

## News

### Clean Agent Total Confinement Systems

p. 18



Think Green



HFC-227ea & FK-5-1-12  
Clean Agent

### Halons and Effects on the Ozone Layer

p.16



We wish you..  
Happy  
Easter &  
Happy  
Holidays

### Ceremonial New Year Pie Event 2018

p. 30

The Honorable President Mr.  
Svourakis Emmanouil



### Liquidity, the Great Trap for Companies

p. 11

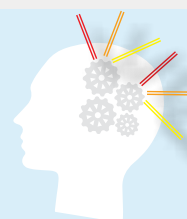


### Risks management

p. 4

### Troubles & Treatment

p. 21



### What is Spirometry?

p. 20



**MOBIACare**  
PRODUCTS  
MEDICAL EQUIPMENT - HOME CARE

### General Data Protection Regulation (GDPR)

p. 7

### Protective Welding Gases & Protection Measures

p. 22

**MOBIAK** GAS  
Liquid & Gas

*Good or  
Effective Seller?*  
p. 9

*Marketing Tips & Ideas*  
p. 8

*Interpersonal Relations  
at the Workplace*  
p. 11

*New Collaborations  
New Products*  
p. 14

*Trade  
in the European Union*  
p. 14

*Helium, the Inert  
Multi-Tool*  
p. 23

*MOBIAK Social Media*  
p. 26

*Mistakes that Kill Successful  
Businesses*  
p. 15

*About fire and other  
devastating elements*  
p. 27

*Installing a Fire Detection  
System*  
p. 28

*Social Responsibility &  
Thanksgiving*  
p. 31



# EDITORIAL

## Dear Readers, Friends & Affiliates

I wish you all Happy Easter, Happy Holidays & to have a great time these Holy Days. May the light of the Resurrection of Christ shine in the hearts of all of us. May the Divine Word and the sacrifice of the Crucifixion guide our thought to look back with Understanding, ahead with Hope, and around us with Love.

Today, Innovation is seen as an important key to Business Survival, Growth and Competitiveness worldwide. It plays an important role as it enables the acquisition of competitive advantages. Research & Development plays an important role in Business Innovation results.

At this point, it is stressed that the development of Innovative - New Products has led the company to continuously increase its export activities by consolidating and expanding continuously its market share abroad.

MOBIK's Research & Development department, in close co-operation with the Marketing Department, continuously monitors the new technologies and trends of the Greek and International Markets and fully meets the requirements of developing competitive products by introducing innovative technologies with particular emphasis on environmental protection.

MOBIK has set the goal of adopting Environmentally Friendly Products / Systems in order to reduce negative impacts on the Environment, Health, Climate and Natural Resources.

“ Research & Development plays an important role in the results of Business Innovation “

After the halting of HALON's production (1993), global research and technology has resorted to solutions and methods based on automatic firefighting following the rapid detection of hidden fires and their simultaneous suppression at the initial stage of their development, and very close to their outbreak site. This methodology is based on the ability of specific extinguishing materials, which have the specifications to replace HALON, from an ecological point of view, but at the same time are able to function as a gas.

MOBIK's Research & Development Department, detecting in a timely manner the market trend, decided to enter the field of fire protection with permanent firefighting systems using environmentally friendly gases that at the same time substitute HALON - in this edition you shall have the opportunity to read an article on the New System using HFC-227ea Gas as well as another system using FK-5-1-12 Gas.

Both HFC-227ea and FK-5-1-12 are extinguishing materials used for the total or local spraying and protection of facilities and assets and are one of HALON's substitutes, in the permanent extinguishing systems - they are environmentally friendly with zero effects on the ozone layer and greenhouse materials & they are safe to use in applications with human presence.

This new activity is already being implemented at the premises of MOBIK at Chania, and is combined with the recognized quality of the Company, which has established us both in the Greek market and in the international market (latest export of FK-5-1-12 bottles system in Iceland ). Our prices are fully competitive and the Sales Department is always available to you for clarifications as well as for your inquiries / orders.

In conclusion I would like to inform you that after many months of research our company has proceeded to the Tests & Certification of Portable Fire Extinguishers with Clean Agent Material FE36 - you will soon receive information on the available Models, their Technical Specifications, and Availability by the Sales Department.



“ Our Company has moved to Tests & Certification of Portable Fire extinguishers with the Environmentally Friendly (Clean Agent) FE36 “

In my capacity as the Owner and Chairman of MOBIK I would like, once again, to guarantee you that MOBIK fully aware of its particular role in the sensitive branches of Firefighting, Medical & Orthopedic Products and also of the Industrial-Medical Gases domain and in response to your confidence, promises

to continue its efforts for continuous Quality Upgrade as well as for the Development of New / Innovative Products - Services - Systems in full Harmonization with the Trends & Technologies of the Global Market.

Happy Easter & Happy Holidays to Everyone!



By Manolis Svousakis  
President & Managing Director Consultant of MOBIK SA



By **Magda Charalampaki**  
Chemist MSc, Quality Assurance Department

## Risks management

Risk Management is the process that contributes to the proven achievement of objectives and the improvement of the efficiency of a company's business, including product quality. It can be integrated into all processes and activities of the organization and constitutes part of the decision making process. It is the tool to make uncertainty, certainty.

Risk management must be systematic, timely and structured and must be based on the best available information, tailored to the size and style of the organization, taking into account human and cultural factors. It must be clear and unconstrained.

Its nature is dynamic, repetitive and adaptable to change. The overall objective is to facilitate the continuous improvement of the organization. Methodologies have been developed to carry out risk analyzes with a more significant approach to the international ISO 31000 series:

### ISO3100

Risk management - Principles and guidelines

### ISO31010

Risk Management - Risk Assessment Techniques

### ISO73

Risk Management - Vocabulary

Risk management is a concept that is not related to the size of the company. It can be applied to any type of company, large, small, local, exporting or multinational.

The ISO73 vocabulary provides:

#### Risk:

The effect of uncertainty on achieving the objectives.

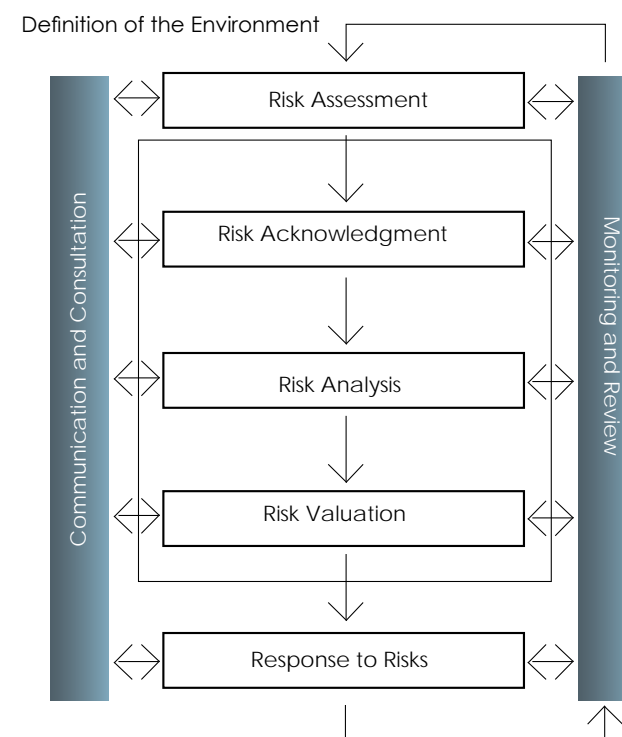
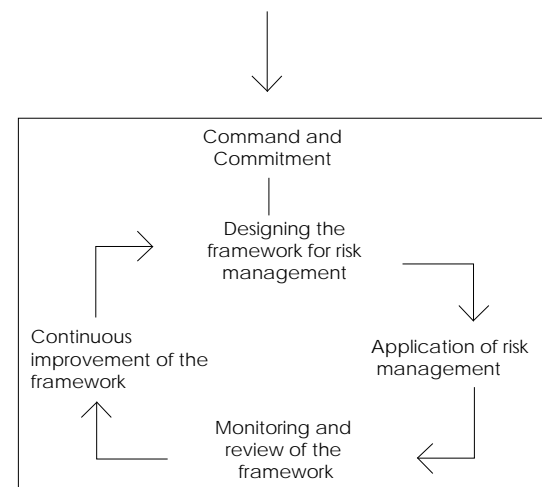
#### Risk management:

Coordinated activities to manage and control the organization in terms of risk.

The definition of risk links the risks to the objectives. Therefore, this risk definition can be more easily applied when the organization's objectives are understood and fully stated. Even when fully stated, the objectives themselves must be challenged and the assumptions on which they are based must be tested as part of the risk management process.

The risk management process is schematically shown in the following figure:

- Creates and protects value
- It is an integral part of all organizational processes
- It is part of the decision-making process
- It clearly confronts uncertainty
- It is timely, systematic and structured
- It is based on the best available information
- It is adapted to the Organization's measures
- Takes into account Human and Cultural Factors
- It is transparent and inclusive
- It is dynamic, repetitive and adaptive to change
- It facilitates the continuous improvement of the Organization



The risk analysis of a company in relation to the product relates to the coverage of the risks of raw materials supply, production process, transportation and storage as well as its operation. Similarly, it also applies to sales and purchasing services and processes, covering risks such as partner reliability, geopolitical conditions, regular control, and system implementation in process execution.

Generally:

The business risk is distinguished in the following categories.

### Financial Risk

### Production Risk

### Market Risk

### Liquidity Risk

### Credit Risk

### Operational Risk

### Political Risk

In modern economic units, the analytical exploration of the elements provides greater chances of success.

Specifically:

#### FINANCIAL RISKS

(the risk of divergence in economic performance)

The most important are:

1. The shrinkage of sales due to demand and competition shifts.
2. Cost increase due to changes in internal and external production conditions.
3. Entry of new competitors.
4. Price competition.
5. Rising fixed costs.
6. Merging of competitors achieving economies of scale.
7. Stock accumulation.
8. Rising raw material prices.

#### RESPONSE:

- Proper management of needs coverage.
- Sufficient resources and reserves' organization.
- Adjustment of trade policies.
- Rational management of the supply chain and warehouse.

In modern economic units, the analytical exploration of the elements provides greater chances of success. Specifically:



#### PRODUCTION RISKS

(The risk of production delays in both qualitative and quantitative terms).

1. Unforeseen problems of new production equipment.
2. Retirement of competent executives
3. Product success and increased in demand in excess of the production capacity.
4. Loss of key supplier.
5. Product quality problem

#### RESPONSE:

Continuous technological upgrading and quality.

#### MARKET RISKS

(It arises from the change in market prices leading to a change in the conditions for the formation of the results and the assets of the entity).

The most important are:

1. The interest rates increase.
2. Currency risk.
3. Inflation

#### Example:

- High percentage of exports to a country with a strong currency.
- Credit crisis with interest rate increase.
- Drop in property prices
- Decline in stock prices.

#### RESPONSE:

With appropriate insurance and hedging techniques (fixed interest rates, forward exchange rates, etc.)

#### LIQUIDITY RISK

(Lack of adequate liquidity and inability to repay liabilities).

#### Example:

- Change of market exchange terms with an impact on the required working capital.
- Rough increase in sales with a corresponding growth rate of necessary working capital.



**RESPONSE:**

Keeping cash at hand and open credit limits with Banks.

**CREDIT RISK**

(Particular form of risk due to customers' inability to meet their obligations.)

**Examples:**

- Invoices payment default.
- Increase in bankruptcy rates in the customer industry.

**RESPONSE:**

- Clear credit approval procedures for customers.
- Clear personalized credit policy for troubled and / or large customers.
- Tracking of customers' transactional behavior.
- Risk coverage with credit insurance or factoring.

**OPERATIONAL RISK**

(This is the risk of internal malfunctions)

**Examples:**

- Internal conflict between executives. This can cause legal friction and many expenses to the detriment of the business.
- Fraud at the expense of the business that may attract negative publicity.
- Computer system collapse and file loss.

**RESPONSE:**

Through the prevention and limitation of operational risk with clear procedures and roles with emphasis on internal control.

**POLITICAL RISK**

**It arises from the unfavorable environment defined by economic and government policies in countries with which the business transacts.**

Such as:

- Change in tax policy.
- Restriction of Capital Movement
- Social unrest.

**RISK ASSESSMENT**

The assessment is used to make decisions related to the risk importance, in order to avoid, as far as possible, the negative effects.

**RISK REPORT AND MANAGEMENT**

The company's staff must be aware of the methods of addressing and managing risks.  
Hence:

**The Board of Directors must:**

- Be informed about the risks faced by the business.
- Be aware of the potential impact on the value of the shares.
- Be aware of how managers shall respond to a crisis.
- Be convinced that the risk management process performs effectively.
- Draw up a clear risk management policy

**Managers must:**

- Be aware of the risks and consequences.
- Use indicators to monitor business activities.
- Use flexible management systems
- Report frequently to the Chairman of the Board for any new risk.

**The rest of the employees**

- Must understand their responsibility towards the risks
- Must believe in the capabilities for immediate response to the upcoming risk.

The credibility of the business plan is judged by its ability to predict and address risks. The steps of addressing a risk are:

**STEP 1:**

Risk identification through SWOT and PEST analyzes.

**STEP 2:**

Assessment of the possibility of actual realization of the unfavorable scenarios:

- Depending on the probability: 0-5%, 5-10%, etc.
- Depending on the size of the risk of investment, taking into account:
  - The value of resources being reserved.
  - The time commitment of the resources.
  - Internal risks.
  - The cost of abandoning the project.
- Depending on the nature of the response

**STEP 3:**

Estimation of time delays and escalation of impacts on business life.

**STEP 4:**

Calculation of the effects, both quantitative and qualitative, with sensitivity analysis, on selected critical performance indicators of the business and the planned investment.

**STEP 5:**

Presentation of the risk management plan that includes:

- The process of risk prevention, identification, etc.
- Risk dispersion options.
- The crisis management strategy and plan.
- The reconstruction plan

With the operational culture of immediate reaction and the organic integration of the concept of risk into the philosophy and strategy of the business, the effectiveness of the five steps is "secured".

**Successful risk management requires a combination of flexible administrative systems and modern technologies with the support of applied mathematical models linking the specific models to the actual situations. It also requires experienced, trained and competent executives.**



By **Maria Nikoloudaki**  
Chief Accountant of MOBIAK

## General Data Protection Regulation (GDPR)

The new EU General Data Protection Regulation (GDPR), adopted by the European Parliament in early 2016, is due to enter into force in May 2018. This regulation describes the rights of the person whose personal data are processed. The rights entitle individuals to greater control over their personal data.

In particular, the personal data of every living natural person must be protected, that is, any information relating to an identified natural person or any information that can directly or indirectly identify an individual, in particular through reference to an identifier such as a name, identity, position data, or data relating to the physical, psychological, economic or social status of that natural person.

Hence, it does not concern the data of legal entities (companies etc.) but the data of a Single-member company or a private enterprise legally treated as a natural person.

The term "processing" of personal data is defined as any act or series of operations carried out with or without the use of automated means on personal data or in sets of personal data such as the collection, registration, organization, structure, storage, adaptation or alteration, retrieval, search of information, use, disclosure by transmission, dissemination or any other form of disposal, association or combination, restriction, erasure or destruction. Therefore, the processing of personal data is a very broad concept and even includes the collection of personal data.

The above regulation also lays down basic requirements for the lawful processing of personal data. More specifically, data processing is legal if at least one of the following conditions is met:

The data subject has consented to the processing of his or her personal data for one or more specific purposes.

Processing is necessary for the performance of a contract to which the data subject is a party or for action to be taken at the request of the data subject prior to the conclusion of a contract.

Processing is necessary for the compliance with a legal obligation of the processing party.

Processing is necessary to safeguard the vital interest of the data subject or other natural person.

Processing is necessary for the performance of a task performed in the public interest, or in the exercise of public authority assigned to the processing party.

Processing is necessary for the purposes of the legitimate interests pursued by the processing party, or by a third party, unless such interest overrides the interest, or the fundamental rights and freedoms of the data subject which impose the protection of personal data, particularly if the data subject is a minor.

It also establishes the obligation for data processing operators to provide transparent and easily accessible information to data subjects with regard to the processing of their data.

At the same time, the New Regulation sets out in detail the general obligations of the processing entities and processors of personal data acting on their behalf. They both bear the obligation to take appropriate security measures according to the risk posed by the data processing operations they perform.

It should be noted that for companies and public authorities carrying out data processing operations involving risks, there must be appointment of a data protection officer who is subject to very strict penalties in the event of a violation of the rules.

The main purpose of the relevant provisions of the Regulation is to facilitate the subject to access administrative and judicial proceedings in order to offend unlawful processing and to claim, if desired, the remedy the harm suffered.

The Regulation adopts the principle of proximity to the data subject, providing that any person who considers that there is violation of his/her rights concerning data protection has the right to lodge a complaint with any supervisory authority.

Further, the subject of personal data may now bring to court both the entity responsible for the processing and the actual processor.



Therefore, there is introduction of the full liability of both the person responsible for the processing and of the processor, which to date did not exist, as liability was only attributable to the person responsible for the processing. The regulation of the processing and protection of personal data is tantamount to rebalancing the economic activity of businesses, but also of our daily routine for the defense of the personal data protection right. In this respect, the new General Data Protection Regulation is a new step towards strengthening the law on the protection of personal data.



# Tips & Ideas

For marketing followed in most businesses with Excellent Results!

These shall will help you make your job easier, more efficient & clever.

**Sales to Existing Customers**  
Research shows that it costs 5 to 6 times more expensive to a business to gain a new customer than make an existing one buy again. You should be aware that the best source of prospective Customers is your existing Clientele. Eight out of ten will re-opt for the same business if they are satisfied with the Product and its services.

**Sell the benefits of your product and not its peculiarities**  
It is reminded that people are buying the “advantages” of products rather than their “characteristics”. People do not buy cars, but speed, status, style, performance, or safety. They do not buy shampoos, but they buy beautiful and clean hair. Discover the most important benefit your product offers and show it on your market.

**Motivate your customers**  
Your ads must be active and not passive. Ask them to visit your store, motivate them to make a phone call, send you an email asking for information, visit your web site, visit you and see your work and products first hand. To make your marketing work positively for your business, you need to tell your customers exactly what you want them to do.

**Communicate clearly with your customers**  
You may know what you are talking about, but do your clients know? You have to understand that people do not constantly think about your business or product and that they will only pay half their attention to your ad - even when they do notice it! You should view your ad from the outside, as if you were a customer. You have to make sure that those who read, hear or see your advertisement fully understand the main message it conveys.

**Integrate Public Relations in your daily routine**  
Socialize more and meet new people (go to the gym, join a club, or participate in volunteer events). Do not forget that the customers who are most likely to buy from you are the ones who know you and know your job.

**Show out your professionalism**  
It's not enough to be a professional, you have to show it too. Start with your logo, business cards, letterhead and envelopes. A complete corporate identity makes your business look “bigger” and make you seem more professional.

**It is time to create your own Web-site**  
You have no excuse for the web site you do not have, whatever work you do! More than half of the population visit the Internet at least three times a week. E-commerce is constantly on the rise even in our country. Your on-line presence is now imperative.

**Don't just be “someone” trying to sell something**  
Let go of this mentality. Try to become a “consultant” to your client. Someone who can see their problem and can suggest reliable solutions. When your Client treats you as his or her personal advisor, sales chances increase considerably.

**Stop talking and start listening to your customer**  
If you do not stop talking, how do you know what he has in his mind and what he wants to do? Listen carefully and be polite. Even if you disagree let him tell you what he has in his mind. Apply rule, “Talk once - hear twice”. Besides, God gave us two ears and one mouth!

**Make a Marketing plan (mandatory) with annual programming**  
The “life” of a business is its customers. Without them there is no business! Marketing is the process that ensures you with more customers and bigger sales. A marketing plan helps you set your goals, shape your advertising plan, shows you the marketing tactics you need to apply, and measures their effectiveness. It essentially helps you determine the “path” you need to follow to achieve your goals.

These were some “small” marketing tips and ideas that you can apply to your business. They may not all fit your case. Try things and keep what you think will help.

And do not forget, in order for all the above to bear results, you need to apply them!

## Good or Effective Seller?

What do you prefer to be?

A sale is not deemed a sale unless it results in a deal being closed. The closing of a deal is also the most crucial stage. This determines how good is the work you have done as sellers. If the customer does not close the deal, meaning for him to sign the offer proposed to him and for you to get a deposit or settlement for the product or service offered, do not rush to deem the client booked. You have yet more way to go ...

This is because you do not know what may happen from the day you talked to him till the day of the actual purchase. Life may present him (most of the time magically) several obstacles that may delay, at the best, or postpone indefinitely, in the worst case scenario, his purchase decision.

In other words, if the customer doesn't pay, there is no deal.

In order to close a deal, you have to direct the client towards this end. Actively. Sometimes things evolve by themselves. But some other times, if you do not “push” it just won't happen. This pressure poses difficulties to some people engaging in sales. They think that if they push, the customer will back off and leave. Besides, no one likes to be pushed by a seller to buy.

Let's make it clear. Pressure is way different from persistence and interest. The actual interest in his buying something that will help and satisfy his needs and desires in the best possible way. That will give him the right solution for the undesirable situation he is experiencing and wants to change.

“No one likes to be pushed by a seller to buy “

On the other hand, if a seller calls every week to check whether the customer has finally decided to buy, adds no value to the relationship that begins to be established between them.



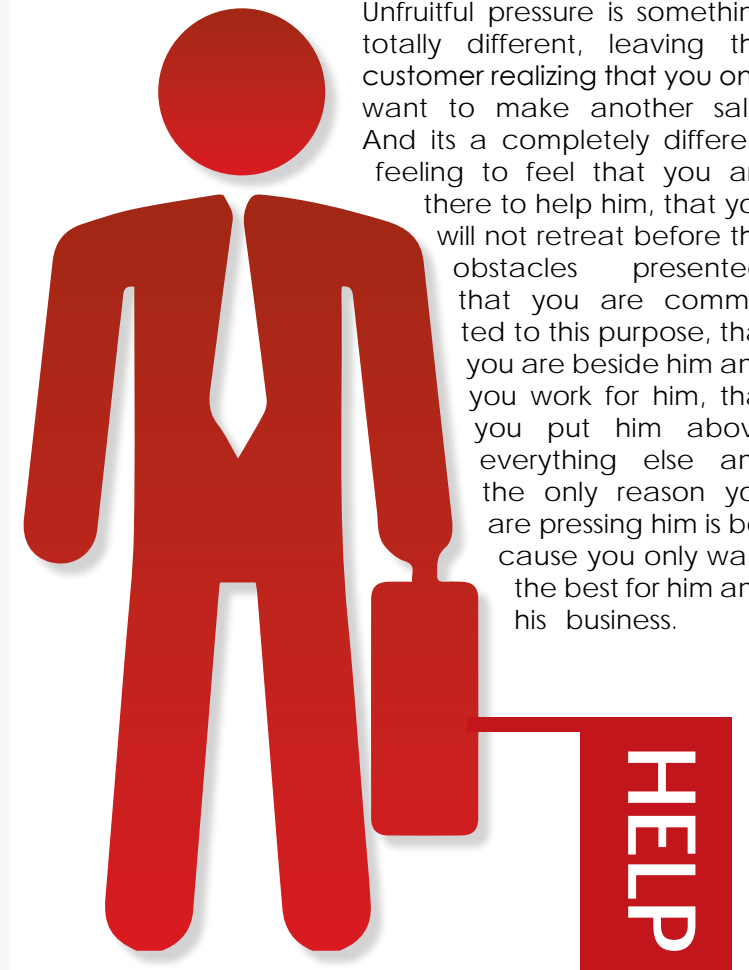
Several sellers believe that for the sale they must appear before the client as “good”, “professional”, “well-mannered”, “understanding” and “agreeable” with all the difficulties faced by the customer and his business over the period concerned.

Agree to the above, adopt them on your next sale and you will, unfortunately, find that you will not achieve the results you want.

How should you see the concept of selling pressure? Disagree with the obstacles the customer is facing. Not with the customer himself. **Do not agree with the reasons why he can not buy from you.** “Push” him to buy. Help him. Understand that he needs you. This market will help him. Make it happen. Do not allow time to mediate. You are there to face his objections.

Does he tell you that he wants to think about it? You have understood - without making any assumptions - what exactly does he want to think about? He needs more data and information to make a decision. Does he not trust you? Do not leave him without helping him make a decision. You have the complete and sole responsibility when he leaves you, to be sure that you have done an excellent job so that he has no questions as to how your product or service can help him.

Unfruitful pressure is something totally different, leaving the customer realizing that you only want to make another sale. And its a completely different feeling to feel that you are there to help him, that you will not retreat before the obstacles presented, that you are committed to this purpose, that you are beside him and you work for him, that you put him above everything else and the only reason you are pressing him is because you only want the best for him and his business.



In the question of a good or efficient seller it can be added that a seller's performance is measured only against the results achieved and not by how “good” and “well-mannered” he is, without this implying however that it is acceptable for the seller's behavior to lack these characteristics.

If you do not push to get results how can you get to higher levels of operation? How much pressure is required from you as sellers? As much as necessary to get results. Only the above characterize success in sales.





By **Alexandros Mpolanis**  
Economist - Sales Department, MOBIAK fire

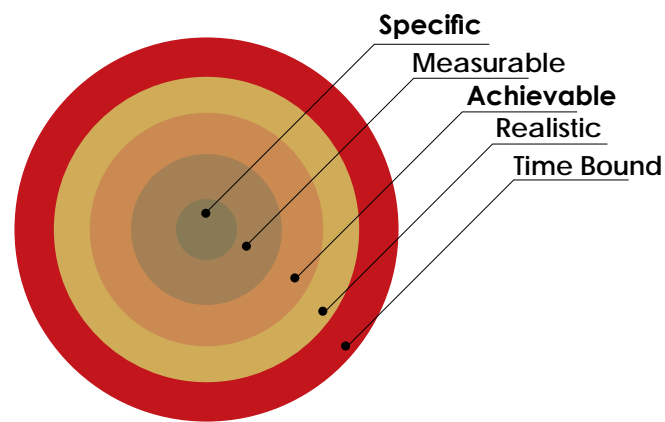
## Strategies for Successful Determination of Your Business Marketing Targets

The purpose of this article is to provide basic instructions on how to set up realistic and measurable annual, quarterly, monthly and even daily marketing goals.

It shall be able to guide you in building a plan that will show you the path you need to follow with regard to marketing. It is reminded that the actual marketing, the one that leads to turnover, is based initially on numbers and analyzes and then on creative ideas.

Numbers are the only way to really visualize the needs of a business, hence statistics are imperative. The article presents the methodology an entrepreneur needs to follow in order to set objectives, and in no way sets specific objectives or proposes a strategy with results, as each business is different and has specific needs and peculiarities. Hence, a personalized counseling approach by an expert is appropriate.

First, it is necessary to define what an effective objective is. An objective is in general useless if it is not real and feasible. In marketing theory and management, in order for the objectives to be effective and properly defined, must be SMART, that is Specific, Measurable, Achievable, Realistic, Time-bound.



In more detail:

### Specific:

The more specific you are, the more successful objectives you will set. There is a difference in "I want to make more money" than "I want to increase my turnover" or even better - "I want to increase my turnover by finding new customers."

### Measurable:

You must to quantify your objective so that you can then evaluate whether or not you achieved it. Do not use words like "much" "more", etc. In the above example, "I want to increase my turnover by 5% by finding 10 new

customers". The figures arise from studying your statistics, from the amount you will spend on marketing and from the prevailing extrinsic socio-economic conditions.

### Achievable:

The secret is to work on an objective that is difficult but feasible. Do not try to understand the world overnight - because it just won't happen and you will be disappointed. If you say, "I want to increase my turnover by 50% by finding new customers", it is utopian for a small business considering the budget it can allocate for promotion.

### Realistic:

Be honest with yourself, know what you and your team are capable of in a reasonable context. If you say "I want to increase my turnover by 50% by finding 10,000 new customers" you are obviously not in touch with reality!

### Time-Bound:

You have to give yourself a deadline. Thus you will know until when you must have succeeded so as to evaluate, for example "I want to increase my turnover by 5% by finding 10 new customers within 3 months".

Thus you will be able to set right and effective objectives. Let's examine this technique in more detail:

### Step 1:

#### Summarize your objective

The first step is to write a summary of your objective. Usually one keeps his/her objectives in his/her mind. But it is very important to record it so you can read and evaluate them.

### Step 2:

#### Categorize your objective

Usually in business most of the time, the initial objectives that can be set are: to get more people into the business, to convert these visits to sales and maintain the loyalty of new customers! Categorize your objective based on the above.

### Step 3:

#### Set specific measurable objectives.

You need to quantify your objective.

### Step 4:

#### Set a deadline

You need to define by when you must achieve your objective. This will show you how aggressive policy you must follow in your business marketing.

### Step 5:

#### Commit.

It is necessary to devote time to make marketing work for your business. Nothing works by itself. Thus, in this step you will determine how much time it takes, or how much time you want to spend to reach your objective!

### Step 6:

#### Potential Obstacle Analysis

Are there always things that can stop you from reaching your objectives? Think and design ways to prevent them!



By **Manos Stefanogiannis**  
Electrical Engineer & Computer Engineer,  
Sales Department, MOBIAK fire

## Interpersonal Relations at the Workplace

Most full-time employees today spend more hours with their colleagues than with their families. Therefore, it is important to give employees the opportunity to create quality relationships with their colleagues. There are many benefits that business owners can derive that allow and encourage good workplace relationships:

### Improved teamwork

When employees are well acquainted with each other, they are more likely to work efficiently. Watch groups that have a new member. Typically, the new member will remain somewhat isolated until everyone else get to know him/her. If you have many employees who are barely acquainted and these take on a project together, it will take some time to "break the ice" and start working well together. While the members that already know each other, they respect each other and work together to improve the project.

### Enhanced worker morale

Given how much time employees spend on their presentation, developing good relationships at the workplace can increase employee morale. This can also make work more enjoyable for these employees, with the final result not only being a more positive work environment but also an improved overall morale. On the contrary, a hard and hostile working environment will have the opposite effect.

### Higher rates of employee retention

When employees feel connected with a company, either because they have the same vision as the business leaders or feel that their colleagues have now become family members, they are less likely to seek employment in another company. Quality relationships and friendships take time to build and are a serious reason why an employee will choose to stay in the company where he works.

### Increased productivity

Happy workers are more productive. Although very friendly employee relationships can cause loss of concentration at times, a bonded workforce is generally always very productive. Employees who are attached to the company in which they work in are always trying harder to help the business grow and achieve its objectives.

Some good methods to achieve the above good relations between the employees, are provided below:

- Establishment of trust using open dialogue rather than "gossip".
- Cooperation between employees on shared projects
- Respect for the diversity of opinions. Every employee should accept a different point of view of a colleague on a subject and be open to discussing it.
- Rewarding employees for a good action made by a member of the team, but also accepting criticism for a wrong one.
- Each employee should ensure that he / she fulfills his / her duties and does not burden the other members of the team.



By **Lefteris Kiralakis**  
Production & Administration Engineer  
Import Director, MOBIAK fire

## Liquidity, the Great Trap for Companies

It has been a common phenomenon in recent years that companies have been driven into high borrowing of working capital to cover the broadening of the range of goods but also to maintain extended stock thereof. In order to increase the clientele, to achieve lower prices of raw materials acquisition and, of course, expecting to increase their profit margin. Many of these businesses have not correctly calculated the environment of intense competition that has been created, but also the increase in their spending, and as a result saw their profit margins decrease drastically. It should be pointed out here that many companies lowered their product prices, while increasing their borrowing, in order to extend their viability by competing unfairly with other companies.

A large share of the responsibility for this situation naturally lies with the banking system, which, by creating new banking products through a growing bank competition, funded many unsustainable businesses, thereby increasing its bad debts.

Over the years, with Greece entering even more into the spirals of the economic recession, the lack of liquidity of banks has greatly reduced business financing. In conjunction with the successive increases in direct and indirect taxation, which dramatically reduced consumer spending, arose, inevitably, the reduction in the turnover of companies and, at the same time, the fall in profit margins.

This is even more pronounced in companies that have absorbed increases in a desperate attempt not to close and remain viable. The decline in turnover resulting in the inability to liquidate their stocks in a timely manner led to a difficulty in servicing older loans, and thus the deterioration of their creditworthiness by banks.

As a result, there was denial of further funding or in an "ideal" case they were scarcely funded.



All of this has created a negative mentality for small and medium-sized entrepreneurs who instead of planning the growth steps for their companies that will lead them out of the crisis, consume their dynamics on how they will meet the obligations of the next day! Naturally, under this pressure, they are lead to solutions that aggravate rather than cure the problem.





By **Thodoris Mpakousis**  
Business Administration - Accounting Department

## Time Management and its Importance for Productivity

Modern lifestyles have made most people run around, overwhelmed by the anxiety to catch-up with the dozens of daily actions that must be performed, both in the workplace and for the needs of the household and the personal priorities set.

Time Management can help, if one is willing to organize his/her time more effectively. This is a topic for which books are written, and is now taught in many colleges and business studies universities. However, it can be summed up in a simple tip: Organize your daily schedule using notes!

Some tips that can help proper time organization.

The basic thing is to realize that no matter how organized a person is, time does not change and the day still has 24 hours. What one can manage is oneself and what he/she can do with the time available.



### Discover where time is wasted

The next step is to find out where there is a waste of time that could be used more productively. How much time does it take to read mail and how much time is spent on the phone? A detailed timed recording of the day-to-day activities, though irritating, can lead to some interesting conclusions. For example, one can find out what percentage of time is spent on urgent tasks, important tasks and the persons with whom most time is spent.

### The importance of scheduling

Another key tool is the schedule. Write down the tasks of the next day, as well as the key tasks of the following month. Schedule the tasks of the month gradually in a daily schedule and do not deviate from the schedule. Constant postponement of tasks and procedures that one is in reality trying to avoid, end up filling our minds with pending items, causing anxiety.

The programming process itself is particularly important. It has been proven to lead to new solutions and more efficient ways of meeting ones' obligations. Computer programs such as Microsoft Outlook as well as mobile phones can help in daily, weekly and monthly planning providing timely reminders of pending tasks.

It is useful to set the daily schedule either during the previous evening or in the morning with a cup of coffee. This helps in managing anxiety anyway, as studies have shown that just recording the activities to be performed, helps "releasing the thought load".

### Priorities

After recording, priorities must be set. If ten tasks must be performed on a given day, how many and which of them should be performed necessarily? However, once planned, stick to the schedule, and don't leave any "avoidance" windows.



### Learn how to set deadlines

Time management requires the use of a clock. There must be determination of specific deadlines both for tasks and leisure activities. For example, reading emails may "consume" an entire day if not properly managed.

### Do not waste time waiting

In a daily schedule, it's almost impossible to avoid waiting, whether waiting for a bus or a call, or waiting to meet customers etc. Prepare to make use of this time by arranging the daily schedule. Tools that can help are the PDA or the Microsoft Outlook calendar.

### Learn to distinguish between urgent and important

Important actions are those that help in achieving ones objectives and lead to long-term progress and reward. But these actions are usually not very urgent. On the other hand, many urgent actions are not necessarily important, but they need to be done in time.



By **Filippos Christodoulakis**  
Imports Manager, MOBIACARE

## Three Steps to More Effective Face to Face Sales

Many businesses are wondering why they do not achieve sales that correspond to market opportunities. The answer lies in the way they try to sell. The preparation of a salesperson, the body language and the way of communication adopted are three key points in order to increase the chances of achieving a sale. Three points that many businesses have not adopted in their business culture.

After all, the competitive advantage of businesses is no longer in the products or services, but in the processes followed and the people who work for the company.

### Step 1: Seller Preparation

#### Knowledge of products:

It is of the utmost importance to know the products and how they can meet the customer needs.

#### Knowledge of competing products:

Often, businesses with similar or identical products to yours. In these cases, the consumer is immediately given the opportunity to know prices and payment and delivery methods for the same or similar products and, ultimately, to decide on the sole basis of this comparison. In such cases, your product should provide some additional benefit in order to be selected.

Knowledge of the store Background through individual rather than general approach.

### Step 2: Body language

Body language, as a separate and fairly complex science, plays a very important role during a sale and should be taken seriously. Here, reference is made to the body language a salesperson must have, since the sale depends per 55% on the body, 38% on the voice and 7% on the verbal communication.

#### Appearance:

The first factor to be stressed is the image presented to the customer, since the first impression is the most significant one. Elements to be attended:

#### Voice:

An important selling tool is our voice and how we handle it during a presentation. The parameters that affect our voice are tone, hue, tension, articulation and speed.

#### Smile:

Smile does not cost a thing to the one who gives it and is particularly important for the recipient! When you smile to a customer, smile truly and do not fake it as it is instantly perceived.

### Gestures:

Beware of the gestures to which the interlocutor has not consented. A very friendly reaction on your part may not be acceptable by other people.

### Step 3: The way of communication

The way of communication for the presentation of our products to the customer is the third step and must be based on a methodology.

#### Approach:

The first factor to be carefully examined is customer approach and how to earn trust. For example, a welcome with a smile and a question about how we could serve him or what he is looking for to guide him is a key step.

#### Customer needs:

Explore and understand customer needs. What are the expectations and which problems must be solved. What criteria will be used in decision making.

Presentation of your proposal: Your proposal must provide a solution to the client and should be accompanied by arguments and benefits so as to be preferred.

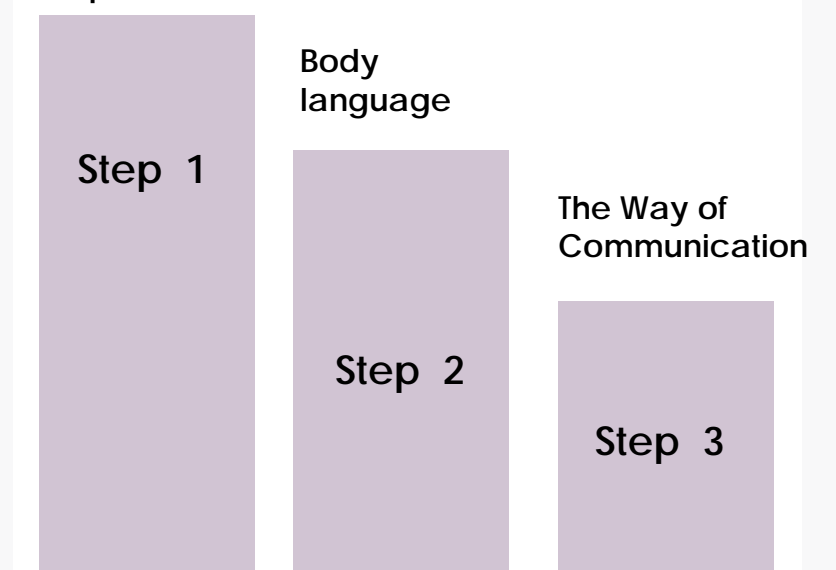
#### Objections Handling:

It is possible that the customer will object. These objections may be real or imaginary. At this point one needs to understand customer concerns and reassure customer with arguments.

#### Closing of a sale:

When objections are resolved successfully, then it is possible for the customer to show signs of being ready to make a purchase: some positive comments, some gestures or a smile

### Seller Preparation



Achieving a sale is not a simple matter and does not come automatically, but it is a function of many factors. Market knowledge, good strategy, organization, pricing, presentation, psychology, after sales service, reward, are just some of the factors involved in a successful sale and thus in the prosperity of a business. Solely the proper usage of the above is the key to success.



By **Fontas Manarolis**  
Electronic Engineer & Computer Engineer  
MOBIAK Fire Export Department

## Trade in the European Union

Trade with other European Union (EU) countries offers some key benefits to businesses in Greece. The 28 EU Member States include some of the richest and most productive countries in the world. The EU is a huge market where you can sell your products and services, it also gives you access to a huge source of suppliers.

The core of the EU is the single market, the liberalization of goods and services trade and the movement of people between EU countries.

The objective is to cooperate with other EU countries more and more to do business in your country. Access to the single market requires the acceptance of all four EU freedoms, goods, capital, services and people traffic. The single market is based on the belief that these four freedoms are conducive to prosperity. The EU is a customs union. Its members apply common tariffs on imports from third countries and can trade freely between them.

The members benefit automatically from trade agreements that the EU enters with other countries, but can not determine their own tariffs.

In order to create a fair internal market, the EU is committed to a common regulatory framework to prevent a company, or a country, from gaining a competitive advantage by exempting regulations.

Countries must promise to apply common rules and recognize the standards of the others.

This means that companies everywhere in the block can sell their products and services across the EU.

Reduced bureaucracy, for example, trade with the EU can be recorded in your VAT form in the same way as any of your sales and purchases in Greece.

### Harmonized standards

EU-level technical and safety standards ensure that if you meet UK standards, you will also meet the standards of other EU countries.

### People transit:

Citizens of Greece have the right to travel, live and work in any EU country.

### The Euro:

the strong single currency has extinguished the exchange problems faced by foreign firms.

These policies aim both at reducing trade costs and opening up markets.

By **Metaxas Drakopoulos**  
Production & Administration Engineer MSc  
MOBIAK Fire Export Department

## New Collaborations New Products

Grace to the exports to a great number of countries in recent years, we are now well aware that new collaborations lead to new products and, conversely, new products lead to new collaborations.

A key element of our success so far is, of course, the fact that we recognize the needs of the markets and cover them with new products that target each market separately. This kind of flexibility, resulting from the philosophy of MOBIAK, has helped us in particular to grow rapidly in many countries around the world.

We are constantly pursuing new challenges, investing in more certifications and new products with a view to entering more markets and further developing our export activity. We are not resting on our achievements so far and we are constantly pursuing higher and new goals.

On the other hand, our quest to trace the market needs before they emerge, leads us to the development of new innovative products before they are even requested.

It is those new products that allow many existing or new partners distinguish a lot of potential and its through the use of such products that the said partners seek to differentiate from competition. More than a few times we entered new partnerships because of some new / distinctive models.



Targeting new collaborations and developing new products is a one-way road for any modern, healthy business. In this context, and always moving on the basis of constant growth, we are soon preparing to announce many new products on our list in order to meet the needs of all our associates all over the world.

By **Andreas Klaridopoulos**  
Mechanical Engineer  
MOBIAK Fire Export Department

## Optimism for the Development of Greek Export Activities in 2018

Objective: The development in countries outside the EU

2018 launched with expectations and moderate optimism for the Greek exports, with a shift towards markets outside the European Union. The ending of recession, the rebuilding of confidence and the return of economy to a stabilization track create the conditions for a successful course this year, following the historic record marked in 2017. In particular, according to the analysis of the Pan-Hellenic Exporters' Association and the Center for Export Research and Studies (KEEM), on the provisional EL-STAT data, exports during the entirety of 2017, that is for the period January-December 2017, increased by 13.2% and amounted to € 28.46 billion from € 25.15 billion in the corresponding period of 2016. The previous extroversion record was marked 2012, when the total value of Greek exports reached 27.34 billion euros.

An encouraging development is also the rise in Greek exports to Third Countries, indicative of the shift of export businesses to new prospects, as well as the fact that many retailers businesses were established in the years of recession.

In particular, based on ELSTAT's provisional data, Greece's exports to the EU now account to 53.1% of total exports. Their share in 2016 amounted to 55.7%. On the other hand, exports to Third Countries in 2017 increased significantly, accounting for 46.9% of total exports from 44.3% respectively during the last year.



However, a prerequisite for Greek exporters to take advantage of opportunities in international markets is to remove the disincentives that domestic entrepreneurs have faced in recent years, starting with tax cuts, the complete raising of capital controls and the restoration of funding.

An important role in the course of exports is also expected to play the geopolitical situation that will prevail in the broader region as external factors of economic and geopolitical nature affect the economy.

By **Giannis Christakis**  
Mechanical Engineer  
Sales Representative of the Balkan Market, MOBIAK

## Mistakes that Kill Successful Businesses

The Arrogance of Success & Complacency

### "Nothing fails as hard as success"

Very successful large and dominant companies in the market are bankrupt. Understanding the causes of this phenomenon is very useful for businesses that are looking to be continually successful.

A first cause is arrogance to which success usually leads. Successful businesses feel irresistible, they do not learn because they think they know everything, they underestimate the young or new players entering the market, and they behave abundantly to their customers and external partners.

The second cause is complacency. That is they rest on their laurels, they do not timely change, they become conservative, and do not innovate while the environment is changing at a rapid pace. In many successful companies that increase their size inaction arises due to bureaucracy, established culture and a correlation of interests that prevent adaptation to change.

Another important reason for inactivity is the executives and employees who are oriented towards action rather than thinking. They all "dance in the hall" and never view the "dance floor" from the balcony so as to detect problems or opportunities for improvement.

The fourth cause is the trap of the "Recipes for success". This means that their success relied on proper recipes, which are then transformed into strong beliefs and stereotypes. However, the success recipes of the past or for a particular environment may be failures of the present and the future or for a different environment. These recipes may relate to management, products, strategy, marketing, human resources management, and other functions.

Fifthly, there is often a huge gap between knowing and doing. That is, everyone knows how to do the right things right, but these are not done due to the inability to design and, above all, to implement the changes. They suffer from a lack of leadership and change management. Finally, especially for businesses that are family-run, a frequent cause of failure is the inappropriate preparation of successors, entrepreneurs and senior management, who are usually the same.

The remedy to the above causes is obviously constant vigilance, alertness, foresight and the constant and timely adaptation of strategy, structures and organization, systems, culture and, of course, of the executives resisting change.

The responsibility of all of these undoubtedly belongs to every executive, but notably to the senior management - who must put in action the principle of "changed before you are forced to change" and manage through the future and not through the present and the past.





By Stratos Koronis  
Mechatronics Engineer MSc, Export Department, MOBIAX Fire

## Halons and Effects on the Ozone Layer

Ozone is a natural gas that surrounds the earth's atmosphere in a thin layer. This layer is of major importance for preserving life because it serves as a filter for the sun's rays. Without it, the consequences for the earth, the vision of the people and the plants of the planet would be irreparable.

When certain chemicals used by humans escape into the atmosphere, they are converted by the sun's rays to chlorine and bromine atoms. In their new form, these substances create a chain reaction that destroys ozone molecules.

Atmospheric measurements confirm our concern that the thickness of the ozone layer is decreasing. In fact, a few years ago a "hole" was observed above Antarctica.

Recently, it has been observed that the size of this hole is growing, posing a threat to both the inhabitants and the plants system of Australia and New Zealand.

This phenomenon has been observed more and more frequently for several decades and therefore natural ozone production in the atmosphere is no longer sufficient. Hence, the thickness of the Ozone protective layer is increasingly diminishing, which makes the protection of man and the environment problematic.

Some believe this is due mainly to volcanic and solar energy. However, the majority of expert scientists agree that **the problem is caused by substances such as chlorofluorocarbons found in refrigerators, solvents, fire extinguishing foams and halons used to extinguish fires.**

### What are Halons and how do they work?

Halons (halogenated hydrocarbons) in their gaseous form are low toxicity substances used since the beginning of the century to extinguish fires and suppress explosions.

Carbon tetrachloride (Halon 104) was first used before 1900, regardless of the fact that its derived by-products were proven to be lethal. Because of the large number of deaths caused by its use, research had begun to find a new substance harmless to humans.

Several substances were tested experimentally during the research, but it wasn't until 1947 that two new low-toxicity substances, Halon 1211 and Halon 1301, were discovered in a research conducted by the Purdue Research Foundation in collaboration with the US Army.

These substances, if used properly, are the best means to extinguish a fire.

Currently, Halon 1211 is mostly used in portable and wheeled fire extinguishers, while Halon 1301 is used in automatic extinguishing systems. Halons have proven to be very effective, low in toxicity, and do not leave any residue.



**“ Atmospheric measurements confirm our concern that the thickness of the ozone layer is decreasing “**

### How dangerous is Halon?

The property of a substance to destroy Ozone depends on many factors, and especially on the chlorine and bromine contained in the Halons. Scientists, in their attempt to make comparisons between the different components, introduced a measurement scale called ODP = Ozone Depletion Potential.

On this scale, standard freezers and air conditioning systems are ranked in grade 1. Halon 1301 was ranked among the 10th and 16th grade, which means that it has 10-16 times greater ozone depletion potential than the common chlorofluorocarbons used in cooling systems.

At international level, Halon is used much less than chlorofluorocarbons, and according to estimates, Halon is responsible for 20% of ozone depletion.

What is the effect of Halon on the environment?

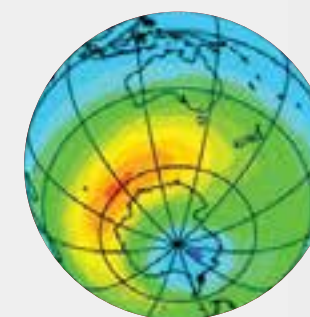
Since Halon's effects on the environment have become known, consumers and fire department specialists have begun working together to limit the use and release of Halon to the atmosphere.

It has even been proved that the tests of extinguishers and extinguishing systems are the main causes of the emission of halon into the atmosphere.

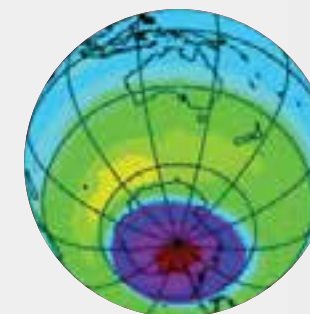
**HALONS have long been recognized as very polluting fire extinguishing products.**

In the context of initiatives to protect the environment, the competent ministries, issued unanimously special laws aimed at banning their use.

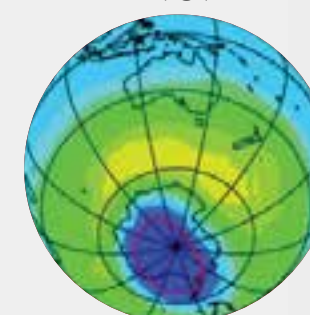
1979



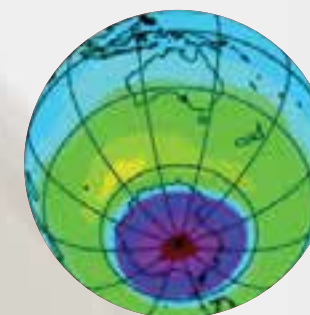
1984



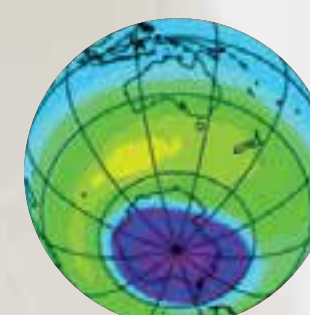
1989



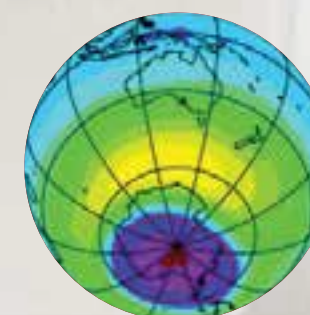
1994



1999



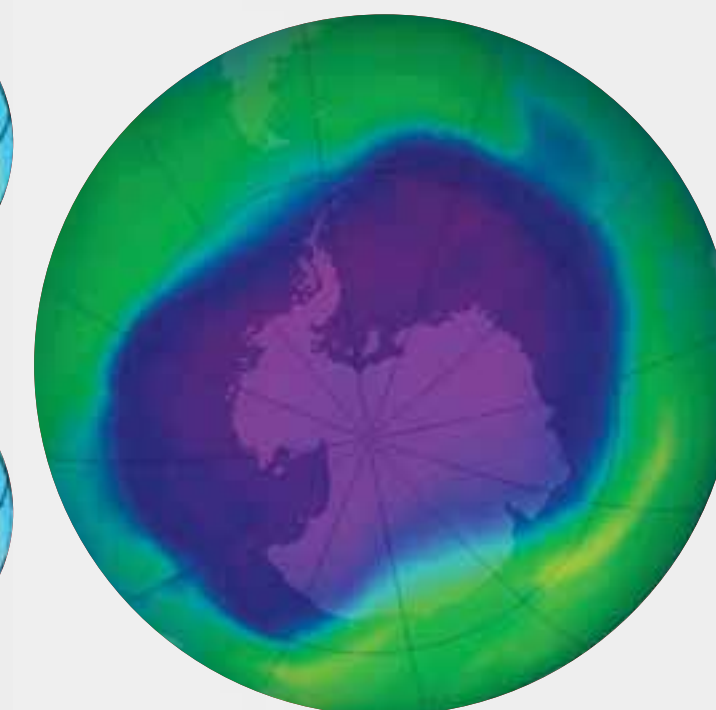
2000



### Halons Ban

Following the scientific evidence for the destruction of the stratospheric ozone layer, 120 countries agreed on the immediate ban of the chemicals that are responsible for this disaster.

**Halons used in firefighting have the greatest ozone depleting potential (ODP) and were therefore the first to be abolished.**



The photo depicts the size of the Ozone Trench in the year 2018

**DATE OF PRODUCTION DISCONTINUATION:**  
December 31, 1993

Current or future Halons users have to take into account several alternatives.

### Alternatives to Halons

- Water sprinkler systems
- Water Spray Systems, the so-called Water Mist
- CO2 Systems - Local Application and Total Spraying
- Foam Systems
- Dry Dust Systems
- Alternative Gases
- Clean Agent Systems

**MOBIAX uses clean agents in compliance with the applicable European regulations.**





By **Stratos Koronis**  
Mechatronics Engineer MSc, Export Department, MOBIAK Fire

MOBIAK has entered dynamically the field of fire protection with permanent Clean Agent systems using HFC-227ea gas, as well as with systems using FK-5-1-12 Gas.

MOBIAK is now the holder of the certificate of competence to carry out operations relating to the trade, bottling and hydraulic testing of HFC-227ea Gas Bottles, as well as their periodic re-inspection, and is now in the favorable position to be able to provide you with HFC-227ea periodic re-inspection and retreading services, as well as the following products:

- Permanent HFC-227ea for total or local spraying
- F-gas bottles and accessories
- Extinguishing HFC-227ea material tanks

The cut-offs and spare parts are certified by VDS of the recognized Rotarex firm, which we represent exclusively in Greece, while bottles are also certified as per TPED by a Construction Company that we represent in several countries. The HFC - 227ea extinguishing agent is of European origin and UL - certified.

This new activity of the company is already being implemented in our facilities in Chania, and is combined with the recognized quality of MOBIAK, which has established us both in the Greek and in the international market. Our prices are fully competitive and the Sales Department is always available to you for clarifications and your requests / orders!

### FK-5-1-12

FK-5-1-12 is an extinguishing agent used for total or local spraying and protection of facilities and assets - it is one of the substitutes of Halon 1301, in permanent extinguishing systems & is safe for use in applications in the presence of people, to extinguish both types of Class-A and Class-B fires. Gas pressure at 21 °C is 1.1 bar and favors rapid evaporation at the nozzles and rapid spraying of the entire protected area.

### HFC-227ea

HFC-227ea (known as heptafluoropropane) is an extinguishing agent used for the total or local spraying and protection of facilities and assets in the event of a fire. HFC-227ea is safe for use in applications for extinguishing both Class-A and Class-B fire types. Gas pressure at 20 °C is 3.91 bar and favors rapid evaporation at the nozzles and rapid spraying of the entire protected area.

### Properties

Τόσο το HFC-227ea όσο και το FK-5-1-12 δεν είναι διαβρωτικά ούτε ηλεκτρικά αγωγίμα και ως εκ τούτου δεν προκαλούν καμία βλάβη μέσω βραχυκυκλωμάτων ή μέσω υπολειμμάτων, σε ευαίσθητα εξαρτήματα. Είναι άχρωμα και άοσμα και είναι σε αέρια μορφή σε θερμοκρασία δωματίου. Τα μόρια τους αποτελούνται από άνθρακα, φθόριο και υδρογόνο. Απορροφούν την θερμότητα από την φλόγα, διακόπτοντας έτσι την διαδικασία καύσεως.

### Applications

The HFC-227ea & FK-5-1-12 Systems are a substitute for Halon 1301 in permanent extinguishing systems. They are efficient, cost-effective, environmentally friendly & safe for humans.

The FK-5-1-12 & HFC-227ea systems are designed to prevent or extinguish fires in situations where conventional extinguishing materials such as water, dry powder and CO<sub>2</sub> are unacceptable as they can cause collateral damages, significantly interrupt the proper operation of the businesses under protection, or pose a safety risk.

These systems are mainly installed where there are electrical installations or sensitive electronic equipment serving critical functions, the loss of which would imply both equipment value costs and costs of disrupting the orderly operation of businesses. Other applications include sites that contain sensitive or valuable materials such as museums, libraries and historical monuments.

The most suitable applications for the installation of blanket systems are computer rooms, server rooms, data centers, electronic production facilities, data processing centers and facility control - monitoring rooms. Other examples of applications include recreational craft engines, petrochemical facilities, chemical storage facilities and other industrial applications.

### How It Works

In its initial stages, when the fire focus is detected by one of the types of fire detectors (smoke and / or thermo-differential) or when the manual activation button is activated, the fire-extinguishing panel emits a fire signal.

After any adjustable time delay, the fire detection / fire alarm panel activates the extinguishing output, with corresponding electrical or pneumatic activation of the bottles. The extinguisher, still in liquid state at this point, is expelled through the pipeline to the discharge nozzles where it evaporates and directly and efficiently floods the area protected.

### Advantages

- Environmentally safe, with no impact on the ozone layer and the greenhouse effect
- Excellent price-performance ratio
- Robust construction, relatively low maintenance costs
- Rapid extinction-extinguishing
- Safe for use in places with human presence
- No post-application residues, non-corrosive or electrically conductive
- Simple design.
- Hydraulic calculations are available upon request using VDS software.
- Multi-zone protection systems can be implemented
- Due to system size, space saving is achieved
- Globally recognized and certified extinguishing materials

Available bottle sizes

- 7.5, 16, 32, 40, 50, 90, 120, 150 liters
- Nominal Pressure 25Bar at 20 ° C

### UL Certified



Chemical composition	CF <sub>3</sub> CF <sub>2</sub> C(O)CF(CF <sub>3</sub> )
Chemical Name	dodecafluoro-2-methylpentan-3-one
Chemical type	FK-5-1-12
Specific weight (20 ° C)	3.04 lbs/gal (1.41 kg/l)
State	liquid at 25 °C at 1,013 bar
Boiling point	49.2 ° C (at 1.013 bar)
Environmental impacts	Zero effect on ozone (ODP 0) Zero effect on greenhouse effect (GWP 1) Shelf life in air 5 days

### Extinguishing Concentrations (at 20°C)

Standards and Regulations	NFPA 2001	ISO 14.520
Type of Fire A.	5.3%	5.3%
Type of Fire A / High Type A Fire Risk	5.6%	5.5%
Type of Fire B	5.9%	6.5%

### UL Certified



Chemical composition	CF <sub>3</sub> -CHF-CF <sub>3</sub>
Chemical Name	Heptafluoropropane
Chemical type	HFC-227ea
Specific weight (20 ° C)	1.41 kg/l
State	gas (at 20 °C / 3.91bar)
Boiling point	-16.5 °C (at 1.013 bar)
Environmental impacts	Zero Effect on Ozone (ODP 0) Greenhouse Gas (GWP 3500)

### Extinguishing Concentrations (at 20°C)

Standards and Regulations		NFPA 2001	ISO 14.520
Type of Fire A.	% Kg/m <sup>3</sup>	6.7 0.524	7.9 0.625
Type of Fire B.	% Kg/m <sup>3</sup>	8.7 0.695	9.0 0.721
Fire Type C / High Fire hazard A	% Kg/m <sup>3</sup>	7.0 0.549	8.5 0.677

# Total Spraying Systems

## HFC-227ea & FK-5-1-12 Clean Agent





By Nikos Fragkioudakis  
MOBIAKCARE Sales Department

## What is Spirometry?

### What is spirometry?

Spirometry examines how well you can breathe and helps diagnose various lung diseases. The examination is painless and usually lasts less than 10 minutes, however it requires hard blowing.

Blow in a small device, the spirometer, which measures how much air you can blow from your lungs and how fast this can be done.

### Is it necessary to take the examination?

Yes, if:

- You are over 40 or you are or have been a smoker
- You cough a lot
- You are breathing hard when you walk quickly
- You are worried about the health of your lungs.
- You are already being treated for some pulmonary disease.

### What happens during the examination?

The nurse or doctor will show you how to blow in the spirometer before you start. It is important to blow as hard as you can during the test, otherwise the results will not be accurate. When holding the spirometer you should:

- Breathe as deeply as you can and put your lips tight around the mouthpiece
- Do your best and blow your air as fast as you can
- Continue to blow until your lungs are empty and the doctor or nurse can tell you to stop, usually after at least 6 seconds



### How will the results be?

The spirometer is connected to a computer that generates flow-volume curves. If your lungs are healthy, you will blow more air during the first second of the test.

### What do the results mean?

Your doctor will use these measurements to decide how well your lungs work. If the amount of air you can blow in the first second is low, you may have a narrowing in your airways, possibly due to asthma or chronic obstructive pulmonary disease. If you are already receiving some treatment for asthma or COPD (i.e. inhaled medicines), spirometry testing can be used to check if treatment helps your lungs function to the best of their abilities.

The test can still be used to rule out certain other lung diseases.

### Will I need another exam?

Spirometry testing is a significant measure of lung function. If your symptoms fluctuate (such as asthma), you may be asked to repeat the test at different times to know what is normal for you. If you suffer from a respiratory problem (for example, COPD), regular spirometry can help monitor your condition.

You may also be asked to do some additional tests if the doctor needs to proceed with his or her investigation to determine the appropriate treatment. In summary, spirometry is an easy, safe and inexpensive test that gives valuable information about your lung function and effectively contributes to the diagnosis and monitoring of lung diseases.



### Exclusive representation and repair of spirometers of the Italian company MIR

We would like to inform you that we have agreed with MIR for the exclusive representation and repair of the Italian MIR. Our aim and objective is to provide faster service to our customers and MIR customers in Greece and to better perform the service of our devices.

For this reason, we have visited Rome for technical training for two days 22/02/2018 & 23/02/2018, and thus the cost of sending equipment for repair inside and outside warranty will be limited if you send the devices to us and not to Italy for repair.

By Makis Giannopoulos  
MOBIAKCARE Sales Department

## Troubles & Treatment

How many times have you said or heard this expression

### My head is going to burst

The tension headache, or more simply the known and unusual headache, often "visits" us to a greater or lesser extent to each of us.

From a few hours or a few days, headaches deprive us of time from work, fun, family and friends, making our daily lives difficult and degrading the level of our lives.

Our productivity is decreasing, our mood and psychology are plummeting and social activities are limited.

The most common causes associated with the headache are:

- anxiety
- Bad lighting
- Bright light and heat
- Fatigue of the eyes (long hours of computer use especially in younger ages)
- Strict diets
- Alcohol consumption
- Smoking
- Humidity
- Sudden temperature changes
- For women, factors associated with menstruation

### Treatment:

- Healthy diet
- Reduction of hours spent on mobile and computers (very important for children and people with problems with their vision)
- Visit a physician

By Vasilis Mpinakis  
R & D Research & Development Division, MOBIAKCARE

## Technical Service Centers

**MOBIAK extends its Technical Service Centers to two other locations Athens & Thessaloniki**

The distances and the waiting time of the technical service are zeroed to the benefit of our associates through the new ultramodern service and specialized medical device technicians at our distribution centers in Aspropyrgos, Attica and Kalohori, Thessaloniki, completing 3 service centers for our partners and for the entire range of our products.

At the same time, the Medical Technical Laboratory in Chania, Crete, is equipped with new and innovative Electrical Safety Tester, flow analyzers, etc. for the fast and reliable repair / maintenance of invasive ventilators. With this system it is possible to validate the good functioning of respiratory devices & faults of all types.



**Athens**



**Thessaloniki**

Finally, MOBIAK's service responds to the demands of these difficult times by implementing a new reduced priced economic policy on new and genuine spare parts (not repaired) on non-warranty devices so that its partners now enjoy a new complete low price package and fast but reliable service.

Besides, after 41 years of service in the field of oxygen therapy, for our partners, the word reliability is synonymous with the name of MOIAK.





By, **Argyro Scholinaki**  
Chemistry MSc - Head of the Gas Department

## Protective Welding Gases & Protection Measures

Steel forms the largest and most widely used group of building materials. It covers overwhelmingly the amount of material used in the construction, from all metals and alloys together. In a previous Issue we analyzed extensively the Welding Methods as well as Carbon and Low Carbon Steel Welding Gases.

Welding science plays an important role in all technological fields. Ships, cars, metal structures require welding and soldering in particular. The advantages of welding are: material economy, complete watertightness, simplification of construction, lower construction costs, time savings, construction of composite structures that were previously very difficult or impossible with the casting method.

We have therefore mentioned the MAG welding which is the most common welding method for carbon and low carbon steel. The high productivity achieved through this process makes it ideal for the construction and production of metal structures and fittings.

We also referenced TIG welding which is less frequently used with carbon steel but is widely used for welding low steel alloys where high precision joints and excellent surface finishes are more important than high productivity.

We remind the special protective gases that MOBIAK can supply to you for both the MAG type and the TIG type method.

- Gas Admixture 92% Argon - 8% Carbon Dioxide (COR-GON 8) - MAG Method
- Gas Admixture 82% Argon - 18% Carbon Dioxide (COR-GON 18) - MAG Method
- Carbon Dioxide - MAG method
- Argon - TIG method
- Gas Welding Mixture 70% Argon - 30% Helium (VARIGON He30) - TIG Method
- Gas Welding Mixture 50% Argon - 50% Helium (VARIGON He50) - TIG Method



As with any technical process involving human resources, there are always risks and accident probabilities. In particular, the profession of the electric welders is classified as heavy duty and unhealthy because during welding work the welders are exposed to noise,

radiation, very high temperatures, electricity and various harmful chemical gases of the metals to be welded.

So there is always the risk of serious accidents and chronic health conditions in their eyes, skin, lungs, ears, kidneys and the nervous system. Safety rules and protection measures for the welding machine greatly reduce the risk of exposure. If there were no protection measures, the welding profession could clearly be considered harmful and deadly.

The employees must look after themselves and their colleagues: It is important at the workplace that electrical welders are responsible for themselves and their colleagues as they are the only ones who know better due to their training and experience the procedures to be followed and hence the risks to be encountered.

**“ The safety rules and protection measures of the welder greatly reduce the probabilities of exposure to risks “**

The use of proper protective equipment greatly reduces the risks. Suitable welding equipment:

### The Torch:

It must be lightweight, require little force to actuate, require little torque to rotate, and must have an ergonomically designed handle.

### The mask:

In any case, the electric welder must wear a special mask to protect against face burns, fumes, radiation and in any case protect the eyes.

### The gloves:

They protect against burns in the hands and electrocution - they are made from specially treated leather with internal lining

### The leather apron:

It protects the head from any collision; the outer shell is made of synthetic material with ventilation holes

### The Helmet:

Προστατεύει το κεφάλι από οποιαδήποτε σύγκρουση με εξωτερικό κέλυφος από συνθετικό υλικό με σπές αερισμού

### The glasses:

Protect eyes from ejecting materials.

### The View Disk:

Large enough so as not to hinder visibility

### Boots with Steel:

They protect the legs against drops of heavy items and from fire or burns.

### Welding Glasses:

In gas welding (oxygen). Essentially, this refers to Mask-type glasses, whose colored lenses can be lifted when no welding is performed.



By, **Eli Manarolaki**  
Chemical Msc - Sales Department, MOBIAKGAS

## Helium The Inert Multi Tool

**Since a solar eclipse in 1868, scientists began to detect the existence of a new element that later turned out to be helium.**

The answer is simple. It is the first element discovered for the first time outside and far from the Earth, and notably on the Sun. French astronomer Pierre Janssen traveled to India to study the Sun's eclipse of 1868. He landed at Madras and the English governor of the area told him to set-up his telescope wherever he wanted. And he did. However, from the observations of August 18, there were some lines in the spectrum from the sunlight that did not correspond to lines known till then. At the time he didn't pay much attention, he didn't even name it.

Two months later, another Englishman, this time an astronomer, Norman Lockyer, paid more attention, calling it helium.

Many laughed at them for years, and its existence on Earth was only certified in 1895.



Helium is used in the cryogenic (it is its primary use, consuming about 1/4 of its production) and in the cooling of superconductivity magnets, with a special commercial application on MRI scanners. Helium is a colorless, odorless, tasteless and non-toxic gas. It has the lowest boiling point than any other chemical element, it is the only liquid that can not be frozen just by lowering the temperature.

Liquid helium reaches a temperature of -269 degrees Celsius and is therefore used in magnetic resonance imaging equipment (MRI). At these temperatures, the metallic conductors exhibit very low ohmic resistance, thus small energy losses, and we can eventually have the magnetic field with the intensity we want, since this is created by the passage of the corresponding electric current. For the successful diagnosis of diseases such as cancer, the medical community requires imaging technologies that provide high contrast and highly detailed aspects of the internal functions of the human body.

**Magnetic tomography** (MRI) is a revolutionary medical imaging technique that provides unprecedented levels of purity, especially when soft tissues such as the brain or the muscles are scanned. And contrary to traditional X-rays, MRI does not expose the patient to radiation. However, to function properly, magnetic tomographs require continuous delivery of a cryogenic product to cool the magnetic coils on the scanners.

This gives the coils superconducting properties. The result is that the electrical current can flow through the coils without resistance, thus allowing the generation of magnetic fields of great intensity. Liquid helium is the only medium that is cold enough to promote superconductivity in metals. Another challenge for the imaging sector is operating time. Given the high initial investment and the high cost of operating MRI equipment, hospitals want to minimize maintenance time and the time the equipment is out of service.

In another medical application, a mixture of oxygen and helium (Heliox) is used to help patients with blockage in the upper respiratory tract, because the helium, being very light, can penetrate much easier where there is an obstacle. It is a gas found from the Sun to the depths of the sea. Where divers, to prevent excess oxygen from entering the brain causing high-pressure nerve syndrome (HPNS), mix it with helium, while under the 600 meter Hydrex (hydrogen-helium-oxygen) mixture is used. It takes helium to cool and to keep hydrogen and oxygen in the liquid state when used as fuel for rocket propulsion. Also, about 96 tons of helium are used in CERN's Large Hadron Accelerator (LHC) to keep the proton-holding magnets at -271.3 degrees Celsius, thereby minimizing heat losses from high-volume currents. Helium is used in fiber optic construction, where it helps to diffuse the glass properly, but also in the construction of pure monocrystals for integrated circuits, where it helps to create the proper inert environment. Lasers with helium - neon are the machines that recognize bar code codes in today's department stores.

**MOBIAK Portable Helium Bottle**



**But we have not yet learned why helium is changing our voice ...**

In order to speak, air from the lungs passes through the larynx and meets our vocal chords that have a horizontal orientation and makes them oscillate. Their oscillation mobilizes the molecules of the air around them and there, as when we whistle, resonances are created and sounds are produced at different frequencies. So when the gas environment of the vocal chords changes, they are pulsing in the same way, but the wave propagation changes significantly. Such a light gas as the helium allows the propagation of the waves much faster, three times faster, so the frequencies of resonance in the channel from the vocal strings to the mouth change too. The lower frequencies (ie the bass) are cut and only the pitched ones are highlighted. On the contrary, with gases like xenon or sulfur hexafluoride you sound like a baritone.



By, **Dimitris Mousourakis**  
Accounting Department

## Annual Regular Leave - E11

### Announcement of annual regular leave E11 data

Each employer has to keep a special book, which can also be in the form of computerized pages. The special book or the computerized pages must bear the business details, the "Leaves Log" marking and include the following columns:

- **Name of employees**
- **Employment date**
- **Number of leave days**
- **Date of commencement and expiration of a leave**
- **Leave waiver**
- **Paid Leave allowance**

In particular, leave and leave allowance shall be completed in full by the end of the relevant calendar year of the normal leave. The above data must be available to the Labor Inspectors of SEPE who exercise the control and supervision of the application of the present. The employer is obliged to notify electronically to the information system of the Ministry of Labor, Social Security and Welfare SEPE-OAED-IKA-ETAM, under the name "ERGANI", in January, the data of the employees who received the annual leave and the leave allowance during the previous calendar year".

Consequently, each employer is required to disclose in electronic format on the ERNAN system, through the electronic form E11, in January (from 01/01 to 31/01 of each year), the details of the employees who received the annual leave and the leave allowance during the previous calendar year year and are registered in the Leave Book.

Employers include those mentioned in the Greek Public Administration Register of the Ministry of Administrative Reform and eGovernment, employing part-time employees (of either fixed or indefinite term).

The Book of Leaves is intended to capture the true image of the business, all employees of the company should be registered, since the provisions on annual regular leave are mandatory and therefore all employees are entitled to it. Therefore, on the basis of the data entered in the special "Book of Leave" regarding the entitlement and the days actually authorized for the total number of employees and in accordance with the actual remuneration paid and the leave allowance, form E11 will be completed accordingly.

#### In particular:

If all the legally authorized leave was granted within the specified time frame, there is an obligation to fill in the corresponding columns of Form E11.

In the event that the whole of the legally authorized leave was not fully granted within the prescribed period, the number of days of leave (if any) and the actual paid holiday pay and allowance shall be filled in, among other things. In the event of a termination of the employment relationship (in particular, termination or voluntary retirement) in any way prior to the granting of the full leave, in addition to the completion of the relevant columns of Form E11, the reason for the failure to grant the total entitlement shall also be reported.

If the reason for not granting all or part of the leave entitled is the fact that the employer can not, as in the case of long-term illnesses, grant special leave due to pregnancy / maternity, unpaid leave, military service, etc., of the worker, then in addition to the completion of the relevant columns of Form E11, there must be indication in the column of remarks of the reason for not granting the total leave entitled.

If within the same work year an employee has multiple employment contracts with the same employer, as in the case of tuition institution where in the same year there is the remainder of the fixed period contract of the previous year and the beginning of the current year contract, and because this cannot be reported in E11 in different columns, nor it is possible to create a second entry for the same employee, the number of leave days and the leave pay-allowance entitled by the employee for each employment contract must be indicated in the same column as the total number of days of leave (column of the number of entitled "days of leave"), and the single column of remuneration and allowance must indicate the total remuneration and the total allowance paid. The comments should indicate that there are two leaves due to the two contracts.

If an employee is employed for a few days (ie recruitment in late December - recruitment and voluntary retirement or termination within a very short period of time) so that he is not entitled to days of leave, but he / she is entitled to a fraction of his / her earnings and leave allowance then the entitled leave and provided leave column shall indicate "0" zero, while the corresponding remuneration and leave allowance columns shall indicate the respective amounts. The reason for the zero leave should be written in the remarks.

#### ATTENTION!

- The form does not require a signature from the employee giving rise to "scanned" document issues
- In the case of a five-day work system the columns 'Number of days entitled to regular leave' and 'Number of days of normal leave granted', refer to working days without the 6th day of the week, as opposed to the column "Leave remuneration", which should include the 6th day.

By, **Thanasis Mpadiertakis**  
Accounting Department

## Business Model Canvas

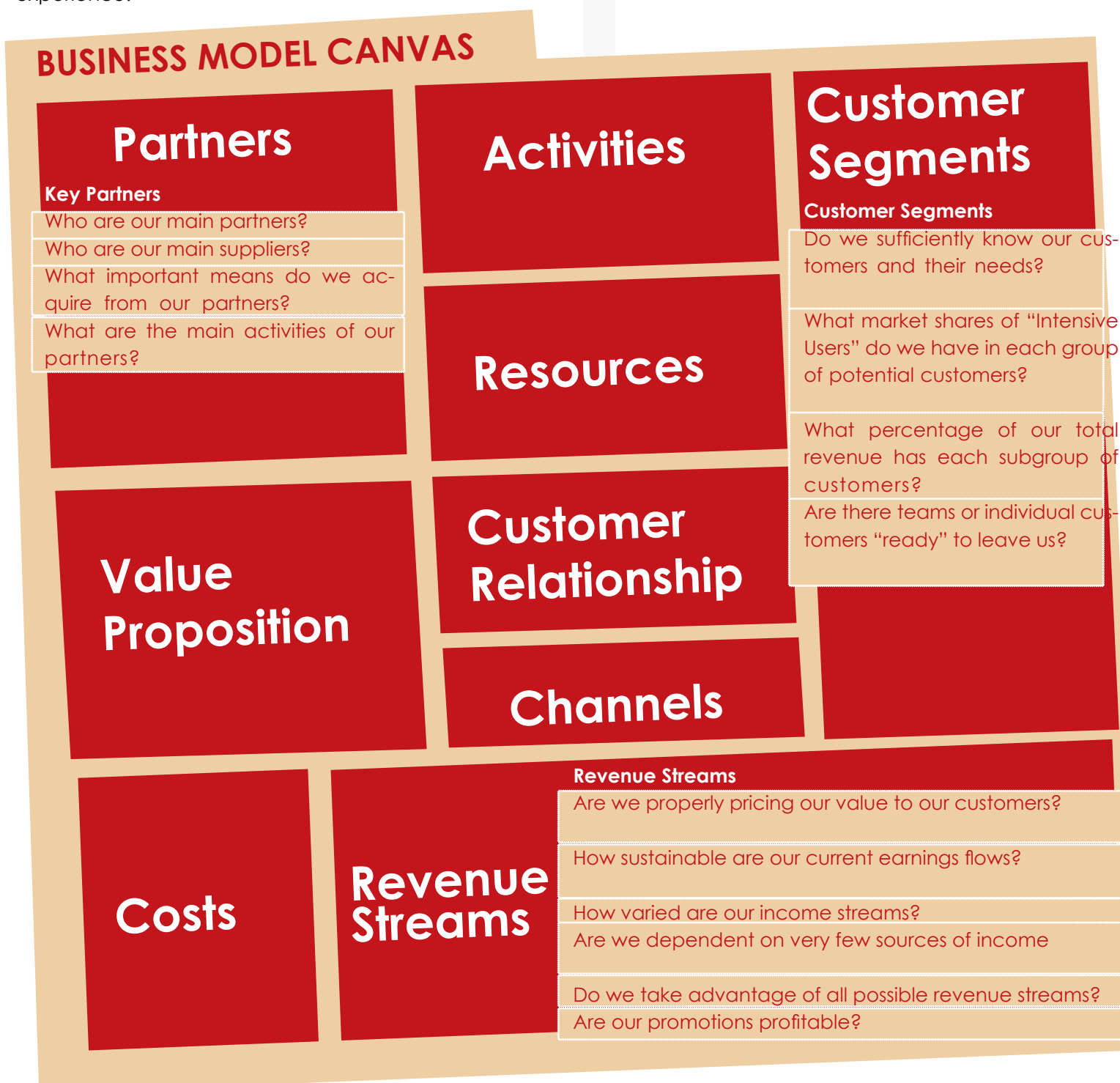
A different kind of entrepreneurship that aims to improve marketing and more generally any business effort.

Canvas is a popular visual tool for shaping the strategic development of a business idea. This particular model specializes in confronting the conversion of the business idea into a credible business proposition. It is worth mentioning that the idea stems from the members of KEMEL (Volunteer Management Center of Greece), a center made up of active and former senior business executives who aim to help businesses through their know-how and business experience.

**This model attempts through a series of questions to present, troubleshoot and activate the thinking and perception of each entrepreneur - business, aiming at improving their business effort and aiming at profitability.**

The following table is based on the proposed methodology of the inventor of the business model canvas (Alex Osterwalder) who, through a series of questions, looks for the answers that can give us the desired result.

Below we see the table depicting the questions that are intended to improve the business effort.



The purpose of each model is to emphasize the thinking or the ability of one to think creatively, and to use his inspiration and imagination to produce new ideas and solve problems by seeing them from different perspectives.



By, Apostolos Diamantopoulos  
Economics MSc, Export Department, MOBIAK Fire

## Inventions in Ancient Greece

### Fire Pump

#### What is it

The fire pump was a twin depressible piston pump for continuous water flow. No date has been saved for this discovery, but we know that its inventor was Heron the Alexandrian.

#### Inventor

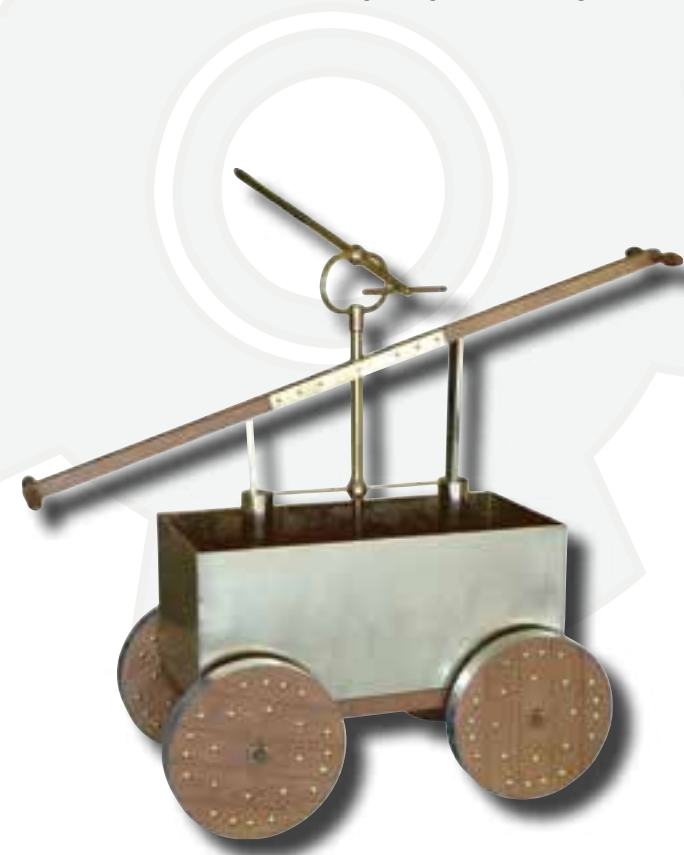
The inventor of this fire pump is considered to be Heron the Alexandrian, who was an engineer, a physicist, and a geometer.

#### Uses

This fire pump of Heron was used for fire extinguishing, ie for extinguishing large forest fires or for smaller fires.

#### How It Works

It consisted of two pistons reciprocating with the help of a modular joint handgun within two vertical cylindrical vessels immersed in the (probably wheeled) water reservoir. The non-return water inlet valves were on the raised bottom of the vessels and non-return water extraction valves were located at the base of the water extraction pipes. The pipes converged on a common vertical pipeline. The conductor at its end brought an intelligent (horizontally and vertically) rotating cannula arrangement with a nozzle that allowed precise targeting of the target.



#### Applications today

This fire pump of Heron was used for fire extinguishing, identical and unaltered, up to the last century by all modern states.

By, Myrto Koumi  
Creative Department, MOBIAK

## Social Media

MOBIAK is constantly developing and evolving. Always close to developments and new technologies, we are pleased to announce the creation of the new **Social Media of the company.**

The aim of the department is to inform our associates and customers about new issues concerning our company and to enhance the company's extroversion.

In our channels we will certainly find a number of pleasant hangouts, thus grabbing the opportunity to interact and get to know our audience even more, as well as to share their needs and opinions in real time.

Each section of MOBIAK (Fire Equipment, Medical Equipment and Industrial-Medical Gases) has its own profiles on social networks

**Facebook, Google+, You Tube, Twitter, LinkedIn & Instagram.**



Search for us on the following social networks with the names that represent the corresponding departments of MOBIAK:

MOBIAK SA



The New FACEBOOK Firefighting Page  
You will find it with the following logo



By, Alexander Nakos  
MOBIAK Fire Export Department

## About fire and other devastating elements

Fire has played a decisive role in the evolution of mankind, sometimes with a positive and sometimes a negative sign. Fire is the one that allowed humans to survive in the harsh and demanding conditions of the ice age, when the ancestor of modern human fought his fight for survival. In the fire for the first time - perhaps randomly but definitely in a decisive occurrence - the meat was roasted, which, according to many anthropologists, was the one that gave the impulse (at the same time, of course, with manual labor) to the development of the human brain. Fire is the one that turned man from hunted to hunter, from food to wild beasts, or hungry picker to a sour carnivore.

In the furnace of fire, the first finishing metal tools after the Neolithic era (the copper age, iron age) were carved and shaped, which marked the beginning of the absolute dominance of the human species on nature and the stronger races on the weaker. The fire is ultimately the driving force even of the industrial revolution, since the power of fire was the one that essentially driven the locomotives and internal combustion engines, which gave the enormous boost of mechanized production and mechanized transport.

The fire is inseparably bound to the history of mankind, it has been given divine and religious dimensions and has influenced in an unparalleled way man's life and everyday life, as long as it appears and remains under controlled conditions.

Under uncontrolled conditions, it is one of three uncontrollable and destructive elements of the universe:

## FIRE, WOMEN AND SEA

The third of the disastrous elements escapes from the purposes of this article, and the second one does not need any particular explanation, as all of us (the representatives of the "strong" sex) have been the victims of its destructive (and creative, to be honest) force. .. the first and the second of the three devastating elements often co-operate in a harmonious concord for the destruction of their unsuspecting victims, is there anyone who has not been "set on fire" by a woman? The third of the elements seems to be the only one capable of appeasing even to overcome the second devastating element, hence the proverbial expression "let her jump in a lake and drown... I won't spend time with her..." The first and third elements are mutually exclusive and complementary to achieve the necessary balance.

However, the second and third of the devastating elements, especially for the second, thousands of poems, books and songs were written, countless crimes, wars and disasters have been made, and the causes of its devastating impact have not yet been thoroughly explored and in the writer's opinion neither will be (a creature that can inter alia fit in pants two sizes smaller is really scary and unexplained.) Fire, on the other hand, can be examined, understood, used for ones purposes, and when it escapes, it can be controlled and "tamed". For the other two elements, from my current knowledge, no such treatment has yet been found.



41 Years of Experience  
**MOBIAK S.A.**  
1977-2018

This is what MOBIAK is trying to do for 41 years: study, understand the mechanisms of fire and its extinction. With its experienced scientific and technical potential, it strives to create and produce new products that will contribute to controlling and extinguishing the uncontrolled consequences of fire, making them accessible to people in all parts of the world. To this end, MOBIAK's staff is committed to contributing to better understanding and fighting the consequences of the destructive element of fire. We'll leave the other two forces to the brave souls!!!





By, **Giorgos Theodorakis**  
Fire protection

## Installing a Fire Detection System *Conventional*

Proper design of a fire detection system and application of the design are perhaps the most basic fire protection areas of a site and fire prevention means. When installing these systems, we must follow some basic steps following the approved fire protection study.

### Installing Fire Alarm Panels

The fire alarm panel is placed in a low risk area, in a position that is visible and easily accessible by staff. In large, mainly, installations it is required to place repeater panels, so that the fire alarm readings and the actions taken to deal with them inform others.

### Installing Detectors

Each type of detector, depending on its mode of operation, must be placed in the room following some rules.

### Smoke and Heat Detector

The maximum coverage area and the maximum distances between the detectors are determined by the European Directives of the EN 54 series as well as by the Greek fire protection regulations for buildings. Smaller distances or coverage should be applied if the manufacturer's instructions require it. Maximum coverage area 50m<sup>2</sup> per detector - Detector distance to detector not more than 15 m on the aisles or not more than 12.5 m in other areas - Detector distance from wall not more than 3.5 m The best performance of the smoke detectors is if it is placed so that the detection chamber be at a distance of 5 to 60 cm above the roof level. Temperature sensors perform well if their sensors are at a distance from the top 5 to 15cm.

### Beam Detectors

There are two kinds of beam detectors. Those consisting of separate transmitter and receiver components and those that the transmitter and receiver form a single set and use a mirror on the opposite surface of the space.

The first category covers areas of 10 to 100 meters, the second 5 to 500 meters. The detector should be placed in the appropriate place to detect smoke as quickly as possible in case of fire. Response time depends on:

- **The location of the detector within the space we want to cover**
- **The amount to be produced by the fire**
- **The construction of the roof**
- **Any ventilation devices exist**

We should not place beam detectors in places where:

- **There is a lot of light in normal conditions**
- **There is excessive dust, smoke or water vapor in normal conditions**
- **There are abrupt changes in temperature**
- **The mounting surfaces of the transmitter and the receiver vibrate or move**
- **The detector can not be fixed or aligned correctly.**



### Flame Detectors

They are usually placed on the wall, at a height, so that there is no obstruction between the mirror and the surface they need to cover. The manufacturer provides data on the coverage angle and the distance at which flames of 0,1 and 0,4 m<sup>2</sup> are detected.

### Gas Detectors

The location of the initial concentration of the explosive or toxic gas depends on its molecular weight. Gases of molecular weight greater than 29 are gathered near the ground, light gases, those with a molecular weight of less than 29, are concentrated at the top. If the gases to be detected are heavy, then the detectors should be positioned approximately 15-30 cm above the ground and up to 4 meters horizontally from the point of possible leakage (according to manufacturer's instructions). Between the possible leakage point and the detector, there should be no obstructions such as furniture that hinder the movement of the air. For detecting light gases, the detectors are placed approximately 30 cm below the roof. Care must also be taken to ensure that the detector is not exposed to excessive humidity and where it is in danger of coming into contact with the water. Gas detectors can be connected to the panel in the same zone as other detectors or pushbuttons. However, due to the difference in the electrical installation and the different treatment that the gas alarm will most likely require, it is preferable for gas detectors to be placed in different zones, independent of other type detectors or fire detection knobs.

### Manual Activation Buttons

Although manual activation buttons and automatic detectors can be connected to the same zone, it is preferable to design the system with the buttons in separate or separate zones from the beginning. This can make it easier and faster to identify them. The manual activation buttons must be placed on the escape routes, at the points that end up stairways and at all the final exits, that is, they lead out of the building. The manual activation buttons must be placed in such a way that no one in the building needs to travel more than 30m to give the alarm. They should also be placed at a height of about 1.5m from the floor, in accessible and visible parts. If the building is multi-storey with similar floor construction, the buttons must be placed in the same locations on each floor.

### Optical and Sound Alerts (beacons-horns)

Their main purpose is to alert everyone in the building to the fire alarm to prevent them from leaving. There are some rules provided in the Fire Safety Regulation, which help to correctly calculate the positions and the number of sirens.

- **When the building is multi-storey or consists of several fire compartments, then it needs at least one siren per floor or firebox.**
- **The volume of the sound should not be as strong as to cause permanent damage to hearing.**
- **The number of sirens in a building is such that the desired sound level is produced, but in no case should it be less than two.**
- **Sirens must necessarily be divided into two separate circuits. Even if one circuit fails, some of the sirens will work in the event of a fire alarm.**
- **The optical markers must be placed in positions that are visible from all directions.**



By, **Sakis Mpodosas**  
Head of Distribution Center of Northern Greece & Balkans

## Safety Shoes & Their Importance

Safety at work. A phrase heard very often. But how much do we really realize its significance?

It is important for all, employers and employees to understand the importance of safety. It concerns the integrity and the very substance of a person and should in no case be treated as compliance with any legislation. When a worker feels confident about the safety of his protective equipment, performance improves, unless he is constantly alert to possible dangers.

There are two major types of work-related lesions in the legs. The first category includes injuries caused by perforation, cracking, crunching and cuts. The second category includes injuries caused by slips, trips and falls.

Since foot accidents are part of a worker's life, the best practice would be to identify potential hazards in a workplace. Is the soil slippery? Are there sharp edges or loose nails? Are heavy or moving machines involved? Is electrical voltage involved? Only by recognizing possible dangers can one choose the right safety shoe. It is also important to remember that by choosing the right safety shoe the worker remains safe from accidents but at the same time comfortable and confident so he performs best in his work.

All work shoes, both for men and women, whether safety or not, should provide comfort without compromising on safety. In addition, safety footwear must comply with EN ISO 20345: 2011 or another equivalent standard depending on the territory.

#### Safety Shoe Mark & Definition

**SB** – Toe protection with impact resistance up to 200 Joule

**S2** - Toe protection with impact resistance up to 200 Joule, anti-static, energy-absorbing heel and water-resistant top

**S4** - Toe protection with impact resistance up to 200 Joule, antistatic, energy absorbing heel and waterproof

**S1** - Toe protection with shock resistance up to 200 Joule, anti-static and heel-absorbing power

**S3** - Toe protection with impact resistance up to 200 Joule, anti-static, energy-absorbing heel, water-resistant top and tread guard (Metal, Aluminum or Kevlar)

**S5** - Toe protection with impact resistance up to 200 Joule, antistatic, energy absorbing heel, waterproof and tread guard (metal, aluminum or Kevlar).



By, Apostolos Diamantopoulos  
Economics MSc, Export Department, MOBIAK Fire

## Sponsorship of MOBIAK

Another major investment was completed for the Panakroterios team, as the instruments and equipment of the Gymnasium of the Kathiana Stadium were placed in the specially designed space next to the changing rooms of the Academies.

A full Gym is available to our teams, adding plenty of possibilities to our coaches and footballers for even more specialized and quality workouts.



This is another important sponsorship of MOBIAK and Mr. SVOURAKIS, an offer to the football club of Akrotiri, for which we thank him from our heart. His continued contribution to infrastructure, facilities and developmental ages gives us vision and fills us with hope.

## New Year Pie

In the presence of our honorary president and inspirer, the 2018 pie was cut in Chania 19-01.



## Corporate Social Responsibility & Thanksgiving

Sports Club Ionikos of Nicaea  
The Management Committee of the football section of the Sports Club Ionikos of Nikaia, the Sponsorship and Public Relations departments and, in particular, the President of the D.E. Mr. Apostolos Makis, thank you very much for the kind sponsorship of our team: FIRE EXTINGUISHING - Karapatas Giannis and MOBIAK SA, concerning:  
1. Medical oxygen bottle 3 liters  
2. Oxygen carrying bag with a capacity of 3 liters  
3. Nasal oxygen supply cannula

The Chairman of D.E.  
Mr. Apostolos Makis  
The head of the sponsorships department  
Mrs. Emmanuel Kyriaki  
The head of the Public relations department  
Mrs. Makridaki Angeliki

PPC Personnel Club of Chania  
Thank you for your sponsorship through company products which we will offer as a gift on your behalf at our club's pie-cutting ceremony held on 04/02/2018 at the En Plo hall.  
The Chairman  
Angelioudakis  
The Secretary  
Arantonaki Ei.

Police Department of Chania  
We feel obliged to express our thanks of our Service for your courtesy in the donation of the recheck / maintenance of the fire extinguishers of the Chania Police Department.

The Commander  
Georgios Lympinakis

Directorate of Secondary Education of Chania  
The Directorate of Secondary Education of Chania thanks MOBIAK and Mr. Svolakis Emmanouil for the provision of technological equipment, which will be used to cover the needs of the Administration

The Director  
Stylianios Zervakis

Ornithology Club  
With this letter, we would like to express our sincere thanks for your kind sponsorship for the organization of our 4th Pan-Cretan Companion Bird Exhibition.

With your participation, your support and your practical contribution, you contribute decisively to the implementation of the aforementioned event, which the Club hopes to promote as a cultural event of our city.

We thank you again warmly and hope that this cooperation will continue in the future.

The Chairman  
Psaroudakis Stavros

The Association of Renowners - Painters of Chania would also like to publicly thank sponsor MOBIAK and all the colleagues who attended the ceremonial cutting of their New Year's pie.

The Chairman  
Skamagas Stamatios

The Smile of the Child (15/02/17)  
Dear ones,  
With this letter we would like to thank you warmly for your immediate and positive response to our request for spontaneous coverage sponsored by 8 dry powder extinguishers of 6kg.  
We thank you from heart for participation and trust!

The Chairman  
Kostas Giannopoulos

MOBIAK, with a sense of social responsibility and faithful to its philosophy of supporting the local organizations, donated to the Municipal Port Authority of Chania. The donation concerned firefighting material for use at the Port area of the Venetian Port of the city. More specifically, our company offered to the Harbor Port of Chania free of charge complete fire nests, whose value with the installation is estimated at 3000 € plus VAT.



For one more year, both the sponsor MOBIAK and the dozen athletes of tennis, chess, rhythmic gymnastics athletes were rewarded in the evening of Monday, March 19, 2018, during a beautiful event organized by the Tennis Club of Chania at the Cultural Center.





# Partner Reward



By **Sofia Psyllaki**

El. Engineer & Computer Engineer, Sales Department

Dear partners,

As always in this issue, MOBIAC rewards its collaborators by thanking them for their good cooperation over the years.

At this Easter Issue, on behalf of the administration, we reward with products amounting to 500 Euros the following partners.



3Sprotection is a leading company in the implementation of European Standards and Greek Legislation. With specialized and trained executives, it offers upgraded services with credibility and competitiveness in the Greek market.

It has been active in the field of fire safety and fire fighting since 2001. It undertakes the study of the fire safety of each area, the supply and installation of the required materials, as well as the maintenance and retreading of the fire extinguishers on an annual basis. The company's goal is for the entire fire safety system to be in a state of readiness at all times.

The supplies and the products it offers are based on the standards EN 54pt 1-12 and EAOT EN 54 for the equipment of the automatic fire detection systems, EAOT EN 3-7 for firefighting and ELOT EN 60598-2-22 for the safety lighting.

3Sprotection is a Recognized Company (No. Certification AE-C-112D / 15) and its Responsible is Apostolos Vatistas (No. Certification PR-C-038D / 14) by applying procedures ISO9001 / 08 / QA-C-1247/15 certified by EBETAM SA for the periodic rechecking, maintenance and retreading of the fire extinguishing media according to JMD / 618/43.

The company has all the modern technical means offering the best guarantee for the best possible prevention and fire prevention.



The company DERMISIS STELIOS & CO. was founded in 1981 with specialization in the study and installation of active and passive fire protection systems, having performed a number of projects with absolute success.

ISO 9001: 2008 Quality Certification for the Design, Design, Installation and Maintenance of Fixed Fire Detection and Fire Extinguishing Systems for the Study & Design of Passive Fire Protection for the Supply and Installation of Fireproof Frames for the Sale of Fire Extinguishing Materials, Equipment & Accessories & Fire Protection and for Fire Extinguishing & Rebuilding. It also avails of Certificate of Approval of a Registered Company AE-C-109, for Fire Inspection, Maintenance and Retreading of Fire Extinguishers.

The company is specialized in the study, design, supply, installation and maintenance of fire protection systems and products, in particular:

1. Systems for water, sprinkler, foam, dust extinguishing.
2. Gas extinguishing systems, CO2, IG-541, INERGEN, FM-200 (HFC-227ea), Argonite.
3. Fire extinguishing system for professional kitchens, class F-CLASS.
4. Fire detection and detection systems, conventional and addressable.
5. Fire doors, Metal, Glass, Wooden Fire Doors, single and double doors.
6. Fire doors Fixed and open windows and doors, Fire doors Sliding doors, Fire curtains and Fire doors.
7. Fire and structural fireproof materials, passive fire protection.
8. Safety lights.
9. Fire extinguishing pumps and portable fire extinguishing pumps.
10. Portable and wheeled fire extinguishers.
11. Firefighting equipment.

