more possible it is that he/she will earn the would-be customer's trust due to the intimacy that grows between them.

It sounds so simple, and it really is. The more targeted, instead of vague, the questions asked by a

salesperson are, the better it is for him/her to make a sale. Of course, a salesperson must be careful not to offend the customer with the questions asked in an effort to make a sale.

“The number of sales made is proportionate to the questions asked by a salesperson”

A salesperson should also try to obtain as much information from the interested person as possible, whether relating to his/her financial prospects and the intended use of the product or a possible future cooperation.

Understandably, where clear-cut questions are asked correctly, this will make the customer willing to communicate and discuss, thus avoiding single-word answers, which tend to render the customer totally indifferent.



Salespersons who respect the company they represent should be fully acquainted with the products traded by that company. This, however, is not enough in terms of competition, as the provision of pure data, which are often irrelevant to customers, may lead to failure to make a sale.

On the contrary, asking the correct questions indicates that the salesperson takes a real interest. So the top priority is asking questions, and then come the price, mode of payment, warranty, etc. It may sound simple, but it plays a major role in a customer's decision to buy a product from your salesperson, instead of someone else.

the more questions a salesperson asks, the better it is for him/her to make a sale



Naturally, we should not forget our already existing customer list. We use simple and specific methods to improve our sales, asking people to fill out our company's Assessment Test, and then we have a specialized advisor or external salesperson make a revisit.

Written by, **Emmanuel Stavroulakis**
MBKFire Sales Department

FIRE SALES DEPARTMENT

8 WAYS TO MAKE A SALE

There are 8 ways that can be used in the sales process, to help you close a sale.

You have found a customer, you have presented the product or service offered, you have realized that the customer is getting more and more interested, and then you should go on with the sales process as follows:

1 Do not be interested just in your commission and the money to be earned from the sale.

This is something that a would-be customer may easily find out.

2 Do not pretend to be interested in the customer. Your lack of genuine interest will certainly discourage a person quickly and make him/her look for your product among your competitors.



3 Do not wait for the customer to decide whether he/she wants or needs the product concerned. This may be one of the biggest mistakes. How many sales have you missed by waiting for the customer to decide about what you have suggested to him/her, because he/she told you that he/she needed more time to think it over, to discuss it with his/her spouse or partners, etc.?

4 Do not talk about your product or service too much. You have not visited him/her to talk about your product, but to understand in the first place what

your customer needs and then to present and suggest what will help him/her tackle his/her problem or meet his/her need.

5 Do not compete with your customer, making him/her feel that what he/she thinks or says is wrong. This leads to nowhere. You have not visited him/her to prove that he/she is wrong and you are right. You have visited him/her to make him/her happy and feel satisfied with purchasing a product/service from you.

6 Do not criticize your competitors. We are all aware of the consequences of such an approach. This will not help you make a sale.

7 Do not make promises you cannot keep. Even if the customer is unable to realize it at that time, he/she will realize it later on and will ask for a refund. In any event he/she will not buy anything from you again and, most certainly, he/she will not recommend you to others.

8 A customer must not find out that you are unacquainted with what you are selling. Being unacquainted with your product, or unaware of how it can help him/her or of how it can be used by his/her company, will make it harder and harder for you to achieve your goal.

The above tips will help you make a sale. Your attitude during a sale will determine your customer's attitude. Make sure that you apply the above procedure step by step, intending not just to complete it, but to start a fruitful relationship and cooperation with your customer.

Written by, **Sophia Psyllaki**
Electrical Engineer & Computer Engineer, MBKFire Sales Department

FIRE SALES DEPARTMENT

HOW IT IS POSSIBLE FOR 8% OF THE COMPANIES TO MAKE 80% OF THE SALES

The latest statistics have indicated that only one in fifty sales are closed during the first contact, as well as that most salespersons do not contact a new customer more than twice.

Most companies are confident that a sale will be closed during the first contact with a new customer. Only 2% of the sales are closed during the first contact, and these are customers who have already decided what to buy and have carried out a market search.

- 44% of the salespersons give up after just one negative response.
- 22% of the salespersons give up after the second negative response.
- 14% of the salespersons give up after the third negative response.
- 12% of the salespersons give up after the fourth negative response.

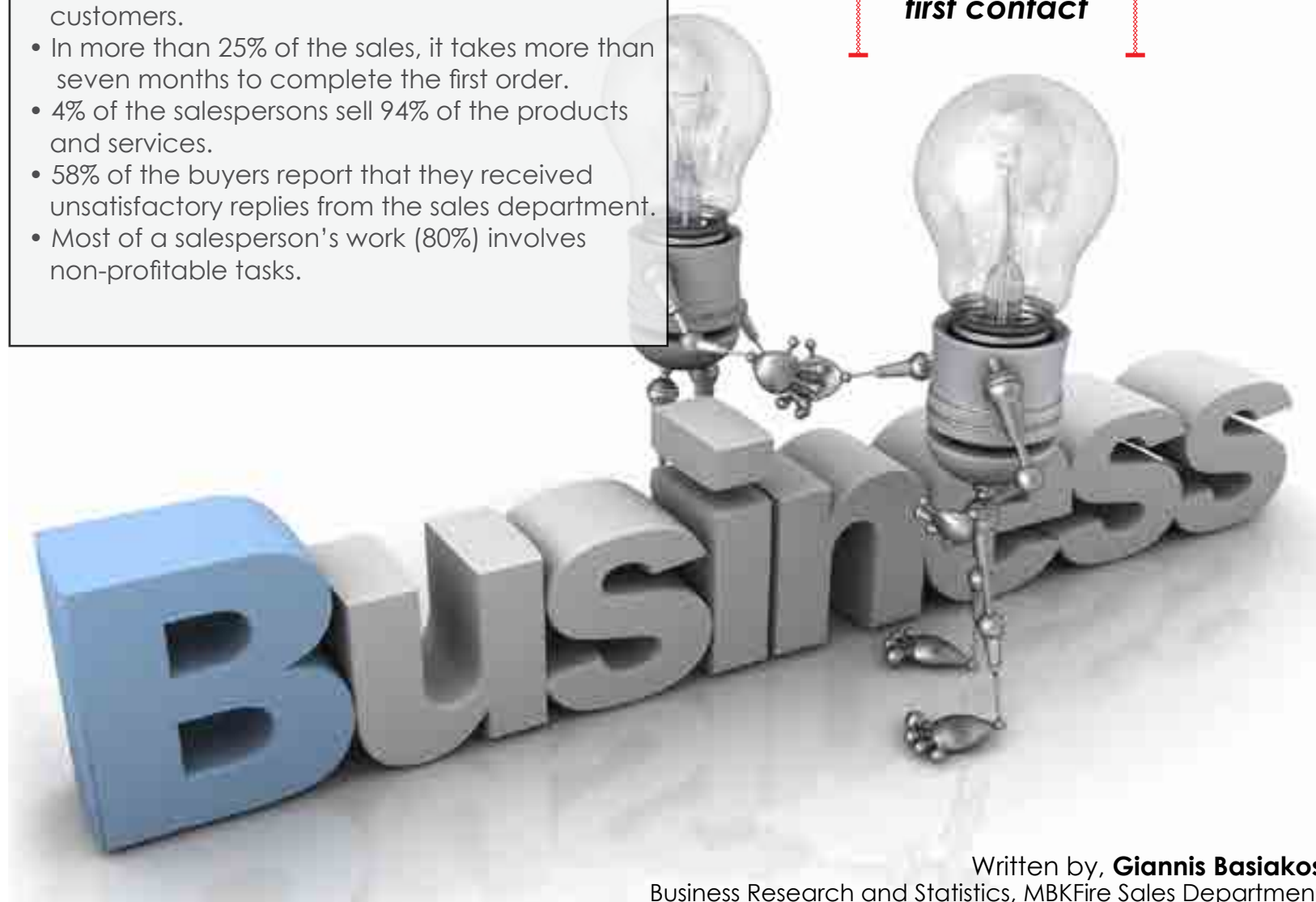
This means that 92% of the salespersons give up definitively after 4 negative responses and only 8% of them insist more than five times.

Based on market statistics, 80% of the buyers need at least 5 contacts to place an order.

Research statistics

- Research has shown that 35% of the sales are made by the supplier who responds first.
- 42% of the salespersons feel that they are not adequately informed before talking to customers.
- In more than 25% of the sales, it takes more than seven months to complete the first order.
- 4% of the salespersons sell 94% of the products and services.
- 58% of the buyers report that they received unsatisfactory replies from the sales department.
- Most of a salesperson's work (80%) involves non-profitable tasks.

**only one
in fifty sales
is closed
during the
first contact**



Written by, **Giannis Basiakos**
Business Research and Statistics, MBKFire Sales Department

Emotional intelligence at work is very important, as it largely determines an employee's ability to adapt under stress, achieve goals, have incentives, prioritize his/her goals, get along with his/her colleagues, establish bonds with other employees, etc.

Notably, research has shown that whether an employee is hired, retained and promoted depends only by 15% on his/her knowledge and skills. But it depends by 85% on his/her ability to develop and maintain interpersonal relations, which is a key element of emotional intelligence.

It follows therefore that emotional intelligence involves recognition, understanding and appreciation of both our own emotions and those of others around us, properly responding to these emotions and applying them effectively in our day-to-day work and in our lives.



Besides, all are trying to achieve a common goal. And actually nothing is more essential than being aware of our innermost emotions and of the changes that can help us find more satisfaction at work.

Written by, **Paressa Savvoulidou**
Head of the Accounting and Distribution Department
of the Attica Distribution Center

The overall logistics network consists of a number of functions aiming ultimately to deliver goods to end consumers - customers.

The functions included in the logistics process are:

- **Purchasing & Procurement**
- **Stock Management**
- **Transport**
- **Storage**
- **Distribution**

All MOBIAK's Distribution Centers in Thessalonica and in Athens, as well as those on Crete, i.e. in Chania and Herakleion, play a major role in carrying out the last two functions. By design, the new MOBIAK's Distribution Centers are directly linked to the acceptance, storage, delivery and export of the company's products, and then to the physical distribution and transportation of goods from the warehouses to customers.



It should be noted here that the distribution activity carried out at the Distribution Centers is different from transportation, as the former involves delivery of small quantities of numerous codes to many customers, while the latter involves delivery of large quantities of few codes to one or few locations.

These are the fundamentals on the basis of which both the Distribution Center in Northern Greece, as well as those in Athens, Chania and Herakleion operate, aiming to ensure expedient and better service to MOBIAK's customers in Greece and abroad.

Written by, **Sakis Bodosas**
Head of the Distribution Center in Northern Greece

ACCOUNT DEPARTMENT

A MODERN COMPANY'S NEED FOR AN ORGANIZED ACCOUNTING DEPARTMENT

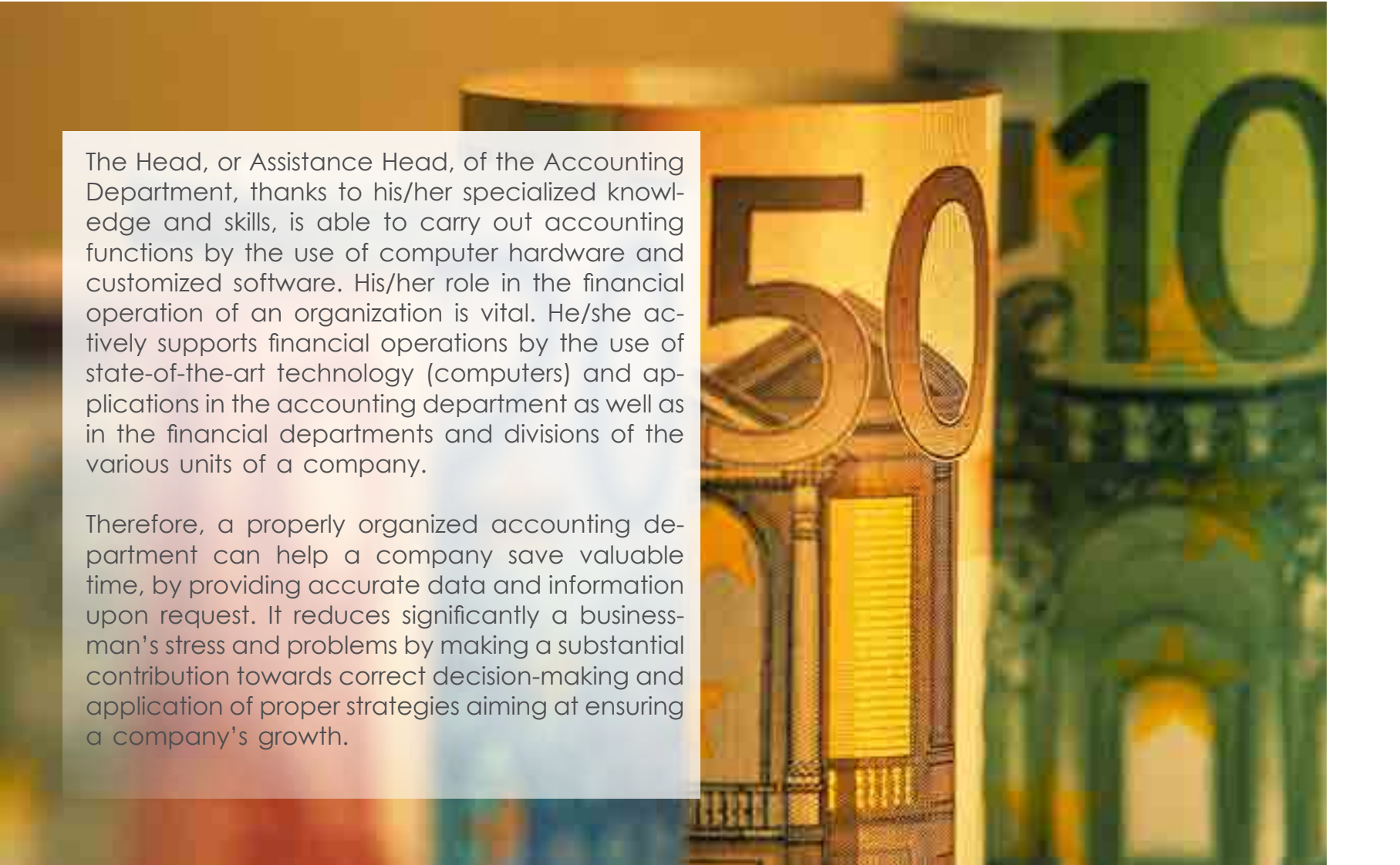
Undoubtedly, the accounting department is one of the company's core components. A well organized accounting department may help make timely and correct decisions, thus saving time and money.

It is often mistakenly held that a department that does not participate in generating turnover and profit is an inefficient part of a company, a necessary source of expenses that yields no reward. To survive, however, a company, just like any other organization, needs to be 'internally healthy', i.e. to have all its internal functions and production processes well organized and programmed. It is in connection with that internal organization that the accounting department and the financial department in general play a major role.

A well organized accounting department ensures that a company is sound and all its day-to-day transactions are carried out smoothly. It also helps program and implement all business plans aiming to ensure further safe growth and progress, in accordance with each country's laws.

A poorly organized accounting department, without proper structures and processes, may cause chaos in terms of a company's internal functions (relations with customers, suppliers, the State, even employees, etc.), thus creating a burden which may delay the work carried out or even undermine the quality of that work.

The main problem of medium- and small-size undertakings lies with their own staff members, who are firstly less informed of and more insensitive to developments, and secondly reluctant to apply state-of-the-art methods and innovations, thus promoting and maintaining introversion.



The Head, or Assistance Head, of the Accounting Department, thanks to his/her specialized knowledge and skills, is able to carry out accounting functions by the use of computer hardware and customized software. His/her role in the financial operation of an organization is vital. He/she actively supports financial operations by the use of state-of-the-art technology (computers) and applications in the accounting department as well as in the financial departments and divisions of the various units of a company.

Therefore, a properly organized accounting department can help a company save valuable time, by providing accurate data and information upon request. It reduces significantly a businessman's stress and problems by making a substantial contribution towards correct decision-making and application of proper strategies aiming at ensuring a company's growth.

Written by, **Thodoris Bakousis**
Head of Credit Control & Legal Department, Account Department

Due to the existing confusion concerning some of the provisions of the Code of Tax Presentation of Transactions (KFAS), the possible changes to be made thereto and the expected adoption of a clarifying decision on the various matters relating to application thereof, MOBIAK should make sure that all existing or possible requirements are met.

Generally speaking and irrespective of when and if the expected new KFAS enters into force and regardless of its exact contents, it is certain that the responsibility to ensure the **authenticity of the sender** of an invoice (or the substitute consignment note to be used), **the integrity of its contents** and **its readability** for as long as necessary will be shifted to the company itself.

That is, there will be no specific method enforced for ensuring the above, but there will just be certain techniques recommended, e.g. the ones proposed in the relevant EU Directive, without excluding the use of other appropriate methods.

The e-INVOICE service is the best state-of-the-art and integrated tax forms management solution.

That is, there are three requirements that MOBIAK has to find a way, to the satisfaction of the tax audit authorities, to meet concerning its electronic or hard-copy tax forms:

- **Sender authenticity**
- **Data integrity**
- **Content readability**

This means in practice that MOBIAK will have to be able to prove to the audit authorities that it has met the above three requirements as regards the tax forms it issues or accepts.

Given that no company is able to meet that requirement internally, obviously the vendor of the required tax software and hardware used for the company's e-invoice system will have to be assure the company that the system is capable of meeting the above requirements. Naturally, however, the company will bear the ultimate responsibility in any event.

In view of the above and after thoroughly looking into and analyzing the above, MOBIAK will have to procure appropriate tax systems from a vendor capable of assuring the users of these new tax systems that the design thereof has included such safeguards as necessary for the result from using the combined system and support software (Driver A & B) to meet convincingly and undoubtedly, concerning every tax form, the following requirements: sender authenticity and content integrity.



The e-INVOICE service is currently the best state-of-the-art and integrated tax forms management solution, as it ensures the full automation of the transmission and archiving of the tax forms issued by MOBIAK (as well as any company), by delivering them to the end addressees immediately and cost-effectively and in the desired format. However, it must ensure that our company meets the above three (3) requirements.

Written by, **Dimitris Mousourakis**
Head of Fire-Fighting Equipment Invoicing, Account Department

Undoubtedly, in recent years more and more companies have been focusing on exporting their products, which is an increasing trend during the current economic crisis in Greece. However, is it that simple? Is it something that anybody can do? Certainly not! To succeed in your export efforts, you have to take the following four steps:

1 Carrying out research

Research needs to be made, and you have to make sure (to the degree possible) that your company is ready to expand to new markets and that your products are suitable and appropriate for successful exporting. You need to make sure that your company has the resources and suitable experienced staff required to achieve that goal. Before you start trying, you will have to decide that you are willing to invest a considerable amount of money and time in order to achieve that goal.

2 Drawing up a Strategic Plan

Planning is necessary as it can make your effort specific and help you organize your moves. In the absence of planning, the possibility of failure is high, and failure is often very costly. The motto "fail to plan is plan to fail" applies perfectly to exporting.

3 Choosing Markets

You have to choose your target markets carefully. Each market has its own peculiar features and its own requirements. Therefore you have to make a plan concerning the ones to target, especially when you taking your first export steps.

4 Adapting Products to New Markets

You have to adjust your products properly. It is highly possible that you will have to adjust your products and/or packaging, to manage to enter and get established in a new market. A company's flexibility to make such moves is very important, as it can largely determine whether your efforts are successful or not.

5 Strengthening your Brand Name

You have to strengthen you brand name and find ways for marketing development. Participating in international trade fairs, building an accessible multilingual website, having

advertisements published in appropriate publications/websites, contacting interested businessmen in other countries through the actions organized by chambers of commerce are some of the ways to strengthen your brand name and open up paths to new markets.

6 Entering into agreements with New Customers

You have to make your cooperation with new business partners formal, by entering into some sort of agreement. It is important to clarify the terms of your cooperation with would-be foreign customers, including the terms of payment in particular, to avoid (to the degree possible) potential misunderstandings in the future and bad debts from your customers.

7 Elaborating your Pricing Policy

A very important step in adapting to the needs of each market is elaborating a suitable pricing policy, aiming firstly to ensure that your products are sold at competitive prices and secondly to maximize your profit.

By foreseeing the needs and requirements in the international market in the early 2000s, MOBIAK made many investments with a view to increasing its exports and has now managed to export its products in 42 countries, expecting to enter additional countries in the near future. It is true that success was not easy neither did it happen overnight, but resulted from hard work, careful planning and successful investment. As markets are not stationary, but keep changing, we must never stop trying, relying on what we have achieved so far.

On the contrary, we should keep setting more and harder goals, being convinced that we will keep growing rapidly in the years to come, always based on the momentum of our exports.

MOBIAK's presence in the Balkans

Traditionally, due to its geographical location, Greece has had very close commercial – and other – relations with Balkan countries. We should not forget the fact that, in recent years in particular, exporting to these countries has flourished in many sectors, and Greek businessmen expect even better results in the future. Despite the political crises that affected many Balkan countries in previous years, which resulted in extensive changes and unpleasant circumstances, the situation is getting more stable in recent years and this has had an immediate effect on the economies and commercial prospects of these countries.

As far as fire-fighting equipment is concerned, MOBIAK holds a very large market share in the Balkans, with numerous close business partners in such countries as: Serbia, Montenegro, Albania, Kosovo, Bulgaria, Romania, Croatia, etc. It should be noted that the markets in these countries are turning gradually to quality and certified products, like the ones included in our range of products, which is the result of the ongoing growth experienced there.

To provide services to these countries, MOBIAK is currently operating a 4000m² warehouse in Thessalonica, keeping an extensive stock of its catalogue products thereat, to respond to all the orders placed very quickly. In addition to that, the key to MOBIAK's success in these markets consists in its ability to adapt to the needs of each country, by modifying its products or creating new ones, aiming to meet the needs of our partners. In response to international market demands, we keep investing in the certification and constant quality improvement of our products, while at the same time keeping our prices at competitive levels.

The chambers of commerce and industry keep organizing conferences aimed at strengthening bilateral relations with the Balkan countries, bringing together businessmen looking for opportunities to expand. MOBIAK has always taken advantage of such actions, as extroversion and ongoing growth are our golden rule. We also take business trips in an effort to contact our current business partners personally and, of course, to establish new partnerships. Thanks to detecting the prospects offered by Balkan countries early enough, MOBIAK started its export activities in these markets first, and then it took steady steps towards expanding to the rest of the world.



Our bonds with the other Balkan countries are very strong, which has made trade to and from these countries an absolute necessity. Greece's bilateral relations with these countries are very good, thus greatly favoring the expansion of Greek businesses. We are optimistic that trade relations with the Balkan countries will grow even further in the near future, always for the mutual benefit and smooth cooperation between the different States.

Written by, **Metaxas Drakopoulos**
Production & Administration Engineer MSc, Exports Department, MBKFire

FIRE EXPORT DEPARTMENT

NEW REPRESENTATION OFFICE IN HUNGARY

Hungary is a union Constitutional Republic in Central Europe. Following a business mission to Hungary on 20 August 2014, an exclusive representation agreement was entered into with a well-known firm which has been active in the fire-fighting sector since 1990 and is certified according to ISO 9001.

The exclusive cooperation with MOBIAK aimed to upgrade the range of fire-fighting equipment and ensure a dominant position in the market.

Our company's policy aims to fully satisfy the needs of our business partners so that our products are both aesthetically and technically fully compliant with the requirements set by relevant studies and the authorities.

Our products are now used in well-known buildings and facilities in Hungary, Romania, the Czech Republic and other central European countries.



NEW REPRESENTATION OFFICE IN SLOVENIA

MOBIAK entered into an exclusive representation agreement in 2014 with a company which has been active in the fire-fighting sector since 1990. The Slovenian company was founded by Mr Carmelo Lenzi and Mr Darka Lenzi. In 1991 Mr Vladimir Pahor joined the company too.

The company focuses primarily on the provision of health and safety services, on the trade in fire-fighting equipment and on environmental protection. It also organizes, through its consultants, seminars on chemicals, safe material transportation and industrial protection. It has operated a fire extinguisher audit laboratory since 1992.



To upgrade its fire-fighting services and products, a team from the Slovenian company visited MOBIAK's facilities in Chania and received training focusing on how to promote the wide range of fire-fighting products, on the fire extinguisher audit process and on the installation and maintenance of fixed systems.

PRESENTATION OF PRODUCTS AT SIBENIK, CROATIA

MOBIAK's exclusive representative in Croatia presented the company's products in one of the largest hotels in Croatia (SIBENIK). The presentation was dominated by Class F products, intended primarily for putting out fires caused by cooking fat and oil.

According to the local Croatian authorities, the number of extinguishers required for a certain facility used to depend on the facility's floor area. The law has changed now, and the number of extinguishers depends on the fire extinguishing capacity of the extinguishers used.

The first step taken to protect professional kitchen establishments in Croatia was to establish a requirement for having fire resistant blankets available. The next step taken by the Croatian authorities was to adopt Standard 3-7:2004 +A1. Annex L to the standard states that powder and carbon dioxide fire extinguishers should not be used on Class F fires as their use on this type of fire is considered hazardous.



The conference was attended by designers, engineers and hotel owners, who took particular interest in MOBIAK's Class F products.

Written by **Apostolos Diamandopoulos**
Economics MSc, Exports Department, MBKFire

FIRE EXPORT DEPARTMENT

MOBIAK PARTICIPATES IN THE EXPOPROTECTION INTERNATIONAL EXHIBITION

Just like in previous years, MOBIAK took an active part in one of the largest fire-fighting equipment exhibitions focusing on the markets of France, Benelux and other French-speaking countries in the world. This very important exhibition (EXPOPROTECTION) was held in Paris from 4 to 6 November 2014, at the grand **Paris Expo Porte de Versailles**.

Our company's beautifully and functionally designed stand was not one whit behind the stands of dominant European fire-fighting equipment manufacturers that took part in the same exposition.

MOBIAK's participation was successfully supported by the company's Vice-Chairman Mr. Manolis Svourakis and staff members from the export, import and quality departments. A large number of our existing partners visited our stand and made favorable comments on our company's impressive participation. There were also would-be customers who identified MOBIAK as a potential reliable supplier, capable of catering for their needs for quality products at competitive prices.



There were particularly positive comments made concerning the new environmentally friendly foam products with high fire-fighting capacity, as well as the ABF/-30°C fire extinguishers, which were added to the range of extinguishers certified according to NF (Norme Française). It should be noted that this certification (quality mark) was awarded by the French certification body (AFNOR) following a number of successful tests carried out at the laboratories of the Belgian body Apragaz.

Revenez nous pour la prochaine ExpoProtection à Paris le 15/11/2016!

The forecasts for further strengthening and expanding MOBIAK's sales network both within France and in new French-speaking countries are very encouraging.

Written by, **Panagiotis Krikos**
Production & Administration Engineer MSc, Exports Department, MBKFire

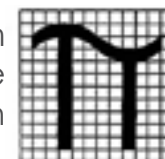
TRANSPORTABLE PRESSURE EQUIPMENT – LEGISLATION

According to the European and national legislation in force, all cylinders included in transportable pressure equipment fall under the scope of Directive 97/23/EC.

Any cylinders manufactured from 1988 to 1999 fall under the scopes of Directives 84/525/EEC (seamless, steel gas cylinders), 84/526/EEC (aluminium alloy gas cylinders) and 84/527/EEC (welded unalloyed steel gas cylinders) and must bear the **E** marking. Any cylinders classified as transportable pressure equipment, which were manufactured after 1999,

fall under the scopes of Directives 1999/36/EC and 97/23/EC of the European Parliament and of the Council and must bear the **π** marking in a clearly visible, legible and indelible manner.

Any cylinders manufactured from 1988 onwards, which do not bear the above markings, must be withdrawn from circulation.



It should also be noted that the CE marking is still used on transportable fire extinguishers.

Written by, **Antonia Mousouraki**
Chemist MSc, Head of the MKB Plant on Crete, Liquid & Gas Department, MBKGas

NEW MOBIAKGAS WEBSITE

The Internet has become a very important tool. MOBIAKGAS, i.e. MOBIAK's department focusing on industrial and medical gases and liquids, is now accessible to the general public through its website (www.mobiakgas.gr). The objective is to allow creative browsing for customers, business partners and people in general who wish to obtain information on the applications and uses of our products. Gases and liquids are now used in more and more applications, as new technologies are based on their physical and chemical properties.

All visitors may find answers to their questions irrespective of whether they are acquainted with gases or not. Our aim was to create a tool that can be used to tackle problems immediately and direct our partners to the specific products or services that are appropriate for their current needs, on a 24X7 basis.

industrial and
medical gases and
liquids, are now
accessible to the
general public through
its website
(www.mobiakgas.gr).



The terminology used is as understandable to the average person as possible, also including the necessary scientific and legal terms. By visiting the MOBIAKGAS website, one can find information on the uses of gases/liquids and the new technologies used in the food industry, cooling/heating applications, laboratory studies, industrial applications, fire-fighting innovations. It is important for businessmen wishing to expand their companies to include gas applications in their production process, which will give them the necessary impetus.

Written by, **Marios Lolis**
Chemist MSc, Head of the MKB Plant on Crete, Liquid & Gas Department, MBKGas

CARBON DIOXIDE... A MULTI-FACETED COMPOUND

Pure carbon dioxide is an colorless, odorless and tasteless heavier-than-air gas. Most importantly, however, it is a inert and stable chemical compound, i.e. it is very hard to break it down into its constituents. Carbon dioxide has been called by many scientists as a “devilish divine compound”, as it can both save you from a fire and kill you by asphyxiation. Furthermore, it can help you digest your food, which is why it is contained in our favorite refreshment drinks, as well as overheat our planet.

Negative impacts of carbon dioxide

When in high concentrations, it can cause asphyxiation: the symptoms may include paralysis / loss of conscience. Asphyxiation can occur without warning. Take the victim out to fresh air. Use pressurized air from a different container. Keep the victim warm and calm. Call a doctor. Give the victim artificial respiration if he/she stops breathing. Provide adequate ventilation.

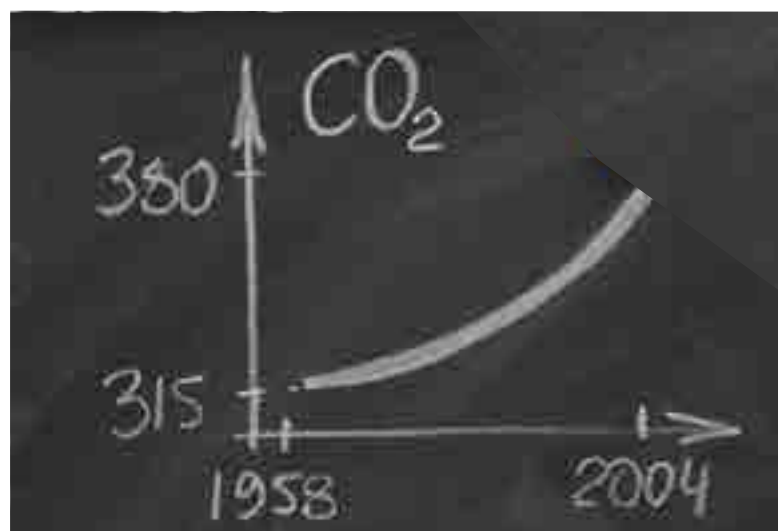
It is one of the causes of the greenhouse effect: carbon dioxide and other gases that tend to trap the reflected infrared sunlight are also known as greenhouse gases (carbon dioxide, methane, hydrofluorocarbons, etc.). Increased concentrations of these gases in the atmosphere trap infrared radiation and increase the average temperature of the earth.

Useful applications of carbon dioxide

Extinguishing agent: liquid carbon dioxide is used as a extinguishing agent in transportable and trolley fire extinguishers and in the cylinders of fixed systems. When used, it causes no destruction (as opposed to water or dry powder, which often cause damage), is not hazardous to most materials, does not contaminate food and is not corrosive or conductive. Upon completion of the fire-fighting activity, it will evaporate entirely without leaving any residue. Thus it can be used safely in areas where there are vulnerable electric or electronic installations, valuable works of art, paintings or manuscripts, in warehouses used for flammable liquids, electrical substations, furnaces and ovens. Its fast motion allows it to penetrate any obstacle through any opening and reach inaccessible and hidden spots.

Food and beverages: there are numerous applications of carbon dioxide in the food industry, such as:

- a It is widely used in the production of carbonated drinks, e.g. mineral water, beer, refreshment drinks.
- b It is used in food storage, due to its bacteriostatic properties and chemical inertness. It is used together with nitrogen in mixtures, to prolong the average life-cycle of various products. This is called “Modified Atmosphere Technology”.
- c It is used as a cryogenic liquid or in dry ice form in process cooling, and is also used as dry ice to control temperature during food transportation operations.



Metal industry: carbon dioxide is typically used for environmental protection purposes during metal cutting and welding processes: (a) to counter the red vapor formed during scrapping procedures (rough metals) and in carbon deposition, and (b) in the processing of non-ferrous materials, to remove vapor when forming matt materials (Cu/Ni production) and gold (Zn/Pb production).

Written by, **Antonia Mousouraki**
Chemist MSc, Head of the MKB Plant on Crete, Liquid & Gas Department, MBKGas

Many manufacturers estimate welding costs based only on the working hours required to manufacture a piece or on the cost of the gas and wire required per piece for a certain period of time. Both methods allow for a rough estimate of welding costs, without taking into account all relevant data.

Most of the relevant reference on welding cost estimates points to 4 elements: (a) gas, (b) wire, (c) labor, and (d) electricity. These four elements are easy to calculate, but they are not always sufficient to estimate the full costs involved. Regardless of the material to be welded, the gas cost represents less than 10% of the total costs.

Reducing the reinforcement level at the lid, cleaning weld spatter, removing errors, etc. – all these are achieved by means of a certain mechanical processing method. Grinding wheels and polishing brushes are costly consumables. Even for a medium-size shop, the annual cost of such consumables may be in the order of thousands of Euro, exclusive of the labor costs associated with the performance of the actual work.

When welding thick plates, with stainless steel and non-ferrous materials in particular, the welding preparation cost may be high. The more the edge conditioning the more the welding wire and gas used for refilling the joint. Where less or no conditioning is used due to the increased penetration of the protective gas, huge savings may be achieved.

For example, where ferrous steel is used as metal active gas (MAG) welding, the 8.5g of spatter produced represents 1m of 1.2mm thick welding wire that falls onto the ground. Where high welding currents are used with carbon dioxide, more than 17g of spatter is produced for each meter of welding. If a welding error is identified in any piece, the cost increases significantly.

In addition to the initial welding costs incurred for a piece, there are further costs too for: (a) testing, e.g. with X-rays or ultrasound, (b) removal of errors, (c) re-welding, and (d) re-inspection.

Under the worst case scenario, a piece is beyond repair and has to be rejected. In that case, we should take into account the additional cost of the raw materials and possible labor required prior to welding, plus the additional cost of the new manufacturing process.

Choosing the correct protective gas will help reduce significantly or even eliminate these costs. It should be noted that there is no universal solution. Each application must be examined individually, to ensure maximum profit.



PROTECTIVE WELDING GASES

FREQUENTLY ASKED QUESTIONS & ANSWERS

Why do welding generates so much spatter?

There are many reasons why weld spatter is generated; the most usual ones are:

- Unstable welding conditions, incorrect voltage for a specific welding current;
- Poor welding technique, large projection or wrong torch angle;
- Surface contaminated with oil, grease, humidity, etc.;
- Coated, painted or zinc-plated surface.
- Using carbon dioxide as protective gas (gas mixtures are more stable and generate less individualized material)

Training welders on correct welding conditions and proper material cleaning may eliminate many problems.



Why can I not use pure argon in metal active gas (MAG) welding?

While it is possible to use pure argon in metal active gas (MAG) welding, the arc created is highly unstable and irregular, thus resulting in a weld with much spatter and an insufficient penetration profile. When metal active gas (MAG) welding is carried out, a small quantity of oxidizing gas (carbon dioxide or oxygen) is required to stabilize the arc and produce a strong weld. Therefore it is better to use an argon-carbon dioxide mixture.

Why are there pores in the welds?

Pores are usually created by trapped gas in the cooling welding metal. Their main causes are:

Too high or too low protective gas flow. If the flow is too high, air is carried along with the protective gas, and if it is too low, the gas is unable to protect the cooling welded metal from the atmosphere;

- Poor welding technique, large projection or wrong torch angle;
- Wrong choice of protective gas. Hydrogen- or nitrogen-containing protective gases are favorable for some materials, but may cause pores in other materials;



- Poorly maintained equipment. If the pipes have not been fastened or if there are gas leaks in the welding machine or in the torch, the air may be carried along with the protective gas. There are also certain types of pipes which are penetrable and may allow for humidity to enter the protective gas, which may cause pores in the weld;
- Surface contamination. Oil, grease, water and other contaminants on the surface of the welded metal may add hydrogen, thus creating pores.

Written by, **Marios Lolis**
 Chemist MSc, Head of the MKB Plant on Crete, Liquid & Gas Department, MBKGas



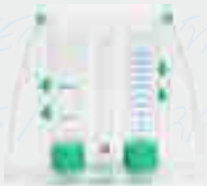
Digital Pressure Meter MyPressure 2 || code: 0806266

- Warranty: 2 years
- Arrhythmia measurement
- Large Display 71x90mm
- Internal memory for 180 entries
- Entries can be made by 2 users (90 entries each)
- Displaying the average value of the last 3 measurements
- Setting time and date
- Automatic deactivation for energy saving purposes
- Operates with 4 AA batteries
- Storage and carrying bag included



Device Ca-Mi MyTens || code: 0806390

- 2-year warranty
- Home use
- Automatic 20-min program
- 15 intensity settings
- 1 set of self-adhesive gels included
- Pain relief through electric stimulation of the nervous system
- Operates with a 3V lithium battery (watch type)



PulmoVol50' Adult Inhalation Exerciser || code: 0806263

- Ratings: 300-5000cc/sec



Children's Inhalation Exerciser PulmoVol 25 || code: 0806264

- Ratings: 200-2500cc/sec



Prime wheelchair || code: 0808839

- With fixed sides & detachable footrests
- Height adjustable sides
- With comfortable cushion
- With Drum Brake at the back wheels & brakes on the handles
- With inflatable back wheels
- With suspension anti-tilt accessory wheel



Baby wheelchair || code: 0808818

- Aluminum, folding frame type
- With removable car seat
- With removable table
- With anti-tilt wheels
- Seat dimensions (WxDxH-back): 32x37x58-75cm
- Wheelchair dimensions (WxLxH-distance from the floor): 42x78x46cm



ARRIVALS



Special reclining wheelchairs

- With adjustable sides & raisable footrests
- With comfortable seat & adjustable cushion
- With fully reclining back & raisable seat
- With anti-tilt accessory wheel.
- With medium back wheels.

0808837

46cm 40cm 55cm 150Kgr 35,5Kgr

0808838

46cm 40cm 68cm 150Kgr 41,5Kgr



Deluxe, interior spaces || code: **0809639**

- With large solid front wheels (200x38).

46cm 40cm 63cm 100Kgr 15Kgr



Interior spaces-V || code: **0808489**

- With large solid front wheels (200x38).

51cm 40cm 72cm 120Kgr 15Kgr



ZEUS, reinforced, folding || code: **0807450**

- Steel frame
- With adjustable sides & detachable footrests
- With large front wheels
- With adjustable backrest
- With safety lights
- With 2 motors & 2 batteries
- Speed: 1-8km/h
- Range: 25km
- Able to move on 12° gradient

46cm 40cm 67cm 120Kgr 73Kgr



Vulcan, reinforced, folding || code: **0806932**

- Steel frame
- With adjustable sides & raisable footrests
- With comfortable seat & adjustable cushion
- With reclining back
- With safety lights
- With 2 motors & 2 batteries
- Speed: 1-8km/h
- Range: 25km
- Able to move on 12° gradient

43cm 40cm 56cm 90Kgr 10Kgr

Τεύχος Οκτωβρίου 2014



ΚΕΣ ΟΑΣ!
ΥΗ ΟΑΣ!

Care

ΙΑΤΡΙΚΟΣ ΕΞΟΠΛΙΣΜΟΣ - HOME CARE



Hermes, reinforced, folding || code: **0808715**

- Steel frame
- With extra cushion for greater comfort
- With small break on the back
- With 2 motors & 2 batteries
- Speed: 1-7km/h
- Autonomy: 20km
- Able to move on 12° gradient



Venere, reinforced, folding, aluminum || code: **0808714**

- Aluminum frame
- With comfortable seat
- With small break on the back
- With 2 motors & 2 batteries
- Speed: 1-7km/h
- Range: 20km
- Able to move on 12° gradient



Fixed Toilet Seat || code: **0806620**

- Warranty: 1 year
- Color: Blue
- With detachable seat and detachable container for easy use
- With waterproof seat



Electric Bathroom Lift || code: **0807529**

- Warranty: 2 years
- Folding, waterproof, steel frame
- Reclining back, up to 40°
- With rechargeable battery

Net width without side flaps: 44cm /
 Net width with side flaps: 70cm / Seat depth: 46cm /
 Width: 40cm/ Height: 54.5cm/ Height adjustment: 6.5-42cm/
 Max. load: 136kg

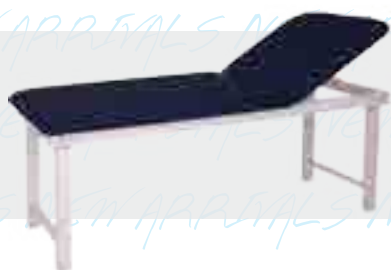


Wheeled Walker for Infants || code: **0808819**

- Adjustable by height:

Ext. width: 56cm/ Int. depth: 35cm /
 Int. width: 35cm / Patient weight: 100Kgr/ Height: 41-51cm

ARRIVALS



Examination Bed || code: **0806420**

- With paper mechanism
- Dimensions (LxWxH): 195x70x70cm



Electric Examination Bed || code: **0806421**

- Electric height adjustment
- Dimensions (LxWxH): 195x70x56-93cm



Bed || code: **0810068**
Single-fold bed, dark brown



Bed || code: **0810069**
Single-fold bed, beige



Bed || code: **0810070**
Multi-fold bed, dark brown



Bed || code: **0810071**
Multi-fold bed, beige



code: **0808511**
Adult waterproof hand cover 56cm

code: **0808512**
Children's waterproof hand cover 45,72cm



Blanket support || code: **0808866**

- Adjustable by height
- Dimensions (LxWxH): 71.5x37x45.5-68cm



code: **0808513**
Adult waterproof foot cover
Length: 58,4cm



code: **0808514**
Children's waterproof foot cover: 45,72cm

USING MINERAL SALTS FOR RESPIRATORY CARE

CA-MI and the spa centers of Salsomaggiore and Tabiano in Italy joined forces to create a new product for respiratory, skin and face care purposes.

Water, salt and iodine are not just chemicals, but they can also serve as effective tools to enhance your health and beauty, and therefore they are collected and processed directly from the richest and most famous spa springs in Italy.

Since the Roman period, the towns of Tabiano and Salsomaggiore have been known for their spa springs and the extraction of salt and iodine, which have been used for health and beauty purposes since 1842.

The spa water of Tabiano has been recognized as the water with the highest sulfur content in Europe and its spring is deemed to be one of the springs with the highest sulfur gas concentrations.

Thanks to these unique properties, Tabiano water can be used in respiratory care through inhalation of hot-humid air, to prevent and treat rhinitis, sinusitis, otitis, pharyngitis, tonsillitis and allergies, as well as to promote the natural discharge of mucus (snot) and normalize the IgA antigen (the first line of defense of the upper respiratory system).

The spa water of Salsomaggiore has high salt, sodium chloride, iodine and bromine concentrations and contains lots of other constituents with therapeutic properties.

Since the Roman period, the towns of Tabiano and Salsomaggiore have been known for their spa springs and the extraction of salt and iodine, which have been used for health and beauty purposes since 1842.



The bromo-iodine salt water of Salsomaggiore is used to prevent and combat lots of chronic inflammatory conditions affecting the bones and muscles, the respiratory system and blood circulation, as well as to treat gynecological problems, gingivitis and periodontal disease.

Scientific studies indicate that these thermal treatments can improve the functionality of the human body and are therefore recognized as natural treatment methods that can reduce the use of medicines.

Thanks to CA-MI, the traditional thermal processes of Tabiano and Salsomaggiore can now be utilized at home: sulfuric water and salts can be inhaled at home using the Vapinal hot steam nebulizer. This is a nebulizer that contains a stainless steel boiler used to create hot steam that has the same properties as those of the natural spa springs. It is used for the treatment of the upper and lower airways.



To ensure the best possible results, use the new VAPINAL device with SALSOMAGGIORE 30 BAUME salts, inhaling hot steam once a day for 24 or 12 days, depending on the type of treatment.

These are natural mineral salts extracted from the bromo-iodine salt water of Salsomaggiore, Italy, which can be dissolved in water and thus ensure the same healing properties as those of the natural spring, since the resulting water has the same composition as that used in Salsomaggiore Terme to treat nose and throat conditions.

INDICATIONS FOR USE

- It can be used to treat rhinitis, sinusitis, pharyngitis, laryngitis, bronchitis
- It facilitates nasal decongestion



INSTRUCTIONS FOR USE

Dissolve in 1l of water and inhale with the CA-MI VAPINAL Hot Steam Nebulizer. Inhalation time: 8-12 minutes. To order it, ask for the codes:

- **0806275**
NEBULIZER Ca-Mi Vapinal for HOT STEAM
- **0806284**
Salsomaggiore SALTS

Written by, **Philippos Christodoulakis**
Business Administration, Exports Department, MBKCare

The CPaP & Auto CPaP devices are used for the treatment of moderate and severe Sleep Apnea Syndrome.

MobiakCare takes the lead in the Greek market by offering the Morfeus series, i.e. the first devices which are certified by the National Evaluation Center of Quality & Technology in Health S.A. (EKAPTY) Certificate No.: 301011029.

All Morfeus CPaP-Auto CPaP devices have the following features:

- **2-year warranty**
- **Build-in humidifier with a 350 ml capacity and a specially designed safety lid**
- **Ramp function (0-60 min)**
- **Treatment logging on Micro-SD card**
- **Alarm in case of power failure**
- **Alarm in case of leak**
- **Auto Start & Stop functions**
- **Monitor brightness adjustment**
- **Practical carrying & storage bag**
- **Dust Filter**
- **Software for analyzing & printing the treatment in Greek**



The **CPaP Morfeus** device has a built-in humidifier that combines comfort during treatment and cost-effectiveness, as the user does not have to buy a separate humidifier. It has a built-in Micro-SD Card that records the daily use and treatment details, thus facilitating the monitoring of the patient's health progress.

For users looking for more comfort during treatment and additional features other than those provided by a simple CPaP device, Morfeus Soft is the most appropriate option, as it has:

- **A large 2.8" color monitor**
- **A pressure decrease function (EPS) during exhalation, for greater comfort even during high pressure treatment**
- **Apnea indicator display on the monitor**
- **Correct mask placement function**



The **Auto-CPAP** devices are used for the treatment of moderate and severe Sleep Apnea Syndrome. Their use is recommended where:

- **Apnea treatment requires different Pressure values**
- **There are intense flow restriction phenomena**
- **Treatment with a simple CPaP device is not deemed sufficient**



Morfeus Auto is an Automatic high-specification CPaP device, which ensures top-quality treatment for users.

- **A pressure decrease function (EPS) during exhalation, for greater comfort even during high pressure treatment**
- **Apnea indicator display on the monitor**
- **Correct mask placement function**

Morfeus II Auto is intended for users who seek direct and easy access to all the device parameters and data thanks to the large 2.8" color monitor. The EPS technology (SOFT function) is designed to reduce pressure at exhalation, thus minimizing the user's exhalation effort.

To order them, ask for the codes:

- **0806401** CPAP Morfeus
- **0806402** CPAP Morfeus Soft
- **0806403** AUTO-CPAP Morfeus
- **0806404** AUTO-CPAP Morfeus II



BIPAP VENTUS 20 S & VENTUS 25 ST RESPIRATORY DEVICES

BiPAP devices are used for the treatment of severe sleep apnea syndrome combined with associated respiratory diseases. Their use is recommended where:

- There is intense central apnea
- There is severe hypoventilation during sleep, COPD and respiratory insufficiency

All Ventus devices have the following:

- 2-year warranty
- A large 2.8" color monitor
- Ramp operation (0-45min)
- Treatment logging on Micro-SD card
- **Alarm in case of power failure**
- Alarm in case of leak
- Alarm in case of breathing interruption
- Display of treatment data, with digits and pressure bar charts
- Practical carrying & storage bag
- Software for analyzing & printing the treatment in Greek
- Heated humidifier (optional)
- Display on the monitor of the values of the Tidal Volume (Vt), the leak (Vleak) & the Breath Rate (BR)



Ventus 20S is a high-specification, 'S' type BiPAP device that ensures top quality treatment for users.

Ventus 25ST has a wider inhalation pressure range (IPAP: 4-25cmH₂O₂₀) and display of the Inhalation/Exhalation Ratio (I:E Ratio) & of the Minute Volume (MV) on the monitor, thus providing the attending physician with more treatment options and more detailed information on the patient's breathing.

To order them, ask for the codes:

- **0808397** BIPAP Ventus 20 S + **0806650** VENTUS Hydor HUMIDIFIER
- **0808398** BIPAP Ventus 25 ST + **0806650** VENTUS Hydor HUMIDIFIER



MOBIAKCARE GEM NEBULIZER

A nebulizer is a device used for aerosol treatment, which turns liquid solutions into a mist with fine particles that can be inhaled deep down into the airways. It is designed for home treatment and therefore it is small in size and accompanied by a carrying bag, to easily take the device, accessories and medicines with you.

Building on its long experience in medical device manufacture, MobiakCare developed a small-size, state-of-the-art and highly efficient nebulizer, with a 4min nebulization time, offered with a **5-year warranty**.

Fast nebulization, up to 50% of the time, thanks to the high-flow spray chamber.

The package includes an adult and children's mask, an accessory for nasal use, a high-flow spray chamber and a spare filter.

To order it, ask for the code:

- **0806380** MobiakCare Gem NEBULIZER

With the MobiakCare GEM nebulizer you can also use the ACQUASAL salt solution, as included in the series of mineral salts from Salsomaggiore and Tabiano which are offered by the Italian firm CA-MI.

- **0806301** Acquasal SALT SOLUTION 5ml (x20pcs)



Dear partners, this is to inform you of the updated website of the Medical Products Department www.mobiakcare.gr

You can visit the website now to find out everything about our products and the new items we receive, as well as to place your orders. Users are provided with the following specific options:

- Search per product category
- Product features next to each product
- Shopping cart
- News from the Medical Products Department
- Educational videos
- Health information
- Service-related subjects and tips

To obtain full access rights and be able to place your orders, you will only have to sign up, and we will send you your unique password.



Written by, **Philippos Christodoulakis**
Business Administration, Exports Department, MBKCare

MOVIACARE'S 'IRENE' CONDENSER

Please, **remember** that you will have to observe the maintenance schedule for MobiakCare's 5lt IRENE Condenser and 10lt Condenser every 3000 operating hours, **to ensure the longest possible life-cycle both during and after warranty.**

In short, replace the white filter (0808542), the anti-bacterial filter (0808255) and the black cabinet filter (0808254); if washed and cleaned regularly, the latter does not need replacement.

It is also suggested that you should replace the nasal cannulas (0217002) every week and the oxygen tube (0217011) every 15 days, as well as to wash the humidifier (0219002) and water trap (0217009) with mild soap every week.

It is also suggested that a patient should have two black cabinet filters, two humidifiers and two water traps, to use the clean ones when the other ones are being washed.

The maintenance schedule is included in the instructions for use of MobiakCare's IRENE oxygen condenser and on the new self-adhesive label affixed on our latest condensers.

TIPS

- Do not smoke and you should keep the device far from flames or sources of heat.
- Place it upon a clean floor with no rugs.
- Keep the device at least 50cm far from the wall.
- Use it in a clean environment that is free from humidity and toxic gases.
- Keep the device free from dust and do not use lubricants or greases.

NOTE!

Please note that there have been condensers shipped to Chania for servicing which have been subjected to improper or no maintenance, as per the schedule. This causes the following results:

- Shortens the condenser's life-cycle;
- Makes it unsafe for the patient;
- Puts our company's reputation at risk due to a possible accident or if the condenser is opened by a relative, who finds out that there are dirt, dust, spider webs, etc. inside;
- A possible failure may be deemed to have been caused by improper use, thus invalidating the warranty and leading to charges.



To avoid possible misunderstandings, you are kindly requested to observe the maintenance schedule and the basic hygiene rules when the condenser is used. Here are some photographs provided to help you understand the problem.

Written by, **Philippos Christodoulakis**
Business Administration, Exports Department, MBKCare

As part of its effort to further upgrade its range of products in the fire-fighting sector in particular, MOBIAK would like to announce its exclusive partnership with the world-famous company CEODEUX-ROTAREX. This company is renowned for its unequalled quality, which is a guarantee in the fire-fighting sector. As part of this cooperation, you will find in the current issue of MOBIAK Press a presentation of the new Fire-Fighting Systems that have been included in our range of products.

Protection System for Professional Vehicle Motors

The fire-fighting system intended, among other things, for professional vehicle motors is a totally pioneering solution aimed at protecting professional vehicles. **It is the only system that has obtained SP certification according to the SPCR 183 / SP method 4912 of the competent Swedish body.** Sweden is known to be the largest manufacturer of professional vehicles, with such leading manufacturers as MAN, SCANIA and VOLVO, and is a pioneer in professional vehicle protection. It is common knowledge globally that this trend will prevail at a European level too by adopting legislation providing for the mandatory installation of such systems in professional vehicles.



SP-CERTIFIED ACCORDING TO
SPCR 183 / SP METHOD 4912

- Protects passengers and valuable equipment
- Easy / Flexible installation
- Quick & Effective suppression
- Highly Dependable: no electricity
- Highly economical

Reduces even the most critical vehicle engine fire risks:

- Oil residue and fuel leaks
- Engine overheating
- Short circuits
- Passenger injury
- Vehicle damage & repair

THE FIREDETEC® DIFFERENCE

FireDETEC® systems use a proprietary continuous linear sensor tube that reliably detects and actuates release of the extinguishing agent using pneumatic technology. It is more flexible, space efficient and cost effective versus alternative mechanical or electronic systems.

1. Quick & easy:

The flexible sensor tubing is easily installed directly above and around the engine - closer to where a fire could start. When in service, the tubing is pressurized with dry nitrogen to 16 bar. The dynamics of pressurization make the tubing more reactive to heat.

2. Early fire detection:

If a fire occurs, the heat of the fire causes the pressurized sensor tube to burst at the hottest spot (approx. 170°C).

3. Instant suppression:

The sudden tube depressurization actuates the special pressure differential valve and instantly floods the entire engine compartment with FireDETEC® TS55 ea extinguishing agent. The fire is quickly suppressed just moments after it began minimizing damage and downtime.

It has been tested
under the most
extreme weather
conditions (-35°C),
subject to the
strictest
specifications



SP-CERTIFIED ACCORDING TO SPCR 183 / SP METHOD 4912

Fire detection in a vehicle's motor is based on the Firedetec air tube technology, and the fire is extinguished by means of custom-designed spraying nozzles. The cylinder that contains the extinguishing agent is specifically designed to withstand vehicle stresses. There is another chamber inside the cylinder, which contains nitrogen, i.e. the propellant gas, under a pressure of 200 bar. The special extinguishing agent (a mixture of water and coolant additives, etc.) is placed in the inner layer of the cylinder under no pressure, thus also protecting the inner nitrogen chamber.

Having been tested under the most extreme weather conditions (-35°C), subject to the strictest specifications, the vehicle fire-fighting system is the most appropriate solution for protecting professional vehicle motors.

NEW FIRE-FIGHTING SYSTEMS

PARTNERSHIP WITH ROTAREX

Electric Switchboard Fire-Fighting System

NEW PRODUCT



- CO₂ or FM-200 Extinguishing Agent
- Easy / Flexible installation
- Quick & Effective suppression
- Highly Dependable: no electricity or moving parts
- Highly economical

Reduces even the most critical electrical fire risks:

- Combustion from short circuits, overloading or overheating
- Extensive damage to circuitry
- Work stoppage
- Extensive cleanup if sprinkler system discharges

THE FIREDETEC® DIFFERENCE

FireDETEC® systems use a proprietary continuous linear sensor tube that reliably detects and actuates release of the extinguishing agent using pneumatic technology. It is more flexible, space efficient and cost effective versus alternative mechanical or electronic systems.

1. Quick & easy installation directly inside electrical cabinets:

The flexible sensor tubing is easily installed inside the electrical cabinet. Directly above the wires and circuitry where a fire could start. When in service, the tubing is pressurized with dry nitrogen to 16 bar. The dynamics of pressurization make the tubing more reactive to heat.

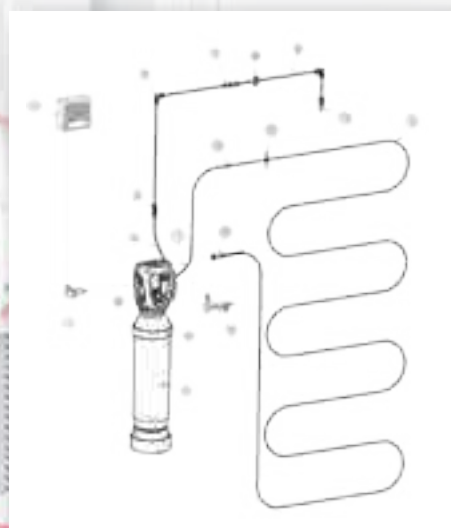
2. Early fire detection:

If a flame-up occurs, the heat of the fire causes the pressurized sensor tube to burst at the hottest spot (approx. 110°C).

3. Instant suppression:

The sudden tube depressurization actuates the special pressure differential valve and instantly floods the entire cabinet area with CO₂ or FM-200 extinguishing agent. The fire is quickly suppressed just moments after it began minimizing damage and downtime.

Pos.	Qty.	Description
1	1	Cylinder/valve assembly
2	1	Cylinder bracket
3	1	Gasket
4	1	Rubber hose
5	2	Tube fitting - straight
6	2	Tube fitting - Elbow
7	1	Cross panel-fitting
8	4	Pipe bracket (Ø8mm)
9	2	Stainless steel tubing (1m)
10	1	Nozzle
11	1	Protection spring top
12	1	Cross panel-fitting
13	20	Binding ties
14	1	Firedetec tube red (10m)
15	1	End of line adapter
OPTIONAL		
16	1	Manual release device
17	1	Pressure switch
18	1	Alarm box



Everything you need
together in one box

CERTIFIED IN TOTAL ACCORDING TO UL & FM

It is possible to use either CO₂ or FM200 as extinguishing agent, at the end user's discretion. It is superior to other solutions as it will not leave any residue in the switchboard and internal circuitry, which means that such circuitry will be functional right after the extinction of the fire.

NEW FIRE-FIGHTING SYSTEMS - PARTNERSHIP WITH ROTAREX

Based on Rotarex's Firedetec air tube , the "Alexander the Great" fixed kitchen system is added to MOBIAK's range of fixed kitchen fire-fighting systems. The fact that the system has been certified in its entirety according to LPCB evidences the top quality and reliability of the Firedetec air tube technology, both in detecting and extinguishing cooking oil fires in professional kitchens, which makes it different from other similar applications available on the market.

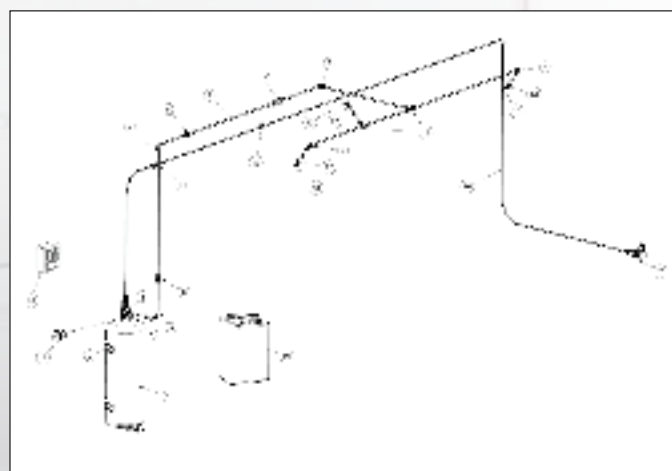


- **Highly Dependable:** no electricity or moving parts
- **Highly economical**

Early fire detection:
If a flame-up occurs, the heat of the fire causes the pressurized sensor tube to burst at the hottest spot (approx. 110°C).

The sudden tube depressurization actuates the special pressure differential valve and instantly floods the cooking area with Class F extinguishing agent. The fire is quickly suppressed just moments after it began minimizing damage and downtime.

Pos.	Qty.	Description
1	1	Cylinder / valve assembly 9 Liter
2	1	Cylinder bracket
3	1	Gasket
4	1	Tube fitting (nickel plated)
5	1	Steel hose
6	1	Tube fitting - straight union
7	4	Tube fitting - Elbow
8	1	Cross panel-fitting
9	6	Stainless steel tubing (1m)
10	4	Pipe bracket (Ø8mm)
11	2	Tube fitting - Tee
12	3	Tube fitting - straight G ¼"
13	3	Nozzle
14	1	Cross panel-fitting
15	20	Screw clips for tube attachment
16	1	FireDETEC® Tube red (10m)
17	1	Manuel release device
18	1	Pressure switch
19	1	FireDETEC® suppression agent (9 liter canister)
Optional		
20	1	Alarm box



The fact that the system has been certified in its entirety according to LPCB evidences the top quality and reliability of the Firedetec air tube technology, both in detecting and extinguishing cooking oil fires in professional kitchens

CERTIFIED IN TOTAL ACCORDING TO LPCB

Written by, **Michalis Kapetanakis**
Electrical Engineer & Computer Engineer, Exports Department, MBKFire

NEW FIRE-FIGHTING SYSTEMS

AUTOMATIC DRY POWDER SYSTEM FOR BOILER ROOMS

The central heating system boiler room is a space in a building where one or more boilers are installed, to produce hot water/steam/air intended for heating the spaces of a building or complex.

Typically, large amounts of flammable fuels, such as diesel and natural gas, are used in boiler rooms. Fires caused by boiler rooms set up on the roofs of blocks of flats or smaller buildings are common in Greece.

Where the burner and the flue gas discharge pipe are not maintained properly and regularly, they create combustion residue, posing an increased risk of combustion and/or explosion.

According to the fire requirements in force, it is suggested that an automatic fire detection and fighting system should be installed in boiler rooms and in areas where liquid fuels are stored. The law also requires that two transportable fire extinguishers should be installed in a boiler room, i.e. a 6kg dry power extinguisher and a 5kg carbon dioxide extinguisher.

To ensure protection against and suppression of fire in such areas, where human presence is impossible, MOBIAK recommends the Automatic Roof-mounted 12kg Detection and Dry Powder Extinguishing System.

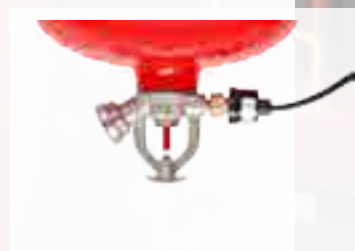
The system ensures local fire protection in the burner area, and the extinguisher must be installed at a fixed point, 2 to 2.5m above the burner.

The roof-mounted extinguisher consists of a cylinder that contains 12kg of ABC 40% dry powder under a pressure of 18 bar (with nitrogen used as propellant gas) and a built-in sprinkler nozzle, with CE certification, which includes also a discharge safety valve and is activated when the temperature of the space under protection reaches 68°C.

In practice, fire is detected by the heat-sensitive glass (activation temperature: 68°C) of the sprinkler installed on the roof-mounted fire extinguisher. As soon as the glass breaks (due to the

high temperature), the dust is sprayed by the extinguisher's sprinkler locally, in the protected area.

There is also a piezostatic switch connected to the extinguisher's sprinkler, with an activation pressure of 10 bar. The importance of the extinguisher's sprinkler is great, as in practice, upon activation of the fire extinguisher when the pressure of the propellant gas drops to 10 bar (from 18 bar), the piezostatic switch is activated and transmits a command via a suitable electric connection to switch off the burner (and block fuel supply via the electromagnetic valve, if any).



The switch can also give a command to set off an alarm, thus giving valuable warning in case of fire.

MOBIAK suggests that, when the annual burner maintenance is carried out by specialized staff, a piezostatic switch should be installed in older systems that included only a room-mounted fire extinguisher.

Written by, **Stratos Koronis**
Mechanical Engineer MSc, Exports Department, MBKFire

First aid means the immediate assistance provided to the victim of an accident or a person that got sick suddenly by a bystander who happens to be an eyewitness of the incident.

Do you know how long it takes for first aid teams to reach the place after they are called? 40 minutes? 1 hour? We all see ambulances being stuck in the middle of traffic, trying to reach the place to which they were called in time. Imagine that you are living or working in the most remote areas. How long would it take for an assistance team to reach you?

If one of your loved ones is injured in an accident, imagine how his/her chances of survival will increase if you know what you should do just when your help is most needed. The necessity and usefulness of first aid is demonstrated by studies indicating that 45% of the accident-caused deaths and 25% of the disabilities would have been prevented if proper first aid had been administered in time, at the place of the accident.

Respectively, delayed assistance in cases of cardiac arrest reduces survival rates dramatically, as the lack of oxygenation for 3 or 4 minutes starts causing brain damage, and upon lapse of 10 to 15 minutes such damage becomes irreversible if no cardiopulmonary resuscitation is administered.

To train its staff and set up the "Emergency Action Group", the management of MOBIAK, in cooperation with trained staff from the National Ambulance Agency (EKAV) of Chania, organized an 8-hour seminar on 20 September 2014 with the theme "Basic Life Support and Automated External Defibrillator Seminar" (BLS/AED, Basic Life Support, ILS Immediate Life Support, www.erc.edu.com).

Since 2003, several BLS/AED and ILS seminars have been conducted, with certification from the European Resuscitation Council (ERC). They are intended for the staff of the National Ambulance Agency (EKAV) and health professionals, while the BLS/AED seminar is also intended for certain population groups. Not only did the seminar aim to give MOBIAK's employees who attended it an opportunity to obtain CPR and AED certification but it also aimed to teach them how to administer first aid both in and out of the workplace. The seminar included both theory and practice, by the use of appropriate dummies and training defibrillators owned by MOBIAK.

In particular, the seminar was adapted to the special training needs of adults. It included a discourse, skill demonstrations, CPR practice, use of an AED, practical use of resuscitation in small teams, as well as discussion in the end. The trainer/trainee ratio was at least 1 to 4, and there was ongoing trainee evaluation.

Successful trainees were given an ERC seminar certificate, which would be valid for five years. The seminar exceeded the requirements set out in Ministerial Decision Y4a/οικ. 15576 /22.02.2007 on the mandatory training of health professionals in Basic Life Support and Automated External Defibrillator.

The trainees took an active interest throughout the seminar, as it combined top quality knowledge and a pleasant training method. The trainers were certified by the ECSI and the ERC, and were chosen from among the staff of the National Ambulance Agency (EKAV) of Chania, headed by Mrs. Emmanuela Theodoraki (MD Otolaryngologist Surgeon, ERC/RTCG SEMINAR COORDINATOR). Their material was adapted to and in line with the latest guidelines from the ECSI and the ERC.

There was a real need to conduct a Basic Life Support and Automated External Defibrillator Seminar as the fire safety and emergency teams of MOBIAK had to be ready at all times and fully trained to cope with emergencies (fires, earthquakes, etc.) and administer first aid (heart attack, fainting, etc.).

Now MOBIAK's staff can save lives as they are certified for coping immediately with heart attacks, taking action without the use of any auxiliary equipment other than a pocket mask and an automated external defibrillator.



We should take this opportunity to express our heartfelt thanks to Mrs. Emmanuela Theodoraki and all the staff of the National Ambulance Agency (EKAV) and MOBIAK for the perfect organization of the seminar of 20 September 2014.

Written by, **Antonia Mousouraki**
Chemist MSc, Head of the MKB Plant on Crete, Liquid & Gas Department, MBKGas

TRAINING SEMINARS

METHODS TO DEAL WITH AND CURE SNORING

A successful scientific workshop was held on Wednesday, 22 October 2014 at the Falthameio Institution, in Kastelli, Kissamos, Western Crete, entitled **“Snoring: How innocent is it? How to deal with and cure it”**, as organized by the Kissamos Association of Traders, in cooperation with the Municipality of Kissamos, the Holy Diocese of Kissamos and Selino and the Public Utility Organization of the Municipality of Kissamos.

Talks were given by the following physicians:

- **Mrs. Olga Voulgaraki-Athanasaki (pneumologist)**
- **Mrs. Irene Schoiniotaki-Psaraki (otolaryngologist)**
- **Mr. Georgios Tsouris (radiodiagnostist)**

MOBIAC sponsored the event and offered rich treats to the attendees upon completion. The company was represented by Mr. Droseropoulos, Mrs. Markaki, Mrs. Katsoni, Mr. Kotronakis, members of the Chania retail outlet ‘Pyromedical LTD’.

Respiratory devices, such as apnea devices (Cpap-Bi pap), along with their consumables were set up in the hall where the event was held, in the Falthameio Institution.

Upon completion of the scientific discourses, Mrs. Voulgaraki was asked to present the devices to the attendees, who then asked questions which were answered by Mrs. Markaki, Head of the Medical Products Department of the Pyromedical outlet. Mrs. Markaki also presented all the products in detail. Information leaflets and MOBIACARE catalogs were distributed.

Thanks to our company were expressed by the Bishop Mr. Amphiloehios, the chairman of the Kissamos Association of Traders and the competent physicians.



MOBIAC was once more happy to contribute to and attend such scientific events/conferences, aiming to make sure that its staff were capable of dealing with day-to-day challenges and hardships and caring for patients faced with health problems ranging from simple ones to serious conditions.

Written by, **the team of the Chania Retail outlet “PYROMEDICAL LTD”**

AN AWARD PRESENTED TO THE FOUNDER OF MOBIAK S.A.

Rotary International is a worldwide network of volunteers, a global organization providing humanitarian services. With 33,000 Clubs in more than 200 hundred countries and geographical areas, it has over 1.2 million members. The members of Rotary Clubs are known as Rotarians and implement humanitarian programs to deal with the current social problems, such as famine, poverty, illiteracy and environmental protection.

The key aim of Rotary International is to protect children from, and eliminate, polio globally. It is also an advisor to the UN on humanitarian and training programs. It works together with such international organizations as UNICEF, UNESCO, WHO, the U.S. Center for Special Infectious Disease Control and Prevention and a number of NGOs.



In rewarding distinguished businessmen in the Prefecture of Chania, the Rotary Club of Chania presented an award to the founder and Chairman of MOBIAK S.A. Mr. Emmanuel Svourakis for his year-long important and valuable social activity since 1977 in the fields of Medical and Industrial Gases, Fire-Fighting Equipment and Medical Equipment both in Greece and abroad (in over 42 countries), as well as for his social contribution in the Prefecture of Chania, as he provides employment to more than 100 individuals.

The award was presented by Mr. Christos Markogiannakis, Deputy Speaker of the Hellenic Parliament, Mr. Filis, former Dean of the Polytechnic University of Crete, and Mr. Kyriakos Virvidakis, an MP for the 'New Democracy' party from Chania.

Written by, **Apostolos Diamandopoulos**
Economics MSc, Exports Department, MBKFire

SHOW BY THE 'HOTEL ALEGRIA' SCHOOL

On 12 and 13 July, the ALEGRIA DANCE STUDIO dance school put up a dance show at REX, in Agios Nikolaos, to present its various classes and the choreographies taught in the period 2013-2014.

A highlight of the show was an amazing modern dance choreography presented by **Mrs. Marianna Diamantopoulou**, a disabled individual, together with her dance companion **Mr. Maxim Samer**, using a MobiakCare dance wheelchair (0808580).

MobiakCare wishes to thank **Mrs. Ioanna Galanaki** who helped process the donation of the Light Type Dance Wheelchair, the Head of the School **Mrs. Angeliki Gastra** and the dancers **Mrs. Marianna Diamantopoulou** and **Mr. Maxim Samer**. Following is the thank you letter from the school and some pictures from the choreography.

"We need to thank MOBIK for the donation of a dance wheelchair to our school, which made it possible for Mrs. Marianna Diamantopoulou, a disabled individual, to continue her dancing activity."

We hope that other firms offering equipment for the disabled follow suit, to make wheelchair dancing known to the wider public and eliminate the stereotypes about the disabled being confined in their homes and unable to engage in any activity."



Written by, **Philippos Christodoulakis**
Business Administration, Exports Department, MBKCare

Municipal Social Policy & Education Organization of the Municipality of Chania

The Municipal Social Policy & Education Organization of the Municipality of Chania wishes to express its heartfelt thanks to MOBIAC S.A. and its Vice-Chairman Mr. Manolis Svourakis for their kind donation which made possible the re-examination and recharging of all the fire-fighting equipment of all the social services operated by the Organization (Day care stations, Centers for the Elderly (KAPIs), Creation and Creative Activity Centers for Children)

10th Primary School of Chania

The students and teachers of the 10th Primary School of Chania wish to express their thanks publicly to MOBIAC S.A., and Mr. Apostolos Diamantopoulos in particular, for receiving the fifth and sixth graders and giving them a tour in their facilities, also providing them with information on fire-fighting and fire safety. We wish them well and may they keep up their dynamic presence in the society of Chania.

Cultural Association of Kathiana "I Irini"

The Cultural Association of Kathiana "I Irini" successfully held its "Trygopatimata" event for the 30th year in a row on Friday, 22 August, which was one of the most successful events in recent years. It was a night full of rich food, plenty of fun, dance and many surprises. We wish to thank MOBIAC S.A. and Vinolio Creta Ltd. for their sponsorships.

CENTER OF DAILY CARE - OCCUPATION OF DISABLED PEOPLE

The CENTER OF DAILY CARE - OCCUPATION OF DISABLED PEOPLE of Chania wishes to thank MOBIAC S.A. for recharging the fire extinguishers of our center free of charge.

Fire Department of Vryses

We need to express our heartfelt thanks to you for the re-examination and recharging of 16 fire extinguishers and the hydraulic testing / filling of 10 breathing cylinders used by our department, which was very useful to us.

Central Port Authority of the Prefecture of Chania, Day Care Stations,

Given our year-long harmonious cooperation, the Central Port Authority of Chania wishes to express its heartfelt thanks to MOBIAC S.A. for its valuable assistance/contribution towards maintaining a high level of safety on board the three boats of the Central Port Authority of Chania.
μείστων του Κ.Α. Χανίων.

CORPORATE SOCIAL RESPONSIBILITY

Written by, **Giannis Basiakos**
Business Research and Statistics,
MBKFire Sales Department

CONGRATULATIONS TO A PARTNER

On the occasion of this issue we take the opportunity to thank our dear friend and partner Mr. Panagiotis Albanidis for our excellent cooperation over all these years and wish him to continue down the same successful path. I will borrow an extract from the website of Mr. Albanidis' company (www.albanidis.gr) to provide a brief description of one of the oldest business partners of MOBIAC:

"In 1995, when we decided to engage in the fire protection sector, with encouragement from the late Antonios Albanidis, we had no idea of the prospects ahead of us. Our initial goal was to start a store that would meet fire protection needs, but we soon found out that our customer's needs were far greater. So we responded immediately by including in our range of products items relating to other risks.

Now, after nineteen years and based on experience and ongoing all-around information on the subject at hand (legislation, new materials, new methods and techniques), we can now argue that our company is capable of protecting its customers from all sorts of risks and catering for all their needs. That is, the needs of individuals who want to protect their properties using simple and cost-effective protective equipment, such as fire extinguishers, as well as the needs of businessmen who want to minimize the risks posed to their investments and employees by installing state-of-the-art and effective equipment, such as fire detection and fire extinguishing systems, anti-theft alarm systems, fire resistant doors, fire-fighting assemblies and providing their employees with a wide range of general and special protective equipment.

As technology keeps providing new methods for dealing with risks, our efforts now focus on keeping pace with developments, being able to provide suitable prevention and suppression solutions, which should always be in line with the law and correctly implemented, as well as ensuring their effectiveness over time.

Our company has adopted and applied a Quality Management System according to the international standard ISO 9001:2008 for the periodic control, maintenance and recharging of fire extinguishers." You will find our business partners at his outlet at **4 Ainou St., Komotini, as well as at www.albanidis.gr - tel. +30 25310 37450.**



Written by, **Sophia Psyllaki**
Electrical Engineer & Computer Engineer, MBKFire Sales Department