

MOBIAK *press*

We wish you .. a Happy Autumn!

Issue 16 October 2016



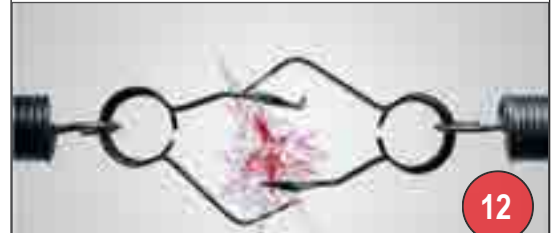
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Editorial

Dear Readers,

Football is undoubtedly the most popular sport in the world. What child does not learn to kick a ball at a very young age? There are many benefits, both for a child's physical development, and the formation of character. It can be a perfect way to demonstrate individual skills in a group setting and build relationships with teammates and coaches at the same time.

Football can give children a focus in life. They must train hard during the week to have a chance of playing in matches at the weekend.

The idea of training three or four days a week may not be popular with some; it may seem like a chore at first. But as the season progresses, they begin to see the reasons behind the length and frequency of the training sessions.

As they become more involved with the sport, the realisation that hard work brings positive results can help children mature. This helps them not only in school, but also in other aspects of their lives.

Some children are naturally aggressive. Football gives them the opportunity to encounter other young people who might also be aggressive and ready to take them on. If some of these children are not given the opportunity to play football, they will retain the same aggressive instincts, but will not have the opportunity to learn how to channel their aggression in a constructive manner. Football can help certain children learn appropriate behaviour and avoid involvement in fights and brawls in school.

It is important that children learn to be grounded and approach situations with humility. Sometimes success comes early, and it can be difficult to handle. Family, school and friends play important roles in this.



But many parents looking to send their children to learn football are also looking for the best way to encourage their children to creatively engage in sporting activities.

What parents need to pay attention to when choosing a football academy are the coaches, who should be properly qualified, with the knowledge and skills to convey their expertise to children. Parents should also be aware of the academy's overall philosophy and what it can show from its years of operation.

The philosophy is that children can acquire a football education - learning about the sport and at the same time learning to respect each other, their teammates, and their opponents. In the 90 minutes for which the game of football lasts, we should all remember that it is just that and nothing more - a game, and afterwards we can still be the best of friends.

As a rule, three general objectives should serve as a benchmark for the coaches and management of a football academy.



1. The right kind of welcome must be extended to children wanting to learn football, together with the right kind of training with expert coaches. An association's reception and good coaches are essential if young players are to feel comfortable and want to carry on attending practice sessions.

2. The proper training of young players is essential, so that they acquire good technical skills and a solid foundation in tactics, combined with a philosophy based on a constant desire to improve. This aim is also important for the club itself, because a good football academy can systematically provide good players to other categories.

3. Sports education should be based on the principles of kindness, respect and fair play. The training and education of children is so important, because it will determine how they conduct themselves and teach them important rules for life.

Having taken over the helm of the Panakrotiriakou Academies - ETK & Leonton [Lions], I am in the proud position to tell you that the Academy now offers the ideal conditions, not only for young footballers in Chania to learn the techniques and tactics of football, but also, at the same time, to give them an all-round sporting and social education.

We have a clear-cut plan for our sporting activities, with general and specific objectives, the achievement of which is supported by our well-trained support staff and coaches. The philosophy of our academies involves encouraging parents to play a complementary role to that of the coaches.

To create a good climate at the beginning of each season, we hold meetings that are attended by the children, their parents, the coaches, and

the academy's management, so that we can all get to know each other, and the academy can present its programme and explain its objectives.

At these meetings, the academy's management informs parents about the activities and workings of the organisation, and will also explain the behaviour and attitude that they must maintain during training and matches. Their behaviour must always be exemplary if they are accompanying their children.

As the general manager of Panakrotiriakou Academies ETK & Leonton, and as the father of 2 boys who participate in them, I must say to parents that they should not look at football for children in the same way as they do for adults, but see it instead as a form of learning through play and a method of education based on specific rules, the aim of which is to provide training in the sport and positive behavioural learning experiences. The sense of satisfaction and fun that football gives children contributes to their development and progress in a positive way.



Personally, I would like to assure you that the management of the Panakrotiriakou Academies - ETK & Leonton will continue to invest in highly-qualified staff, and in the development of its facilities and other equipment, with the prime purpose of providing a thorough education for young athletes, conveying to them both a philosophy and essential skills that will stand them in good stead later in life.

We hope you find plenty to interest you in our magazine and wish you a pleasant autumn! !

Written by, Manolis Svorakis
Vice President of MOBIK S.A.



Written by, **Magda Charalambaki**
Chemist, MSc
Quality Management System

International efforts to address climate change

The first people who began to sound the alarm on climate change due to human interventions were scientists. Data from the 1960s and 1970s showed that concentrations of CO₂ in the atmosphere had increased significantly, which initially led climatologists and then other scientists to push for action. Unfortunately, it took many years for the international community to respond to this demand.

In 1988, the World Meteorological Organisation and the United Nations Environment Programme (UNEP) created an intergovernmental panel on climate change. This group presented an initial assessment report in 1990, which reflected the views of 400 scientists. According to this report, the problem of global warming was real and needed to be addressed immediately. The conclusions of the intergovernmental committee prompted governments to create the United Nations Framework Convention on Climate Change (UNFCCC). In comparison with other international agreements, the negotiations for the Convention were relatively short. It was ready for signature at the United Nations Conference on the Environment and Development (better known as the Earth Summit) held in 1992 in Rio de Janeiro.

It was preceded by the 1987 Montreal Protocol on ways to handle the depletion of the ozone layer. The hole in the ozone layer was discovered in 1982 by British scientists, and it was determined that it was caused.



primarily using chlorofluorocarbons (CFCs) as refrigerants in refrigerators, in place of ammonia. The Montreal Protocol was signed on 16 September 1987, and, on 30 September, NASA announced the preliminary findings of its investigation.

According to NASA:

- the 'hole' was about the size of the USA;
- in the centre, and at certain other points, up to 97.5% of the ozone layer had been destroyed;
- chlorine monoxide (ClO, one of the products of the decomposition of CFCs) were present in concentrations thousands of times greater than normal.

After these discoveries, it became clear that the 1987 Protocol could not avert further destruction of the stratospheric ozone layer.

The revisions to the Montreal Protocol that followed (London 1990, Copenhagen 1992, Montreal 1997), were unable to directly eliminate the use of CFCs.

The pressure exerted by industrial manufacturers of products producing CFCs proved stronger than scientific evidence and the international outcry. Prohibition of certain substances is not planned to happen before 2030 despite the existence of reliable substitutes.

In 2000, a European Union regulation (2000/2037) came into force on the reduction or even total elimination of the use of substances capable of depleting the ozone layer, except in a minimal number of applications.

The United Nations Framework Convention on Climate Change (UNFCCC), and the Kyoto Protocol that followed, constitute the only international framework for combating climate change.

The Rio de Janeiro International Conference (1992)

In Rio, for the first time, the concept of the environment was linked to economic and social development and it was acknowledged that 'the concentration of greenhouse gases in the atmosphere should be stabilised at a level that will not affect the climate'.

The issues discussed by the participants at the conference, which lasted from 3-14 June 1992, had to do with international cooperation for sustainable development, population growth, and human health, to improve the living conditions of the planet's inhabitants. They were also concerned with the sustainability and management of resources for improvement of air quality, ground soil, forests, agriculture, biodiversity and biotechnology, oceans and freshwater water resources, and toxic substances, chemicals, hazardous materials and radioactive waste.

An important role was played by the extra support for the initiatives from influential groups, including government agencies, local authorities and unions, and the scientific and technological community. Economic resources, the establishment of international institutions and legal instruments, a raising of public awareness and education have been devoted to the implementation of the 27 articles that were passed which constitute 'Agenda 21'.

The Kyoto Protocol (1997) on the greenhouse effect

The greenhouse effect is the number one environmental hazard, and is caused as follows:

- The sun's energy reaches the earth's surface and warms it.
- Most of the solar energy is reflected from earth into space, but
- a portion of it is trapped in the atmosphere due to a gaseous layer, formed by the so-called greenhouse gases

If there was no global warming phenomenon, the earth's average temperature would be 14°C instead of 18°C.

Greenhouse gases have been in the atmosphere for millions of years, but quantities began to rise after the industrial revolution.

There are two kinds of greenhouse gases:

Natural	Industrial <i>i.e. created by industrial manufacturing activity..</i>
Carbon dioxide CO ₂	Hydrofluorocarbon HFC
Methane CH ₄	Perfluoromethane, PFC
Nitrous Oxide N ₂ O	Sulphur hexafluoride SF ₆
	<i>are the gases for which emissions must be reduced</i>

The most dangerous of the gases that are responsible is carbon dioxide. It forms two-thirds of greenhouse gases emitted due to human activity (use of fossil fuels such as oil and coal increases emissions of carbon dioxide).

In Kyoto, with the participation of more than 150 countries, the Protocol was drafted. It stipulated that 'developed countries must reduce emissions of the six most basic gases that intensify the (greenhouse) effect by at least 5% in comparison with 1990 levels'. The protocol provides for an initial reduction in output of the six gases deemed to intensify the greenhouse effect by 5.2%, compared to 1990 levels, by 2012 and provides an international framework for combating climate change caused by human activity, determining specific targets for the reduction of hazardous emissions in developed countries.

The Kyoto Protocol could not have an impact or become binding before it entered into force. This would only happen if it were ratified by at least 55 countries representing 55% of the output of hazardous greenhouse gas emissions by developed countries, as estimated in 1990.

The worldwide Kyoto treaty intended to combat global warming took effect on 16 February 2005, setting restrictions on the release of harmful gases into the atmosphere, thereby satisfying these conditions.

The Kyoto Protocol is the first legally binding international document that uses market mechanisms to solve global environmental problems. It proposes that countries implement three 'flexible mechanisms' which take into account how the economy operates and will, if they are implemented, help targets be met. These mechanisms are as follows:

• The emissions trade system

The international emissions trading arrangement established in Kyoto enables industrialised countries to buy and sell pollution rights to each other.

• The clean development mechanism

That is, it is possible for a person to acquire units elsewhere if they manage to reduce emissions of harmful greenhouse gases in another foreign country.

• Joint implementation

Developed countries and countries whose economy is in transition can jointly implement greenhouse gas emission reduction projects within the territorial boundaries of a country, and then share the results of the programme.

The implementation of the Kyoto Protocol has seen successive conferences, such as The Hague Conference in 2000, in Marrakesh in 2001, the World Summit on Sustainable Development in Johannesburg, and many others - the latest being held in Paris, from 30 November to 12 December 2015.

On 12 December 2015, the parties reached a new global agreement on climate change. The agreement reached a balanced outcome that provides for an action plan to reduce global warming to 'well below' 2°C. The main elements of the new Paris Agreement are:

Long term goals: Governments agreed to maintain an increase in average global temperature of well below 2°C compared to pre-industrial levels and to continue efforts to restrict it to 1.5°C.

Contributions: Before and during the Paris conference the countries submitted comprehensive national action plans for the climate, with the aim of reducing their emission levels.

Ambitions: Governments agreed to report every five years on their contributions to determine more ambitious objectives.

Transparency: They also agreed to disclose to each other, and to the public, details of their performance about the meeting of common targets, in the interests of ensuring transparency and appropriate oversight.

Solidarity: The EU and other developed countries will continue to provide funding for climate improvement to help developing countries reduce emissions and protect themselves against the effects of climate change.

Greece signed the Kyoto Protocol in April 1998, along with the other Member States of the EU and the European Commission. All Member States of the EU ratified the Protocol in May 2002. In Greece, this was done by Law 3017/2002 (Government Gazette Series I, Issue 117).

The Kyoto Protocol came to an end in 2012 and it was succeeded by the Doha Amendment which extended it in principle until 2020. Accordingly, the parties have now agreed to adopt a new global climate agreement to come into force after 2020.

In Paris, Greece, along with other EU countries, sought a transparent and legally binding agreement that includes all parties in the light of evolving global economic and geopolitical conditions.

The Paris Agreement was submitted to the UN headquarters in New York, and as of 22 April 2016 a one (1) year period began (ie. until 21 April 2017) for countries to sign their acceptance of it.

It is stressed that the Paris Agreement will enter into force only if at least 55 countries, representing at least 55% of global emissions, submit ratifying documentation to the UN.



Written by, **Sophia Psillaki**
Electrical & Computer Engineer
MOBIAKFIRE Sales Dept.

The easy way for a small or medium-size businesses to attract potential customers is to make special offers. This tactic has been followed by many companies over the last three years, but it is not always effective. Businesses and their associates work harder, create increased operating costs, and generate less revenue. On the other hand, continuous promotion of discounted prices and the appearance of webpages advertising special offers creates a bargain-hunting mentality among consumers. It has created the coupon consumer, who looks for deals and discounts and chooses where to spend their disposable income on that basis. For better or worse, this is the reality. Special discounts are here to stay in our business world, and are firmly rooted in our consumer consciousness



Special offer price discounts make consumers wonder why you are making the offer. Is the purchase really worth it from the quality point of view? Are they buying your products or services because they need them, or simply because they are on sale? Special price discounts are static and inflexible, since they set the price usually to a low level where the company barely covers its costs, in the vague hope that a potential sales contact will increase the overall value of the shopping basket. Therefore, you might ask: 'So, shouldn't I offer discounted prices?'. But again, this is not the solution. **When the competition is pushing on pricing, when consumers' thinking is these days based on price, some other more innovative and effective way must be adopted to structure the special offers that a business makes.**

"You can offer a discount that grows only when your customer displays buying behaviour that benefits your business"

Certainly, to date, it has been shown that smart deals are a success with the public, and can serve to 'recruit' new customers to a company. But there is another technique that makes smart deals alone even better. Dynamic pricing! Instead of offering your customers a specific (one-off) discount, you can offer a discount that grows only when your customer's buying behaviour benefits your business - and indeed from the point of view of turnover.

Because discount prices do not 'attract' customers like they used to

The technique that makes simple smart offers even better

How it can be applied in your business depends on the type of business you have and the sector in which you are active. You can use a pricing pattern that increases loyalty, or that achieves a rapid response from the public, or that increases word of mouth promotion through customer recommendations. Don't forget the power of the word of mouth advertising, which in fact can be up to seven times more effective!



It has been found that regardless of the size of the enterprise, customers instinctively appreciate and like to earn their discounts. They feel that there is greater value in winning something having given something in return, rather than getting something for nothing. And they are also then more than willing to help you and talk about your business to their friends and acquaintances.

We live in difficult times, and perhaps in business it has never been harder to create an effective marketing strategy that can make a business stand out from the crowd, and shout loud enough to make its presence felt. **But perhaps the most important thing today is not to shout louder, but to shout smarter.**



Written by, **Manolis Stavroulakis**
MOBIAKFIRE Sales Dept.

The Role of External Sales People

Every well-organised business needs external sales people, who, through their frequent visits to clients, are able to accomplish the goals set by management. The right kind of methodical organisation leads to qualitative sales in less time, with better results. The respective sales representative, having planned a visit, is in a position to respond to the customer's needs as rapidly as possible.

The correct allocation of time requires a visit at a time suited to the needs of the company and its clientele, which will increase potential sales, while the external sellers will also be able to locate new customers. This is accomplished by additional evaluation of geographic areas of activity and customer potential.

The external sales representative is a 'mirror' of the company; they are close to the customer and have the opportunity to be aware of what a client needs and wants.

A dynamic personality together with high-quality, reliable products are the best qualifications to make a sale. Representatives must be able to present products and educate the public, to be familiar with products on the market carried by competing companies, while keeping in direct contact with the warehouse distribution centre means that accurate information can be given to customers regarding delivery times, potential shortages and any change in prices.

"The correct allocation of time requires a visit at a time suited to the needs of the company and its clientele, which will increase potential sales, while the external sellers will also be able to identify new customers."

It has been shown that the immediacy of personal contact brings better results than a standard order through electronic applications (which are nevertheless always necessary), since it offers deeper knowledge of what the buying public wants.

At the same time, it is necessary to promote new innovative products, which means that the choice of external sales representatives must be made under specific criteria set by management, ensuring that they will be responsive to the special requirements in each case.

Some of the characteristics of a successful external sales representative include total familiarity with the products, achieving lower costs of sales, optimum control of the sales network, constructive use of working time, development of the product range and of course securing financial inflows.

All this combined with systematic supervision by designated persons within the enterprise lead to better results and increased sales, and consequently, increased financial resources for the company.



Written by, **Vassilis Stratos**
Area Manager for Central, South
& Island Greece
MOBIAKFIRE Sales Dept.

Myth or Reality

We often encounter negativity and mistrust when we insist on installing fire suppression systems in restaurants; we hear comments such as 'it's never happened to me', or 'what if it starts working out of the blue' and a variety of other comments.

Something like this happened to our partner representative from Kefalonia, Aggelos Ambatzoglou of Vesta Fire, when he was installing our Zeus system in a restaurant in Lassi Argostoli.

Not long after installation was completed, the Zeus system was able to prevent a fire spreading and avoid the worst of the potential damage. The owner of the Nefeli restaurant wanted to share this experience and sent us this letter:

July 2015

A DEI network fault, combined with ventilation system failure, caused a small-scale fire in the extractor hood ventilation shafts. The Zeus system was activated, leading to complete and total flooding of the kitchen area. **There was no need to call the fire department and in a short time we had the kitchen up and running again.**

The above event took place at our restaurant in Lassi Argostoli, Kefalonia, on 3 July 2015.

Nefeli
G. Kolaitis & Co. General Partnership
Restaurant
Lassi Argostoliou
Tel.: 26710 25203
Mobile: 6974338124

It was not just an isolated incident... there have been many more! I alone have 17 reports and how many more are there whose silence is also evidence of the effectiveness of the system. This is the reason that the Mobiak team developed this system, a system that provides a direct and effective way of protecting a restaurant kitchen, ensuring a quick reopening, and durability with minimal maintenance costs.

We would like to thank the restaurant and our partner Asimina Ambatzoglou of Vesta Fire, for top class installation of Mobiak systems and her tireless efforts as our representative on the island of Kefalonia.

It is no coincidence that our Zeus system is the flagship of kitchen fire protection systems, dominating the market not only in Greece, but also in other countries in Europe and beyond.



Written by, **Lefteris Kyrallakis**
Production Engineer & Manager
Production & Imports Department
of MOBIAKFIRE

Investments in Difficult Times Restocking Our Own Fleet

Mobiak continues to make investments in these difficult times and is proud to present its new acquisition, a trailer truck with 28 pallet capacity and gross weight of 42 tons.

The growing number of countries that Mobiak exports to, as well as the dynamics of Greek market, have meant that the company was forced to increase the transport capacity of its privately-owned fleet of vehicles. The company now owns its own fleet of 19 trucks, which are on the road daily, engaged in:

1. Transporting products made in Chania, Crete, to distribution centres in Athens, Thessaloniki and Heraklion.
2. Transporting goods between warehouses (logistics)
3. Transporting products to Mobiak's partners throughout Greece



Mobiak actively continues to invest, with the sole objective of better serving its partners and facilitating direct delivery of our products made in Chania all around the world.



Written by, **Sakis Mpodosas**
Head of the Distribution
Centre Northern Greece

Investments in Difficult Times

When the company opened the doors to its new 4,000m² premises in Kalochori, Thessaloniki, on 29 October 2013 expectations were high, and we took the opportunity to make it part of Mobiak's new corporate video. Our new corporate video not only shows our building premises, but also showcases our distribution centre operations and all the people who make sure our partners receive the best service.

Mobiak's new facilities have helped improve our warehousing and facilitate more rapid transfer of products to our partners - with the appropriate use of space requiring selection of the best warehousing and safety management system possible. The most effective and efficient movement of goods within the distribution centre, as well as the entire distribution system, guarantees the optimum promotion of products in the market.

Mobiak is set to make the necessary interventions to ensure that the warehousing and distribution system is smarter and more flexible than in the past, which will inevitably increase its competitiveness significantly. The rapid response of warehousing and distribution centres is one of the best guarantees of market success.



The process of planning, implementation and control of the flow and storage of products, as well as associated services and information systems, is vital to efficient and effective processing of orders, from receipt of initial orders and production to the final delivery to our partners. Our prime objective is always to satisfy the customer's requirements.

After 26 months of operation of the company's new distribution centre in Kalochori Thessaloniki, and day to day communications with all our partners who have visited and been served by our facility, we can safely say that we have successfully met even the most demanding expectations.

Our management is in the position to assure you that we expect the new year to continue the successes of the previous two years.



Written by, Pyromedical Ltd Team

Pyromedical Ltd is Mobiak's retail store in Chania, located in the city centre at 96-98, M. Botsari Street.

The store is divided into two separate exhibition spaces, one with firefighting equipment and related products sorted by category to make it easy for the customer to find what they want, and a similar space organised along the same lines for the sale of medical and orthopaedic items.

Warehouse storage and the oxygen concentrator maintenance workshop are located in-store, and are stocked with the necessary inventory to meet retail needs.

The products are safely and promptly delivered to customers by the store's two drivers, with respect and courtesy.

Today, Pyromedical operates under an ISO 9000 quality management system, and is certified by EKAPTY (the National Evaluation Centre of Quality & Technology in Health) for the commercial sale of medical equipment and home health care supplies. Since 2010, it has been the holder of the EKEVYL (now EKAPTY) certification for maintenance of O₂ oxygen concentrators.

The following people make up the Pyromedical team:

Founder

Emmanouil Svorakis

Chairman and Owner of Mobiak SA -
Pyromedical Ltd

Rena Svoraki

Manager and founding member of Mobiak SA -
Pyromedical Ltd

Vasileios Pentaris

Head of Customer Service -
Fire Extinguisher Distribution & Sales

Dimitra Markaki

Medical Sales Manager - Accounting Department

Georgios Droseropoulos

Sales & Accounting Executive, Personnel Manager

Emmanouil Kotronakis

Accounting Executive

Edward Xhangolli & Anastasios Xeroyiannakis

Drivers

Retail Store South Chania

Keenly aware that integrated and effective communication with the market and the public is the key to success for every company and organisation, Pyromedical systematically invests in the development and supply of improved customer services, with the capacity to offer 24-hour service, 7 days a week. It is able to offer fully-integrated services, perfectly tailored to the needs of its customers, with absolute success.

Pyromedical's business activities are inextricably linked to its ongoing efforts to function primarily as a socially responsible citizen.

We undertake initiatives and participate in efforts to strengthen the local community where we are active.

We strictly adhere to the principles of corporate social responsibility and invest in our people by supporting their continuing education. The human factor has, from the start, been the driving force of the company and one of its competitive advantages. Thus, the people of Pyromedical, our excellent technological infrastructure, fully compatible equipment and accredited procedures are the foundation and future of the company.

The effectiveness of the company to provide comprehensive services fully tailored to customer needs, has led major companies and organisations in the private and public sector to place their trust in the company.

By maintaining a consistently good relationship with its customers, and handling the projects assigned to it with precision, Pyromedical has now established itself as a highly reputable store in Chania, which is able to offer its clients substantial help in meeting their needs for correct and responsible information and services.



On behalf of the Pyromedical Ltd Team, we promise continuous improvement of our products and services, with the strongest focus on the best direct service for our customers and all our associates.



Written by, **Mary Nikoloudaki**
Chief Accountant
Financial Administration Dept.

Capital Controls - One year later..

One year after the 'black anniversary' of the imposition of capital controls, the predictions of the first days after the imposition have unfortunately come to pass.

Losses in the Greek economy can be counted by the thousands of padlocks on the gates of SMEs, declining exports, falling competitiveness, changes in the trading patterns of the market, stagnation regarding the implementation of investment projects and a significant drop in consumption.

The above mentioned negative impact of capital controls is also reflected in the competitive position of the country worldwide, where, according to data from the IMD (International Institute for Management Development), the competitive position of Greece in 2015 fell by six (6) positions in 2016, and it is now ranked in 56th place among 61 countries, dropping from 50th position last year.

Nevertheless, the cool headedness and flexibility shown by many small and medium enterprises in the market in tackling the sudden enforcement of these measures is remarkable, as is their subsequent handling of the situation, despite the huge problems that were created for them. Much of industry managed to survive, though it had to face substantial problems of financing and excessive taxation. Healthy entrepreneurship and healthy industry continued to invest during the crisis years, pioneering the adding of value to products that are internationally exported marketable products, and above all, at the same time, remaining consistent with their liabilities, paying huge taxes and duties on time. They have contributed greatly to the maintenance of social cohesion especially in this time of crisis.

The positive aspects

The wider use of plastic money can be considered one positive effect of the capital controls. This trend is becoming more and more embedded in financial transaction customs and may even make a more lasting positive contribution to the efforts to limit tax evasion, which will help significantly to keep public revenues shored up.

It is worth noting that the decision of the European Central Bank's Governing Council on the Greek banking system that restored the waiver* on the credit rating of Greek bonds can be seen as a positive indication in the effort to restore stability and confidence, so that our country may, in the coming months, be able to participate in the quantitative easing program of the ECB, in order to acquire a substantial increase in liquidity in the real economy.

**The waiver is the exception of Greek bonds from the ECB policy not to accept sub-investment grade bonds as collateral (which Greek government bonds are).*



Written by, **Thodoris Mpakousis**
Accounting Department
Financial Administration Dept.

The New Fines for Failure to Issue Receipts

A tabled amendment brought changes to the provisions of the Tax Procedure Code (Law 4174/2013), and in particular the following:

In relation to the fines imposed in the event of failure to declare taxable assets or issue/accept receipts for transactions subject to VAT, and subject to requirements that the taxpayer keep to a single or double-entry accounting system, the lower limit is EUR 250 and 500 respectively, cumulatively per tax audit.

In the event of new infringements or any subsequent commission of the same infringement as above, as specifically defined, provision is made for increments to the percentages of fines on the tax which would have arisen on the item or on the difference, as well as the lower limits thereof, cumulatively per tax audit, according to whether the taxpayer is required to follow single or double-entry bookkeeping systems.



It is specifically laid down that in the case of cumulative fines for the aforementioned violations for the submission of false statements or failure to declare, the proportionate fine imposed in relation to the statements is deducted, not determined as per the reduced or augmented fines as established above.

These provisions are set to enter into force as of 25 July 2016.

Source: Taxheaven
© See more at <https://www.taxheaven.gr/news/news/view/id/30327>



Written by, **Manos Stefanogiannis**
Electrical & Computer Engineer
MOBIAKFIRE Sales Dept.

Traffic Accident Fires

Road traffic accidents cause a large number of deaths nowadays, and indeed the highest percentage is to be found among young people. Among the causes of fatal accidents is fire, which can be started in vehicles by various causes.

The following table illustrates the deaths, injuries and financial losses that were recorded in the US in the 20 years from 1993 to 2012 due to vehicle fires (with 92% involving passenger cars, motorbikes, trucks and buses). The following figures represent 12% of the total number of deaths from fire in the US, 8% of traumatic injuries, and 9% of the corresponding damage. On average, 31 incidents of vehicle fires are reported every hour, and one person dies every day.

Year	Fires	Deaths	Injuries	Damage
1993	402,000	540	2,400	\$1.4
1994	402,000	555	2,325	\$1.5
1995	386,000	490	2,275	\$1.5
1996	395,000	550	2,075	\$1.6
1997	377,000	450	1,950	\$1.6
1998	358,500	545	2,050	\$1.5
1999	345,000	450	1,600	\$1.5
2000	325,000	450	1,325	\$1.6
2001	327,000	470	1,750	\$1.7
2002	307,000	540	1,700	\$1.5
2003	286,000	455	1,400	\$1.4
2004	266,500	520	1,300	\$1.2
2005	259,000	500	1,450	\$1.2
2006	250,000	445	1,075	\$1.1
2007	227,500	365	1,500	\$1.2
2008	207,000	350	850	\$1.3
2009	190,500	260	1,455	\$1.1
2010	184,500	285	1,440	\$1.1
2011	187,500	270	1,020	\$1.0
2012	172,500	300	800	\$1.3

As regards the factors that caused these fires, recorded statistics indicate that in the five years 2003-2007, 72% of these fires were caused by mechanical or electrical faults, but 58% of the total deaths from fires were caused by the vehicle crashing or overturning.

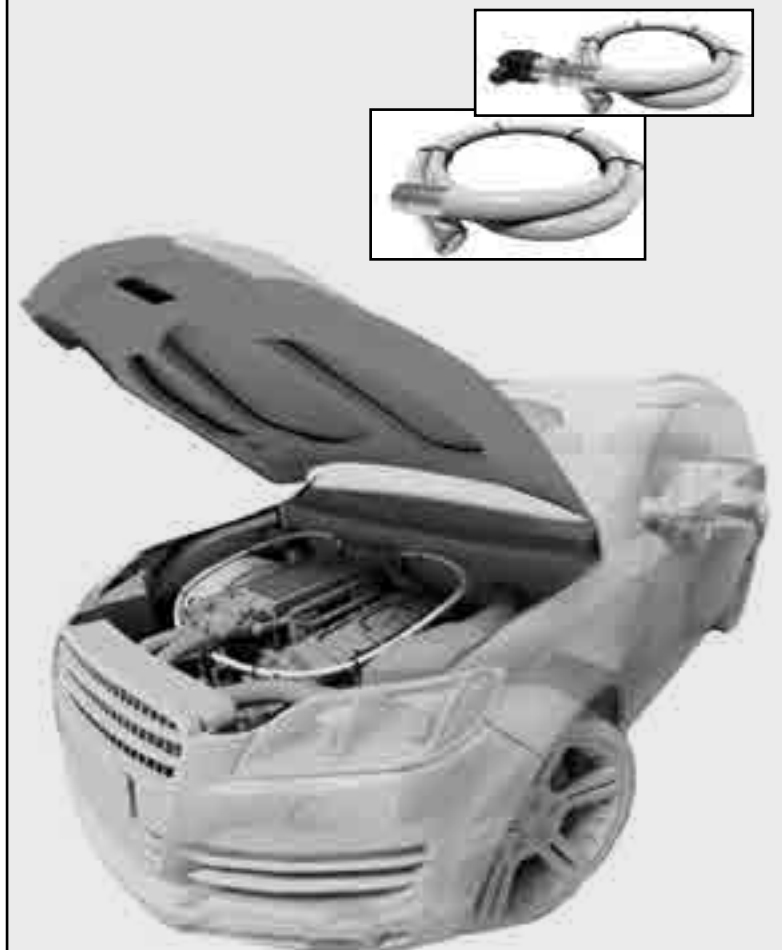
Important preventive measures we can take are:

- Having the vehicle fully serviced by a professional mechanic annually (at least).
- Frequently checking for leaks, problems with wiring and other vehicle parts.
- Paying attention to changes in the sounds that the vehicle makes when moving.
- Driving under the speed limit and not smoking

Besides the above preventive measures, it is considered essential that fire-fighting equipment be present in all vehicles.

As mentioned above, the overwhelming proportion of fires in vehicles start with malfunctions in the engine compartment. Therefore, apart from deployment of the portable fire extinguishers required, it is also important to protect the engine with an automatic extinguishing system that is capable of direct and immediate action to put out a fire in this space, and prevent the outbreak spreading further.

MOBIAK RECOMMENDS THE FIDIAS SYSTEM - 24hr PROTECTION FOR MOTOR VEHICLE ENGINES



The recommended action to be taken in case of a car fire is:

- Signal and move to the side of the road, and switch off the engine. Stopping at the side of the road allows everyone to safely exit the vehicle, while switching off the engine stops the flow of fuel.
- Get out of the vehicle immediately and move at least 300m away from the vehicle. Be aware of passing vehicles.
- Notify emergency services and do not attempt to put out the fire yourself. Fires in vehicles are very dangerous, even for trained firefighters.



Written by, **Stratos Koronis**
Mechatronics Engineer, MSc
MOBIAKFIRE Sales Dept.

Mobiak, in **exclusive collaboration with the world-renowned Group GmbH** is pleased to present you with three new products:

- 1) e-Bulb thermo extinguishing bulbs,
- 2) UL sensor connections &
- 3) automatic miniature fire extinguishers (AMFE).

1) e-Bulb thermo extinguishing bulbs

At home and in industry, we use numerous technical instruments and devices to support our modern everyday life. Most of this equipment is some type of electronics-based product. They may be computers, dishwashers or dryers, entertainment and lighting equipment, circuit boards or smart devices for the home.



Although these products make life more comfortable, they also pose an increased risk of electrical failure or even fire. Worldwide, more than 30% of all fires are caused by electrical and electronic equipment and systems. With the inherent risk of fire from electrical devices, the risk of loss of life and property or equipment increases with the number of these devices around us.

In pursuit of our vision of a world 'where everyone is protected against fire hazards, everywhere and all the time', Mobiak, in collaboration with the world-renowned group of companies Group GmbH, presents another innovative product, the e-Bulb fire extinguishing bulb, which provides an innovative and effective solution for detecting and extinguishing fires caused by electrical sources when they are still small and at an early stage.

Exclusive Collaboration

With the internationally patented e-Bulb fire extinguishing bulbs, Mobiak is able to provide you with a reliable system that can detect heat inside an electrical appliance (e.g. due to fire), then extinguish that fire, and - most importantly - prevent re-ignition by cutting off the power supply.



The Product & its Operation

E-Bulb extinguishing bulbs are thermally-activated glass ampoules filled with Novec™ extinguishing material.

As soon the temperature reaches activation point, the glass ampoule shatters and releases Novec™, a non-toxic and non-conductive extinguishing material into the device.

Once activated, the extinguishing bulb puts out the fire and also cuts off the power supply.

The Novec™ extinguishing material instantly changes from liquid to gaseous form. As a result of cooling and (in part) through the reduction of the oxygen supply, the fire on a printed circuit board can be extinguished within seconds.

And since the electrical current flowing through the ampoule is cut off, it won't reignite.

Advantages

- Fire extinguishing e-Bulbs are proven 100% effective fire safety protection products.
- Easily installed.
- Operating temperatures (ambient, activation) can be adjusted.
- No maintenance required.
- The extinguishing agent Novec™ poses no risk to health.
- Existing designs can be retrofitted.
- The fire extinguishing agent is non-corrosive.

- Zero ODP (ozone depleting potential) - harmless to the ozone layer.
- Non-reactive with other materials.
- They can be used for passive fire detection and extinguishing systems (without power cut off).
- Non-conductive extinguishing material.
- Reduces the need for alternative protection against potential faults in printed circuit boards.

PRODUCT CODES

A/A	Product Code	Description
1	MBK16-EBULB-1A20MM	1A e-Bulb (5 x 20)mm
2	MBK16-EBULB-5A20MM	5A e-Bulb (5 x 20)mm
3	MBK16-EBULB-16A20MM	16A e-Bulb (5 x 20)mm
4	MBK16-EBULB-1A40MM	1A e-Bulb (5 x 40)mm
5	MBK16-EBULB-5A40MM	5A e-Bulb (5 x 40)mm
6	MBK16-EBULB-16A40MM	16A e-Bulb (5 x 40)mm

Certifications

- Verified effective by MPA Dresden.
- Verified UL listed.
- Successfully passed VDE test.
- Tested in a wind tunnel at 2.54 m/s with air temperature of 135° C.
- Complies with the regulations of the National Fire Protection Agency (NFPA 2001).

2) Certified UL temperature sensor link, standard or quick response.






The sensor consists of a thermally-activated bulb (ampoule-type sprinkler) standard or quick response, which is mounted on a special device in the form of a link.





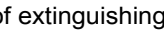
Suitable for replacement in Achilles systems.

Applications

The thermo bulb links are standard or quick response and can be used in almost any area requiring a thermally activated self-releasing mechanism to operate in case of fire, including:

Kitchen extractor hoods, fire isolation dampers, smoke ventilation systems, ventilation pipes, etc.

	°F	°C	Colour
	135	57	Orangr
	155	68	Red
	165	74	Red
	175	79	Yellow
	2009	3	Green

	°F	°C	Colour
	212	100	Green
	286	141	Blue
	360	182	Purple
	450	232	Black
	500	260	Black

- Activation of extinguishing devices using water, foam, dry powder, carbon dioxide (CO₂) and other gases.

- Activation of devices that open or close windows, doors, roof vents, hatches; activate or deactivate machinery and belts etc.
- Activation of specific alarms or evacuation devices.

Features

The thermo bulb link comes in 2 forms, standard or quick response.

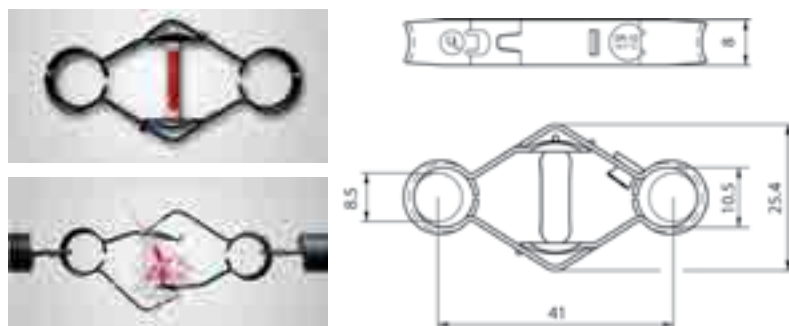
The main difference between the two types is the response time when the activation temperature is reached.

The standard response link has a thermo bulb activation time of 105 milliseconds, while the quick response link has an activation response time of 27 milliseconds.

The standard response link is available in 10 different activation temperatures and the quick response link is available in 12 different activation temperatures.

Advantages

- Large temperature activation range - from 57°C to 260°C.
- Zero-load activation - no minimum load required.



Certifications

- UL 33 tested
- UL listed

Product Codes & Prices

A/A	Product Code	Description
12	MBK16-QRLINK-57°C	Quick Response Link 57°C
13	MBK16-QRLINK-68°C	Quick Response Link 68°C
14	MBK16-QRLINK-74°C	Quick Response Link 74°C
15	MBK16-QRLINK-79°C	Quick Response Link 79°C
16	MBK16-QRLINK-93°C	Quick Response Link 93°C
17	MBK16-QRLINK-100°C	Quick Response Link 100°C
18	MBK16-QRLINK-121°C	Quick Response Link 121°C
19	MBK16-QRLINK-141°C	Quick Response Link 141°C
20	MBK16-QRLINK-182°C	Quick Response Link 182°C
21	MBK16-QRLINK-204°C	Quick Response Link 204°C
22	MBK16-QRLINK-232°C	Quick Response Link 232°C

Product Codes & Prices

A/A	Product Code	Description
12	MBK16-QRLINK-260°C	Quick Response Link 260°C
13	MBK16-QRLINK-57°C	Quick Response Link 57°C
14	MBK16-QRLINK-68°C	Quick Response Link 68°C
15	MBK16-QRLINK-74°C	Quick Response Link 74°C
16	MBK16-QRLINK-79°C	Quick Response Link 79°C
17	MBK16-QRLINK-93°C	Quick Response Link 93°C
18	MBK16-QRLINK-100°C	Quick Response Link 100°C
19	MBK16-QRLINK-141°C	Quick Response Link 141°C
20	MBK16-QRLINK-182°C	Quick Response Link 182°C
21	MBK16-QRLINK-232°C	Quick Response Link 232°C
22	MBK16-QRLINK-260°C	Quick Response Link 260°C



Written by, **Stratos Koronis**
Mechatronics Engineer, MSc
MOBIAKFIRE Sales Dept.

Exclusive Collaboration

3) Automatic Miniature Fire Extinguisher

The risk of fires in machinery and equipment is a serious threat which is becoming more and more widespread. The damage caused is huge and is not limited only to the residential sector. There is also a high-level risk of fire in manufacturing and the automotive industry. Another example is high value collections, which have an inherent risk of fire.

The challenge lies in automatic detection without the need for a power supply, and the capacity to extinguish fires at an early stage, thus offering a higher level of safety. This therefore requires a system capable of extinguishing such fires in a reliable, fast and easy way, at any time, without the need for any other external power source in the device.

The Research & Development Department at Mobiak is delighted to present the **Automatic Miniature Fire Extinguisher, an innovative fire detection and extinguishing product, which can be used to protect industrial equipment, household appliances and consumer electronics, including panel board cabinets, domestic electrical appliances, televisions, etc., from fire in the most efficient and reliable manner.**

Available Types

Automatic Miniature Fire Extinguisher: The simple version of the product consists of the vial, the extinguishing agent (carbon dioxide) and a sprinkler-type nozzle.

Automatic Miniature Fire Extinguisher with sensor links:

The product consists of the cylinder, the extinguishing agent (carbon dioxide) and a sprinkler-type nozzle, which is connected to two sensors that alert the user in case of fire - the sensors are standardised (6.3 mm blade type terminals), but can be adapted.

Certification

The sprinkler-type nozzle in combination with the carbon dioxide cylinder have test certification from the accredited German organisation MPA Dresden.

Operation

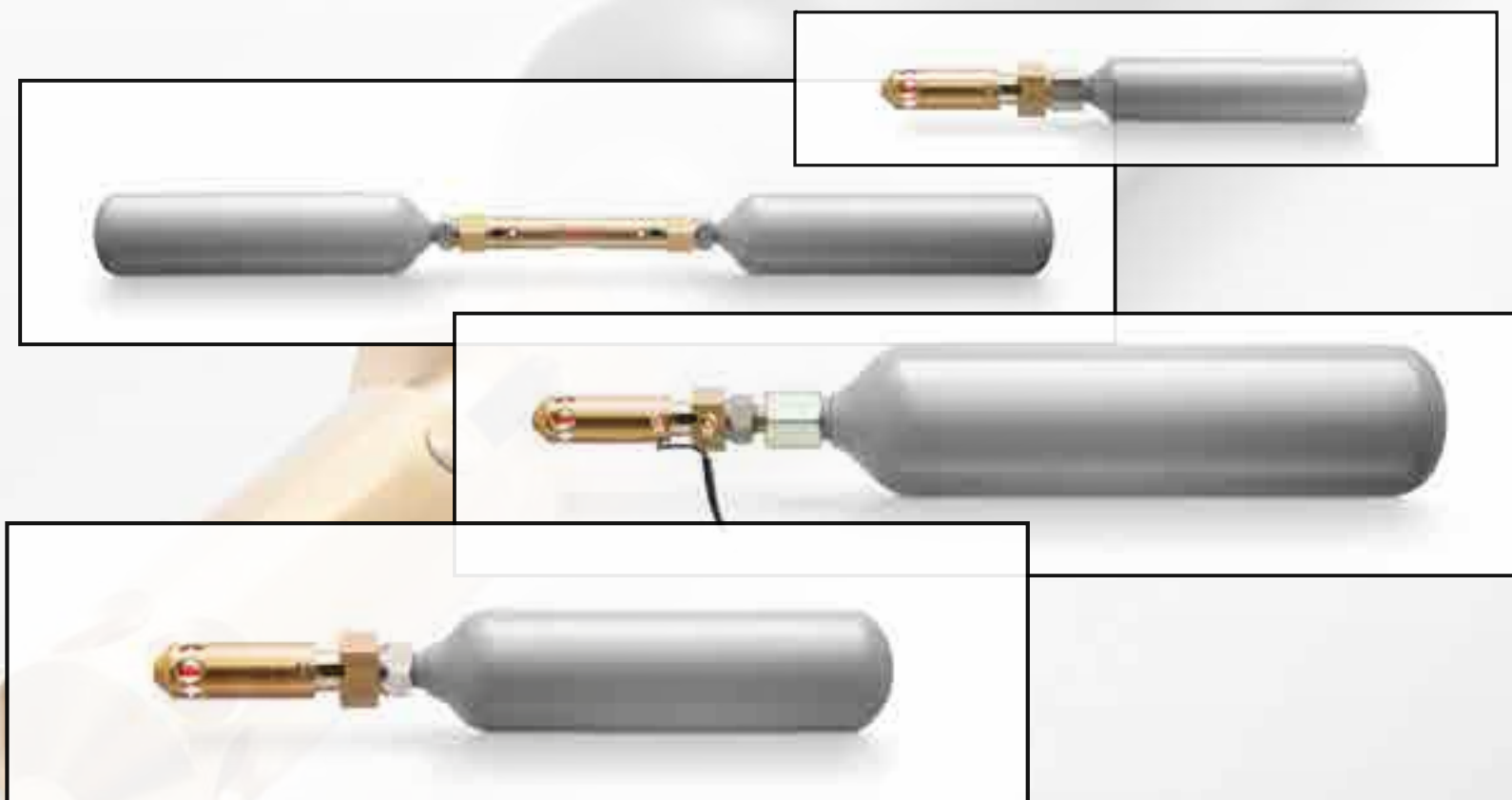
The Automatic Miniature Fire Extinguisher uses a heat-sensitive sprinkler-action ampoule designed to detect fire and then extinguish it with the carbon dioxide contained in the device, preventing further spread of the fire.

The rising temperature that occurs in a fire scenario causes the pressure in the heat-sensitive glass ampoule to build.

Once the predetermined operating temperature is reached, the heat-sensitive ampoule shatters and the gas release mechanism in the cylinder is activated.

Carbon dioxide is released through the small holes in the sprinkler nozzle and extinguishes the fire while it is still at an early stage.

The quick operation and effective extinguishing of the fire prevents further spread of the fire and helps limit damage



Advantages

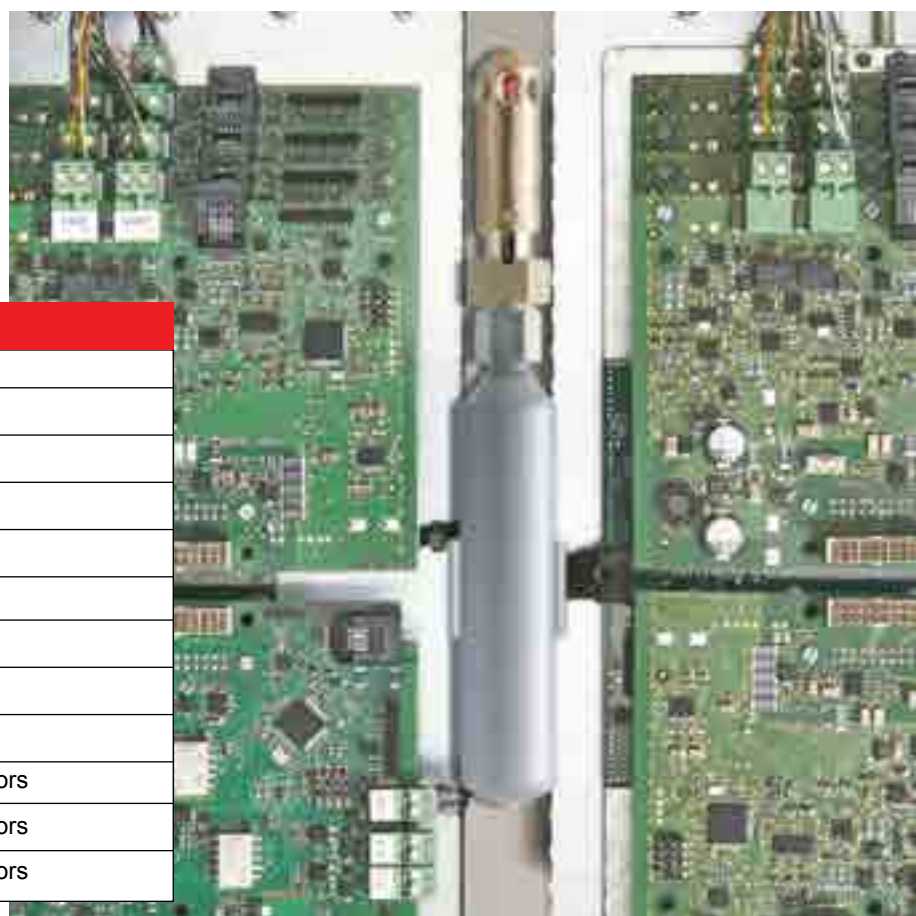
- Easy to Use - Efficient - Reliable
- Easy installation
- Long life (9 Years +) (for heat-sensitive sprinkler-nozzle glass ampoules)
- Mechanical release - no power supply required
- No maintenance required
- Operating temperature range 68°C, 79°C, 93°C
- Robust, impact-resistant construction
- Multiple applications (home, industry, automotive)

Sizes & Coverage Calculation

- The product is available with 35g, 60g, 120g, 135g, 200g and 350g ampoules; for activation at temperatures 68°C, 79°C & 93°C.
- The calculation of the appropriate size of automatic miniature fire extinguishers, (the necessary quantity of extinguishing material per area) should be performed according to the respective locally applicable standards (e.g. NFPA 12, NFPA 2001, VdS 2093).

Testing & Maintenance

The product essentially needs no maintenance - Mobiak recommends that the cylinder is weighed at least once (1) a year to ensure presence of the correct volume of carbon dioxide.



Codes

A/A	Product Code	Product Decision
1	MBK16-APM-CAR35	Cylinder 35gr CO ₂
2	MBK16-APM-CAR60	Cylinder 60gr CO ₂
3	MBK16-APM-CAR135	Cylinder 135gr CO ₂
4	MBK16-APM-CAR200	Cylinder 200gr CO ₂
5	MBK16-APM-CAR350	Cylinder 350gr CO ₂
6	MBK16-APM-SPR68	Sprinkler-type nozzle 68°C
7	MBK16-APM-SPR79	Sprinkler-type nozzle 79°C
8	MBK16-APM-SPR93	Sprinkler-type nozzle 93°C
9	MBK16-APM-SPRD68	Sprinkler-type nozzle 68°C with sensors
10	MBK16-APM-SPRD79	Sprinkler-type nozzle 79°C with sensors
11	MBK16-APM-SPRD93	Sprinkler-type nozzle 93°C with sensors

An ordinary tube stand base available on the market (flame-retardant) can be used to support and fix the product in place easily and quickly (or other types of (also flame-retardant) plastic zip-tie can be used).

Future Versions

Automatic Miniature Fire Extinguisher with 2 Simultaneous activation links: the simple version of the product with simultaneous activation of two linked cylinders - note that there is an option to connect two separate cylinders with different extinguishing materials (carbon dioxide or Novec-1230) for applications with other highly specific fire protection requirements.

Automatic Miniature Fire Extinguisher with remote activation: its function is similar to the simpler version, with release of extinguishing gas when the ampoule shatters after reaching activation temperature. In addition, with this version the Automatic Miniature Fire Extinguisher can be activated remotely by sending an electric signal, which causes a rapid and precise temperature increase in the ampoule, followed by the activation and release of the extinguishing gas.

Automatic Miniature Fire Extinguisher with new extinguishing materials: in addition to carbon dioxide, the products will be available in all current and future versions with nitrogen or Novec-1230 extinguishing agents, giving a greater range of fire protection options depending on the field of deployment.



Written by, **Michalis Kapetanakis**
Electrical & Computer Engineer
MOBIAKFIRE Sales Dept.

Dynamic Showing by Mobiak at Oman Exhibition

For the first time in its history, Mobiak participated as a Diamond Sponsor at the international OFSEC exhibition (Oman Fire & Security) held in Muscat, Oman.

Oman, the second largest country on the Arabian Peninsula, is an excellent market with great potential for growth. On display at the exhibition was the complete BSI Series (consisting of 18 portable extinguisher models with pressure gauges or inner cylinders and 7 wheeled models), hose wheels and fire hose cabinets EN671 certified, from LPCB, UL certified fire hoses, permanent extinguishing systems and other products from the Mobiak range that are included in the new catalogue.



Our main 'weapons' are quality, internationally recognised certifications and a broad range of products. The response from visitors highlighted Mobiak's recognition and outstanding performance compared to its main competitors in the international market.





Written by, **Michalis Kapetanakis**
Electrical & Computer Engineer
MOBIAKFIRE Sales Dept.

Dynamic Showing by Mobiak at Exhibition in Iran

After previous appearances at international exhibitions in Iran, this year Mobiak again kept its appointment, with a strong showing at the 21st Oil & Gas Refining & Petrochemical Exhibition held 5-8 May 2016, representing Greece internationally at the largest petroleum industry exhibition in the world!

Mobiak has now been active for more than two years in the large yet demanding market of the Middle East, and continues to elevate its position from year to year. The company presented its new HFC-227ea fire suppression system assemblies, which are UL & FM certified, as well as the new range of UL & water mist fire extinguishers and a wide variety of other new firefighting and fire protection-related products and solutions



The hundreds of companies that visited our stand, our discussions and their very positive responses meant that our company's attendance was a resounding success.

**See you next year
at the 22nd Exhibition in 2017**



Written by, **Apostolos Diamantopoulos**
Economic Sciences (MSc)
MOBIAKFIRE Sales Dept.

Participation of Mobiak in the Zagreb Auto Show, Croatia in Collaboration with our local distributor

After an 8-year hiatus, Croatia hosted an international motor show with the participation of huge numbers of exhibitors and visitors. Over 150,000 visitors toured the exhibits. Mobiak was the only firefighting equipment manufacturing company represented and the stand, organised in conjunction with our local partner, saw a huge amount of traffic.

Mobiak's visitors showed special interest in 1kg and 2kg dry chemical and 3kg and 6kg dry powder extinguishers, and the Pheidias Automatic Fire Suppression System for vehicle engines.



The Pheidias automatic system has the following advantages:

- Great versatility for fire categories A, B, C, as well as for use in protected areas with a power supply
- Long-life product
- Zero maintenance throughout product life
- There are no cylinders - the product itself is fully installed in the protected area
- It does not damage any equipment in the protected area, and is safe for humans when released
- Optional installation of pressure switch and activation of alarm system
- Pressure gauge monitoring of extinguishing agent pressure
- Eco-friendly extinguishing material (HFC-236fa)
- Automatic activation due to expansion of extinguishing material caused by increased temperature 100% standalone system, independent of electrical power supply
- Simple installation
- Can be installed in areas with temperature range from -40°C to +80°C
- Installation temperature 120°C.

Presentation of water mist technology at the Slovenia Fire Service headquarters

In collaboration with its distributor in Slovenia and the Slovenian Fire Service, Mobiak was able to present its water mist products at the department's headquarters.

Both theoretical explanations and practical demonstrations were used to present the advantages of both fire extinguishers and water mist-type nozzles (water mist).

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



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



Written by, Apostolos Diamantopoulos
Economic Sciences (MSc)
MOBIAKFIRE Sales Dept.

Mobiak lends a helping hand in Italy

In the difficult times that the people of our neighbouring country have suffered, Mobiak continues its philanthropic work, standing by the earthquake-stricken in Italy, providing financial support for essential medical supplies in the affected area.

We hope our example is followed by other companies in the future.

Those interested can help by sending contributions to the bank account of the Municipality of Amatrice.

IBAN: IT 13 W 08327 73470 000000005050

BENEFICIARY NAME: COMUNE DI AMATRICE

SWIFT CODE: ROMAITRR

BANK: B.C.C DI ROMA, Banca di Credito Cooperativo di Roma

The invitation we received to the event that was organised gave us the incentive for another visit, as we are always looking for opportunities to meet with our partners as often as possible. Beyond our work-related discussions, the event included music, educational presentations, lots of food and plenty of drinks...



Written by, Metaxas Drakopoulos
Production Engineering & Management, MSc
MOBIAKFIRE Sales Dept.

Mobiak in Luxembourg

In the interests of developing our export activity in Luxembourg, we took great pleasure in our recent visit to our partner's premises there.



We wish our partner 'more of the same' and we are planning to set the date for our meeting in Chania next time, to repay their hospitality.

Historical overview of fire extinguisher development

The term fire extinguisher defines a device that can be used to suppress a fire that has been caused by a variety of factors.



Various types of extinguisher used in the past on display in a museum.

Fire extinguishers can be used in the initial stage of a fire, that is, at the stage when it is still possible to put out the fire without the intervention of the Fire Brigade. The use of the fire extinguisher is part of the suppression measures which can be used by the public or fire safety groups in a company to suppress an outbreak.

A fire extinguisher contains extinguishing material under internal pressure that can be ejected and directed towards the fire source. This pressure may be stored or applied to assist the release of gas.

Propellant gas is the gas either held in the body of the fire extinguisher (contained pressure), or stored in a cartridge externally attached to the extinguisher or located inside it, and this gas ejects the extinguishing agent.

Extinguishing material is the substance contained in the cylinder (container) that puts out the fire. The most common types of fire extinguishing materials are carbon dioxide, water or foam solutions that are based on water and various types of dry powder.

Under current Greek and European legislation, the extinguishers are divided into the following categories:

Portable: These are extinguishers designed to be carried and used by hand, with a total mass of not more than 20kg (in line with European legislation EN3-7).

Wheeled: These are extinguishers designed to be transportable (e.g. on a wheeled trolley), for manual operation, and have a total mass of more than 20kg (in line with European legislation EN1866).

Aerosol Extinguisher: These are fire extinguishers that use dry powder extinguishing agents or halogenated hydrocarbons in aerosol form. The extinguisher cylinder has a valve and the contents are sprayed in aerosol form when the valve is activated (in line with legislation as per ELOT 1066:2006).

Self-activating ceiling extinguishers: these are fire extinguishers fitted in the roof space of a protected area, which are activated when the temperature exceeds a predetermined value. They will subsequently flood the area with extinguishing material.

Portable and wheeled fire extinguisher are stored pressure types, i.e. the extinguishing agent and propellant gas are contained in the container-closure assembly and stored under pressure; the extinguishing agent is not pressurised but is at atmospheric pressure, and the propellant gas is stored in a cartridge inside the cylinder or outside it.

The First Fire Extinguisher

The first report of a fire extinguisher being manufactured was in England in 1723 by Ambrose Godfrey Hanckwitz (who was of German extraction but English nationality), a manufacturer of phosphorus. This fire extinguisher was a barrel containing an extinguishing agent in liquid form and a smaller vessel made of pewter filled with gunpowder. Activation took place via a wick, which was connected to the smaller container holding the gunpowder, so that when the wick was lit, it would cause the gunpowder to explode and the extinguishing agent would be sprayed in all directions. It is very likely that its use was limited. A report on the effectiveness of this extinguisher was printed in Bradley's Weekly Messenger on 7 November 1729, after it was used during a fire in London.



Pressurised Fire Extinguisher

The first modern fire extinguisher of this kind was invented by British Captain George William Manby in 1818. It consisted of a copper vessel containing 13.6lt (3 gallons) of pearl ash (potassium carbonate) solution under pressure.

The soda-acid extinguisher was first patented in 1866 by the Frenchman Francois Carlier. The contents were a solution of water and sodium bicarbonate with tartaric acid, which, when combined, produced CO₂ as a propellant gas.

An extinguisher of the same type was patented in the U.S. in 1881 by Almon M. Granger. His extinguisher used the reaction between sodium bicarbonate solution and sulfuric acid to create a jet of water aimed at the fire. Thus, in one way or another it was necessary to break a vial to combine two substances and generate CO₂, increasing the pressure in the main tank, and expelling a jet of water via a valve or a small hose.



CO₂ Extinguisher

Compressed Air Extinguisher

The cartridge-operated extinguisher was invented in England by Read & Campbell in 1881, who used water or water-based solutions. They later invented a carbon tetrachloride model called the 'Petrolex' which was marketed for automotive use.

In 1877, the British scientist Johnson proposed mixing two aqueous solutions to extinguish petroleum fires: sodium bicarbonate with saponin + aluminum sulphate.

Chemical foam was discovered in 1902 by Aleksandr Loran in Baku (Azerbaijan) using the above method, which he successfully used to extinguish a tank of burning naphtha. The main tank contained a solution of water with sodium bicarbonate and the secondary vessel contained aluminium sulphate solution - when the two solutions came into contact they created foam and carbon dioxide. The gas expelled the foam in the form of a jet.

In 1910, the Pyrene Manufacturing Company of Delaware filed a patent for using carbon tetrachloride (CTC, or CCl_4) to extinguish fires. The liquid vaporised and extinguished the flames by inhibiting the chemical chain reaction of the combustion process (in the early 20th-century they had connected carbon tetrachloride with oxygen removal).



Small-capacity fire extinguisher from 1911

In 1911, they patented a small, portable extinguisher that consisted of a brass or chrome container with an integrated hand pump, which was used to expel a jet of liquid towards the fire. It was available with a capacity of 0.6lt, 1.1lt and 9lt. As the container was unpressurised, it could be easily refilled after use.

Foam Extinguisher

In 1914, two Austrian engineers Starnzig and Tonig added a powder mixture to running water, creating foam.

In 1920, during research into new foam materials as extinguishers, a new product was developed based on protein which was easily dissolved in water and originated from the chemical hydrolysis of organic by-products (such as animal horns). It rapidly became clear that this foam was far superior to any other foam-type material.

Fire Grenade

Another type of carbon tetrachloride extinguisher was the 'fire grenade', which was made of glass and was hurled at the base of a fire.

This type of fire extinguisher was discovered in 1800. Because the effectiveness of the substance in liquid fires and in the presence of electricity, it was much used in vehicles. The modern form of this type of extinguisher has evolved into the ball-type fire extinguisher (Fire Ball) which contains dry powder as an extinguishing material. It is one of the commercially successful products in our company catalogue.



Fire Grenade Extinguisher

Carbon Dioxide Extinguisher

It was devised in 1924 in response to the Bell Telephone Company's request for an electrically non-conductive chemical to extinguish fires in telephone switchboard centres, which was difficult at that time.

The fire extinguisher consisted of a tall metal cylinder (container) containing 7.5lbs (3.4kg) of carbon dioxide, with a spigot valve and hose with a brass weave, lined with cotton cloth at the end in a conical shape with a nozzle that looked like the end of a manual horn, similar to those used by the automotive industry at that time.

Dry Powder Extinguisher

In 1928 Du Gas created an extinguisher that stored a dry chemical substance (dry powder) as the extinguishing material under pressure. It used a sodium bicarbonate solution that, after special chemical treatment, is unaffected by moisture. It was placed in a cylindrical copper vessel, and carbon dioxide gas, stored in an inner vial, was used as a propellant. Sodium bicarbonate was the first widely-used household substance used for extinguishing fires.

Halon Extinguisher

In 1940, liquid chlorobromomethane (CBM), also known as halon, was discovered in Germany for use in aircraft. It was more effective and less toxic than carbon tetrachloride. Several variants have been used since 1920 for fire protection, especially in confined areas.

Halon-type extinguishers are still in use today, but have fallen out of favour for many uses, due to their environmental impact. Europe and Australia have significantly restricted their use because of the Montreal Protocol.



Dry powder extinguisher (1928) with inner vial

In 1952 protein-type alcohol-resistant foam was produced. In 1962 National Foam Inc. developed fluoro-protein foam. In 1965 the US Navy developed water-based aqueous film foaming foam. In 1976 National Foam Inc. invented an alcohol-resistant AFFF Foam (AR-AFFF). In 1982 fluoro-protein foam film was developed (FFFP).

In 2010, in Poland, a water-based fire extinguisher using water mist technology was invented, by installing a rotor in the vessel interior and using a special nozzle jet to create tiny water droplets in mist form. The net result was a fire extinguisher suitable for extinguishing fires type A, F and even B with the addition of a certain percentage of foam, or water as the sole extinguishing agent. The manufacturer of this extinguisher is internationally represented by Mobiak in many countries.

In 2011 Kevlar technology was applied to extinguisher cylinders. The result was the first portable compressed gas extinguisher where the container was made of non-ferrous material. The manufacturer of this extinguisher is internationally represented by Mobiak in many countries.



Written by, **Marios Lolis**
Chemist, MSc, Liquid-Gas Sales and
Customer Support
MOBIAKGAS Sales Dept.

The carbonation of drinks is a method in which they are enriched with carbon dioxide. In this way, non-carbonated drinks such as mineral water and juice, retain their freshness. The same method is applied in the production of beer and wine. Much of the carbon dioxide contained in wine is lost during production. This occurs mainly in white wine, which means it also loses its flavour. The addition of carbon dioxide increases its content to the desired quantity of 1.0-1.3g/L. In red wine, the ideal carbon dioxide content is between 0.5-0.8g/L. The result in this case is a significant improvement in the flavour of the wine.



Mobiak produces high quality carbon dioxide and has accumulated technical know-how acquired over many years in methods of carbonating beverages.



Carbon Dioxide

Special installations and reactors permit the precise specification of the volume of carbon dioxide in the end product, production line and storage tanks. In all cases, it is selected and tested and the ideal method is applied in accordance with the requirements of the product and the customer.

Mobiak's new technology tanks are suitable for carbon dioxide containment and are the last piece in the puzzle, facilitating expert implementation of the latest carbonation techniques.

With capacities ranging from 180lt up to 1500lt, portable tanks provide ease of use, transportation and storage of the product. 12-cylinder carbon dioxide arrays are another option offered by Mobiak, depending on available space and other requirements.



It is worth mentioning some of the physical properties of carbon dioxide since it is these that facilitate carbonation. It is a colourless gas and in small concentrations it is also odorless. At normal pressure and temperature conditions, its density is 1.98 kg/m³, i.e. 1.5 times denser than air. At a pressure of 1 atm (pressure at sea level), it transforms directly into solid form at temperatures below -78.51°C and, if in solid form, it vaporises at over -78.51°C. In its solid state, carbon dioxide is known as dry ice. The critical temperature is 31.1°C and therefore it easily liquefies at normal temperatures but only under compression (7.38MPa). It is slightly soluble in water, but its solubility increases, as is the case with all gases, when under pressure. Water-saturated CO₂ under pressure is known as seltzer water. The triple point of carbon dioxide is about 518 kPa at -56.6°C.



Written by, **Argiro Sholinaki**
Chemist MSc
MOBIAKGAS Sales Dept.

Mobiak's Gases Department is entering a new era. Management of cylinder processing and other products now takes place through a fully developed software system. Cylinders and all kinds of gas and liquid containment types (e.g. cryogenic containers, portable tanks, arrays) are recorded in the system and are allocated a unique number and barcode. The barcode allows the system's software to monitor the movement of goods at every stage of their journey, from the receipt and bottling at the factory until delivery to the customer and their subsequent return to the company's premises.

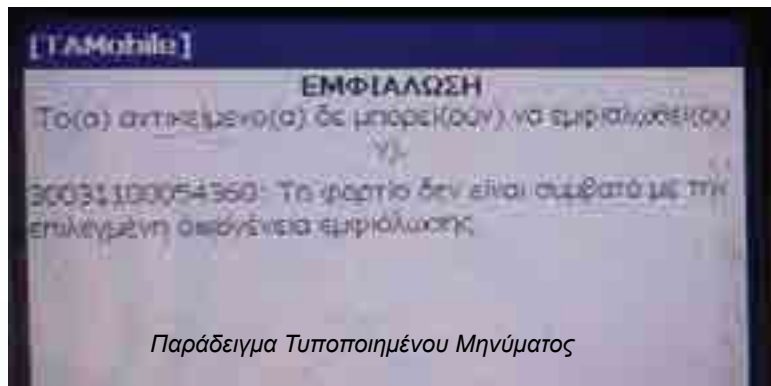


Registered Cylinder (barcode)

The management system software advantages can be summarised under two main categories, quality improvements and output improvements. More specifically, improved quality consists of:

- Traceability of all products - exact history after the first recorded entry into the system
- Avoidance of human error at all stages of the production process - the system of standard messages gives approval for the movement of the cylinder to the next stage. For example, a cylinder requiring hydrostatic testing will not be permitted to move on to the next stage. The system also prevents a different type of gas being bottled other than that registered on the bottle, etc.
- Assured compliance of all products with specifications determined by EU requirements, quality systems, etc. The system does not permit delivery to the customer of batches of cylinders unless they have successfully passed their analysis, based on individual specifications.

Provision of technical support for the company and its customers



Παράδειγμα Τυποποιημένου Μηνύματος

Improved performance due to directly available information on any activity at any time, resulting in better stock control, better planning with regard to meeting demand based on historical sales, and improved management control of cylinders within Mobiak's premises.

Furthermore, partners have access to detailed reports on the number of cylinders in their possession, so that they can manage inventory more efficiently. Furthermore, if cylinders are returned to the company for re-filling from a partner other than the one recorded in the system, the cylinder is charged to the initial partner. This properly protects both partners and Mobiak itself, since this system provides full control of its fleet and deliveries.



Registered Cylinder of Medical Oxygen

With regard to bottling of medical gases and liquids, the software system supports the requirements of the Greek National Organisation for Medicines, and allows for the maintenance of an electronic file record of all bottling carried out on the Company's premises, which is accessible at any time. Among the most important requirements of NOM is the traceability of all medical products. The software system allows the recovery of details of the movement of any cylinder or cryogenic container, from initial entry onwards, providing essential information including serial number, batch number, cubic volume bottled, bottling pressure, bottling supervisor details, etc.



Written by, Nikolaos Fragkioudakis
MOBIAKCARE Sales

Long term oxygen therapy (LTOT) is a standard method of care for many patients with chronic stable hypoxia, often caused by respiratory disorders. The length and quality of life of patients can be improved, depending on the duration of oxygen therapy. Zen-O™ is the best portable oxygen concentrator, providing oxygen to patients at home or when on the move.



FEATURES AND BENEFITS - DUAL MODE

Zen-O™ offers patients the unique convenience of two functions. It provides treatment in either continuous or alternating form (pulse).

SIMPLE AND EASY TO USE

It is patient-friendly, easy to use with easy to read buttons and an LCD screen.

IT RESPONDS TO PATIENTS' NEEDS

Using special patented technology, it can supply 2 litres of oxygen per minute according to individual patient needs. Unlike other devices which provides preselected amounts of oxygen, the Zen-O™ automatically raises the amount of supplied oxygen when the patient's breathing rate rises.

DURABLE AND RELIABLE

It is durable and comes with a 3-year warranty or 15,000 hours of total operation, giving you the assurance of quality and reliability you require.

ZEOLITE SIEVE BED IS EASY TO REPLACE

It is designed for easy replacement of the zeolite sieve beds by any service provider, without the need to return it to the supplier.

ALARM SIGNALS

It is equipped with various visual and audible alarms, including low battery, no breath detected, maintenance needed and low oxygen.

MANUFACTURED TO THE HIGHEST SPECIFICATIONS

Zeno-O™ is manufactured in the UK and the United States of America, based the specifications of: The European Commission's Medical Device Surveillance Committee, US Food and Drug Administration and the US Federal Aviation Commission.

Portable Oxygen Concentrator ZEN-O™ Simple - Portable - Reliable

TECHNICAL CHARACTERISTICS

Dimensions (LxWxH):

212 × 168 × 313 χιλιοστά (8.3" × 6.6" × 12.3")

Weight:

4.66 kg with a 12 energy cell battery

Power requirements:

AC adaptor 100-240V AC (+/- 10%) 50-60 Hz input, 24V DC, 6.25A output DC Adaptor: 11.5 - 16V DC input, 19V, 7.9A output 87% - 96% in all settings.

Purity:

Maximum oxygen release pressure: 20.5 psi.

Triggered inhalation sensitivity:

-0.12 εκατοστά/H2O.

Humidity level:

5% έως 93% ± 2% without concentration

Operating temperature:

5°C (41°F) έως 40°C (104°F).

Storage temperature:

-20°C (-4°F) έως 60°C (140°F).

Settings:

Adjustable in 0.5 increments from 1.0 to 6.0 in pulse mode and from 0.5 to 2.0 in continuous operation.

Noise level:

38 dB (A) tested in laboratory conditions 14-1 03/2007 MDS-Hi * 42 dB (A) tested under ISO 3744*.

Alarm signal types:

Low oxygen purity/Breathing not detected breath/Low Battery/Maintenance required.

Battery life:

About 4 hours on a single battery or 8 hours with two batteries at 18 BPM.



Power cables, AC and DC power supply



Written by, **Vasilios Simantirakis**
MOBIAKCARE Sales

Asthma is a chronic inflammation of the bronchial airways, which causes swelling and constriction (contraction), making air movement in the lungs difficult particularly during exhalation. The swelling and contraction of the airway is partially reversible either spontaneously or after treatment.

Chronically inflamed airways become very sensitive and react strongly to stimuli both specific (allergens) and non-specific (triggers or irritants), that is, they become hypersensitive (and react even to very low intensity stimuli). This state is known as bronchial hyperreactivity or bronchial hyper responsiveness. Bronchial hyperreactivity (or bronchial hyper responsiveness) is a common denominator in all asthmatics; there is a high incidence of allergic individuals without apparent asthma and it is found in a small number of otherwise normal people, i.e. it is a characteristic, not an illness.

The bronchi react to any stimulus they consider dangerous to the body (immune-defence) in the same way, without distinguishing whether it is a specific or non-specific stimuli, the sole object being to isolate and limit the impact on the body. They narrow (by constriction - bronchospasm) in order to limit invasion of the cause into the body, coughing is stimulated to remove the cause and mucus (discharge) is generated both to protect the interior of the bronchi and also to facilitate the removal of the cause of the problem.

Controlling Asthma

The main objectives of therapeutic treatment that must be achieved for successful control of asthma are:

- Reduction or even eradication of symptoms
- Normal sleep at night
- Prevention of asthma attacks
- Maintenance of lung function at near normal levels
- Maintaining normal physical activity - work - social activity (including physical exercise) (for children or adults)
- Avoidance of side effects of asthma treatment drugs
- Preventing creation of non-reversible obstruction (chronic damage)
- Reducing asthma mortality rates

"The swelling and contraction of the airway is partially reversible either spontaneously or after treatment"

To achieve these objectives it is necessary to:

- Avoid significant exposure to harmful stimuli for asthma, be they specific (allergens) or non-specific (triggers). Non-specific stimuli include respiratory infections, strong odour (detergents, paints etc.), dust, heavy air pollution, humidity, cold air, sudden temperature changes (e.g. from an air-conditioned room to warm, dry air), intense psycho-emotional upsets etc,

Asthma The familiar yet unknown enemy

- There should be strict compliance with recommended treatment even if there are no symptoms.
- Correct use of inhalers.
- Correct and timely use of medication to prevent asthma attacks (e.g. inhaled bronchodilator use before planned strenuous physical exercise).
- The patient must be able to control the level of functionality of their respiratory function themselves, via a portable flow meter, and take supplementary medication as necessary according to doctors' recommendations.
- Regular visits to the doctor (every 4-6 months) even if there are no symptoms.

- The Kiwi atomiser device belongs to the 4th generation of ultrasonic nebulisers based on MESH technology. MESH technology uses a metal alloy plate, which has the ability to oscillate more rapidly than membrane technology. This makes it more aggressive insofar as ionisation/atomisation is concerned, even for the most resistant solutions. Also, it is easier to clean post-treatment, since there is no remaining film from prior ultrasonic nebulisation

OUR RECOMMENDATION

Kiwi Portable Ultrasonic Nebuliser SILENT



Code . 0804001	Wwi Nebuliser
Warancy	2 years
Active Solution Capacity	>8ml
Nebulisation rate	0,35ml/min (with 4ml ampoule)
Median aerodynamic mass diameter	4.5 µm (MMAD) (EN-13544-1 compliant)
Volume residues	< 0.1 ml
Noise level	40 dBA
Dimensions	49 x 40 x 115 mm
Weight	104 g (without batteries)

Additional advantages of the Kiwi

- Suitable for fixed or mobile use (no need to purchase two nebulisers)
- Small size, discreet and silent. Use: the patient can use it freely and discreetly outside the home, since it is silent and fits into almost all bags.



Written by, **Giorgos Choudalakis**
MOBIAKCARE Sales

Otitis Externa The summer disease

What is otitis externa?

To understand what otitis externa is, we must first explain the anatomy of the outer ear. For practical purposes, the ear can be divided into three parts:

- The outer ear consists of the pinna and the ear canal leading to the drum
- The middle ear (the tympanic cavity behind the eardrum that contains the ossicles).
- The inner ear contains the labyrinth with the semi-circular canals and the cochlea.

Otitis externa is inflammation of the ear canal leading to the drum.

Why is it characterised as a summer disease?

The truth is that otitis externa can occur at any time of year. But in summer, there is a sharp increase in the number of incidents.

Normally, the canal is covered by skin and then a layer of wax, which is a natural protective mechanism. Dryness alternating with moisture in the summer months contributes to the destruction of this protective mechanism, so that any minor injury (scratching with the finger, ear bud, or foreign object) allows the microbes present in the canal to pass through the skin and cause inflammation.

From there onwards, the dark, wet environment is ideal for the growth of germs and a process involving oedema (swelling) of the skin in the canal begins, forming pus and blocking the ear.

What are the symptoms of otitis externa?

The early stages of otitis externa include itching in the ear canal, which can make children want to scratch their ears. Scratching may relieve the symptoms temporarily, but can worsen the condition by feeding more germs into the skin. Then there can be intense pain, which is treatable only with analgesics, and fluids containing blood and pus may trickle from

the ear. The pain is typically stronger when pressure is applied to the tragus or the pinna is moved.

The pus and dead epithelial cells gather in the canal causing occlusion and thus hearing loss. In some instances, lymph nodes in the neck may become painful, due to microbial inflammation. If not treated, the condition can spread to infect the pinna or the bones of the skull.

What is the treatment for otitis externa?

Most cases of otitis externa can be treated topically. The microbes that commonly cause otitis externa are pseudomonas and staphylococcus, and fungal infections are fairly common. Local antibiotic drops can be used against suspected microbial cause. When it is believed that it is a bacterial infection, preparations containing cortisone and antibiotics can be administered, which help reduce the swelling and the pain faster.

But when external ear infections are due to fungal infection, the use of cortisone is prohibited because instead of helping to relieve the problem, it can contribute to intensification of growth of the fungus. In any case, for the duration of the treatment, parents should make sure that no water gets into the child's ears and that the child stops inserting foreign objects into the ear. In addition, at the onset and during treatment, regular cleaning of the ear by an ENT specialist is necessary with topical treatment to remove pus and debris collected in the canal.

When otitis is advanced or when treatment with topical antibiotics fails, it must be aggressively treated to avoid complications. Antibiotics are administered either orally or intravenously. Children with diabetes or lowered immune resistance are in a special category. This group of children is at greater risk of developing an aggressive condition called malignant external otitis, which is accompanied by spreading of the infection to the skull bones. This patient group requires hospital treatment.

OUR RECOMMENDATION FOR OTITIS EXTERNA

Vapinal - Hot Steam Nebuliser

code 0806275	Hot steam nebuliser
Warranty	2 years
Ideal for cases of	Allergic rhinitis, sinusitis, mucopurulent rhinitis, sinusitis, catarrhal otitis
Maintaining a healthy upper respiratory system using thermal spa salts from the Salsomaggiore springs..	

Salsomaggiore salts - (for use with Vapinal)

code 0806284	Salts for use with Vapinal (pack)
<ul style="list-style-type: none"> • They stimulate the secretion of mucous and have an antioxidant action. 300g sachets (for use in 1lt water) 	
Package: 10 sachets/package	





Written by, **Chrisa Kozonaki**
MOBIAKCARE Sales Dept.

Snoring and Sleep Apnoea in Children

What is snoring and what is its significance for children

Snoring is a sound produced during sleep and may cause alarm to others, even if it comes from a child. The causes of snoring in children is different from those in adults. The most common cause in children is the partial obstruction of the nasopharynx and/or oropharynx i.e. the back of the nose and/or the back of the mouth. This can occasionally be caused by a common cold or seasonal allergic rhinitis, or more permanently by hypertrophic adenoids and/or tonsils. But snoring in children, apart from annoyance, does not involve any risk whatsoever to the health of the child. It is usually transient and fades away as the child develops, with the regression of the hypertrophy of the adenoids. There is reason to be concerned only when snoring is accompanied by sleep apnoea.

What is sleep apnoea?

Sleep apnoea is repeated cessation of breathing through both mouth and nose during sleep, for a brief period (usually a few seconds). Sleep apnoea is usually accompanied by snoring. Sleep apnoea may be occlusive (due to obstruction of the respiratory tract), but may also be central (due to brain dysfunction in the breathing centre). The most common form of apnoea in children is obstructive.

Early diagnosis and treatment of sleep apnoea

Hypoxia i.e. the low oxygenation of the blood caused by the apnoea, along with poor sleep quality and prolonged muscular efforts to recover normal breathing can bring about serious problems in the development and health of the child. These problems include weight loss, pneumonia, hypertension and heart failure. It may also cause neuropsychological disorders such as hyperactivity, nervousness, fatigue and poor performance in school.

"Sleep apnoea is repeated cessation of breathing through both mouth and nose during sleep, for a brief period"

Diagnosis of sleep apnoea

The diagnosis of sleep apnoea in children is in most cases purely clinical, as opposed to adults who require extra testing. This means that it is essentially based on parents' description of sleep history and a clinical examination by the doctor. Where there are doubts about the diagnosis or the distinction between central and obstructive apnoea, then additional tests can help. Video recording of the child during sleep for short periods may be particularly useful. In special cases, it may be useful to use a pulse oximeter to measure blood oxygenation during sleep.

Treatment

The treatment depends entirely on the type of sleep apnoea the child has (obstructive or central) and the reasons causing it. Usually, the blockage is due to adeno-tonsillar hypertrophy and apnoea can be completely cured by adenoidectomy and tonsillectomy. If the obstruction is accompanied by allergic rhinitis, which is common in children, then this can be treated with supplementary steroid nasal sprays or drops for a time, which may help. More rarely, usually in children with craniofacial syndromes and neurological disorders, long-term treatment is required, with the wearing of a special continuous positive airway pressure (CPAP) device on the nose to keep the airway open. Rarely, very severe cases may even need tracheotomy tube.

OUR RECOMMENDATION

Pre-Sleep Lab SOMNOcheck micro

code 0806494

Pre-sleep Lab Micro

Warranty

2 years

- It works with common consumables in nasal oxygen therapy with commercial batteries
- It is worn on the wrist like a watch, and preliminary examination can be done easily and quickly without the need for complex connections
- Multiple indications directly on screen
- Traffic light-type colour code for fast and easy identification of the seriousness of the problem
- Detailed presentation of the indications on the PC using the software accompanying the device
- Option to print out preliminary test results



Additional advantages

- Ideal for diagnosis in children weighing 20 kg or more because of its small size and easy installation

Pre-Sleep Lab SOMNOcheck micro

code 0806381

Pre-sleep Lab Micro Cardio

Warranty

2 years

- It has all the features of the Somnocheck Micro plus the following
- indications: CRI (cardiovascular risk index), arrhythmia, check for Cheyne Stokes breathing





Written by, **Vasilis Binakis**
Research & Development Department
MobiakCare

Created by the Research & Development Department, MOBIAKCARE

With great pleasure and pride, MobiakCare presents our new, dynamic department, which has taken up an important place in the organisation and coordination of company operations. With graduate researchers and experienced partners in Greece and abroad, the purpose of this department is to 'marry' knowledge and experience in the homecare field with an innovative approach that can inspire revolutionary new products.

Today, innovation is seen as an important key to survival, growth and competitiveness for businesses worldwide. It plays an important role in small and medium enterprises (SMEs), since this is one way for them to gain a competitive advantage over their rivals. Thus, for SMEs to improve their competitiveness, they must continuously exploit new opportunities for innovation.

Research and development (R&D) plays a key role in business innovation, and for this reason, investment in R&D is one of the most powerful mechanisms for determining the level of innovation in an industry or production sector of a country. During the last decade, Greece has shown low levels of spending on R&D as a percentage of national GDP, mainly because of very low expenditure on R&D in the private sector (according to recent reports of the European Commission's Innovation Union Scoreboard). The reluctance of financial institutions to finance innovative activities and risky investments are among the key factors hindering the utilisation of funds for R&D.

*"the purpose of this department
is to "marry" knowledge and experience
in the homecare field with an innovative
approach that can inspire
revolutionary new products"*

In Greece, over the past decade, especially after the onset of the financial crisis, the need for business development and enhanced competitiveness is a problem of increasing importance. The improvement of the economic climate and the creation of value from the business focus on R&D could play an important role, since it has been shown that R&D is the driving force behind economic development in a country.

'We are at your disposal to hear your proposals for innovative or specialised products for your specific business.

MobiakCare's Enhanced Service Department

We would like to let you know that in light of our company's promise to all our partners for continued improvements in our services, our Technical Department now has a new member, Andreas Badieritaki, a graduate biomedical engineer. He is a dynamic presence in our Service Department and the new, modern structure of our company. **Mr Badieritakis** can be contacted for free technical support 24 hours/day on mobile No6972660969. **And don't forget, our service department offers economical solutions for Mobiak condensers, with genuine parts and free training for its partners.**

Spirometry - the cornerstone of lung function measurement

Spirometry is the most useful test of lung function. Although not as well-known, the information it gives us on the condition of the lungs is as important as the information that an electrocardiogram gives about heart function.

What can a spirometric test show us?

This test can show the functional capacity of the lung. Simply put, we can see how well our respiratory system is functioning and if it has been affected either by smoking or some other disease such as asthma or chronic obstructive pulmonary disease (COPD).

Who should undergo spirometric testing?

All patients suspected of suffering from COPD or asthma, as well as patients with chronic coughs or difficulty in breathing. It is also performed preoperatively on patients with respiratory problems, to estimate the surgical risk. Lastly, the view that smokers should carry out regular check-ups of their respiratory systems is becoming more and more prevalent. As well as patients who have experienced any kind of allergen-related pulmonary disease and want to track the progress of their rehabilitation.

*"Spirometric testing can show
the functional capacity of the lung."*

Who performs spirometric testing?

Spirometry can be a seemingly simple test, but the interpretation of results can be tricky. Apart from the parameters that are commonly used (FEV1, FVC), approximately another 40 parameters are recorded, which are best evaluated by a specialist pulmonologist, always combined with other clinical and laboratory findings.



Written by, **Filippos Christodoulakis**
MOBIACARE Imports Dept

New Collaboration MobiakCare & K-Active

We are pleased to announce a new partnership between MobiakCare and the German **K-Active**, which designs innovative products with therapeutic features for patients and athletes, which are available in more than 50 countries.

The owner of K-Active, Siegfried Breitenbach, is one of the pioneers of kinesiology tape in Europe and represents the original authentic kinesiology tape.

Mr Breitenbach has been physiotherapist to the German national triathlon team for twenty years, and was a member of the German Olympic team in Sydney 2000 and Athens 2004. In 2000, he trained in the method, which was formerly introduced by the Kinesio company into the European market.

Apart from the tapes, K-Active offers training seminars on their uses in physiotherapy and medical treatment, providing all-round solutions in the sporting and medical rehabilitation fields.

K-Active tapes have a huge range of uses for the elderly, children, cancer patients, pregnant women, and athletes, as well as providing help for otherwise chronically painful conditions, and preventive action etc. Our company, in collaboration with K-Active, is organising a 2-day seminar to be held on 5 and 6 November, 2016 addressed exclusively to physiotherapists, physiatrists, kinesiologists, and your medical-homecare staff, where Mr Breitenbach will present the advantages of kinesiology tapes, other associated products, and their proper application in each type of case.

All participants will receive K-Active certification. (Please notify collaborating physiotherapists, doctors and homecare staff accordingly):

•Seminar Programme:

09: 00-18: 00 Saturday, November 5th

09: 00-14: 00 Sunday, November 6th

•Location: Aspropyrgos Distribution Centre - Magoula Athens
Showroom: MobiakCare

•Participation fees: €350 incl. VAT

•Reservations: Until October 5, 2016, by bank transfer, with 'your name' + 'for K-Active training' written in the 'reason for transfer' line.





Written by, **Filippos Christodoulakis**
Τμήμα Εισαγωγών MOBIACARE

New Collaboration MobiakCare & MIR

Spirometry, Oximetry & Telemetric Medicine

We are pleased to announce a **new collaboration** between MobiakCare and the leading Italian company **MIR**.



Spirometry and lung function in a **single device!**



- The patient breathes into the device and the results are displayed in real time on a mobile phone!
- Based on exhalation flow and volume.

Measurements:

- FEV1 (Forced exhaled air volume 1 second (mL/sec))
- Peak flow (L/m)

Characteristics:

- Uses alkaline batteries.
- It works in conjunction with a mobile or tablet running Android or iOS applications download from the AppStore™ or Google Play™.
- Specially designed environment to promote proper conduct of the test.

SMART ONE:

Because measurement of breathing is as important as measuring our temperature. For use by: Pulmonologists, allergy specialists, special therapists, sports doctors, coaches, smoking therapists, ENT doctors, homecare staff and house-bound patients with asthma or chronic obstructive pulmonary disease.



Smart One -
So easy to use!



FEV1

measurements help ensure physical recovery from pulmonary infections.

FEV1

measurements help avoid asthma. Regulated breathing is the key to physical and spiritual health!

Spirodoc®

Selectable spirometry tests: FVC, VC VC, MVV, before and after BD with large range of selectable settings.

- 3D oximeter: Selectable tests: Point, 6-minute walk, sleep analysis.
- Wireless real-time tests using Bluetooth.
- Rechargeable long-life battery.

WinspiroPRO software included.



e-Diary:
Quick access
to symptoms

New Spirobank || ®

The new standard in mobile spirometry

- Selectable spirometry tests: FVC, VC VC, MVV, before and after BD with large range of selectable settings.
- Memory 10,000 spirometry tests or 900 hours' oximetry recording (when oximeter setting is selected).
- Real-time wireless test (Bluetooth).
- Spirometry test (before & after) with over 45 selectable parameters.
- Rechargeable long-life battery.
- WinspiroPRO software included

**New Spirolab ®**

An all in one portable Spirometer with 7-inch touch screen and oximetry capability.



- Spirometry test (before & after) with over 45 selectable parameters.
- 10,000 spirometry tests or 500 hours' oximetry recording.
- Fast and silent integrated printer with customisable print format.
- Wireless real-time tests using Bluetooth.
- Rechargeable long-life battery.
- WinspiroPro software included.

Touch Screen

The active functions can be activated by a simple touch on the options bar, which is constantly on the screen.

**Minispir™**

PC-dependent spirometer with oximetry capability.

WINSPIROPRO SOFTWARE

Each spirometer includes the free software programme WinspiroPRO™

- Data management and interactive platform provides stimuli routines and activates EMR connection.
- Includes system to ensure correct recording of spirometry test results for each patient.



* FlowMir™ Turbine

**COMMON FEATURES || MINISPIR™ & NEW SPIROLAB®**

The ideal device for Pulmonologists, respiratory therapists, allergists, general practitioners, paediatricians, general practitioners, cardiologists and sports doctors for detection of respiratory pathologies.

FlowMir:*PATENTED DESIGN**

All MIR spirometers use FlowMir, a turbine with disposable cardboard mouthpiece, low cost, calibrated at the factory.

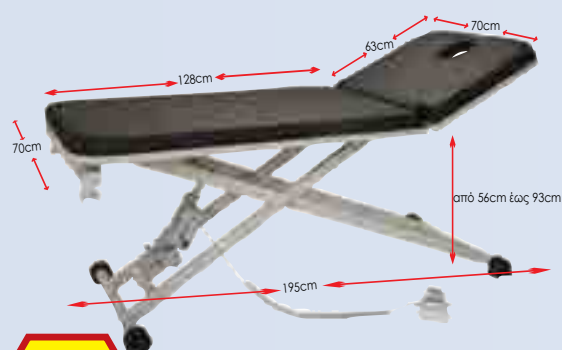
FlowMir is replaced from patient to patient to prevent transmission of microbes.

Spirometry parameters:

FVC, FEV1, FEV1/FVC, FEV1/VC, PEF, FEF25, FEF50, FEF75, FEF25-75, FEF75-85, Lung Age, Extrapolated Volume, FET, Time to PEF, FEV0.5, FEV0.5/FVC, FEV0.75, FEV0.75/FVC, FEV2, FEV2/FVC, FEV3, FEV3/FVC, FEV6, FEV1/FEV6, FEV1/PEF, FEV1/FEV0.5, FIVC, FIV1, FIV1/FIVC, PIF, FIF25, FIF50, FIF75, FEF50/FIF50, VC, IVC, IC, ERV, IRV, Rf, VE, VT, tI, tE, VT/tI, tE/tTOT, MVV (measured), MVV (calculated).

Spirometry parameters:

% SpO2 και καρδιακό ρυθμό (Min, Max, Μέσο όρο), διάρκεια δοκιμής, Σύνολο SpO2 Περιστατικά, T90% (χρόνος SpO2 ≤89%), T89% (χρόνος SpO2 ≤88%), T40 (Διάρκεια βράδυ καρδιάς με σφυγμό <40 BPM), T120 (διάρκεια Ταχυκαρδίας με σφυγμό > 120 BPM).



NEW product

Examination bed Reinforced

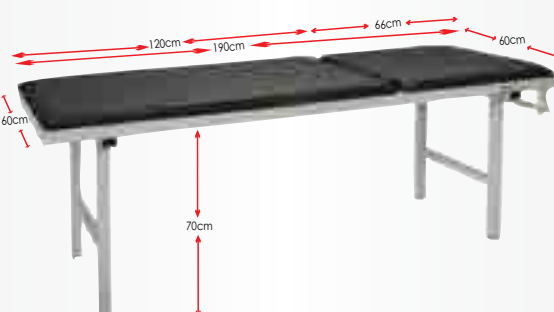
code 0806421

Maximum patient weight:	200 kg
Dimensions (LxWxH):	195 x 70 cm
Adjustable height	Electrical, 56cm to 95cm
Headrest dimensions (LxW)	63 x 70 cm
Headrest adjustment	Hydraulic
Reclining headrest (angle)	Up to 63°
Motor power	50 watts
Bed weight:	56,5 kg
Package dimensions (LxWxH)	198x72x25cmGW:59.5 kg



The package contains:

- 1) Paper cover mechanism
- 2) Hand control mechanism
- 3) Foot control mechanism



NEW product

Examination bed Reinforced

code 0808878

Maximum patient weight:	200 kg
Dimensions (LxWxH):	190x60x70cm
Headrest dimensions (LxW)	66x60cm
Reclining headrest (angle)	15°, 27°, 36°, 41°
Bed weight:	32.5 kg
Package dimensions (LxWxH)	193x62x13cmGW:36.5 kg



NEW product

Examination bed Collapsible

code 0808877

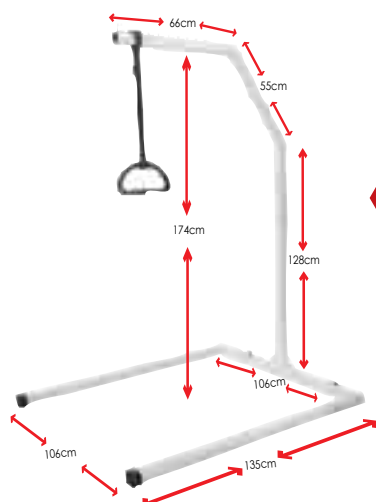
Maximum patient weight:	150 kg
Dimensions (LxWxH):	185 x 60 cm
Additional length with headrest	30cm
Additional width with side hand supports	21cm
Adjustable height	60cm to 85cm
Bed weight:	12.5 kg
Package dimensions (LxWxH)	93x19x63cmGW:14.5kg



The package contains:

- 1) External headrest
- 2) Side arm supports
- 3) Front hand support
- 4) Carrying bag

Daily Care Products



NEW product

Bed lift Floor stand

code 0808195

Maximum lifting weight:	136 kg
Base length	135cm
Base width	106cm
Height from floor	174cm
Product weight	23 kg
Package dimensions (LxWxH)	129x 43 x 27cm GW: 26kg

NEW product

Manual lifting device MORETTI (150kg)

code 0809638

- 2-year warranty
- Hydraulic - Manual
- Steel frame
- On casters, with rear wheel brake
- Includes carrying bag^
- Maximum load 150kg



NEW product

Sock aid

code 0810214

Easy to use
Ideal for people with limited mobility or stiffness in the spine.



NEW product

Shoe horn

code 0810215

- Black plastic
- Length 43cm



NEW product

Bed pan Plastic

code 0810224

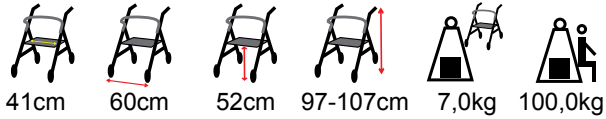
- Length 31cm
- Width 23/15cm
- Thickness 7/3cm



Doctor's Office Equipment

**NEW
product****Dual configuration rolling walker
Rollator**

code 0810615



- Colour blue
- Roller with brakes on handlebars
- With seat and basket
- Height-adjustable handlebars
- Capability to transport user
- Dual directional backrest converts the walker into a wheelchair
- New paint-coat is based on nano-technology, which makes paint surface more durable

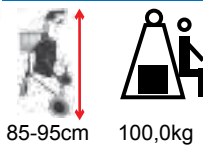
**NEW
product****Patient transfer
board**

code 0808716

- Foldaway plastic
- Dimensions (LxW): 63.5cm - 34.5cm
- Storage dimensions (LxW) 63.5cm - 12cm
- Smooth, non-slip surface
- Maximum patient weight 100kg for maximum distance from the transfer point 20cm

**NEW
product****3-wheel walker
Rollator**

code 0810617



- Colour blue
- Height-adjustable handlebars
- With seat and basket
- Wheel dimension 200x50mm



With reinforced wheels

**NEW
product****Folding ramp
Wheelchair**

code 0808515

- Collapsible and foldable (roll)
- Dimensions (LxW): 90 x 76 cm
- Maximum permitted weight 270kg
- Storage and carrying bag included

**NEW
product****Inflatable shampoo basin with
water bag**

code 0806234

- With special 2lt water bag
- With drainage valve & tube for quick and easy emptying of water.
- Inflatable by mouth or pump. Code 0810546

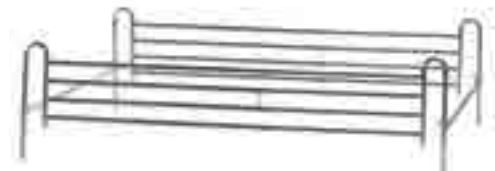
code 0810546

Pump

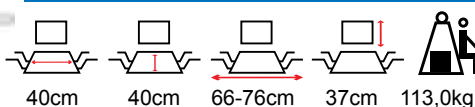
**NEW
product****Foldable external rails
Double bed (100-170 cm)**

code 0806669

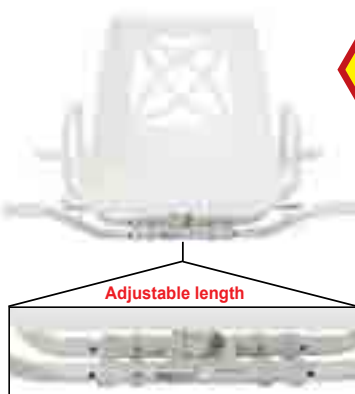
- Suitable for all beds
- Metal, chrome
- Adjustable height 122cm to 183cm
- Adjustable width 100cm to 170cm
- Height 40cm

**NEW
product****Bathtub chair
Adjustable turning**

code 0808135



- Special adjustable base (width from 66cm to 76cm)
- Maximum patient weight 113Kg



Adjustable length

**NEW
products****Pressure sore cushion with
hole 42.5cm & 45cm**

code 0806140 Pressure sore cushion with hole 45cm

code 0806514 Pressure sore cushion with hole 42,5cm

- Rubber pressure sore cushions
- Package includes pump 0810546 and special valve to attach it.





Written by, Eftichia Manarolaki
Head of Agricultural Product Marketing
Agricultural Products Department

The olive tree is definitely blessed. Old people in Crete commonly use the expression, 'even the shade of the olive tree will do you good'. It produces fruit under adverse conditions of drought, strong winds and high temperatures, while its longevity and productivity is at the heart of the history of the Cretan land. The olive tree has provided light, nourishment, cures for many ills, blessed our weddings and christenings, given us beauty treatments and has been identified with the highest virtues. The olive tree is a symbol of knowledge, wisdom, abundance, peace, health, strength and beauty, and has bequeathed to us an extremely complex legacy of values, prosperity and culture.

Olive oil is unique and there is no substitute, it is the definitive source of nutrition and pleasure. This is where valuable nutrients encounter tradition, flavour and the blessed products of nature. Olive oil is an essential and integral component of the Mediterranean diet, which, apart from being delicious, is famous for its exceptional health benefits.



The ultimate nutritional value

One of the characteristics that make it special are the fatty acids it contains. It is rich in monounsaturated fats and low in saturated. Omega-6 fatty acids outweigh omega-3. Tyrosol, hydroxytyrosol, oleuropein, oleocanthal and oleosin: substances in olive oil that have played leading roles in numerous scientific studies, and whose beneficial results are indeed impressive. The olive oil phenols, tyrosol and hydroxytyrosol, are absorbed and utilised by the body and possess a wide range of bioactive properties. These include antiinflammatory, antioxidant and vasodilatory actions.

M OLIVE OIL High quality Cretan products Olive oil

Scientific evidence shows that oleocanthal has strong anti-inflammatory effects and can reduce the possibility of occurrence of Alzheimer's disease.

The main feature of Cretan olive oil that makes it special is its quality.

So we, in our turn, from Chania in Crete, have been in the happy position to be able to specialise in the promotion of high quality oil products.

Olive oil 'M' is the culmination of hard work, the distillation of our passion for perfection, and our love for our ancestral land, the land of Crete.

We have combined centuries-old traditions and contemporary entrepreneurship and aspire to make the Cretan olive oil 'M' one of the best-known quality products in the global culinary world. Our products, now commercially available, include olive oil, balsamic vinegar and Cretan thyme honey, in elegant packaging at very competitive prices. We ensure the consistent quality of our products with the implementation of the required safety management and food quality assurance systems at every stage of production, in accordance with international standards.



"M" organic extra virgin olive oil

Product of organic agriculture, certified by the competent certification agency. Produced from trees cultivated by mild physical processes without the use of chemicals, pesticides and fertilisers, it is rich in nutrients and stands out for its natural flavour and high nutritional value, with important health benefits for consumers.

"M" extra virgin olive oil

Produced by cold extraction from selected olives, without causing deterioration of the fruit. It has very low acidity, a clear golden colour, a distinctive aroma and a rich flavour with an elegant aftertaste.



"M" balsamic vinegar

The relationship between vinegar and health began a very long time ago. The ancient Greek physicians, Hippocrates and Galen, used vinegar as a medicine. Recent studies have confirmed and identified the reasons behind the ideas that sprang from the empirical observations of past centuries. It gives an extra note of flavour to salads and grilled dishes. 'M' balsamic vinegar is produced from Cretan varieties of red grapes. It is a 100% natural product which contains no **added preservatives**.

Take a journey with us along the footpaths of the Cretan land...

Get to know our products.
Sample their distinctive flavours!!

Exclusively in cooperation with Stathopoulos & Co. Ltd, Syros

As you can see in the picture below, samples of our products are on display in Syros Airport.



New Product

"M" Cretan Thyme Honey

Intensely aromatic honey, exceptionally pleasant taste, with a light shiny appearance, it ranks among the best quality honey varieties in the world. Thyme honey is a biofunctional high-tolerance food ingredient, due to its high nutritional value and its antibacterial and antioxidant properties.



Honey | Μέλι

GR Μέλι υψηλής ποιότητας από την Κρήτη. Το μέλι θεωρείται θησαυρός υγείας και δύναμης. Αν προσθέσουμε τη γευστικότητα και το εξαιρετικό άρωμα, το μέλι αποτελεί στοιχείο μιας ισορροπημένης διατροφής.

Το "M" θυμαρίσιο μέλι παράγεται στην Ορεινή Κρήτη, που είναι πλούσια σε θεραπευτικά βότανα. Λόγω φυσικής ιδιότητας κρυσταλλώνει σε διάστημα 6-18 μηνών. Δεν συνιστάται για παιδιά κάτω του 1 έτους.

EN High Quality Honey from Crete. Honey is considered as health and strength treasure. If we add the flavor and the exquisite aroma, honey is part of a balanced diet.

Due to physical property the "M" Thyme Honey crystallizes within 6-18 months. Not recommended for children under 1 year.

Export Activity

Our new department has begun to show a strong export presence, with exports to Sweden, Qatar, Norway, Malta, Saudi Arabia ... and we will be continuing to expand our efforts in the future...!



The Board Of Directors of the Panhellenic Association of Professional Basketball Players would like to warmly thank you for your valuable assistance in the organisation of the 3 on 3 streetball tournament held for the 1st time the city of Chania.

Your contribution was crucial in the success of the event. We would like to thank you for everything, and wish you success in everything you do.

The chairman, Ioannis Kalampokis

The general secretary, Vladimir Jankovic



K. Svouraki,
With this letter, 'Arion' Sports Association for People with Disability, Chania, and especially our athlete Gerasimos Stylianakakis, would like to warmly thank you for the donation of the wheelchair so he can participate in the 1st Crete Marathon on the 8th of May 2016.

During these difficult economic times, it is quite touching to see that there are sensitive citizens and local businesses out there offering their support and assistance. This response is proof of the support, encouragement and recognition of the work performed by everyone belonging to the Arion family.

From the BoD of the 'Arion' Sports Association for People with Disability



'Anemos' Sports and Culture Association would like to extend its warmest thanks to Mobiak for its valuable contribution as the Golden Sponsor in the triathlon 'Chaniathlon 2016' that was organised with great success on Sunday, 5/6/2016.

The chairwoman of the association, Afroditi Psouni



EDEAK (Emergency volunteer rescue team Crete)
We would like to warmly thank Mobiak for sponsoring the donation of a 3x25 meter firehose. As part of our voluntary participation in fire extinguishing operations during the summer, we would like to inform you that your donation to EDEAK will be used only by us.

The chairwoman, Efimia Amygdalou,

Central Port Authority of Chania

The Central Port Authority of Chania would like to warmly thank Mobiak SA and its legal representative Emmanouil Svourakis for their valuable and long-term support of our service.

Chaniotika Nea, 27 April 2016



Mr Diamantopoulos,
We would like to warmly thank you for your company's kind donation in offering refilling and servicing for twenty-nine (29) fire extinguishers of various types for the needs of our service.

Sincerely,
Director of the Administration of the Fire Service of the Prefecture of Heraklion
Emmanouil D. Damoulakis, Fire Brigadier



Dear Ladies and Gentlemen,

The children and the people of 'To Hamogelo tou Paidiou' would like to extend their warmest thanks, once again, for your significant contribution to our efforts. Specifically, for your sponsorship of the refilling of the fire extinguisher used by a vehicle belonging to our organisation, which meets the needs of the children and families we support.

For an organisation of volunteers such as 'To Hamogelo tou Paidiou', which relies exclusively on private initiative, in whatever way it is expressed each time, your participation is extremely valuable. Thanks to you and together with you, 'To Hamogelo tou Paidiou' manages to survive each year and to expand its activities, thus rendering possible the protection and care of thousands of children that have been deprived of their smile.

Thanks to you, and together with you, we manage to meet the countless needs that we meet in order to continue, as well as the necessary moral support, in order to accomplish the very difficult task that you have entrusted us with.

We would like to thank you once again, and we hope that you are always capable of being there for the children, as members of an extended family.

Sincerely,
For the board of directors,
Kostas Giannopoulos, chairman of the BoD



The Panhellenic Association of the Friends of the National Team of Greece 'Galanolefkos Faros', would like to extend their thanks once again, for the support you are providing to our association and your kind donation of 300 euro. We will be expecting you at our annual dance organised in honour of the national team on Wednesday, 3 August, at 21:00. As a minimum token of appreciation for your kind sponsorship we would like to offer you 3 free invitations to our event. We would like to thank you in advance, and we look forward to seeing you.

The chairman, Nikos Flekas
The general secretary, Marianna Kouroupaki - Kouklaki

Association of Pontians U.E. Chania 'Romania'

Chania, 27 January 2016

TO

Chairman of Mobiak SA

Dear Emmanouil Svorakis



Dear Mr President,

With this letter, we would like to thank you for your kind and valuable support and contribution to the organisation of the annual event held by the members of the Association of Pontians of Chania 'Romania', on Sunday, 21 February 2016, for cutting the New Year Cake.

Your positive response in support of our association with products from your company, which will be included in the lottery organised during the event, is a significant support in our efforts to highlight our cultural heritage and contributes to supporting our country's cultural events.

Our warmest thanks!

Sincerely,
The chairman,
Michail Kyriakidis



The Police Department of Siteia would like to warmly thank the medical equipment company Mobiak SA, of Akrotiri Chanion, for its kind donation of office equipment.

Siteiaka
Monday, 25 July 2016



The vice-head of the Region of Chania, Apostolos Voulgarakis, expresses his warmest thanks to Mobiak SA for the consistency and professionalism they displayed and the free retesting and refilling of the fire extinguishers of the services of the Regional Unit of Chania, that they carried out last week as part of the annual inspection, to ensure the fire protection coverage of the buildings that accommodate the services of the R.U. of Chania.

1st 'Spyros Kagiales' Road Race

With heartfelt emotion and many promises for the future, the 1st Spyros Kagiales Race was held on Sunday 12/6 in Kathiana, Chania. The Football Academy of Panakrotirakos, with the help of its great sponsor Mobiak laid the foundations for a sports and cultural race, in memory of the hero Spyros Kagiales.

At 19:10, 250 racers of all ages, with Greek flags painted on their arms, ran or walked along a beautiful route through the Kathiana area. The goal to have a historical and educational race, that honours Kagiales and teaches history, was achieved. After the end of the race, all participants formed an enormous Greek flag 350 m2 in the municipal stadium of Kathiana, in an atmosphere filled with emotion, in memory of Spyros Kagiales, who turned his body into a pole so the Greek flag could continue to waive freely in 1897. 150 people formed a human staff next to the flag that was created.



Participation of the owner & vice-chairman of Mobiak, Manolis Svourakis (No 004), in the 1st Spyros Kagiales Race.



There was an abundance of sights and emotions to remember. The event continued with traditional treats and dancing from the Kagiales dance group. The Orizontas Association also attended the event, as part of its 'Be a bone-marrow donor' campaign.

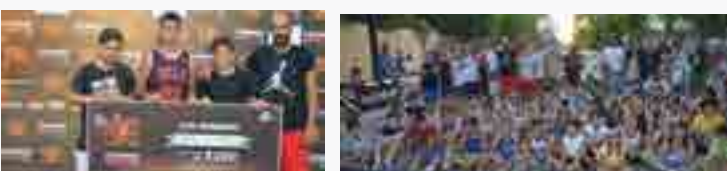
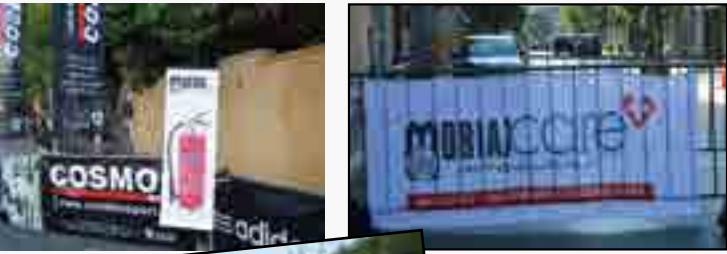


We renew our rendezvous for the next event, and we hope that this unique race in memory of Spyros Kagiales will become one of the most important cultural events in our area.

Sponsor of the 3x3 streetball tournament

A 3x3 streetball tournament was organised with great success in Chania, under the auspices of PSAK, with more than 600 athletes participating. The tournament's start was signalled by the president of the Panhellenic Association of Professional Basketball Players Giannis Kalampokis and the vice-mayor of Chania (responsible for sports), Giorgos Kouklakis.

Mobiak SA was the major sponsor of the tournament.



Dance for Mobiak Panakrotiriakos AO, ETK, Leontes

A few days ago, the dance organised by the football associations of Akrotiri (Mobiak Panakrotiriakos, Enosi Thiela Kaminia-ETK, Leontes) with the band of Giorgos Hairetis was held with great success.

Football players of Panakrotiriakos, ETK and parents of athletes from the academies created a warm friendly atmosphere in the wonderful event held in Kathiana.

The official release by the Mobiak Panakrotiriakos Sports Association: The dance held on Sunday evening in Kathiana by the football associations of Akrotiri was a resounding success (24/07).



It was attended by so many people we would like to thank, along with the amazing Giorgos Hairetis (the cousin of Mobiak's owner) and his band. With the players of Mobiak Panakrotiriakos and ETK leading the way, assisted by the parents of the athletes of our academies, a warm family atmosphere was created, embracing everyone who attended.

SOCIAL EVENTS

Visit by the institutes of vocational training (IEK)

The institutes provide free services for initial vocational training for adults, graduates of secondary education and vocational training schools. Their operation is monitored by the General Secretariat for Life-long Learning of the Ministry of Education, while recognition of the qualifications acquired by the trainees is certified by the National Organisation for the Certification of Qualifications and Vocational Orientation (EOPPEP).



The educational visit to Mobiak took place as part of the course entitled: 'Basic principles for guarding museums and archaeological spaces', since the course's subject areas include preventive guarding, and consequently fire protection and fire extinguishing.



The visit aimed to familiarise the trainees with the use of dry powder, foam and dioxide extinguishers, helping the trainee guards feel confident should they be required to use them. Also, with the training provided by Mobiak, the trainees acquired the skill of recognising bottles that would be problematic to refill, while they further realised the need to strictly comply with the formal fire protection rules.

PARTNER REPRESENTATIVE AWARD

Written by, Sophia Psilaki
Electrical & Computer Engineer
MOBIAKFIRE Sales Dept.

Pyroprostasia Rodou EPE (Fire Protection of Rhodes) was founded in 1988 by Emmanouil Hatzimichail, retired fire brigadier, and is located on the 9th km of the Rhodes-Lindos road in an industrial building of 750m², owned by the company, with offices, a show room, production facilities, storage areas, and halls where fire safety unit trainings are organised.

The company is active in the trade of fire extinguishing products, refilling and inspection of fire extinguishers, installing permanent fire extinguishing systems, and offers seminars free of charge to companies on the organisation and training of fire safety units.

Today, the company is run by the second generation, with Sofia Hatzimichail heading the company's Sales Management and Strategy Development Department, which has collected several certifications from national and international bodies in the sector of fire extinguishing, the aim being for Pyroprostasia Rodou to provide top quality products and services.



PYROPROSTASIA RODOU LTD
FIRE EXTINGUISHING PRODUCT
INDUSTRY 9th KM RODOU -
LINDOU AVE
TSAIRI - RHODES
TEL: 2241069777
FAX: 2241064552
email: rodpyr@gmail.com

Additionally, Pyroprostasia Rodou implements the quality assurance system, certified by EVATAM SA according to ISO 9001:2008, it is a recognised company according to Joint Ministerial Decision 618/43/2005, it has certified competent persons in accordance with JMD .618/43/2005, and a cylinder re-inspection centre.

Pyroprostasia Rodou, being aware of its special role in the sensitive sector of fire safety, as well as in response to its customers, promises to continue its efforts to upgrade the quality of its products and services.

Dear Sofia and Manolis, On this occasion we would like to take the opportunity to warmly thank you for the excellent collaboration we have enjoyed throughout all these years and to present you this award of products with a total value of €500.