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45
YEARS
OF EXPERIENCE
MOBIAK S.A.
1977-2022

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ΕΦΗΜΕΡΙΔΑ ΜΟΒΙΑΚPRESS





EDITORIAL

BY MANOLIS SVOURAKIS

President & Managing Director of MOBIAK



The Role of the Leader in a Business

In modern business, the role of the leader is very important.

Having development and growth in mind, a modern leader can drastically change the way a company carries out business.

What Qualities Should a Leader Have?

In order to be able to properly perform his/her duties as a leader, he/she must have a multifaceted personality, being able to cope with difficult situations.

The right leader must show interest in each employee individually, make sure that his/her team cooperates smoothly and create a climate of trust.

The main difference between a manager and a leader is that the manager contributes to the realization of a project while the leader is the inspirer.

Inspiration in itself is a Word with great meaning.

How important it is to get an ideal salary if you cannot work in an environment with people who inspire you and help you become even better!

It is also a fact that a leader often acts as a psychologist caring especially for the mental bonds and standing by the side of employees through thick and thin.

He/She leads the team to effectively achieve each goals and acts supportively where and when needed.

The most important qualities for a leader are to be able to act in a non-discriminatory way, guided by the public good, to cooperate, to listen and to direct.

My motto, I believe, is that leader is the one who will help his/her executives develop to the point where they will surpass him/her in terms of skills and knowledge.

The game of power is now played differently and this is what makes businesses stand out.

I commit to make the above come true and to continue to be act on the criteria and with the qualities I mention in this article.

Manolis Svoirakis
President & Managing Director



Will 2022 bring the End of the Crisis?



M

Many would think 2020 was the most difficult year for many businesses due to the covid-19 pandemic. The analyzes carried out by experts a few months ago foresaw a recovery from mid-2021, when a large proportion of the world's population would have been vaccinated. The growth and opening of the markets is now a reality, as experts expected. **What no one expected was the rapid pace at which this happened.** The dizzying speed brought to the fore circumstances that the models of experts had not predicted and had not been recorded before.

Shipping costs skyrocketed by 600%. The cost of a 40ft container came to be traded at USD16000 instead of USD2500 traded at the beginning of 2020 with forecasts showing that it will reach USD20000 towards the end of the year. And the blow to the transport sector did not stop at prices, as goods had to wait in the suppliers' warehouses for at least 3-4 weeks until an empty container was found to be loaded and then they had to wait an extra 2-3 weeks at the port to find space in a ship. All this raised the transport costs by at least 20% plus the transport costs of the container.

Extreme demand for raw materials in the second quarter of 2021 brought great shortages, inability to deliver and of course large increases ranging in total from 20-60% depending on the species. The increases were and still are so great that no supplier showed any willingness to absorb them. The uncertainty about the future and whether the increases would stop here or continue until the end of 2021 or even in the first half of 2022 also contributed to this.

And the energy crisis that hit in the last four months of 2021 has just added to all the above. Excessive energy consumption by factories around the world combined with the inability to fully exploit and efficiently store green energy brought power outages to large industrial zones and a great reduction in production. Many governments in many countries have already implemented the harsh measure of shutting down factories in order to save energy. Will this deep crisis finally be able to stop in 2022? No one can reply to this with certainty. Unfortunately, it has been proven in practice that trade, production and transport are intertwined. If something happens and the balance is upset, it takes a long time for the system to recover and certainly, to date, no safeguards have been developed to protect this system.

BY LEFTERIS KYRALAKIS
Production & Administration Engineer MSc.
Head of Firefighting Equipment Production and Imports



Extreme demand for raw materials in the second quarter of 2021 brought great shortages, inability to deliver and of course large increases ranging in total from 20-60% depending on the species.



Excessive energy consumption by factories around the world combined with the inability to fully exploit and efficiently store green energy brought power outages to large industrial zones and a great reduction in production.



Import Problems Due to Increases in the Cost of Transport

Since the beginning of the year, there has been a dramatic increase in the cost of transporting goods around the world, which has a direct impact on consumers. This increase in transport costs can be seen from the coffee we all drink every day to the fire extinguisher we buy for our home.

At the moment, transporting a container by sea from Shanghai to Piraeus costs as high as \$ 16,000, which is 700% higher than the average over the past five years. With more than 80% of all goods being transported by sea, the increase in the cost of transport directly threatens to increase the price of every commodity, from toys, furniture, car parts to coffee and sugar, exacerbating concern in global markets, which are already facing rising inflation.

Organizations and professionals active in and associated with the field of international trade, state that they are facing the most difficult period in their careers, as they are faced daily with a lack of available loading space, an unstable increase of prices and a constant uncertainty for the future.

The sharp increase in demand, the lack of containers, the saturated ports, the small number of ships and dock workers, contributed to the compression of transport capacity on each freight route. Recent Covid cases in Asian export hubs such as China have made matters worse. The situation becomes even worse on long-distance sea voyages, making shipping from Shanghai to Rotterdam 67% more expensive than on the US West Coast, for example.

This situation has put entrepreneurs in a very difficult position as they are forced either to increase their prices, or to absorb part of the cost, as it is too high to pass it all on to consumers. But there are also cases where companies can not survive from this unsustainable situation, and are led to a sudden “death”. Another effect of the increase in transport costs is the drop in exports of certain products to other countries as prices will no longer be competitive, thus affecting the balance of the predominantly exporting countries and consequently their economy.

What is certain is that the profits of the shipping companies have skyrocketed, reaching an increase as high as + 500%, anticipating that the demand will continue to increase throughout the year, making the transport of goods difficult for the companies, since the shipping cost can reach as high as 60% of the retail price of the goods.



BY DIMITRIS MARAGOUKAKIS
Production & Administration Engineer MSc, MBA
Department of Imports, Fire Fighting
Equipment Department



Organizations and professionals who are active and connected to the field of international trade, state that they are facing the most hard time in their careers:

New UL/FM certified Sprinkler range of products from MOBIAK



BY LEFTERIS AGGELIS

Production & Administration Engineer

Fire Fighting Equipment Sales Department of Greece



MOBIAK has been involved and invested in water extinguishing systems with a wide and complete range of Sprinklers certified according to UL/FM.

Water has always been the most important extinguishing agent for fire fighting since antiquity. The main reasons that make it an ideal extinguishing agent are that it is free and abundant in nature, while it is very easy to handle. Its extinguishing ability is due to its property to absorb a large amount of heat which it removes from the burning surface as well as to remove the ambient air that surrounds it when it is used in the form of fog.

Water is used as the main extinguishing agent in active fire protection in large industrial buildings, warehouses, factories, apartment buildings and now also in large dwellings through a permanent water supply installation through a network of Sprinklers. Sprinkler spraying systems consist of a water supply system through a pump set which provides sufficient pressure and flow in a specifically arranged network of water distribution pipes to which the sprinklers are connected. **Sprinkler spraying systems are being used more and more worldwide, with over 40 million new heads installed each year. Investigations by the American Fire Protection Association (NFPA) showed that buildings that were fully protected by a Sprinkler injection system managed to bring under control a fire by more than 96% without the use of any other means of fire protection.**

MOBIAK has made research and investments in water extinguishing systems with a wide and comprehensive range of UL/FM certified **Sprinklers**.

This new range of Sprinklers is available in two different modes, standard (SR) and quick response (QR) and are divided into additional categories depending on the degree of temperature desired by the user and the needs of the installation in which they are placed. Standard response sprinklers are available in temperatures 57°C, 68°C and 93°C while for quick response, they are available in 4 different temperatures 57°C, 68° C, 79°C and 93°C.

Finally, depending on the device they are installed in, they are available in **Upright, Pendent and Horizontal modes**.



45 Years MOBIAK

BY **SOFIA PSYLLAKI**

El. Engineer & Computer Engineer

Fire Fighting Equipment Sales Department of Greece

Our philosophy is to act with professionalism and respect for key values such as **Quality, Innovation, Reliability**. We have been offering for **45 Years** to our partners the best service by providing solutions to their professional requirements.

Quality is for us one of the key components of a successful collaboration whether it is the Quality of our services, the Quality and True relationship with our partners, or the Excellent Quality of our products.

Innovation may be the value that differentiates **MOBIAK** from other companies in the industry. We are committed to constantly searching for new products, both innovative and accessible to even the minor customer. We are constantly looking for new ways to improve our services, our infrastructure, the procedures to better serve our partners.

Our respect all these years both for our partners and their needs, as well as for Quality and Innovation has laid the foundations of our **Trustworthiness**.

The trust shown by our partners in our family business, MOBIAK, which with hard work and dedication managed to be a leader in the industry, is the culmination of our success.

Our vision is for our partners to choose us because they will know that our company is the only one that can solve their problems and meet their needs. **A real, effective, reliable solution!**

A prerequisite for this is to be innovative and pioneers in products and services. **To offer** integrated solutions that meet the needs of our partners, helping them to effectively address their problems in an ever-evolving market. **To maintain** the human and accessible style of our company at any stage of development.

Our Partners have been, still are and will always be the focus of our efforts.



45
YEARS
OF EXPERIENCE
MOBIAK S.A.
1977 - 2022

Kathiana, Chania, Crete



Fire safety at home



As we have seen this year, a major problem in our country during the summer was the fires, which put the lives and property of people at risk. However, the problem seems to be exacerbated in the forest areas and the destruction of the environment. In order to protect our family and our property, we must invest in fire safety.

Smoke Detectors

It is the ideal tool we need in our home for fire detection. It is placed on the ceiling of the space we want to protect (e.g. warehouse, kitchen). When smoke is detected, a loud sound starts, which lets us know of the presence of smoke. As far as their operation and installation is concerned, it can be done by anyone since the autonomous detectors (which are also the most suitable for homes) operate with batteries that reach up to 10 years of life.

Portable Fire Extinguisher

A fire extinguisher is something we should all have in our home. In case of fire, we have to extinguish it. Depending on the space and the circumstances, we must choose the appropriate fire extinguisher.

The most well-known types of fire extinguishers are dry powder or ABC fire extinguishers. It is a fire extinguisher ideal for every occasion and space, being able to extinguish most materials and it is thus indispensable for every home.

The ABF or wet chemical fire extinguisher is suitable for cooking oil and is ideal for all kitchens.

Decorative Fire extinguishers

And because one might say that they do not want a fire extinguisher to be seen in their place, MOBIAK has decorative products that can safeguard the fire safety of our home. A Jar-Flowerpot placed in our space can, in case of fire, be throw on the fire and with the special extinguishing material it contains, put it out.

In addition, there is the decorative flower with a magnet, which can be placed on your refrigerator. In case of fire from cooking oil, throw it in the pan and it can put it out by itself.



BY APOSTOLOS SKLAVOUNAKIS

Mechanical Engineer

Fire Fighting Equipment Sales Department of Greece



Idomeneas system

Most fires at home start in the kitchen. The Idomeneas system is ideal for such cases. It is placed in the hood and as soon as the fire is detected, the system is activated by means of a built-in sprinkler and puts out the fire. It is the only system (among the above) that can automatically extinguish a fire without human intervention.



A fire extinguisher is something we should all have in our home. In case of fire, we have to extinguish it.

Depending on the space and the circumstances, we must choose the appropriate fire extinguisher.



PRINCE GEORGE STOVE GUARD

Climate Change and Forest Fires



Increased frequency and intensity of forest fires is a direct consequence of climate change



BY ALEXANDROS
BOLANIS

Economist
Fire Fighting Equipment
Sales Department of
Greece

Forest fires are favored by prolonged periods of high temperatures and extreme weather phenomena which have occurred in recent years, both in our country and in other European Mediterranean countries.

According to a recent study by the National Observatory entitled "Climate Change and Forest Fires", it is expected that the hot days will increase fivefold by 2100, which means that there will be an increase in the period of increased risk of fires by 30 days compared to now.

The following findings of the study* are of particular relevance:

- 50% increase in hot days for the period 2021-2050 and 100% between 2071-2100.
- The average 6.7 days of heat in the reference period 1961-1990 is projected to double (12.8 days) in 2021-2050 and to increase fivefold (30.50 days) in 2071-2100.
- 30 additional days of increased fire risk per year are foreseen, which will occur mainly in the eastern regions of the country, from Thrace to Crete.
- The increase in temperature appears to be accompanied by an increase in dry days. The areas most affected are Eastern Sterea, Evia, Thessaly, as well as the Aegean islands and Crete.

The phenomenon of big fires is not new to our country as we have had similar incidents since 2007 and 2009. One of the effects of climate change in forests is the occurrence of dry pines (e.g. Ilia Prefecture) or fir trees (e.g. Helmos, Mount Giona) where, after research, the cause was the increased stress caused to these trees by factors resulting from climate change.

The effects of fires at socio-economic level are immediate and significant. The deterioration of the natural environment leads to desertification, natural disasters caused by floods and degradation of the quality of life.

Source of study:

WWF Greece (2021), Available at <https://www.contentarchive.wwf.gr/areas/forests/forests-and-climate-change>



From the above it is more than obvious that the coming years will be of catalytic importance for finding and implementing effective ways to reduce the pollution of the environment and its consequences, by clearly turning humanity into environmentally friendly and recyclable energy sources.

Beyond the collective level of our efforts in this direction as a society, each and every one of us at an individual level must responsibly address the environment and be guided by our legacy to the next generations.



The deterioration of the natural environment leads to desertification, natural disasters caused by floods and degradation of the quality of life.



The MOBIAK Quiz

BY MANOLIS STAVROULAKIS
Oenologist
Sales Department
Fire Fighting Equipment,
Greece

1. How Often is a Fire Extinguisher Required?

- A. Every year
- B. Depending on the type
- C. Only if activated

2. In the case of fire in a kitchen, what type of fire extinguisher do we use?

- A. Water
- B. Foam (type f)
- C. Dust

3. When does a fire extinguisher be reviewed by a qualified person?

- A. Depending on the organization
- B. Every year
- C. Every two years

4. What Fire Extinguisher should be used, according to the law, in an Average Family Car?

- A. The one provided by the dealership
- B. Dioxide 5 kg
- C. Dry powder of at least 2 kg

5. Are Halon Fire Extinguishers Permitted?

- A. No
- B. Yes
- C. Only in military units

6. Who is Responsible for Signing the Red Fire Safety Book for Fire Extinguishers?

- A. The fire brigade
- B. The engineer who designed the project
- C. The competent person is a recognized company

7. In the event of a Fire while in a Building, how should we react?

- A. We go down with the Stairs
- B. We go down with the Lift
- C. **We go up to the rooftop**

8. What is the Use of an Isothermal Blanket?

- A. The silver side reflects the heat and rays of the sun and the gold side protects from the cold.
- B. The golden side reflects the heat and the rays of the sun and the silver side protects from the cold.
- C. We throw it on the fire to put it out

9. In a Case of a Fire in an Enterprise, who is responsible for the evacuation of the Premises?

- A. The Owner
- B. The Fire Safety Officer / his/her Substitute
- C. The Engineer who has signed the Fire Safety Design

10. What applies to the Certification of Fire Extinguishers for Ships?

- A. Only fire extinguishers certified by med
- B. Whatever applies on land
- C. There is no legislation

11. What should be stated in the Instructions for Use of a Fire extinguisher in Greece with regard to its Extinguishing Properties?

- A. The minimum possible
- B. The maximum possible
- C. Whatever the manufacturer wants



Answers:
1 b, 2 b, 3 a, 4 c, 5 c,
6 c, 7 a, 8 a, 9 b,
10 a, 11 a

The impact of Brexit on Greek exports



The UK's exit from the European Union on 31 January 2020 had a significant impact on the world economy as expected, and of course the export segment was one of the categories most affected.

BY **KOSTAS PAPATHANASIOU**

Environmental engineer

Fire Fighting Equipment

Exports Department



Greece's export relations with England are very close and this is evident from the fact that according to statistics in 2020 Great Britain was the 7th largest export market for Greek goods and services. In 2021 and since the entry into force of BREXIT onwards, there has been a decline in export activity in the UK.

In addition, there are delays in the process of export activity but also additional costs, since the United Kingdom is now considered a third country and customs clearances are now required.

Apart from the direct cost to Greek exports of goods & services and to British investment due to the devaluation of the British pound, there is also an indirect cost. The turmoil in the financial sector keeps lending rates high and worsens the liquidity of Greek banks, with effects that will be reflected in the long run.

Finally, it is worth mentioning that, among the positives, is the fact that so far, at least until recently, there are no additional duties on exports to England, which makes handling costs more affordable and manageable.



Apart from the direct cost to Greek exports of goods & services and to British investment due to the devaluation of the British pound, there is also an indirect cost.

The importance of innovation in MOBIAK

BY **CHRISTOS STAVRIDIS**

Production & Administration Engineer
Fire Fighting Equipment Exports
Department

MOBIAK is constantly searching for and investing in the relationship between innovation and the successful assimilation of innovative products and ideas in new markets.

It is a fact today that innovation directly affects export behavior and it is a common phenomenon for companies to often use innovation as a strategy to gain international market share. Therefore, the ability of a company to successfully compete in a new market is greatly influenced by its ability to introduce and market new and improved products, which however have a reason to exist in it.

This is why MOBIAK places great emphasis on the link between innovation and its exports. It is therefore directly linked to the development, improvement and overcoming of new challenges and obstacles and is not only related to the successful development of a new product or technology.

INTRODUCTION TO A NEW MARKET

MOBIAK places great importance to a number of factors that are thoroughly studied before entering a new market, in order to ensure the successful assimilation and acceptance of its products in the new market. Below are some of the points that are given great importance:

1. Searching for new markets to discover existing legislation and requirements
2. Developing select partners to build reliable distributor networks and contacting new partners
3. Studying innovative specifications for the implementation of design in new products
4. Cooperating with local and international certification bodies
5. Manufacturing products according to high quality standards and specifications

Beyond economic growth, the greatest value of innovation in emerging markets is its ability to create prosperity, social equality and stronger foundations in the global economy. **That is why MOBIAK is constantly searching for and investing in the relationship between innovation and the successful assimilation of innovative products and ideas in new markets.**

“Our view is that emerging markets are a hotbed of innovation, hoping that we can set an example for other companies to follow our example to lead to inclusive growth.”

An important factor in the development of MOBIAK is its continued investment in the creation of innovative products and the development of professional relationships with strategic partners, its focus on high quality and original products that have a scope of application and existence in new markets.

All the above brought export success to our company.



Introduction to New Markets Inside and Outside Europe



BY **KAITI LIGGOU**

Production & Administration Engineer
Fire Fighting Equipment Exports Department

We may be in the midst of a pandemic, and all this makes our work difficult in exports and in our communication with customers, but our company and its members will never stop growing and looking for new markets. But how easy is it for a product to enter a new market?

Our fire extinguishers hold a variety of certifications, because every country and every different market has its own certification and its own product specifications.

Obtaining such certification is not at all easy because we have to certify not just one model, but all models of fire extinguishers or products that we want to bring to market.

Such a process requires investment in skilled labor and raw materials. All products must be tested to determine if the product is suitable and meets the specifications required by this certification.

Of course, it is not only the certifications that are necessary but also various other procedures that our company must go through in order for our products to enter a country. Such examples are inspections carried out in the physical presence of the carrier at the loading site. In addition, a repressive factor for exporting to a new market (applies to markets outside Europe) is that no groupage transfers can be made, only container transfers, which greatly increases the cost of each export.

Despite the processes that our company is called to overcome, today we successfully export to 110 countries worldwide and continue to grow and seek new markets.



MOBIAK SUPPORTS COMPANIES IN AREAS HIT BY FIRES

BY Anna Nodarakis
Head of Credit Control
and Legal Department



For 45 years MOBIAK has been understanding, supporting and dealing with each partner individually, ensuring long-term relationships of trust.

Given the situation caused by the catastrophic forest fires that broke out in several areas of Greece and according to an announcement by the Hellenic Association of Banks under par. 1.a) of Article 34 of Law 4829/2021 (Government Gazette, Series I, No 166/10.9.2021 from 7 September 2021 to 31 December 2021), the expiry, presentation and payment of checks, bills of exchange and notes is suspended with respect to the companies headquartered in the Municipality of Istiaia - Edipsos and Mantoudi - Limni and Agia Anna Evia, which were declared in a state of emergency.

A basic condition is that the declaration process by the interested parties has been completed by September 23, 2021. No statement will be accepted after the deadline.

The deadline for maturity, appearance and payment of due securities is one hundred and twenty (120) days from the date indicated on each security.

The benefit of not registering the above securities in data files of financial interest is provided with the basic condition that they be repaid within the set time period. If they have not already been announced, in the TIRESIAS files, they are deleted if they are proven to be paid within 120 days from their expiration.

MOBIAK supports businesses in areas hit by fire and will continue to be by the side of its customers in these hard times, showing its human side in practice and showing compassion for every special case.



MOBIAK at the Expoprotection Security exhibition in Paris



BY ANDREAS
KLARIDOPOULOS
Mechanical Engineer
Exports Department,
Fire Fighting Equipment

MOBIAK participated in the **ExpoProtection Security** report held in Paris on 28-30 September 2021. It is the first report we took part in after the outbreak of the pandemic and the impact it had proves that we have already adapted to the new circumstances.

As in each of our participations, we had a dynamic presence, with our stand having received a plethora of positive comments. We were given the opportunity to present our **new series of fire extinguishers** that will be the future of the world market in the coming years, such as fire extinguishers **Fluor - Free** and Fire Extinguishers suitable for Extinguishing Lithium Battery Fire but of course to present our highly Quality and successful Full range of NF Certified Fire Extinguishers.

We were given the opportunity to meet and discuss with our existing and potential new partners, **having the ability to draw up our Strategic Plans** for the years to come and renew our appointment for the next Paris Exhibition for 2022.

Also, this exhibition was an opportunity for Emmanuel Svourakis Junior to “**Smash the pomegranate**”, who representing the **3rd generation of the Family**, although only at the age of 17, **actively participated in the exhibition together with the rest of the team, making Successful Contacts** with partners and of course proving that the management of MOBIAK SA, **has not only a brilliant Past and Present but also a Future!**



The Catastrophic Consequences of Fires



BY APOSTOLOS
DIAMANTOPOULOS

MSc in Economics
Fire Fighting Equipment Exports
Department

A fire may start **at any time and place whenever and its consequences may be significant:**

- **Loss of human lives**
- **Material damage (buildings, equipment, other goods)**

In several cases the fire spreads quickly and uncontrollably with catastrophic consequences because the appropriate measures have not been taken:

- **for the structural fire protection of installations**
- **for the existence of appropriate passages and exits**
- **for the installation of appropriate systems and means for fire detection and extinguishing of fires.**

The main heat sources that statistically cause most of the fires are:

- **Electrical installations and appliances (damaged electrical wiring, defective electrical appliances, overloading of circuits, etc.)**
- **Careless smoking**
- **Poor cleaning**
- **Poor handling of flammable materials and storage of incompatible materials together.**
- **Hot work and maintenance work that takes place in the workplace**
- **Hot surfaces (e.g. in the kitchen, etc.)**

The modern way of life and rapidly increasing demands play a catalytic role in the increase of stress in the lives of all of us, a fact that can be fatal in a case of fire.

In panic situations the use of a fire extinguisher by an untrained person can be ineffective or even dangerous and in some cases can spread the fire instead of extinguishing it. For example, a fire could start by accident in a kitchen from hot oil during cooking. In this case, instead of using a water extinguisher that would make the fire get bigger, you should prefer a Wet chemical class fire extinguisher or a Mist fire extinguisher.

MOBIAK SA, always contributing in the creation and marketing of innovative firefighting products, has created a special category that is user-friendly without requiring special training, the so-called firefighting gadgets for home use.

GREASE FIRE

The Smart Fire Flower is used to extinguish a fire that has just broke out from cooking oil in a pan.

During Installation it can also be used as a Kitchen Decorator on the Metal Surface of a Refrigerator (it is fitted with a magnet) or in a Flower Jar.

Suitable for Professional and Home Use.

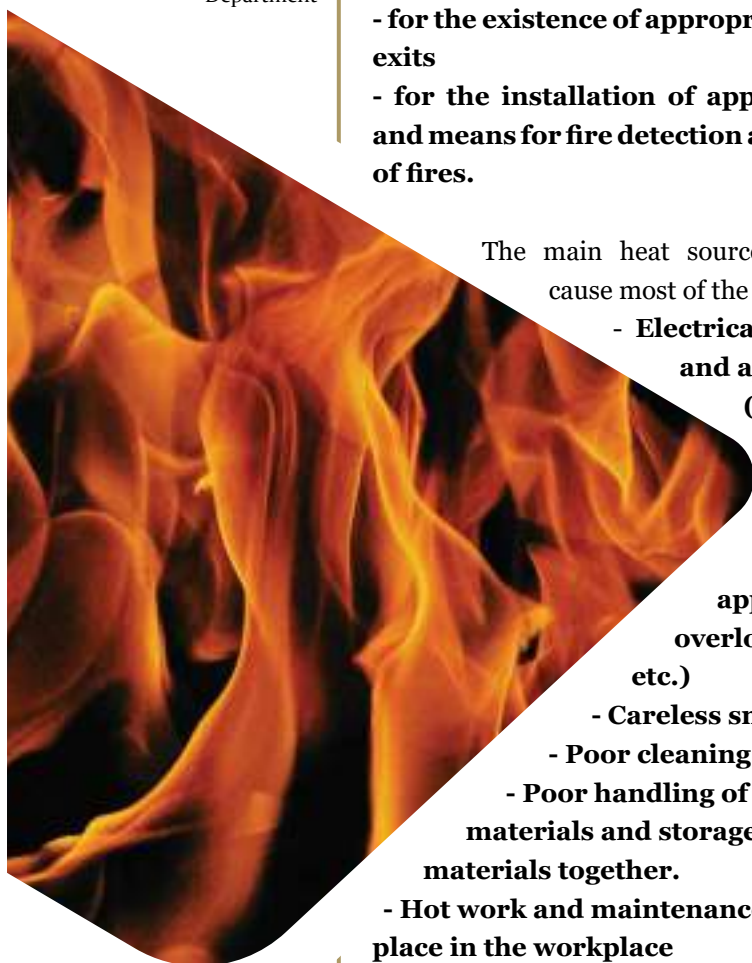
Ideal for a Gift.

CODE 0135207

MBK09 - 15 FLOWER - F - CLASS



In case of panic the use of a fire extinguisher by an untrained person can be ineffective or even dangerous



CODE 0135545

MBK19 - PANFIRE - STICK



Features:

• **Simple, Safe and Easy to Use.**

When a fire starts to break out in the pan, place the Stick in the pan and put it out in seconds.

• **No Pressure, Easy to Store.**

The stick is not like conventional fire extinguishers. It is not pressurized, so it's easy to store. Its Lifespan is Up to 5 Years.

• **Clean, Non-Toxic, and Harmless.**

The extinguishing material is Wet Chemical, a world-renowned fire extinguishing material.

• **Turn off the Fire within Seconds.**

Due to the high efficiency of the extinguishing material, it can be extinguished in a few seconds.

• **There are no Mechanical Components that may present Faults.**

Due to the simple composition of the product: Wet Chemical material, aluminum packaging and carton. No Maintenance required.

• **Cost-Effective, Highly-Efficient.**

Its composition is simple and can put out a fire with high efficiency. It is a basic household product.

The Stick for Pans is Effective for up to 1 liter of Oil.



CODE 0135499

MBK19 - CHIMNEY



Fires in the chimney

The Smart Fire Extinguisher for Chimneys is the Ideal Extinguisher for Fires in Chimneys.

A Chimney Fire is a Very Dangerous Situation That Can Be Escalated Quickly.

When activated, a mixture of particles and gases are released that "break" the fire triangle (fuel, oxygen and heat) and put it out.

The Average Extinguishing Time of a Home Chimney is 22 Seconds and has a Lifespan of 5 Years.



The "Fire Jar and Egg" are designed to extinguish class A fire (flammable materials such as wood, paper, fabric, waste) and class B (flammable liquids) quickly, safely and efficiently.

CODE 0135550

MBK19 - VASE - 350



350 ml Fire extinguisher in the Shape of a Jar

CODE 0135544

MBK19 - VASE - 600



600 ml Fire extinguisher in the Shape of a Jar

There Are Three Different Modes of Use.

- 1) Throw the "Fire Jar" on a starting fire. If one "fire jar" is not enough, throw more until the fire goes out.
- 2) Break the "Fire Jar" into clothes or blankets, then leave the area where the fire has broken out.
- 3) If someone is trapped in the fire, throw the "jar" on the ground to create an escape route.

Features:

- 1) The "Fire Jar" is made of non-toxic, environmentally friendly, harmless and special materials.
- 2) The "Fire Jar" is safe, lightweight, easy to throw.
- 3) The "Fire Jar" is designed to extinguish class A fire (flammable materials such as wood, paper, fabric, waste) and class B (flammable liquids) quickly, safely and efficiently.
- 4) No maintenance required, economical, lightweight and with a lifespan of up to 5 years.
- 5) The "Fire Jar" has a wide range of applications, such as home, bars, schools, offices, Hospitals, Museums, Shopping Malls, Restaurants, Airports, Factories, Public Transport and more
- 6) The "Fire Jar" is not only an extinguishing means, it can also be used as a decorative element.



CONTINUED ON THE NEXT PAGE

CODE 0135546

MBK19 - THROWING - EGG

350 ml Fire extinguisher in the Shape of an Egg

**There Are Three Different Modes of Use.**

- 1) Throw the "Fire Egg" on a starting fire. If one "fire egg" is not enough, throw more until the fire goes out.
- 2) Break the "Fire Egg" into clothes or blankets, then leave the area where the fire has broken out.
- 3) If someone is trapped in the fire, throw the "egg" on the ground to create an escape route.

Features:

- 1) The "Fire Egg" is made of non-toxic, environmentally friendly, harmless and special materials.
- 2) The "Fire Egg" is safe, lightweight, easy to throw.
- 3) The "Fire Egg" is designed to extinguish class A fire (flammable materials such as wood, paper, fabric, waste) and class B (flammable liquids) quickly, safely and efficiently.
- 4) No maintenance required, economical, lightweight and with a lifespan of up to 5 years.
- 5) The "Fire Egg" has a wide range of applications, such as home, bars, schools, offices, Hospitals, Museums, Shopping Malls, Restaurants, Airports, Factories, Public Transport and more
- 6) The "Fire Egg" is not only an extinguishing means, it can also be used as a decorative element

Use it to put out a starting fire. Action Area 1m² and 1-2 pcs are required for extinguishing a fire.

In case one is not enough, use several until the fire is put out.

**The Refractory Blanket is located inside a Safety Case.**

In case of fire, remove it very easily and cover the fire to put it out immediately due to the lack of oxygen.

- **The Blanket is Fireproof.**
- **Use it in case of fire in the kitchen, the barbecue, a short circuit, a cigarette burn, a cloth.**
- **Cover the burning person.**
- **If the fire cannot be extinguished and we have to evacuate the place, cover yourself with it in order to be able to pass through the flames.**



CODE 0109428

MBK21-BLANKET-1X1-WHITE

1.00 x 1.00m in Soft PVC Case
White Color, 4 Different Designs



CODE 0109429

MBK21-BLANKET-1X1-BLACK

1.00 x 1.00m in Soft PVC Case
Black Color, 4 Different Designs



First Aid and Defibrillator Conference organized by the **Red Cross** in Collaboration with MOBIAK



A First Aid and Defibrillator Seminar was held by the Red Cross in collaboration with MOBIAK, on Saturday, November 20, 2021, for the employees of EAK.

The President of the School of Samaritans-Rescuers, Nikos Giannakakis presented the seminar using a **defibrillator of MOBIAK**.

Participants had the opportunity to be trained and informed about First Aid, and were informed about the use of a **defibrillator**.

BY MARIA KLOUVIDAKI
MSc in Digital Marketing
Marketing Department

The History of the Fire Extinguisher's Color

BY ANTONIA KOUFAKI
Production & Administration Engineer
Fire Fighting Equipment Exports
Department

The first thing that comes to mind when you are asked to describe a fire extinguisher, is their characteristic bright red color.

This color has been established for years worldwide as the only one for public use fire extinguisher, except domestic. Going back in time, however, we can find fire extinguishers in other colors, too.

Until 1997, the fire extinguisher tank was usually entirely painted in a color appropriate to the category of fire extinguisher. For example the containers for foam fire extinguishers were cream while for powder fire extinguishers the container was blue.

The standard fire extinguisher color changed to "signal red" for two main reasons:

First, red is the color associated with both danger and fire and so it can obviously be linked with fire extinguishers.

Second, red is the color that can most easily be seen, especially in a dark environment, such as a room full of smoke.

Nevertheless, there was still a need for color differences between the various types of fire extinguishers, so that in the event of a fire, it would be easier for humans to find what fire extinguisher to use to put out a fire. This is the reason why the labels of fire extinguishers now show different colors that categorize the different types.

1. Blue Color - Powder Extinguisher

Blue label fire extinguishers are sometimes called "ABC" fire extinguishers because they can be used in Class A, B and C fire types.

2. Black Color - CO₂ Fire Extinguisher

Black fire extinguishers are CO₂ fire suppressors and are mainly used for electrical fires. They are also used in computer server rooms. They can also be used in Type B fire types.

3. Cream Color - Foam Extinguisher

This is another common fire extinguisher and is designed for type B fires. It also works best for type A fires. However, a foam fire extinguisher is recommended for fires related to flammable liquids such as diesel, petrol, alcohol, oil.

4. Yellow Color - Wet Chemical Fire extinguisher - ABF

Yellow fire extinguishers are liquid chemical based fire extinguishers and are designed for Class F types of fires.



Fires

an unpredictable enemy



BY PETROS TSOBANIS
Production & Administration
Engineer
Sales Department
Fire Fighting Equipment,
Greece

Every summer we all witness catastrophic and extremely dangerous phenomena which hit hard not only on the people involved but also the flora and fauna of our place. On the occasion of the fires that were the first topic of discussion this summer all over Greece, but also from other experiences we had with similar incidents in the past, it is worth mentioning the huge ecological disaster caused by these events. Fires are a major component of the three biggest environmental problems facing the planet: climate change, the greenhouse effect and desertification, in an endless and recurring catastrophic cycle. Undoubtedly, forests improve the quality of the atmosphere, protect soils and infrastructure, are the most important storage reservoirs for carbon dioxide and valuable biodiversity crates.

Every year, however, fires brake out that engulf vast areas of land, and for which people are responsible to a great extent. These fires are caused either by negligence or deliberately causing ecological disasters, financial problems and loss of human lives. The already burdened environment is further strained by fires, as huge amounts of carbon dioxide are released, valuable species of fauna and flora are endangered or disappear and the soil is now unprotected from the rains, resulting in flooding and subsidence. Property acquired through hard work and deprivation is reduced to ashes and the lives of our loved ones are at risk. We all know that fire is unpredictable, it is favored by the wind and its course does not stop unless everything in its path burns completely.

There is therefore a need for all of us to be vigilant about our actions near high-risk areas. It is our duty to prevent any action that may be destructive in order for our planet to be sustainable for future generations.

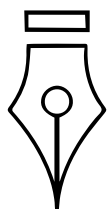
Every year, however, fires brake out that engulf vast areas of land, and for which people are responsible to a great extent.



Business Financing Tools



Access to finance is a major problem often faced by Greek small and medium-sized enterprises, especially in times of crisis.



BY MARY
NIKOLOUDAKI
Economist
Head of Accounting
Secretarial Support
CEO -Owner

The main tools that are now available from banking institutions in Greece and are widely used by businesses are:

- (a) **Loan funds**
- (b) **Non-banking finance/asset based financing tools and**
- (c) **Equity instruments**

Loan funds may relate to government guarantees on business capital loans granted mainly by banks. The guarantees are provided by a public body and usually cover up to 80% of the loan, while for the remaining amount the banks can request additional collateral.

Non-loan funds mainly relate to Leasing contracts, but also to Factoring contracts. This category includes discounts on Term Guaranteed Credits (imports - exports), assignment of contracts of public bodies (e.g. EOPPY) etc.

Equity instruments mainly include public investments in venture capital funds, but also smaller scale investment funds or even equity financing tools for raising funds from the public.

The advantages of financing tools are mainly to provide liquidity to businesses and to provide more attractive terms to buyers by providing greater commercial credit.

Improving the financial size of businesses (balance sheets, ratios) by using the **non-loan type instruments** is an equally important advantage that is worth noting.

What is certain is that every business can find out specifically designed financial solutions for its individual needs, by contacting its associated or not banking institution.

Non-loan funds mainly relate to Leasing contracts, but also to Factoring contracts.





The Most Modern WMS Logistics Systems in MOBIAK

In the context of continuous development, improvement and upgrade of the technologies used by MOBIAK, it has incorporated the use of modernized information systems that help in the fast and perfect operation of our company in its Athens distribution center based in Aspropyrgos. One such programme is Mantis, a leading international supplier of software and WMS/logistics solutions of European origin, with presence in 30+ countries in Europe, North and Latin America, the Middle East and North Africa and Asia-Pacific.

This program has been used for a long time in the largest warehouse of MOBIAK (in Aspropyrgos, Attica) and has automated the receipts and shipments of our products and has helped us to make immediate and sophisticated use of the necessary procedures of our e-shop, especially as part of the Covid-19 pandemic, where speed and immediacy are imposed in all processes.

In particular, the Mantis program offers capabilities such as monitoring multiple distribution centers and their real-time stocks, optimizing service delivery, adoption of pick-to-light, pick-to-cart, pick-to-voice, and in particular put-wall technologies, but also flexible parcel management and LTL in combination with sophisticated business algorithms, which offer the company an integrated logistics process management and monitoring platform for e-commerce. All of these proprietary Mantis technologies are closely integrated with the Warehouse Execution System (WES) (embedded in LVS) that orchestrates manual and automated operations and uses advanced deposition, replenishment, pre-stacking, collection, sorting and other algorithms.



BY GEORGIA ARNANTONAKI
Applied Financial MSc
Accounting Department

Indicative advantages of the MANTIS LOGISTICS program are the following: accuracy in inventory, elimination of errors in orders, easy and immediate recognition of codes upon receipt, knowledge at any time of stock in warehouses, immediate information on inventory in all its distribution centers, increase of productivity, high accuracy in receipts and correct costing of all storage processes.

They can also be informed of the Order Status and the expected time of delivery to customers via internet. In short, an optimal planning of all the operations of the company can be ensured.

An ever-evolving and growing company like MOBIAK, couldn't but deploy this modernized technological information system in all its distribution centers. Thus, the procedures for the installation of the large warehouses in Thessaloniki and Chania have been activated so that it can launch, since the beginning of 2022, a complete change in modern technologies and accelerate the progressive course of MOBIAK at every level.



This program has been used for a long time in the greatest warehouse of MOBIAK (in Aspropyrgos, Attica) and has automated the receipts and shipments of our products





New Administration Offices, Chania

The New Offices of MOBIAK

Ideal for any employee who respects and appreciates...

In May 2021, the new facilities of the offices of MOVIK SA were completed. The new workplace welcomed all employees in a festive atmosphere, with music and best of spirits.

The New Offices constitute the Ideal Work Environment, thanks to the Management, which envisioned and implemented them to please its largest asset, human resources.

This is the place where employees spend most of their day. In order for everyone to be satisfied (employees and employers) the environment in the workplace should be pleasant, and have a positive effect on the mood of employees. Unfortunately, for financial reasons but often due to indifference, few companies invest in their office space, thus causing many problems related to employee behavior, while health issues arise due to increased stress. The impact of all this on work is the poor performance of employees and consequently the dissatisfaction of employers.

Occasionally, research results show that the creativity, efficiency and productivity of employees, as well as the existence of a climate of good cooperation, can be greatly enhanced by the appropriate design of the workplace. Having gathered and assessed the results of surveys, we have ended up to the key characteristics that a workplace must have in order to be considered ideal.

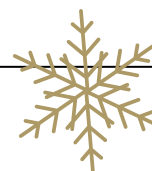
BY ELENİ PAPANIKOLAOU
Management of Health and Welfare Units
Fire Fighting Equipment Department
Administrative - Secretariat
Support CEO - Owner

lighting, temperature, contact with nature, privacy, sound, but also the use of the appropriate colors, furniture and equipment.

The New Offices of MOBIAK meet the above basic characteristics to a superlative degree. The space has natural lighting and suitable shades to control the amount of light entering the space. The room temperature, although a rather subjective issue, is regulated so that employees feel comfortable, do not get cold and do not overheat, and there is also a ventilation system. In addition to artificial ventilation - air conditioning of the space, provision has been made even for natural ventilation. It is worth noting that although the new offices are designed according to the open-space or open-floor or open-plan layout (where privacy and quietness is not an easy task) small rooms (booths) have been created that provide privacy and quietness, where needed. At the same time, music is heard inside and outside the new offices. Regarding the view, from all posts, one can enjoy the endless green scenery. The surrounding area is covered with grass, flowers and olive trees, always well-groomed and beautiful.

As an employee working there, I can confirm all the above and invite all of you to visit us and find out for yourself.

Believe me, it might be better than our homes!



Mist Extinguishers

What is a Mist Extinguisher?



BY SOFIA STAMPOLAKI
Materials Science and Technology
Quality Department,
Fire Fighting Equipment

Quality control and upgrading the efficiency of firefighting equipment is a constant pursuit of MOBIAK in order to create products that are more durable and designed in such a way as to offer full usability and satisfaction to the consumer in an ever-increasing competitive environment.

What is a Mist Fire Extinguisher?

Mist systems propel water through a specially designed nozzle, splitting the water into hundreds of droplets that produce fog. Fog can then limit the spread of fire, as water droplets help cool the flames and minimize available oxygen. It is noted that the water droplets are so thin that they are extremely powerful and effective in extinguishing a fire.

For Which Fire Categories Can It Be Used?

Mist fire extinguishers can be used in almost all common fires, such as solid fuels (paper, wood, fabric, plastic, etc.), cooking fats and oils, and sites with voltages up to 1000V. Due to the micro-droplets, the fog that is created leaves almost no trace, making the mist fire extinguishers a safe choice in both work and home environments.



Why choose a Snow White Fire extinguisher?

Mist fire extinguishers are an innovative wide-range technology, with excellent fire-fighting capabilities:

- They are 100% recyclable and contain no chemicals
- Immediate activation
- High efficiency in fire suppression
- Safer and cleaner to use
- Cost-effective during its life cycle

New Series of Mist Extinguishers with Internal Vial

With unique production capabilities, knowledge and dedication, MOBIAK is constantly evolving with the aim of developing new fire-fighting equipment products. It is worth mentioning the New Series of Mist Extinguishers with internal vial.

This is a new type of mist fire extinguisher consisting of water and an additional material for maximum fire fighting efficiency. To launch the extinguisher, the internal vial of the fire extinguisher must first be activated in order for the propellant gas to enter the tank and be extinguished. It has high extinguishing capabilities, while it is overall a reliable fire extinguisher satisfying the needs and expectations of users.

Its activation process in brief:

1. Remove the safety pin
2. Press the Power Button and wait for 6 sec.
3. Aim at the base of the fire
4. Press the nozzle handle

Finally, it is noted that the new series of mist fire extinguishers is available in 6lt and 9lt tank capacity, continuing dynamically in new technologies and always investing in the quality of our products.



Mist fire extinguishers can be used in almost all common fires, such as solid fuels (paper, wood, fabric, plastic, etc.), cooking fats and oils, and sites with voltages up to 1000V.

The Process of Sale by MOBIAK executives

BY
ANASTASIOS TSAGARIDIS
Sales - Head of Distribution
Center of Central
and Eastern Crete

Being one of the leading companies in the world in the fields of industry and trade of Firefighting and Medical Equipment but also in the production and bottling of Medical, Industrial Gases & Liquids, MOBIAK recognizes the great importance of sale in its success, as it is directly related to the achievement of its goals and therefore to maintain its place among the most dynamic and renowned companies!

For MOBIAK, sale is a form of personal communication where the salesperson identifies and seeks to satisfy the needs of the (prospective) customer for the benefit of both, so that the sale goes beyond the limits of ordering and leads to long-term collaborations and relationships between its salespersons and customers.

The sale process for MOBIAK, includes successive actions and activities that the salesperson must perform in order to achieve professional sales.

Specifically, it includes 8 stages-steps:

1) LOCATING POTENTIAL CUSTOMERS

Locating potential customers is the first step in the sale process of MOBIAK and involves its systematic effort to find and create a list of potential customers.

2) CONTACT PREPARATION

The preparation stage includes all the steps that a MOBIAK salesperson must do to gather the necessary information related to the prospective customer and is considered one of the most important steps in the sale process, as one of the main reasons that salespeople fail in general is lack of preparation before meeting the customer.

3) APPROACHING POTENTIAL CUSTOMERS

Once the salesperson of MOBIAK has located the potential customer and has made the necessary collection of all the necessary information, they must also find the way in which they will contact them. Approaching a potential customers involves the impression that the customer will form in the first minutes of their contact with the salesperson and is crucial for the follow-up as it can support or destroy the whole sale process. countries and markets it enters, always taking into account and respecting the diversity of each country in terms of matching with current trends.

4) PRESENTATION

Presentation is the key to the sale process and at this stage the salesperson will need to convince the potential customer that the product they are presenting is what they really need in order to make a purchase.

Knowledge of the product by the salesperson alone is not enough to achieve a sale. In order for the presentation to be as effective as possible, the salesperson of MOBIAK must prove to the prospective customer that the product will satisfy their needs.

5) TEST IN CLOSING A SALE-AGREEMENT

This step is intended to investigate the intentions of the prospective customer regarding the eventual purchase of a product. At this stage the salesperson of MOBIAK tries to understand:

- (a) if the customer likes the product
- (b) whether the client's objections have been successfully heard
- (c) if there are still some objections
- (d) if the customer is finally ready for the order

6) DEALING WITH OBJECTIONS-CONCERNS

All salespersons, in almost every effort of the sales process, face objections and will need to consider them an integral part of their presentation so that they can deal with them effectively without offending the prospective customer and thus be able to move on to the next stage, i.e. the closing of the agreement (passing of an order).

7) CLOSING A SALE-AGREEMENT

At this stage, the salesperson seeks to request the prospective customer to pass an order in the normal course of the presentation, however several times salespersons do not proceed to this stage for fear of rejection.

MOBIAK salespersons need to develop the ability to identify any signs by the potential customer that they are ready to buy.

8) FOLLOW-UP COMMUNICATION

A successful salesperson is not satisfied just with the placement of an order, as they realize that the actions that will follow are very important. The vast majority of sales are made to existing customers and a good salesperson knows that it is more difficult to retain an existing customer than to find a new one, therefore, the philosophy of a MOBIAK'S salesperson should be "to make customers, not sales".

All the above stages are intertwined and this means that in many cases, even though the salesperson has taken a step forward, they may need to go back in order to be successful in the sale as the sales process for MOBIAK is dynamic and based on ever evolving factors!



DATA ANALYSIS

"THE KEY" for insight and improvement of internal management procedures.

BY KAITI TZANOU
BSc. in Economics
Accounting Department



Internal data analysis offers multiple advantages to the company, which, based on flexible analyzes, manages to remain competitive and a pioneer in the current market.

During the last decades, the concept of data analysis has penetrated into the daily life of all kinds of organizations, with most of them processing the data they collect thoroughly, in order to obtain valuable information.

Internal data analysis offers multiple advantages to the company, which, based on flexible analyzes, manages to remain competitive and a pioneer in the current market. While a few years ago information collection was used to analyze data for future decisions, today, using data from our core, we locate and utilize information about our next steps. This, in turn, leads to smarter business moves, more efficient operations, higher profits and more satisfied customers.

Being visionaries we use efficient methods of production and distribution of products, also combined with productivity, cost savings and risk mitigation. Future survival requires agility with the aim of minimizing risks and seizing opportunities through effective business knowledge and sound decision making. Based on data analysis, we coordinate production processes with minimal cost and risk, while utilizing data in order to provide innovative services and quality products.

Data analysis applications in our individual processes:

Cost Reduction: Data analysis offers significant cost advantages, especially when it comes to identifying more efficient ways of doing business.



Faster and Better Decision Making:

The rate of analysis combined with the ability to access new sources of information, contribute significantly to the rapid adoption of the correct decisions.

Anticipating maintenance and damage problems: By analyzing the corporate data we have obtained a unified view of both the quality of the processes and the efficiency of our people. By collecting and analyzing customer feedback, we identify, prioritize and identify warranty and service issues. We follow a comprehensive approach based on the market and its needs.

New Products and Services: Being able to measure the needs and satisfaction of our customers through detailed data, we have the power to give our customers what they want. By analyzing data, we create new products that meet customer needs and help the company adapt to the current new business climate by planning the future with confidence, based on valid data.

Manufacturing Quality: By analyzing data, we achieve the best production efficiency by investing in the quality of the final product and reducing the risk of equipment failure.

Connected Factory: We are constantly improving the processes and the reliability of our company. We anticipate maintenance issues by increasing the efficiency and overall effectiveness of the equipment.

Supply Chain Optimization:

We quickly detect demand signals that indicate changes in the market, aligning our supply chain with demand fluctuations more quickly, based on the analysis of our data.

By performing the right and targeted analysis, we acquire competitive advantage, constantly improving the quality of our products and customer satisfaction, while enhancing waste and cost reduction based on modernization and operational improvement.

The coronavirus and the increase in the price of products



BY **DESPOINA METAXAKI**
Accounting
Accounting Department

No one would have ever expected that in mid-2019 the entire global community would be talking about one of the biggest, if not the biggest, economic downturns ever suffered by humanity. So as everything was affected by the pandemic that broke out, it was absolutely normal that the world economy would be affected to the same extent. The various policies to tackle covid-19, to close down businesses, so as not to spread the cases of covid-19, the reduction in the flow of money compared to previous years, have all created many problems.

In view of all this, it is understood that the demand for products, mainly clothing, electronic devices, etc. as well as the demand for various services, began to decline significantly with the result that many companies can not cope with the difficult path set by the coronavirus. As is well known, a retail business is closely linked to a wholesale company, so negative sales records have also led to a wholesale market crisis.

Furthermore, it is worth noting that a recovery of businesses would undoubtedly take place after the opening up of the economy. But how do we switch from recovery to recovery?

Various wholesale markets have come to a standstill in search of solutions. Therefore, taking into account that the raw materials nowadays are hard to find and their costs have been on the rise, they have started to raise the prices and the transport costs of their products. This leads to the following conclusion:

Every retail business will have to cope with the current unprecedented situation, to the point of raising the prices of their products themselves. It should be understood and acknowledged that such a situation is unprecedented, and that every business is trying to find solutions that will lead to recovery and a better future for all.

MOBIAK understands the new conditions that have arisen due to the pandemic and continues to make every effort to support its clientele by keeping product prices as low as possible.



Furthermore, it is worth noting that a recovery of businesses would undoubtedly take place after the opening up of the economy.



M(y)OBIAK DATA

The new platform of AADE (Independent Public Revenue Authority) “myDATA”, aims to lead the Greek economy in the world of digital technology.

By **Dimitris Mousourakis**
Accounting and Finance
Human Resources Manager

The goal of the “myDATA” platform is to develop the way business financial data are recorded, controlled and analyzed. The e-books of MOBIAK, like any business, will be structured and archived in the cloud of the new platform.

Simply put, the “myDATA” platform is a website where each company will connect directly to register all the documents it issues electronically or manually by recording them in an electronic “cloud” accessible at any time.

All these years, MOBIAK has proved that it is in favor of tax transparency in business transactions, which is the main purpose of this new platform. The digital registration of corporate income and expenses is a strong and insurmountable wall against tax evasion and with the obligatory intersection of the issuer and recipient data, any kind of illegal transaction will now be detected.

In addition, the platform aims to make accounting procedures more straightforward by reducing the red-tape.

In practice, the new platform aims to automate time-consuming business processes, such as VAT returns, income tax returns and financial statements on business activity, as the necessary information will be already stored in the system.

Direct access of the companies to their financial data and therefore to their financial liabilities is one of the additional benefits of the “myDATA” platform and their file consists of two different e-books. The first is the Book of Detailed Records where a summary of income/expenses, the characterization of the transactions and their accounting settlement, are entered. The second is the Book of Summary Presentation of the company’s data by month and year. This second book can potentially provide a comprehensive picture of a business’s financial situation.

The “myDATA” platform will initially operate through two different data transmission channels, the special registration form and the accounting/trading programs. The electronic invoicing system that MOBIAK has been operating since 2015, is not yet at a mandatory level for businesses but is one of the long-term plans of the Ministry of Finance and will in the future be a third channel that is expected to solve further issues of transparency, content and correctness in the transmission of invoices.

The accounting or trading systems of all companies will be interconnected with the specific website and this will facilitate the transmission of the company’s documents. At the same time, e-books will automate, to some extent, the exchange of information between companies as this system will act as a communication channel. In addition, businesses will be able to visit the platform and view their data in real time.

The digitization of trade will save valuable time and money by eliminating additional corrective actions and reducing errors leading to the imposition of fines.



All these years, MOBIAK has proved that it is in favor of tax transparency in business transactions, which is the main purpose of this new platform.



► Memories of a Life...



BY NEKTARIA PSEGIANNAKI
Graphic Designer / Marketing
Department

Emmanuel Svourakis (Senior) Museum

Manolis Svourakis (Founder of the MOBIAK Group), who "passed away" on 9/5/2020 at the age of 81, was one of the most successful self-made entrepreneurs not only in Chania, but in Crete in general.

In the memory of the Founder of MOBIAK Emmanouil Svourakis the Senior (1939 - 2020), a museum was founded in the Administration Building of the Property Facilities, the "Emmanouil Svourakis" Museum, which houses rich historical photographic material from the life and great work of the late.

The Museum was created in August 2021 and is of Historical Significance as it is associated with some of the greatest moments of his personal life and career.

Those who visit the offices of MOBIAK have the opportunity to walk around the museum and see up close the milestones in the long history of MOBIAK, the innovations introduced in the recent past and the memoranda of cooperation that paved the way for the company's ever-increasing extroversion.



WAREHOUSE the Living Organization of MOBIAK

The main goal of each warehouse is to minimize the total operating costs, with the best possible customer service, to provide the right product (in quantity and type), in the right quality, in the right place, at the right time.

The evaluation of a company can be achieved by measuring the following activities of its warehouse:

- Customer Service
- Stock Accuracy
- Use of Space
- Labor productivity
- Equipment Methods
- Use of Equipment
- Building Facilities

Types of Warehouses

Production Support: Warehouses are the place where products, such as raw materials, are received from suppliers.

Mixing of Products: There are multiple factories that send their various products (items) to a central warehouse, as each factory produces only a part of the total production of a company.

Load Consolidation: A warehouse combines products and consolidates shipments from different factories to customers.

Load Separation: A warehouse receive large shipments from one factory and include orders from several customers which are broken down into smaller shipments to carry out the shipment for each customer.

Cross - Docking: A warehouse is mainly used as a coordination and temporary storage point for stocks rather than as a storage point.

Goods are continuously distributed to customers via warehouses, where they usually stay for up to 10-15 hours.

Warehouse Technologies - Automation

MOBIAK's goals include investing in the field of organization and automation of its warehouses. In view of the growing demand for excellent customer service, the current warehouses are under pressure to increase their goals in terms of inventory accuracy, timely delivery, personalized order processing, flexible value-added services and responding to sophisticated customer requests. Thus, Information Technology (IT) has become an integral part of the warehouse operations, which includes:

- Manual Storage System
- Automated Storage Systems
- Automatic Storage Systems



BY VOULA PETAKAKI
Business Administration
Chania Distribution Center



Chania Distribution Center

One of MOBIAK's goals is to invest in the field of organization and automation of its warehouses

The importance of Social Media in a business

BY MARIA KLOUVIDAKI
MSc in Digital Marketing
Marketing Department

Social media has been a tool for businesses in recent years

More and more people are creating social media profiles and companies that want to be close to their partners must follow this trend. At the same time, the activity of users on social media seems to affect consumer behavior and consequently all the activities of the company itself.

The Benefits of Using Social Media in Business

Business Name becomes better known

Billions of people around the world use social media every day, so it is absolutely reasonable for businesses to enter this digital world. That's where their potential customers are, and according to surveys, around 60% of Instagram users claim to find new products using this platform.

Different stands out

Social media enables businesses to stand out from their competitors by establishing themselves as industry leaders through any original content they may create.

Website traffic is increased

If followers like the content that a company publishes on social media, then people will be interested in learning more about this company, and will look for its website. This translates into higher website traffic and possibly more sales.

Proper Management of Reputation

Social media provides the perfect opportunity for a company to communicate with its partners and to resolve issues that may arise easily and quickly. A company may use a specific hashtag for those who have a question or a complaint to ensure that such comments will be seen by the company's executives. Also, social media are used to highlight positive reviews or comments, testimonials, etc.



Analytics and Insights

Most social media platforms have their own analytics tools, which allow managers to monitor the number of their fans, loyalty rates, click rates, bounce rates, etc. These figures can help a company understand the content to which its fans respond best and to adapt accordingly its marketing strategy.

Easy Competition Analysis

Social media is not only ideal for interaction between a business and its customers-partners, but can also serve to keep a company at the top of the business against its competitors. So when a company follows their competitors and records what works well for them and what doesn't, it can devise a better marketing strategy.

Wanting to get closer to its partners, MOBIAK has developed a new Social Media strategy, focused on the principles of the company and the needs of the public.

You can thus find out all the news of MOBIAK by following the social media of the company.

- **Facebook MOBIAK:** Mobiak SA
- **Facebook MOBIAK CARE:** Mobiak care
- **Instagram MOBIAK:** Mobiak SA
- **Instagram MOBIAKCARE:** Mobiak Care
- **Twitter:** Mobiak SA
- **Linked In:** Mobiak SA
- **YouTube:** MOBIAK SA



Passive and active fire protection of buildings/marketing of escape routes

BY GEORGIOS THEODORAKIS
Mechanical Engineer
Technical Store Manager for the Prefecture
of Chania in the field of Fire Protection

Escape routes should not be close to dangerous areas of our building.

PURPOSE

The main purpose of designing escape routes in a building is to ensure safe evacuation of its users in case of fire.

The use of the building and its users determine the design and location of escape routes.

Escape routes must be kept safe and effective throughout the time required. In addition, they must be clear, not confusing to the user and accessible to all users of the building.

It is also important to make sure that escape routes do not pass through ancillary areas.

Escape routes should not be close to dangerous areas of our building.

In the case of primary use indoor areas, the following requirements should be met cumulatively:

- (a) Their occupancy must not exceed 50 people
- (b) Communication between indoor spaces and the access area should be direct, without a corridor being inserted.
- (c) The interior and the access area must belong to the same owner

Indoor spaces that have more than one exit are exempt from the above requirements.

It is worth noting that escape routes usually consist of the following stages: the unprotected escape route, the fire-protected escape route and the horizontal route to the final exit.

The unprotected escape route is a route from any point of the building to a safe place. Usually, unprotected routes are horizontal routes. However, an unprotected staircase or outdoor area, such as an outdoor terrace or open semi-outdoor space, may be inserted in this route.



A fire-protected escape route starts from an emergency exit and leads to an exit at the level of the evacuation floor. All this part is fire protected.

Usually this second stage of the escape route consists of fire-protected stairwells.

Elevators are prohibited from being used as escape routes to avoid entrapment in the event of an emergency.

The horizontal route to the final exit is the continuation of the fire-protected routes from areas of the building that end up at the evacuation floor in the direction of its final exits.

This final stage of the route leads users to the outside of the building, in a free and safe place.

All routes must be as short and straight as possible so that, in case of emergency, users can easily leave the protected area safely as soon as possible.



Quality Assurance Department of MOBIAK



BY **JOHN GKIOUMES**
Environmental engineer
Quality Department,
Fire Fighting Equipment

MOBIAK, which is one of the largest manufacturers and traders of fire-fighting equipment in the world, could not but be composed of experienced and renowned personnel in all key departments, which is also the reason for the leading role held by the company worldwide.

The Fire Department consists of the following Departments:

1. Management
2. Department of Imports and Production
3. Quality Assurance Department
4. Domestic Sales Department
5. Foreign Sales Department
6. Accounting Department

The key for a company to be successful is to comply with the procedures, which have been approved by the Management and have been confirmed to be followed through internal and external inspections by independent accredited bodies. Some of the external bodies that verify compliance of MOBIAK with the procedures are the following:

- **ABS (ISO 9001:2015)**
- **MIRTEC (ISO 45001:2018)**
- **SWISS APPROVAL (ISO14001:2015 & ISO IEC 27001:2013)**

The Quality Assurance Department consists of 4 people who are each assigned separate roles such as:

- Compliance of the entire Personnel with Procedures, as referred to in ISO 9001:2015 Quality Management System,
- Inspection of fire extinguishers before placing them on the market
- Certification of new fire extinguishers by various Institutions according to standards such as EN3, EN1866, 2014/68/EU (PED Directive), 2014/90/EU (MarED Directive), etc.
- Control of the Import of Raw Materials
- Compliance with Parts Specifications



The standards I mentioned above mainly concern the certified products produced or available by MOBIAK which is the holder of these certificates. In this case, in addition to the observance of the prescribed procedures, the following bodies also check on samples of firefighting equipment, which must comply with the corresponding certification that they have initially received.

- **MIRTEC (EN3-7, EN3-10, 2014/68/EU, 2014/90/EU)**
- **APRAGAZ (EN3-7, EN3-10)**
- **MPA DRESDEN (EN3-7, EN3-10)**
- **NF – AFNOR (EN3-7, EN3-10)**
- **BSI – KITEMARK (EN3-7, EN3-10)**
- **LPCB**
- **ANPI**
- **VKF**
- **CNBOP**
- **UL , ULc , USCG**
- **FM APPROVAL**
- **BV – BUREAU VERITAS**
- **MILIEUKEUR**
- **RINA**
- **VDS**
- **SASO**



In conclusion, I would like to emphasize that MOBIAK, due to all the above certifications, is inspected in total over 30 days per year, which proves its continuous engagement in quality systems and the high quality of the products available to its customers, as detailed in its product catalog.



The standards mainly concern the certified products produced or available by MOBIAK which is the holder of these certificates.



Development of the MOBIAK Network in Lithuania

Greece has always held a strong position in the size of its exports to other countries, due to the extremely large variety of products produced in our country and are a source of supply for other countries.



Lithuanian Approval
Foam, Powder and CO₂
Fire Extinguishers
Portable



BY CHRISTOS ARTZOCHALTZIS
Electronic Engineer
Fire Fighting Equipment Exports
Department

Thanks to its extroverted character and after having made a number of strategic decisions and organized moves, MOBIAK enters the Lithuanian Market.

Lithuania is one of the Baltic States and is located northeast of Europe. This automatically makes it a challenge for MOBIAK.

A challenge because Lithuanians and other producers in neighboring countries, in addition to the high transport costs, provide no incentives for cooperation and for the acceptance of our products.

However, after continuous contacts with local businesses, having identified their needs and made correct estimates, we came up with the models of fire extinguishers and the range of systems that could be launched.

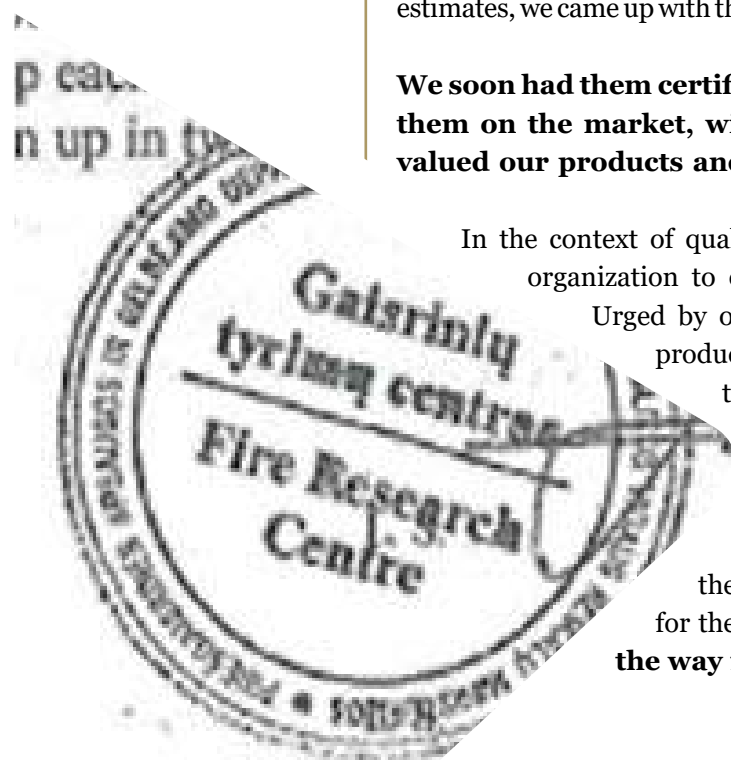
We soon had them certified according to the Lithuanian GTC organization and distributed them on the market, with our strong partners as a pillar, who from the first moment valued our products and acknowledged the superiority of MOBIAK.

In the context of quality assurance, every year we welcome representatives of the Lithuanian organization to our facilities, who confirm our verified production processes.

Urged by our partners and with a view to developing our range, we designed and produce another model of 4 kg powder fire extinguisher, specifically adapted to the Lithuanian market.

Our new fire extinguisher is already EN certified and we are expecting the Lithuanian calibration in the next few days.

Under the current circumstances of inflation and price increases brought by the Covid pandemic, the estimates of our partners and their confirmed orders for the new year, show that **the philosophy and quality of MOBIAK paved the way for another promising market!**



We had them certified according to the Lithuanian GTC organization and distributed them on the market, with our strong partners as a pillar, who from the first moment valued our products and acknowledged the superiority of MOBIAK.

The BRE Institution from its inception until today

BY MAGDA CHARALAMPAKI
MSc. in Chemistry
Head of Quality Assurance Department

The history of the organization goes back up to 100 years. It was formed at many stages, as is usually the case in bodies of such magnitude, history and potential, with the merger of a number of research laboratories, testing laboratories and certification bodies, as currently known to us today.

Research on buildings

It is said to have started in 1917, when the Department of Scientific and Industrial Research (DSIR) in Britain proposed the creation of an organization to investigate various building materials and construction methods suitable for use in new homes after World War I.

Next milestones:

1921 Establishment of the Building Research Station (BRS), Acton, West London and then, in 1925, at Bucknalls Watford Timber

Other laboratories emerged under the DSIR, such as the Forest Products Research Laboratory (FPRL) housed in Princes Risborough in Buckinghamshire. This laboratory dealt with anything relevant to the exploitation of timber at the time.

In 1972 and after several stages, this research was assigned to Building Research Station, which was later renamed to what we know today as BRE (Building Research Establishment).

Research on fires

Since 1909, the fire safety committee representing various insurance companies to prevent loss of property and lives due to fires, has been conducting fire tests in Manchester.

Especially in 1935, the DSIR & the Fire Offices' Committee (FOC) together with other stakeholders opened a central fire test station on Elstree Street in Hertfordshire which performed a number of tests to measure fire resistance of various buildings.

World War II halted the operation of the organization although a small part continued to operate for special applications at that time.

In 1949 the facilities on Elstree Street were renamed into Fire Research Station (FRS). Eventually, the FRS merged with Building Research Establishment (BRE) in 1972, continuing to operate from Elstree and several other facilities. In 1975, after the division of the joint organization, the following organizations were created: Fire Research Station (State Property) and the Fire Insurers Research and Testing Organization (FIRTO, later renamed into Loss Prevention Council). In 1994, the FRS left the Elstree building and moved to a BRE site in Atford. A new fire test building, the largest of its kind in Europe, was built on the BRE site.

Privatization

In 1997, BRE was fully privatized. In order to maintain the power and independence that the BRE had developed, a new body was created, the Foundation for the Built Environment (FBE) which would be the "owner" of the BRE.

In order to protect the BRE from commercial interventions, the members of the Foundation came from all industries with which the BRE had worked with. In 2005 the foundation was renamed "The BRE Trust" which is a registered charity, with the mission of supporting structured environmental research for the public interest.

Also in 1997, and because the organization had stopped conducting research only on buildings, but also given that it ceased to be a State organization, its name was shortened to BRE, without this being an acronym for "Building Research Establishment".



Certification

With its privatization, the BRE, free from any State commitments, could now certify and approve the products it tested. Thus, the BRE certification was launched in 1999. A year later, BRE Certification took over the Loss Prevention Certification Board (LPCB), by merging the companies that split in the 1970s. In 2006, their services were recognized worldwide, and the BRE Certification was renamed BRE Global. Other aspects of environmental certification and assessment, including BREEAM, are also covered by the BRE Global name. At the same time, its business management structure changed to provide a business group acting as an intermediary between BRE and BRE Global and the BRE Trust, thus creating the BRE Group that is known to us today.

Social Responsibility

According to the website of the organization, the profits from the companies of the BRE Group are donated to the BRE Trust, which in turn invests in research projects for public benefit, carried out by the BRE Group, other research partners and some Universities across the UK by funding doctoral dissertations.

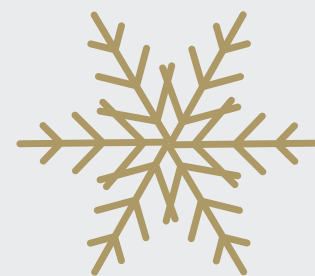
Something you didn't know...

The BRE Watford campus is regularly used as a location for TV and feature film productions, including EastEnders and the Bourne Identity blockbuster. Ideally located within the M25 and close to the M1, just three miles from Leavesden Studios and close to Elstree, the 50-acre filming site in Hertfordshire, BRE, offers a range of building types, controlled roads, outdoor green spaces and private woodland.

Our company has an LPCB certificate for the Great Alexander kitchen system and is regularly inspected by the institution's highly qualified and experienced inspectors.



Fire Extinguishers Suitable for Extinguishing Lithium Batteries



BY BAGGELIS KARTERIS
Mechanical Engineer
Quality Department,
Fire Fighting Equipment

MOBIAK, one of the largest companies in the world in the field of firefighting products, invests in new environmentally friendly technologies. Taking into account the technological development in the use of electronic devices and machines that use lithium ion batteries and the fires caused by them, as shown by research, it proceeds to the creation of a new series of fire extinguishers suitable for extinguishing lithium batteries.

A few words about Lithium Ion Batteries.

It is a high-tech achievement and has many advantages over common (lead-acid) batteries. They are widely used in small home batteries, laptops, mobile phones, and car or forklift batteries. Most consumer lithium ion batteries have thermal overload protection and are designed to prevent short circuits. However, some internal short circuits are known to be caused due to structural failures or battery failures that can lead to a severe thermal explosion.

The use of common extinguishing materials does not have the desired results for extinguishing lithium ion batteries. Also, the use of dust that is suitable for the fire category in metals (category D) can not extinguish a fire in lithium ion batteries. In recent years a new extinguishing material has been developed which can extinguish fires by causing thermal explosion to lithium ion batteries.

For this reason, MOBIAK has developed a new series of fire extinguishers that are suitable for extinguishing lithium ion batteries. This series that it developed with the new pioneering extinguishing material is the result of years of research and testing.

New Pioneering Extinguishing Material:

The extinguishing material is called vermiculite and its expansion achieved with a special nozzle that creates a dispersion of the material into tiny particles, gives impressive results in extinguishing this type of fires. Vermiculite is a group of hydrated layers of silicon compounds (aluminum-iron-magnesium). It consists of thin, flat flakes contained in tiny layers of water. Chemical peeling of this material produces tiny, single particles that float freely in the water.

The Extinguishing Mechanism that takes place is as follows:

Vermiculite particles are deposited on the surface of the fuel (batteries or solid fuels) to form a membrane on top of the fire. This membrane dries immediately and thus creates a barrier that blocks oxygen between the fuel and the atmosphere. This mechanism also has cooling properties in the combustible material, as the water content evaporates, its particles accumulate and the fire is brought under control.

The new series of fire extinguishers of MOBIAK SA is certified in accordance with the European Directive 2014/68/EU (CE or PED) and EN3-7, MarED 2014/90/EU (including Regulation 2021/1158 (EU)), by EVETAM, and APRAGAZ, and it will also be certified by NF.

This series of fire extinguishers is also suitable for type fires. It should be noted that the European legislation (EN3-7) has not yet been formally adopted for the classification of the extinguishing capacity of lithium-ion battery fires due to the fact that it is a new type of fire-category and the legislative categorization is under investigation.

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Fire Extinguishers Series:

1. Stored pressure fire extinguishers with water based capacity 2lt, 6lt, 9lt:

The series consists of stored pressure fire extinguishers with a capacity of 2lt, 6lt, 9lt and is fully certified by European Directive 2014/68/EU (CE) and EN3-7, MarED 2014/90/EU.

- The propellant used is nitrogen (N₂). The operating temperature range is + 50C to + 600C.



- The assembly consists of a single steel container with internal lamination, which has an external thread (M45X1,5) for its attachment to the shutter.
- The shutter is made of anodized aluminum alloy with manometer valve and nickel-plated brass parts inside.
- It is fitted with a pressure gauge to control pressure.
- A plastic pipette with a special filter type is used to achieve the correct operation of the fire extinguisher.
- The nozzle used is of an innovative technology that sprays extinguishing material in a flat form.
This leads to better extinguishing of the fire by scanning the extinguishing material on it.
In the capacities of 6lt and 9lt, EPDM rubber is used.
- The 6lt and 9lt fire extinguishers are fixed to the wall by means of a triangular base on the container that holds the body of the container. 2lt fire extinguishers are affixed by means of a transport base, which holds and surrounds the entire fire extinguisher tank.

The Extinguishing Capabilities of the New Series for Lithium Ion Batteries are the following:

- **MBK19-LITHIUM-2: 5A**
- **MBK19-LITHIUM-6: 8A**
- **MBK19-LITHIUM-9: 13A**

2. Aerosol type fire extinguisher with a capacity of 500ml:

MOBIAK has an aerosol type fire extinguisher (certified according to 75/324/EEC) with a capacity of 500ml (MBK20-500ML-LITH) for extinguishing lithium ion batteries used in small personal devices.

The table below shows which is the appropriate lithium-ion battery fire extinguisher depending on the size (Wh) of the battery.

S/N	Fire extinguisher	Battery size	Application
1	MBK20-500ML-LITH	up to 60Wh	Mobile phone, laptop, domestic electrical appliances
2	MBK19-LITHIUM-2	60-250Wh	Domestic electrical appliances, laboratory electrical appliances .
3	MBK19-LITHIUM-6	250-500Wh	Battery recycling facilities.
4.	MBK19-LITHIUM-9	500-750Wh	Electrical scooters, Electric bicycles.



UL Systems for Professional Kitchens

MOBIAK offers the possibility to choose the method of automatic activation of the system

BY STRATOS KORONIS
Mechatronics Engineer MSc.
Head of Fire Extinguishing
Equipment Department

Dear Associates, through a relevant Newsletter published a few days ago, our Company proudly announced the New Extinguishing Systems with UL Certification. I am referring to the two new Systems for Commercial Kitchens named “MOLIS” and “PRINCE GEORGE”, as well as the New Carbon Dioxide (CO₂) Extinguishing System. So let's look at some basic principles & functions of these Systems. • **PRINCE GEORGE - Professional Kitchen Extinguishing System (UL Listed) - Wet Chemical** • **MOLIS - Professional Kitchen Extinguishing System (UL Listed) - Wet Chemical with Water** Both systems are designed for grease fires, such as those associated with professional cooking areas. The extinguishing agent acts by discontinuing the chemical chain reaction that causes the combustion, thus extinguishing the fire and eliminating a very fine mist that extinguishes the fire and cools the grease below its self-ignition temperature.

Both systems are designed to provide protection for professional cooking appliances, hoods and vents. It is a pre-engineered group of mechanical and electrical components. The difference between PRINCE GEORGE and MOLIS lies in the extinguishing material. **The PRINCE GEORGE system uses pure Wet Chemical extinguishing material as opposed to the MOLIS system which uses Wet Chemical extinguishing material combined with Water.**

Both systems are Automatically and/or Manually activated. The system will be activated automatically when a fire is detected or can be activated manually using a remote traction lever located at the exit point from the risk area. When the system is activated, a predetermined amount of extinguishing material will be released through the piping network and from the special nozzles to the hood, the vents as well as to the professional cooking appliances.

MOBIAK offers the possibility to choose the

method of automatic activation of the system Each system is available:

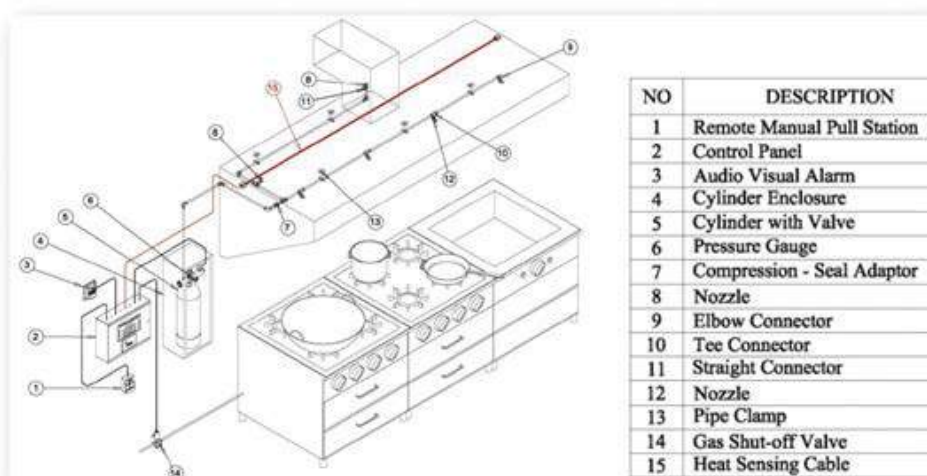
(a) with **LHDC** (Linear Heat Detection Cable) and electrical control panel or

(b) with **fitted metal connectors**, wire mesh with the corresponding components and a mechanical control panel.

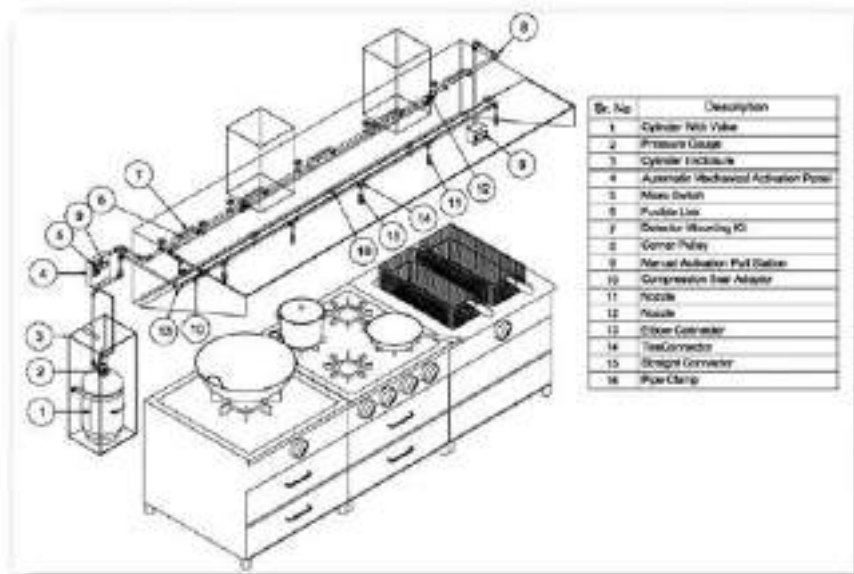
Both devices are shown below - the first shows the Activation Method via a heat detection cable and control panel. As soon as the fire is detected by the heat detection cable, it sends a signal to the control panel which in turn activates the fire extinguisher from which the extinguishing material is discharged through the discharge outlet, pipes and nozzles to the seat of the fire. At the same time, the audiovisual alarm as well as the gas deactivation valve are activated.



Both systems are designed to provide protection for professional cooking appliances, hoods and vents.



The second shows the Activation Method via Fusible Metal Connectors. In automatic mode, the heat-sensitive flexible metal connectors, which are placed inside the hood, melt due to the increase in temperature and activate the system. When the system is to be activated manually, it must be activated by pulling the handle of the manual activation lever. After activating the system, the extinguishing material inside the bottle is sprayed through the nozzles in the cooking appliances, in the hood and in the vents, and this causes the ignited oils to extinguish.



The System Advantages

- **24/7 Protection:** Automatic detection and activation control ensures continuous protection.
- **Minimum Outages:** Very easy to clean the material, clean the equipment and restart the kitchen.
- **Simple design:** The simple and flexible arrangement of the pipes allows users to work in the kitchen area without affecting the nature of the work performed.
- **Manual Activation - Manual Operation:** It enables the system to be activated at the first sign of fire before the automatic operation is even activated.
- **Non-Toxic:** It does not release toxic fumes during discharge. It is ideal for protecting spaces with human presence.
- **Event Log:** It is possible to record multiple events that will help detect faults by recording the exact date and time of the event.



UL Carbon Dioxide System (CO₂)

There is a wide variety of high pressure CO₂ cylinders available at MOBIAK.

Total flooding system that relieves the extinguishing material in an enclosed space. The enclosed space must be suitable for the extinguishing material to reach the appropriate concentration. The fires which can be extinguished by the method of total flooding are divided into two categories:

(a) **Surface Fires involving Flammable Liquids, Gases and Solids**

(b) **Lurking Fires that involve Slow Burning Solids.**

A local application system consists of a predetermined amount of carbon dioxide which is permanently connected to a device of fixed pipes and nozzles arranged to discharge the extinguishing material directly into the fire. Local application systems are used to suppress surface fires in flammable liquids, gases and solids, where the fire is not enclosed or lurking or when the space does not comply with the requirements for total flooding.

There is a wide variety of high pressure CO₂ cylinders available. They are designed to hold carbon dioxide under pressure in liquid form at atmospheric temperatures, corresponding to a normal pressure of 58.6Bar at 21°C. All cylinders are seamless and are filled with liquid CO₂ to the predefined weight indicated. There are two types of shutters available, the Master and the Slave. Both are made of brass with optional nickel finish. To activate the shutter, the electromagnetic section is activated first - after activation the pneumatic door is pressed allowing the shutter to release. The Master shutter can also be activated manually via the manual actuation lever. The Slave shutter can be activated pneumatically or manually. The one-cylinder system requires a master shutter with manual actuator and electromagnetic section. This is generally referred to as Master Cylinder. For systems comprised of two or more cylinders, one cylinder must act as a Master and have an electromagnetic and manual actuator and the other cylinders must act as Slave cylin-

ders with the corresponding Slave shutters, which are pneumatically activated via the Master cylinder valve. All cylinders must be installed in an upright position. In the following figure you can see a typical system layout with all the relevant components.

Automatic activation is achieved through the electromagnetic section of the Master Cylinder valve. The electromagnetic section is normally closed when normally off and only opens when it is switched on. When the Master shutter of the system is activated, then the Slave valves of the other cylinders are pneumatically activated and the extinguishing material is released either in total flooding or in local application mode through suitable nozzles.

- Different sizes of array support bases are available depending on the number of cylinders of the system used.
- Directional Valves available in different dimensions. These are used in the case of a common system to extinguish different areas.



BY **STRATOS KORONIS**
Mechatronics Engineer MSc.
Head of Fire Extinguishing
Equipment Department



The system traps pressurized carbon dioxide in liquid form at atmospheric temperatures corresponding to a normal pressure of 58.6Bar at 21°C



- Our system provides an important Lock-out valve which is placed between the expansion tubing and the nozzles for the manual shut-off of the extinguishing system. This valve is used to prevent accidental or deliberate evacuation when persons are inside the protected area.

- A variety of non-return valves are available. These are used to isolate the main cylinder system from the collector. They are also used in connecting system collectors to prevent the activation of cylinders of different arrays.

- A bleed valve is also available in our system. The bleed valve releases accidental possible leaks that may occur

- An Air Connection device is also available - which is installed in the collector and is used to lay the air pipes after installation and during the annual maintenance to ensure that the pipes are clean in case of expansion.

- The safety pressure relief valve is installed in closed sections of pipes such as between the selector valves and the cylinder collector. It is a fragile disc that is designed to break when the trapped CO₂ expands and the discharge line exceeds 180 to 200bar.

- The weight loss reading device is designed to monitor a weight loss of more than 5% on the cylinders.

- A pressure siren is installed at the system discharge line within the protected area. The siren operates at a pressure of more than 1 bar producing an audible signal to indicate the evacuation of the extinguishing material inside the protected area.

The time delay unit is provided for all total flooding systems that protect areas with human presence and local application systems where CO₂ evacuation exposes staff to high concentrations of carbon dioxide. The delay time unit delays CO₂ discharge for a predetermined time. This extra time allows the ventilation and equipment to stop working. The time delay unit is installed between the main

CO₂ cylinders and the discharge nozzles. The delay time is predetermined by the factory.

- The pressure switch is connected to the discharge pipe and operates when the system is released. These switches can be used to confirm the discharge of the system, to activate alarms, to deactivate motors, pumps, fans, to release magnetic door sockets, etc., automatically when the system is discharged.

In conclusion, we promise to keep delivering on our commitment to continuously improve our products, systems and services because in MOBIAK there are no LIMITS.



How Defibrillators Can Save Lives



BY DIMITRIS TSENDELIEROS
Information Systems Management
Department of Medical Equipment Imports in Greece

It is very important for patients who have suffered a heart attack to be assisted immediately as every passing second can be crucial in their struggle for survival.

The most important tool in trying to rescue a patient is the use of a defibrillator. A defibrillator can be used of course by doctors and nurses but also by certified people who have attended a defibrillation and first aid course. The basic functions-features of a Defibrillator, such as AED 7000 supplied by MOBIAK, are the following:

- Delivers Electric Shocks to the Patient's Chest,
- The Device has the ability to identify the Patient's Heart Rate, identifies Ventricular Fibrillation and Ventricular Tachycardia, and can diagnose when Defibrillation is needed and can deliver Electrical Shocks, by alerting the Operator
- Provides Oral Instructions to Guide the entire Procedure

Areas where such devices are required include airports, ports, organized sports venues, lifeguard towers, public swimming pools, banks, hotels, central bus stations, airplanes and ships. Also, public services and private companies whose staff exceeds 500 people (daily traffic in the workplace) should also have a defibrillator in their premises.

While the initial cost of a defibrillator may seem significant to an organization or business, the ability to save a life makes it a necessary investment. Also, defibrillators have relatively low maintenance costs and require just a basic training.

The best way to keep the defibrillator ready for use and accessible at all times is to store it in a wall defibrillator box. A heart attack can occur at any time and a patient's survival depends on how quickly the defibrillator is used to save their life. That is why it is very important that the machine is placed in a box with visible marking so that anyone can locate it before it is too late. The box also protects the defibrillator from damage due to improper storage and can ensure that the defibrillator is in excellent condition to work properly and be ready for use whenever necessary.



The percentage of sports venues equipped with a defibrillator in Greece is very small and after the incident of the football player Christian Eriksen, of the Danish national team, who collapsed during a game with the national team of Finland in Euro 2020, discussions started about how prepared are our sports facilities to address similar incidents.

On the occasion of this event, there are companies that decide to make a purchase to equip their workplace, but also to donate Defibrillators to Sports venues and the Ministry of Health itself to make sure that these indispensable machines will be present in those premises where they are needed.





INCREASE OF FIRST MATERIALS

BY MICHAEL VARDAKIS
Electronic Engineer
Head of the Department of
Medical Equipment Exports

The coronavirus pandemic, in addition to affecting the entire population and the health system, also had a very serious impact on the supply and demand of raw materials for manufacturing.

In the First Months of the Pandemic,

demand for most raw materials declined significantly as countries enforced lockdown measures leading production to the lowest levels in decades.

The early drop in production,

along with the continuing impact of the pandemic on supply chains and economic activity, recovered and resulted in a sudden and high demand for products worldwide. The end of the year found producers struggling to recover as increased recent demand pushed global production, launching further price increases.

To this was added the increase in container prices between China and Europe by more than 400% since the 4th quarter of 2020. These restrictions significantly impede access to raw materials and their free movement between different regions of the world.

Overall, the global supply crisis is due to a number of reasons, including increased demand from the post-pandemic economic recovery, to global supply chain distortions caused by the pandemic.

However, this does not represent a significant expansion of aggregate global demand, but rather a distortion of the existing system as it is disrupted and broken. In view of the current situation, this drop in supply will last for a long time, leading to a further rise in prices of raw materials and components.

Therefore, both businesses and consumers need to be prepared for this scenario in the medium and long term.



What Are Pressure Therapy Devices - What Are The Benefits And How Do They Work?

MOBIAK, always innovative and pioneering in the field of medicine, has recently added to its already wide range of physiotherapy products, pressure therapy devices with multiple benefits for the user. The pressure therapy device is a new big market trend and can be used on the legs, thighs, arms and even the waist, helping to improve blood circulation by speeding up the healing process after injuries. It is also used as a treatment to reduce muscle pain after training or strenuous work. It is easy to use and is an excellent choice for home treatment causing a feeling of well-being and relaxation.

How does it work?

Air compression provides a way of high quality lymphatic decongestion that helps improve blood and lymph circulation, prevent deep lymphatic thrombosis (DVT) and pulmonary embolism (PE), trauma, inflammation, and provides swelling relief. It has a crucial contribution to blood and lymph circulation in arms and legs by enhancing muscle tissue pressure to remove swelling or pain.

In What Cases Is It Used?

- It is used for the prevention and treatment of various diseases related to the circulation of blood in the arteries, or for people with diabetes and for people with post-thrombotic syndrome, after consultation with the competent doctor.
- It helps enhance the physical functions of patients with disabilities.
- For athletes, it enhances muscle relaxation before training but it is also recommended to use it after training or matches, because it helps the muscles recover by relieving them from the accumulation of lactic acid.
- It relieves from the feeling of heaviness and the feeling of swelling caused by fluid retention. It stimulates the skin by stimulating the metabolism of fat cells, thus breaking down cellulite and strengthening connective tissue.
- It rejuvenates and tightens the skin, oxygenates the tissues and helps to tighten the muscles by favoring weight loss.

BY NATASSA TZEVELEKOU

Economist BSc.

Department of Medical Equipment

Administrative Support



Dimitra Gnafaki,

Champion of the 400m hurdles, uses the pressure therapy boots and shares with us her experience in using them so far in the interview she gave to Mobiak press.

• As a 400m champion we can see that your workouts are long and demanding. Could you describe to us your experience in using them so far?

MOBIAK pressure therapy boots are now an indispensable part of my daily rehabilitation. I use them regularly, almost every day, depending on how much tired I feel. Especially when I have double workouts, I always find time after my first workout to use them by choosing the right program, as it has a variety of programs depending on the needs of both athletes and non-athletes. So, I get ready for my second workout, feeling totally relaxed

• Since When Have You Been Using Pressure Boots and How Often?

I have been using them since last year and they help me and my body to cope with the daily requirements of my workouts.

• Do you think it is worth buying this product for home use?

I highly recommend buying this product for home use. The range of 6 different programs will suit everyone according to the problem they have!



UDI - A New Response to Regulation (EU) 2017/745 on Medical Devices



The new EU Medical Devices Regulation 2017/745 came into force on May 26, 2021.



BY CHRISTOS VOURVACHAKIS

Natural Resources and Environmental Engineer

Head of Medical Devices Quality Assurance Department

The new EU Medical Devices Regulation 2017/745 came into force on May 26, 2021. One of the new requirements of the regulation is the UDI (Unique Device Identifier), i.e. an exclusive identification of a medical device. The UDI is essentially a unique numeric or alphanumeric code associated with the medical device. It allows the clear and unambiguous identification of specific medical devices in the market and facilitates their traceability. It is comprised of 2 parts:

- **The Medical Device Identification Code (UDI-DI).**
- **The Production Identifier (UDI-PI).**

The unique identifier of a medical device should be reflected on the product label and on all upper levels of its packaging. It must also be the key feature for publicly available information on technology products and studies.

The advantages of UDI are that:

- **It makes the traceability of medical devices more efficient**
- **It makes it easier to recall medical devices**
- **It fights counterfeiting**
- **It improves patient safety**

The List of providers designated to operate the UDI system in accordance with Regulation (EU) 2017/745 and the UDI system is:

- **GS1 AISBL**
- **Health Industry Business Communications Council (HIBCC)**
- **ICCBBA**
- **Informationsstelle für Arzneispezialitäten – IFA GmbH**



EUDAMED - The Information Pillar for Medical Devices

BY ANTONIA VARDAKI
MSc in Production & Administration Engineering
Medical Equipment Quality Assurance Department



The creation of the European Databank on Medical Devices (EUDAMED) was the consequence and a key aspect of the new regulations (EU) 2017/745 on medical devices and (EU) 2017/746 on in vitro diagnostic products.

The creation of the European Databank on Medical Devices (EUDAMED) was the consequence and a key aspect of the new regulations (EU) 2017/745 on medical devices and (EU) 2017/746 on in vitro diagnostic products.

Providing a true and detailed picture of the product life cycle, its main objectives include the enhancement of the overall transparency and the direct access of public and professionals in the field of health care to all necessary information.

All information is clearly defined, compared and processed in the single database and determines the direct coordination of all Member States, notified bodies and the various economic operators.

EUDAMED consists of the following Interconnected Electronic Systems:

- Electronic Product Registration System
- UDI Database
- Electronic System for the Registration of Economic Operators
- Electronic System of Notified Organizations and Certificates
- Electronic System for Clinical Research
- Electronic System of Post-Market Vigilance and Supervision
- Electronic Market Surveillance System

In order to strengthen innovation in the field of medical devices, EUDAMED comes to support manufacturers who can offer solutions for disease prevention or early diagnosis by making the field of healthcare more accessible to the public. At the same time, maintaining a high level of safety and product efficiency is a one-way process to the European reality. The development of EUDAMED is progressing, in cooperation with the Member States and the European Commission, through the gradual release of the various electronic systems and modules that make it up, and is expected to become fully operational by May 2022.

Export Marketing

Extroversion is a strategic priority of modern business. Opening up to new markets plays a crucial role in the viability, competitiveness, profitability and achievement of the goals of each business.



BY MAKIS GIANNOPOULOS
El. Engineer & Computer Engineer
Department of Medical
Equipment Exports

In the second decade of the 21st century, the changes that have shaped the international business reality have led to the creation of a radically different global environment.

The unrealistic increase in international trade that has taken place in recent decades, as a result of a globalized economy, means that no business can rely anymore to the so far "safe haven" of the domestic market. Extroversion is a strategic priority of modern business. Opening up to new markets plays a crucial role in the viability, competitiveness, profitability and achievement of the goals of each business. Nevertheless, the number of extroverted companies in Greece remains low and there is a shortage of executives with specialized knowledge in the field of exports.

In this context, the object of international-export marketing is emerging as a key factor in ensuring the viability of modern businesses, which is today one of the most important research objects in the world.

- Lack of professional conduct by top management.
- Insufficient potential (whether productive or reserve) to supply foreign markets.
- Lack of contacts in distribution networks.
- Limited and sometimes perhaps misguided knowledge of consumer psychology and preferences and even competition.
- Communication problems with prospective partners - customers.
- Difficulties in completing the export process.
- Insufficiency of executives with international experience.
- Commercial risks, insolvency, refusal to accept - delays in merchandise.
- Complex import procedures - changes in trade legislation possible political and economic instability - government restrictions on imports and trade for their payment - increases in duties, taxes, etc.

In order to decide the most suitable target country for a company, there is some information that is necessary to determine the attractiveness of each target market. With respect to the competitive power of each company, its direct and then its indirect competitors should be investigated first:

What market share does the competitor have? What market segment is each competing product targeting? What are the advantages and disadvantages of each competitor? What kind of benefits do foreign competitors enjoy? What is the political influence of each competitor and to what extent could it be an obstacle? Are there market segments that are not adequately covered? What are the main reasons for the success of competitors?

Selection of Access Methods

Depending on the type of product, the following information is needed:

- The Size of the Market.
- The institutional framework of each country.
- Transport Costs.
- The Nature of Domestic Competition.

Obstacles and Risks of Internationalization

It is absolutely certain that at the beginning of the process of internationalization there are several obstacles and some dangers that may arise along the way. Some indicative obstacles and risks include:

- Obstacles at the beginning of the exports procedure.
- Lack of equity and funding opportunities
- Lack of knowledge about foreign markets where the relevant company intends to be addressed.
- Insufficient number of contacts in foreign markets.



Drafting an International Strategic Plan.

In order to shape international strategic marketing planning and programming, information is required regarding:

- the problems and the vision of the company
- cooperating companies, future partners (suppliers, distributors, advertisers, business consultants) and customers
- competitors
- social and economic trends and possible developments that may affect the market.
- the current legal framework. Certainly, large companies and multinationals that intend to expand further into new markets will need information about the size of the market share that they could reasonably and realistically pursue, the appropriate time to do so and the cost to be incurred.

Selection of Appropriate Marketing Strategies

To make the correct choice, a company will need information on:

- Purchasing potential and behavior
- The Marketing strategy followed by the competition (product quality, pricing policy, distribution network, promotion and communication methods, expenditures allocated per SME)
- The negotiating style in each country
- The available distribution networks
- Available SMEs and sales promotion networks

Stages of International Advertising Campaign Design Process


- Strategic communication goals. These depend on the overall goals of a business and its Marketing goals. There should be reliable data to set the marketing goals and strategies in each country for each product of the company, in order to identify the appropriate advertising goals.
- Budget decisions. They are a function of the goals of advertising, the stage in the product life cycle, competition, the financial situation of the company.
- Creation of advertising material.
Standard advertising (with dubbing or subtitles). It seeks to create the same image of the product in all markets and achieves a reduction in production costs. It generally depends on the use and characteristics of the product, the audience we are targeting, the size of the budget, the cost of the media, coverage, frequency and competition. The specific factors that weigh on the choice of media in international markets are related to the culture of each country, the language, the availability of media, the level of economic development and the legal constraints

Branding for International Markets

A brand is defined as the use of a name, term, symbol, design or a combination thereof in order to identify goods and services of a producer and to differentiate them from those of competitors. The brand offers legal protection of the unique characteristics of a product, creates loyal customers, contributes to the creation of a business image and facilitates the promotion of new products in the market. The advantages of global brands are: - Economies of scale - Creating a unique brand image in all countries of the world - Fast introduction of new products to the global market - High barriers to entry for competitors.



Greek Exports, a small "feat" in the midst of a Pandemic


*the course of
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In the last two years we have all seen our lives change in an unprecedented way and are affected in various ways by the global phenomenon of the COVID-19 pandemic. Of course, the economy, which was severely affected by lockdowns and the change in the way of life of all of us, couldn't get away with this.

Despite the significant problems caused by the spread of the COVID-19 pandemic, the course of Greek exports for 2020 is particularly positive, **proving once again that extroversion must form the basis of our national economy.** According to data released by the Hellenic Statistical Authority and processed by the Institute of Export Research and Studies of the Greek Exporters Association (SEVE), Greek exports excluding petroleum products increased by 3.2% in 2020 compared to 2019 while Greek exports maintain the upward momentum developed after the lifting of restrictive measures and the gradual return of the world economy to normal life, with analysts talking about an increase that could even exceed 10% in 2021.

Foreign trade must and can play a crucial role in returning to growth. According to the new data of the analysis department of the National Bank, the growth rate of our country was revised to 7.5% from 5.7% for 2021, while according to the data of ELSTAT, Greek exports are heading for a new record for 2021.

This small "feat" is therefore achieved thanks to the insight of Greek entrepreneurship and the good "stubbornness" of some to continue investing in extroversion against these adverse circumstances.

Our company succeeded and was awarded 2 times in the midst of a pandemic, winning the first place in the category **"Top Industrial Export Companies" in the renowned event Greek Export Forum & Awards 2020 & in the Sales Excellence Awards 2021, having gained both times the gold award in this competition.**

Congratulations should be given to all colleagues, especially those who work in the export departments but also all the others who support the export activity of MOBIAK and who have managed to bring us to this prominent position of having been part of this historic success of the country.



Foreign trade must and can play a crucial role in returning to growth.



BY CHOUDALAKIS GIORGOS

Computer Engineer

Head of the Department of Medical Equipment Exports



The success of MOBIAK in Central Europe with the new trend in mobility aids

BY KYRIAKOS TSITSIRIDAKIS

History and Archeology

Department of Medical Equipment Exports

The most demanding markets in Central Europe are the ones that create global trends. MOBIAK, as one of the world's leading manufacturers, has a strong presence in all the countries of Central Europe.

Modern societies are characterized by the sharp and rapid growth of technology. We are fortunate to live in a time when this growth plays a major role in several species that humans use to serve their daily needs.

MOBIAK follows this course of growth by offering the latest technological trends in its products. With the sole purpose of facilitating the daily life and the needs of the users of its products, investing in technological research, scientific knowledge, modern design and the quality of its raw materials, it has launched its MOBIAK "Action" Rollator and MOBIAK "Gemini Adapt" wheelchair.

Rollators are the latest trend in mobility aids. The Rollator MOBIAK "Action" offers both an elegant design and quality in the daily life of users. It is based on an aluminum frame, a frame that offers durability and a total weight of just 6.5 kg. It is 4-wheeled and is fitted with handles that can be adjusted in height. Its handles have safety brakes with an innovative locking function. It features a seat and a comfortable storage bag, which offers quality and comfort in both indoor and outdoor use. It is fitted with a case for a water container and a case for storing a cane. One of its extremely useful features is that the frame is folding, which makes it extremely convenient to carry.

The MOBIAK "Gemini Adapt" wheelchair offers comfort in the daily life of its users. Its folding aluminum frame offers quality construction, light weight of only 19 kg and ease of transport. It features the innovative Quick Release system on the rear wheels. An innovative system that allows you to quickly change the rear wheels. The rear wheels are interchangeable with 24-inch inflatable wheels, 12-inch compact wheels and 3-inch compact wheels. This versatile wheelchair is ideal for both indoor and outdoor use.

The most demanding markets in Central Europe are the ones that create global trends. MOBIAK, as one of the world's leading manufacturers, has a strong presence in all the countries of Central Europe. The products MOBIAK "Action" Rollator and MOBIAK "Gemini Adapt" Wheelchair, thanks to their quality and innovative features, have already marked an excellent progress and success in these demanding markets. The rapid increase in demand for these 2 products is due to MOBIAK's commitment to the combination of scientific research - innovation in construction design and quality of raw materials.



MOBIAK's philosophy and principle is commitment to quality and scientific development. Its development plan is based on this philosophy. A development plan that offers the maximum in the evolution of the Greek quality export plan and makes MOBIAK SA, a Greek company being among the top manufacturers in the world, to be constantly successful in reaching new markets.

INVESTMENT AND RESULTS

BY FILIPPOS SOTIRIOU
Assistant Nurse
Warehouse and Distribution Department

The investment project at the MOBIAK factory in Kathiana, Akrotiri, was successfully completed and was very large.

The **3rd building of MOBIAK** in Kathiana has a total area of **2,000 sq.m.** and is fitted with state-of-the-art machinery, such as hydraulic loading ramps, automatic doors to separate the warehouse section with the re-inspection department and lifting machines with a lifting height of up to 12 meters to lift and retrieve pallets with absolute safety.

Also, in the re-inspection department, new benches were added with a perspective for future trainings, as well as a tank with a large capacity for fire extinguishers and new suction machines. Also, the company invested a lot in recycling, so it created a properly designed space with all the necessary machines to be able to handle the scrap of Greece.

All these investments made in warehousing and handling have resulted in offering us security, productivity and faster customer service. To be precise, the loading and unloading time has been reduced by 60% and the storage time is faster and safer for products and employees since they are placed on heavy duty racks.

Regarding the investments in the re-inspection department, we have resulted in faster customer service as we now have storage space to go one step further with the products we handle while showing respect to customers.

Also, our investment in recycling resulted in us being able to handle a large volume of metal, plastic and paper.

MOBIAK is constantly evolving and remains a leader in its industry.



New beds

Virgo and Libra by MOBIAK CARE

BY **MANOLIS GALANAKIS**
Civil Engineer
Medical Equipment Sales
Department in Greece

We are delighted to present you the new fully electric beds of our **Virgo and Libra** range.

These fully electric beds are the new asset of our range of Premium Homecare products. **These new beds have a modern design, robust construction, ease of use and can be assembled by a single person.** Their equipment consists of railings, wheels, suspension, and Libra is made of wooden closed panels so that the lifting mechanisms are not exposed, giving comfort to the user and the looks of an ordinary bed.

For any information, you may contact the medical equipment department of the company by sending an email to: **mobiakcaresaes@mobiak.com.**

The difficulties in introducing New Products

The introduction of a new product in our range is always a challenge. We must first of all be sure of our product, launch it at the right time and make sure that it is effectively promoted. New products are often a source of renewal for a business. Another thing necessary, however, is that the corresponding resources be made available.

The key considerations for developing a new product are the following:

- Is the idea worthwhile?
- Is the new product of financial interest to the company?
- Does the new product match the capabilities and goals of the business and the user?
- Are there sufficiently satisfactory indications?
- Are there any production capacities properly in place and in the right quantity?
- Reasons for failure of new products
- Incorrect estimates.
- Production of disadvantaged products.
- Wrong budget.
- Unsuccessful overall marketing effort.
- Unpredictable actions by competitors.

Technical Characteristics of VIRGO

- Metal Frame
- Metal Rails in Wood Colour
- Internal Wooden Covers for Panels
- Featuring Trendelenburg & Anti-Trendelenburg 20° Positions
- Product Weight: 90kg
- Max Back Tilt: 70°
- Max Leg Tilt: 30°
- Power Input 220V-50Hz, Output 24V
- Folding, Easy to Transport, Assemble & Disassemble by a Single Person
- Robust Construction
- Wooden Orthopaedic Bed Frame
- Electric Elevation of Back, Knees & Feet
- Anti-Trendelenburg 129 function
- Includes Lifting Pole
- High-quality Solid Castors with Brakes
- Safety Rails that can be Installed Without Tools

Technical Specifications of LIBRA

- Metal Frame
- Metal Rails in Wood Colour
- External Wooden Panel Covers, covering the Elevation Mechanisms
- Featuring Trendelenburg & Anti-Trendelenburg 20° Positions
- Product Weight: 90kg
- Max Back Tilt: 70°
- Max Leg Tilt: 30°
- Power Input 220V-50Hz, Output 24V
- Folding, Easy to Transport, Assemble & Disassemble by a Single Person
- Robust Construction
- Wooden Orthopaedic Bed Frame
- Electric Elevation of Back, Knees & Feet
- Anti-Trendelenburg 129 function
- Includes Lifting Pole
- High-quality Solid Castors with Brakes
- Safety Rails that can be Installed Without Tools
- External Wood Covers for Panels which conceal the Lifting Mechanisms

Virgo



Libra



Luxurious edition of a new catalog of MOBIAK CARE

BY VASILIS SIMANDIRAKIS
Medical Equipment Sales
Department in Greece

The luxurious edition of three issues of the new catalog of medical equipment is now available in the entire network of MOBIAK Partners. In this luxurious new catalog package, readers can find a very wide range and variety of medical equipment products with more than 1,600 references, including breathing apparatus, diagnostics, first aid kits, daily care aids, orthopedic items and equipment for medical practices. The categorization and organization of our new catalogs is a very important tool for selling and promoting the right products to our customers and responds to their daily growing needs. It also provides a variety of solutions to meet the demand for new

specialized, reliable, modern and safe products

with the signature of the fastest growing industry in the Balkans, Europe and the Middle East, which confirms

MOBIAK's leading position

as a pioneer in the field of

Medical Technology in

both the domestic and

international market.

Enjoy your reading...



In this luxurious new catalog package, readers can find a very wide range and variety of medical equipment products with more than 1,600 references



Growing up in the MOBIAK Family

BY FANI KARYDAKI

BSc. in Economics
Accounting Department Attica
Distribution Center

How many different titles could one put in this article to accurately describe the experience and benefits of working in the MOBIAK SA group?



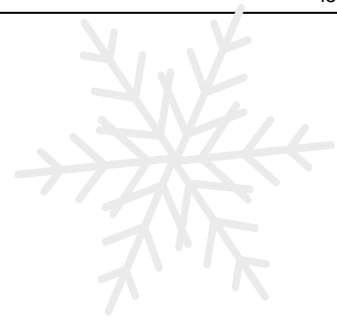
I am sure that no one would describe precisely the above concept since **MOBIAK**, especially for an employee who is about to take his/her first steps in the professional marathon, is much more than a company.

In the years 2021, a young person could only be considered lucky to be part of the human resources of one of the many infrastructures of MOBIAK SA and evolve under the auspices and guidance of experienced colleagues in harsh and demanding circumstances. For example, when you work at the Attica Distribution Center, you experience the close customer-supplier relationship, you are instructed and you learn effortlessly to follow the necessary paths that will lead you to the achievement of your personal goals, and the goals of your team. Guided by the timely customer service, you learn that even if something seems impossible in the beginning, in the end and through work and effort, the impossible will become more than possible. They are the people you interact with and through them you give your best to evolve and contribute every single day.

You grow guided by the mindset of the winner.



MOBIAK actively supports the Environment



BY ATHANASIOS BODOSAS
Head of the Distribution Center of
Northern Greece and the Balkans



There is a great response from both the daily supply from the warehouses, and from our customers who visit the distribution centers.

For several years now, the need to protect the environment has become more than imperative. Scientists as well as conscientious citizens were organized into ecological associations, having realized how imminent the environmental risk was. So they began to research ways and methods to minimize the problems facing the earth. But their most important invention is recycling.

Waste recycling is now a daily habit and its benefits not only in financial terms, but mainly in terms of the environment and the atmosphere, are enormous. **With its main focus on environmental protection, MOBIAK SA has placed recycling bins, used battery collection bins as well as used printer inks in each distribution center.**

Response from both the daily supply from the warehouses, as well as from our customers who visit the distribution centers, is great.

The awareness of the company, as well as the response of its staff and partners, gives us all hope for a greener planet.



Facilities of Chania



Warehouse of Medical Products at the Distribution Center of Attica

BY BAROUNIS GIORGOS
Business Administration
Department of Medical Equipment
Attica Distribution Center

The WMS system installed by our company, which offered multiple benefits to the operation of our warehouse, allows direct and detailed monitoring of all stocks.

The warehouse of medical products of the Attica distribution center of our company and its staff, firmly committed to the **philosophy of MOBIAK, which aims to always aim higher and lead through continuously better services and products**, are always committed at the daily, immediate and better service to our customers.

The modern working environment and the means at our disposal, the large and ever-increasing range of **MOBIAK** products combined with the great adequacy of stocks, can **guarantee the immediate delivery of the goods and meeting of even the most demanding needs.**

In particular, the **WMS** system installed by our company offered multiple benefits to the operation of our warehouse, such as direct and detailed monitoring of all stocks, minimization of the execution times of the receipt-execution operations, safeguarding of fi-fo-fe-fo procedures, measurement of employee efficiency.

We, the staff of the warehouse and our technicians, through continuous training and education, and through the team work that highlights the capabilities of each of us, are committed to strive continuously to achieve the objectives of our company with better quality services, responding to the ever-increasing needs and challenges of our time.



Renewal of the working environment Increase in sales

*We have
been working
in our new offices
from the beginning of May
2021, more refreshed than ever
and in a new mood.*

Having completed a 45-Years Successful Route in the area of Fire Equipment, Medical Devices and Industrial-Medical Gas, it is time for us to move to the new facilities of the company.

We have been working in our new offices from the beginning of May 2021, more refreshed than ever and in a new mood.

All the technological safety instructions were used for the construction of our facilities, which are in accordance with the environmental rules and the modern specifications of energy buildings, aiming at the most correct operation and respect for the environment.

The new state-of-the-art facilities have been so designed to ensure the **ideal working conditions** for the administrative functions of the company and support for our continued development.

The New Facilities have been designed to improve not only the environment of employees, but also to increase their efficiency.

The premises are tidied up and cleaned meticulously, thus ensuring ideal working conditions every day.

During the pandemic, despite the large number of staff, the company was able to prevent the transmission of the viral load to the sites with great success, strictly adhering to all preventive and protective measures. Each premises are configured depending on the subject matter of each department. The decoration of the space is designed in such a way as to enhance familiarity, tranquility and comfort in the eye. The above ensure a positive mood of the employees.

BY VANGELIS VOUTAS
Food Technologist
Medical Equipment Sales
Department in Greece



Positive stimuli lead to happy and productive employees, dedicated to their work and to their employer. They strive to achieve their goals at work with intense enthusiasm. Increasing profitability and reinforcing the positive climate in daily work leads, in turn, to increased sales. Employees enjoy their work and when they communicate with customers, they create a climate of trust towards the company. It is no coincidence that in times of crisis or competition, companies that inspire confidence to consumers have been able to show resilience and increase their sales, as was the case in the MOBIAK group.



Oximeter: a key tool in the covid-19 pandemic era

MOBIAK SA has a variety of oximeters with immediate availability at its distribution centers to meet the needs of its partners.

BY VASSILIS ANTHIMIADIS
Service Department of Medical
Equipment in
Northern Greece and the Balkans

Covid-19 is a current pandemic caused by the coronavirus SARS-CoV-2 and was first detected in December 2019 in China. After a few months, it spread to almost all countries of the world, including Greece, where we have over 700,000 cases and over 15,000 deaths in our country to date.

The coronavirus belongs to a family of viruses that can cause respiratory diseases in humans, ranging from common colds to more serious conditions. They are mostly spread from one person to another, usually through close contact with an infected person or through airborne droplets that are dispersed in the air when an infected person coughs or sneezes. The virus can also be transmitted by touching a surface or an object that has been infected by it and then touching your mouth, nose or eyes, even though this is not considered to be the main way of spreading the virus. Symptoms may begin to appear at any time, 2 to 14 days after exposure to the virus. It is still possible for an infected person who does not yet have symptoms to transmit the virus. The elderly and those with pre-existing medical conditions, such as heart disease and diabetes, appear to be more likely to experience severe respiratory symptoms and complications. The symptoms of COVID-19 are similar to those of other respiratory infections and may include fever, cough and shortness of breath.

Individuals affected by COVID-19 may experience any of these symptoms along with pain, nasal congestion, runny nose, sore throat, diarrhea and hypoxia which is a pathological condition in which the body is deprived of the necessary oxygenation causing headache, dizziness, fatigue, confusion, lethargy or other more serious disturbances, especially if oxygen falls below 80%, where there is an increased risk of damage to vital organs, coma or even death. Most of the above symptoms are treated with medication in consultation with the



A symptom that needs special attention is hypoxia because it is not easily perceivable. A helpful tool for checking oxygen levels in the body and for hypoxia is an oximeter.

patient's treating physician. A symptom that needs special attention is hypoxia because it is not easily perceivable. A helpful tool for checking oxygen levels in the body and for hypoxia is an oximeter. **The oximeter is a small and easy-to-use medical device that is placed on the patient's finger and measures the percentage of oxygen saturation in the blood.** It provides useful information about the state of the respiratory system and its proper functioning and identifies early problems that require further investigation. There are several types of oximeters, the most well-known being finger and wrist pulse oximeters.

MOBIAK SA has a variety of oximeters which can be immediately made available to its distribution centers to meet the needs of its partners.



Skyrocketing price rises

BY SOFIA MAVRIGIANNAKI
MBA-Tech-financial systems
Fire Fighting Import Department

Following the global economic downturn of 4.9% as a result of Covid-19, the pandemic started to retreat and signs of restart of the economy started to emerge, with the recovery of international trade playing a key role.

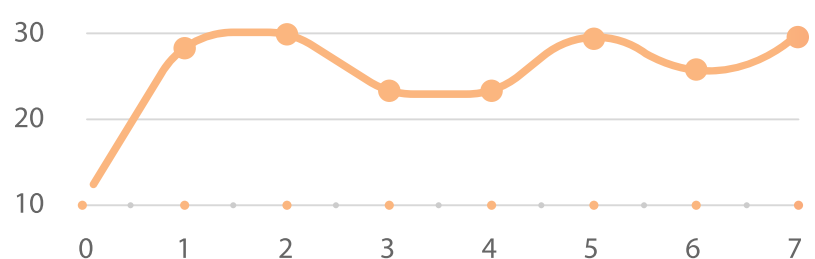
This recovery, accompanied by a sharp increase in demand and supply, after a long period of freezing of the production process, has greatly affected the availability of raw materials and we were thus faced with continuous price increases. A second key reason, which has an impact on raw material prices, is transport problems and the increase in shipping freight costs for container transport. The transport problems are related to the intense congestion of the ships in key ports, but also to the unheard of delays caused after the recent closure of the terminal of the Chinese port "Nigbo". In addition, the major increases in inflation are due in part to higher energy prices, with energy costs increasing by more than 50%.

As for the price increases in Industrial Raw Materials, they started to be seen from December 2020 after a period of negative inflation due to the effects of the pandemic. In February 2021, the mining, automotive, chemical, metals and base metals sectors recorded the fastest growth rates in almost the last decade.

More specifically, in March 2020, before the outburst of the COVID-19 pandemic, steel prices ranged between \$ 500 and \$ 800 per metric tonne, while there has been an increase of more than 200% since July 2021, reaching a price as high as \$ 1,800 per metric tonne. Copper prices reached a record high of \$ 10,512 per metric tonne on 9 May, marking a 130% increase since 22 March 2020. At the same time, the price of plastic has almost doubled since last year.

However, the forecasts for the de-escalation of the increases, which is expected to occur in the spring of ,2022 according to the estimates of international organizations and institutions, are discouraging, with prices being higher than in 2020.

More specifically, in March 2020, before the outburst of the COVID-19 pandemic, steel prices ranged between \$ 500 and \$ 800 per metric tonne, while there has been an increase of more than 200% since July 2021, reaching a price as high as \$ 1,800 per metric tonne.



Pharmaceuticals

- Antioxidant Gases



Medical gases are pharmaceutical molecules that offer solutions to medical needs. Treatment with Pharmaceutical Oxygen was, is and will be the cornerstone of acute medical care for many pathological conditions. However, there are other pharmaceutical gas molecules that offer solutions to medical needs and include molecules such as Nitrogen Oxide (NO), as well as gases performing newly discovered functions as biological messenger molecules such as Carbon Monoxide (CO), Hydrogen and Hydrogen Sulfide. These gases may be toxic, dangerous, or poisonous at higher concentrations, but they are safe and potentially therapeutic at lower concentrations.

NO is a colorless, poisonous gas produced by automobiles and thermal power plants that causes severe air pollution. The action of NO on blood vessels can increase blood flow to tissues and reduce the inflammatory response, leading to the protection of tissues from oxidation damage. NO reduces oxidation damage through multiple mechanisms. NO reacts with peroxides and acid roots formed during the lipid peroxidation process. These additives continue the chain reactions in lipid peroxidation, thereby compromising cell membranes. These reactions can stop lipid peroxidation and protect tissues from injury. In addition to its vascular relaxing properties, NO has a complex range of actions that include regulating platelet activity and maintaining the normal structure of the vessel walls. The action of NO on blood vessels can increase blood flow to tissues and reduce the inflammatory response, leading to the protection of tissues from oxidation damage.

Carbon monoxide (CO) appears in nature as a product of oxidation or combustion of organic matter. CO is invisible, chemically inert, colorless and odorless and is usually considered a poison. CO binds strongly to hemoglobin and forms carboxy-hemoglobin with an affinity of 240 times greater than that of oxygen, thereby affecting the ability of the blood to carry oxygen, resulting in tissue hypoxia. CO binds to the oxygenase heme of mitochondrial cytochrome C and reduces peroxides and acid roots derived from mitochondria. The strong affinity of CO for heme and other heme-containing proteins explains the antioxidant effects it provides. During bleeding, hemolysis or ischemia, damaged heme proteins are prone to degradation and release of heme, which is highly lipophilic and harmful. CO can prevent the degradation of heme proteins by binding part of it.



BY EFTYCHIA MANAROLAKI
MSc. in Chemistry
Department of Liquids - Gases

Hydrogen (H₂) is the lightest and most abundant of the chemical elements, making up almost 90% of the elemental mass of the universe. In fact, hydrogen is produced normally and continuously in our body during the fermentation of non-digestible carbohydrates. At the same time, H₂ treatment increased the activity of antioxidant enzymes, lipid peroxide levels and reduced pro-inflammatory cytokine levels.

Hydrogen sulfide (H₂S) is a colorless, toxic and flammable gas. It is a natural gas, found in volcanic gases and stagnant water and is responsible for its bad smell. H₂S exerts normal effects on the cardiovascular system as a messenger cell molecule involved in regulating vascular flow. H₂S can protect cultured neurons from oxidative damage by increasing levels of glutathione, an antioxidant enzyme. It can also cause over-regulation of cell-protective genes.

The ability of medical gases to improve oxidative stress plays important roles at the chemical, cellular and physiological levels. The future of medical treatment should focus on the creation of safe and well-defined parameters of administration, with controlled trials for their use in the treatment of various pathologies.





5 Awards for MOBIAK at the Security and Fire Awards

BY MARIA KLOUIDAKI
MSc in Digital Marketing
Marketing Department

Dear partners,

It is with great pleasure and pride that we announce that **MOBIAK was honored once again with five awards at the Security and Fire Awards**, the institution that raises awareness on best practices in the fields of security and firefighting.

MOBIAK confirmed in the best possible way that it is the leading Greek company in the field of firefighting equipment and one of the emerging powers at the international level.

MOBIAK won five awards in the categories “Industry” - Gold, “Personal Equipment” - Silver, “Fire extinguishing systems” - Silver, “Fire detection systems” - Bronze, “Fire Extinguishing Solutions” - Bronze, competing among the largest companies operating in Greece.

The **Security and Fire Awards** are the culmination of a particularly successful year for MOBIAK, during which it was also honored at the **Sales Awards 2021 with the Gold Award in the category “Export Increase-Growth in International Markets”**.

The awards ceremony, which took place on Tuesday, November 2, 2021 at Radisson Blu Park in Athens, was attended by Ms. Paressa Savvoulidou, Head of Accounting and Ms. Sofia Savvoulidou, Distribution Manager at the Attica Distribution Centre, representing the MOBIAK Group.

Our goal is to keep on being in the lead in the coming years, always for the benefit of our partners, because MOBIAK has managed to reach this level thanks to you and your recognition.

► Pharmacovigilance

BY EFTYCHIA MANAROLAKI
MSc. in Chemistry
Department of Liquids - Gases

It is the scientific field of monitoring the safety of drugs and procedures to minimize the risk and improve the therapeutic effects of their use. This process comprises the following steps:

1. Collection and management of data related to drug safety.
2. Detection of danger signals through data analysis.
3. Evaluation of data and making decisions based on security issues.
4. Actions to protect public health, including the implementation of regulatory provisions of the legal framework.
5. Communication with National Medicines Organizations.
6. Statistical analysis of data.

The purpose of Pharmacovigilance is to ensure that the benefits of the medicinal products placed on the market outweigh their risks. This is achieved by identifying the new Side Effects (SA), promoting the safe use of drugs and preventing SA. Also, strengthening the safe use of drugs in clinical practice, and ensuring that the prescriber and patient have the necessary information for their safe use, contributes to the process of Pharmacovigilance. Pharmacovigilance concerns patients, health professionals, pharmaceutical companies and medicines organizations. The health professionals involved are doctors, pharmacists and nurses. The effects of a drug can be desirable (therapeutic) or undesirable. The latter are defined as such because they are useless or harmful. The distinction between the effects of drugs into desirable and undesirable is mainly practical. Any operation on the human body, and therefore the intake of any substance, can cause harm. The near-universal use of drugs and the consequent increase in the occurrence of harmful effects have made them a matter of public health. Dealing with them requires horizontal and coordinated actions. A side effect of a drug is defined as the response to its administration, which is harmful, unintended and occurs at the usual doses. Side effects exacerbate patients' health problems, increase morbidity and mortality, and increase costs. Pharmacovigilance is an important tool for patient care. It identifies the risks and risk factors from the use of a drug in the shortest possible time, so that any damage it may cause can be avoided or minimized. When handled effectively, the resulting information allows for the rational and documented use of drugs and has the potential to prevent many side effects. The European Union has set up its own European Medicines Agency (EMA) pharmacovigilance scheme. The pharmacovigilance service develops and maintains a database of all suspected side effects recorded in the EU.



Squares, Circles ... and Psychology

BY MARIA VOURAKI
Graphic & Motion Designer
Marketing Department

Colors are said to be one of the most important stimuli for the human eye, but what happens when colors are combined with different shapes.

The **design** consists of many things, including shapes and psychology, whose combination is certainly of great concern to giant companies.

For example, Apple, Adidas, Nike have managed to make their logo more powerful over the years, on a nearly unattainable level. Since one will be a bitten apple, a pyramid of rectangular shapes and another a unique symbol.

The Importance of Shapes

Different shapes such as circles, triangles, straight lines ... Can transmit very different messages.

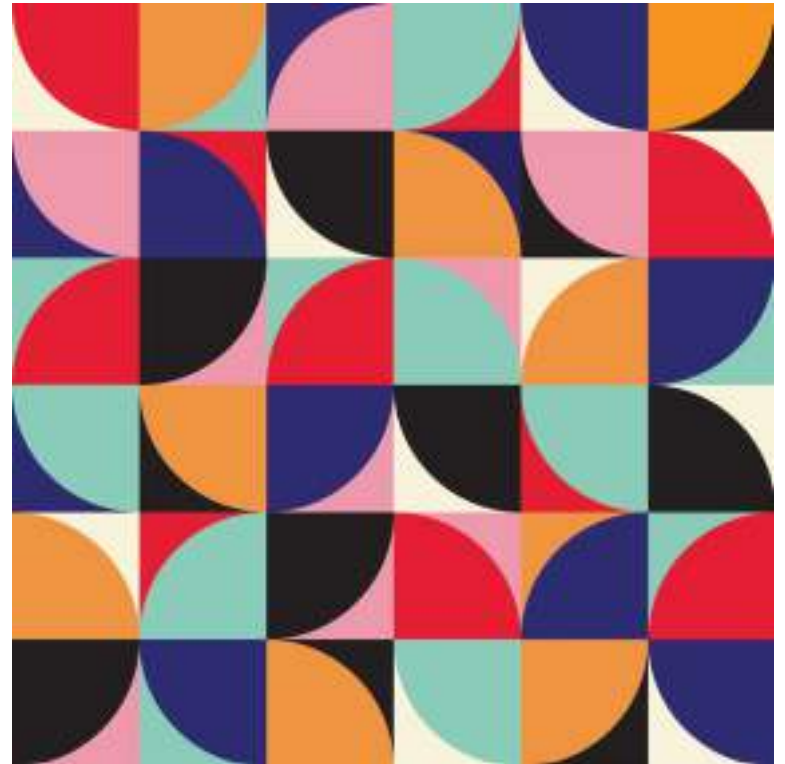
The Circle

The circle or the disk symbolize perfection and eternity. It is the symbol that unites the spirit with the matter. It is the shape that has infinite power, because it has neither a beginning nor an end. It symbolizes completion and completeness.

Today, the circle is a powerful weapon in design. It is used in social media profile photos and other different options in any application. They suggest a union, strength and endurance. A clear example: The design of the Olympic rings. Representing the unity of the five continents.

The Square

The square represents order and balance. It is a shape that represents stability and dynamism. The cube, one of Plato's five solids, was regarded as one of the elements of nature by alchemists who believed that it represented the earth because of its geometry. They argued that only the cube of all geometries could form solids, because it is the only geometric solid that can structure a body without internal gaps by identifying it with the earth and solids in general.



Horizontal and Vertical Lines

Vertical lines provide, above all, security. Stability, strength and balance are accurately represented by a straight line. Logos that benefit from this psychology are usually corporate images. They help gain customers' trust and achieve efficiency. However, some of these lines are hard to achieve and may distort the message you want to give.

Horizontal lines, on the other hand, represent calmness and harmony. It is often used to separate even the logo from the trademark to provide stability.

Triangles

Watch out for them. They are hard to obtain and be kept in a logo. Triangles are often used for religion, law or science, promoting a sense of power.



New Daily Care Aids, “Prime” Series by MOBIAK CARE

BY FILIPPOS CHRISTODOULAKIS
Organization and Business Administration BSc.
Research and Development Manager
Medical Department

Bath chairs of the “Prime” series have a high quality, two-year warranty and their main objective is to support all those who need further assistance during their bath or their personal care routine in the bathroom. Their sleek, modern design is aesthetically pleasing for any type of bathroom, whether for private homes and/or healthcare establishments.

The bath chairs are available with or without a backrest and the version with the folding mechanism makes this product suitable even for small bathrooms and helps users keep their bathroom tidy and free from obstacles.

The bathtub seats of the “Prime” series were designed for those who want to bathe in an easier and less tedious way. The bathtub seats offer users greater autonomy during their personal care routine in the bathtub, reducing their need for others to help them. **Available in two versions, with or without a backrest.**

Common Features:

- High Quality Plastic with Drainage Hole
- Non-slip seat
- Easy Assembly
- Adjustable Height in Chairs or Width in Seats
- Lightweight
- Suitable for the Most Bathtub or Shower Types
- Anti-slip, Rubber Sleeves
- Minimum Maintenance
- Easy Cleaning
- They can also be cleaned in a household dishwasher

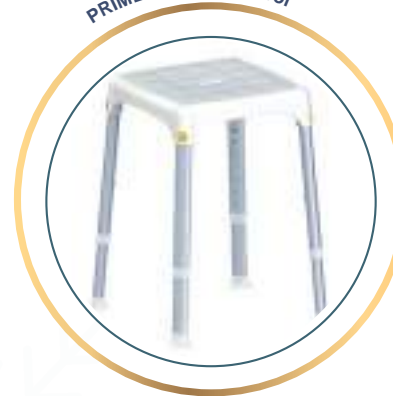
PRIME Bath chair with Backrest



Prime Wall-mounted Bathroom Seat



PRIME Bathroom Stool



PRIME Bath chair without Backrest



Prime Bathtub Seat



Prime Bath chair with Backrest

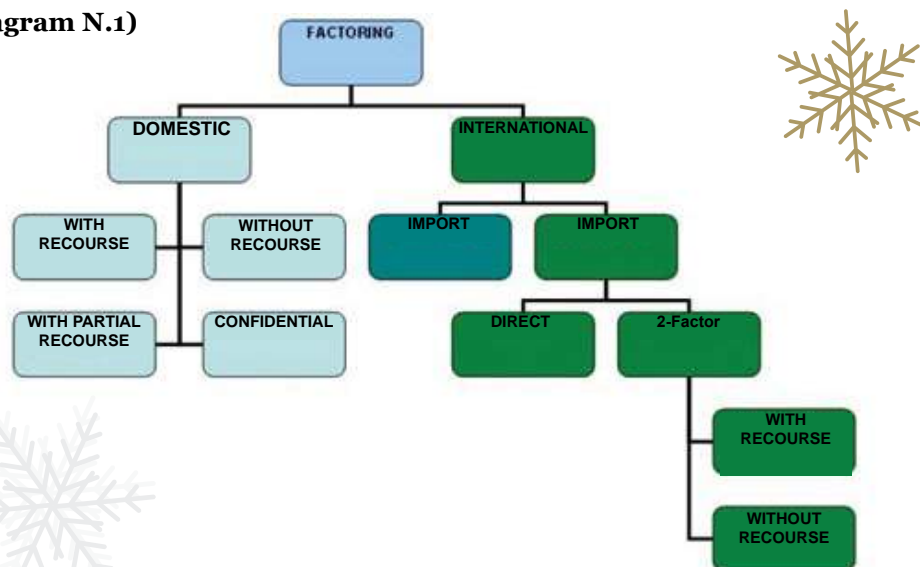


Export factoring in international trade

What is export factoring and how does it benefit our company?

Factoring is a complex of financial services aimed mainly at companies with short-term credit to foreign clients. Below is a diagram showing the branches of **Factoring**

(Diagram N.1)

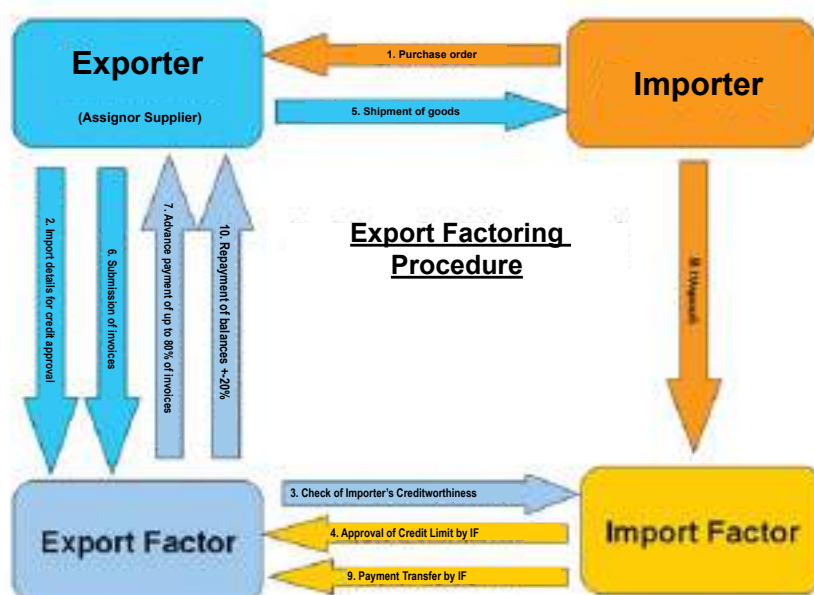


BY EFI ANDREADAKI
Accounting and Finance
Accounting Department

Export factoring finances an advance payment against the assigned claims from 80% to 100% of the value of the invoices. In case there is a balance, it is credited to a committed account in order to cover the interest, expenses and any other commission that may arise during the procedure, **the commission to be charged on the committed account is determined by the interest rate imposed separately by each associated bank.** Upon receipt of the claims by the debtors/customers, the bank proceeds to their clearing and returns the balance to the supplier.

In detail, the procedure is as follows:

(Diagram N.2)



The supplier/exporter assigns to the export factor, in the form of a table, its claims from invoices against the respective foreign customer (buyer), while **the import factor, i.e. the intermediary bank, guarantees the collection of claims** depending on the country where the customer is based, in exchange for financing the advance payment.

Some of the most important benefits of export factoring for businesses are:

- 1) **Improvement of Liquidity**
- 2) **Increase in Sales**
- 3) **Achievement of Better Terms of Cooperation with Export Factors**
- 4) **Reduction of Non-Collected Claims or Claims in Arrears**

The financing of the business by the factor is direct, but in order to ensure the continuous liquidity there must be absolute cooperation and negotiation between the customer, the bank and the supplier.

Risks & Precautions in Bottling & the Bottle Re-testing Center

BY ARGYRO SCHOLINAKI
Chemistry MSc - Head of the
Liquid - Gases Department

*In the following text, instead of looking for the victims of accidents and those responsible, **we will try to focus on the causes and prevention measures to prevent accidents at work** or even serious accidents, because their prevention lies not on miracles and secret formulas, but in organization, information and timely implementation.*

The Causes of Accidents are divided into 3 Categories:

- Human Factor
- Workplace
- Unforeseen Event



First, we will define "accident", to make sure we have a common understanding. Pursuant to Greek law, an accident is death or incapacity of the insured to work caused by a violent incident that occurred during the performance of work or because of it (as well as during the transfer of the employee to the workplace or during return home).

Risks in Bottling and Re-testing Center depend on the way in which full or empty bottles are handled. The risks arising from empty bottles can only be caused by the weight of the bottled, especially in the case of falls. In contrast, the risks arising from full bottles are increased and can be caused either by high gas pressure or by the hazard of the gas or a combination of both.

The Main Risks are shown in the Table below:

Bottling of gases	Re-testing Center
Rupture of bottles during bottling	Rupture of shutter during Assembly/ Disassembly
Rupture of shutters during bottling	Ignition from the use of the Acetylene/Oxygen cutting kit
Rupture of the filling adapter	Injury from moving parts of assembly/ disassembly equipment
Rupture of a hose	Burns from hot surfaces - Dryer
Rupture of the safety clip	Inhalation of paint/metal residues
Incorrect cylinder-shutter assembly, Wrong tightening	Fall of bottles
Construction failure of bottle and/or shutter	
Gas/Liquid Leakage - Burning or suffocation/hyperoxygenation	
Exposure to noise above the permitted limits	
Fall of bottles	

In terms of gases, accidents can also occur during the transport and storage of bottles, where strict rules and procedures are normally in place. Most accidents caused by gases are directly related to the human factor. The most common causes in all workplaces are lack of concentration, engagement with several tasks and ignorance of risk. Clearly, in production processes with mechanical equipment, there are also cases of accidents due to defective equipment or poor equipment maintenance.

To prevent accidents, one of the first steps should be to separate the bottles into empty and full. The second separation must be in accordance

with the hazard of the gas. To identify the contents of a bottle, there is the color of the neck of the bottle and there is definitely a label with the exact description of the gas, which also includes the hazard marking. The main danger marks found in bottles are given below along with their interpretation.



When Storing Bottles, Make Sure of the Following:

- That the bottles are stable by tying the bottles with a chain or strap
- That they bear the necessary markings
- Well ventilated areas, away from exposure to weather conditions, e.g. rain, sun, etc.
- That they are away from oils, fuels and possible sources of fire or sparks.
- That they are always in an upright position
- To separate the empty from the full bottles

Preventive measures can almost never eliminate the risk, they usually ONLY succeed in limiting the extent, frequency or impact. Therefore, it is necessary for the staff to use, while working, the necessary Protective Equipment (PPE - Personal Protective Equipment) depending on the work performed. The minimum equipment that one should use in the bottling sites and the Re-testing Center are safety goggles, safety shoes and gloves.





Cooperation of MOBIAK with Dimitra Gnafaki



MOBIAK, the largest Production and Export Company in SE Europe, in the field of Fire Extinguishing and Medical Equipment, with an active presence in more than countries, announces the extension of the Sponsorship Cooperation with the Panhellenic Athletics in **400 meters** hurdles, **Dimitra Gnafaki**, as a Grand Sponsor.

100
Champion



This partnership is part of MOBIAK's strategic plan to strengthen Sports as one of the pillars of the Company's Social Responsibility program and shall assist the efforts of this promising Athlete.

Mr. Manolis Svourakis Chairman and CEO of MOBIAK noted: **"We are very happy to continue our cooperation with Dimitra. We wish Dimitra achieve all her goals".** The Greek champion in 400 meters hurdles stated: **"It is my great pleasure to be supported by Mr. Svourakis and the MOBIAK family, which make is easier for me to focus on my goals".**



BY MARIA KLOUVILAKI
MSc in Digital Marketing
Marketing Department



Grand Sponsor in e-perkopeli



MOBIAK by the side of Yperkopeli and e-PERKOPELI 2021

The Sports Company of “**Horizon**”, has been organizing the sports event “**YPERKOPELI**” **over the last 12 years**, to support children and adults with cancer.

A day full of many sports, entertainment, and cultural activities, all in a spirit of mutual support and solidarity.

“Yperkopeli” took place on Sunday, October 3, 2021 in Agioi Apostoloi and **MOBIAK was the Great Sponsor** of the event, having offered a generous contribution.

In this great event **MOBIAK was represented by the track and field champion in the 400 meters hurdles Dimitra Gnafaki**.



Award of the “MOBIAK” Excellence Prize



TECHNICAL
UNIVERSITY
OF CRETE

The “MOBIAK” Excellence Prize was awarded at the ceremony of the Diploma Awards of the Technical University of Crete in November 2021.

In an atmosphere of excitement, celebration and joy, the graduates of the faculties of the Technical University of Crete received their diplomas at the award ceremony.

MOBIAK, always supporting the students, this year awarded again a scholarship-award of excellence to the top-graded graduate of the School of Production Engineering & Management, Niki Glampedaki from Chania.

Niki Glambadaki, who has graduated from the 3rd General High School of Chania in 2016, received her degree with a grade of 8.51.

It is worth mentioning that the award was received by the girl's mother as she failed to attend the ceremony.



CRASH TEST CERTIFICATION IN THE NAME OF MOBIAK!



A one-year project for the Medical Department of MOBI-AK was successfully completed!

After several tests performed at the Cranfield Impact Center in England, our GEMINI Wheelchair was certified for the Cash Test ISO 7176-19:2008. The certificate will be issued in the name of MOBIAK and thus it is the first Greek medical manufacturer to have this certificate in its name.

The **Cash Test ISO 7176-19: 2008** is a standard that ensures adequate safe transport for people with disabilities who cannot move in their wheelchair when traveling in a motor vehicle. Wheelchairs certified to ISO 7176-19:2008 are suitable for

use as a seat in a vehicle for the transport of wheelchair users. This standard ensures that, in case of accident, proper safety is provided and the wheelchair is able to withstand the force of the impact.

BY CHRISTOS VOURVACHAKIS
Natural Resources and Environmental Engineer
Head of Medical Devices Quality Assurance
Department



CORPORATE SOCIAL RESPONSIBILITY

Dear Mr. Manolis Svourakis,
We warmly thank you for your valuable contribution as Sponsor in this year's event "Yperkopeli 12" and "e-PERKOPELI". Your support in the efforts of "Horizon" gives us the strength to continue our difficult and multifaceted struggle for the benefit of the families of children and adults suffering from cancer.
"Horizon" - Voluntary Offering and Support Association

Dear Mr. Manolis Svourakis,
with this letter we would like to thank you for your contribution in offering hoses to our Association to meet the needs of our team after the fires of Attica in August 2021. The purpose of the donation is that the equipment will meet the material needs for the proper operation of our vehicles. Your offer is an important help for our Association, so that we can continue to offer the maximum support to the local community.
ASSOCIATION OF POLITICAL PROTECTION VOLUNTEERS OF AGIOS STEFANOS - S.E.P.P.A.S.
The President, Sismanoglou Christos

Dear Mr. Svourakis.
I hereby personally express my warmest thanks to the officers, non-commissioned officers, firefighters and the undersigned for the supply and disposal of fire-fighting material to the Fire Brigade of Neapoli of the Municipality of Voio, Kozani, to meet the needs arising from the summer fires. Your practical support gives us the strength and courage to continue our work to safeguard and protect the privacy and security of citizens.
FIREFIGHTING TEAM OF NEAPOLI, VOIO, KOZANI
The Chief, Simos Ilias, Fire Warrant officer

Dear Mr. Svourakis.
Your contribution and immediate response moves us and offers us the strength to continue our hard work in making every single child smile.
"The Smile of the Child" is based entirely on the donations of individuals and companies and all of you are the ones who make it possible for us to continue to be by the side of every child.
You are also a participant in our effort to make sure that every child and family has the care it deserves with consistency, continuity and dignity.
"The Smile of the Child"

Dear all,
With this letter we would like to warmly thank you for covering the annual maintenance of the fire extinguishers of the Center for Immediate Social & Medical Intervention and the Support Center of our Organization in Chania. Your support is of great significance for all of us in the organization.
"The Smile of the Child"

Dear Mr. Svourakis,
With this letter we would like to warmly thank you for your support to our club once again by offering 4 fire nests which were placed in the area of the swimming pool.
This sponsorship is important for the safety of athletes, coaches and employees.
We wish you that MOBIK, under your worthy Administration, always be a model of a dynamic business that respects our place as well as health, and all the success for your professional and personal goals.
CHANIA NAVY CLUB

The Board of Directors of Panakroteriakos, the Thielia-Kaminia and Leontes Association and the Football Academies of Akrotiri, thank the company MOBIK and Mrs. Maria Svouraki, for the electrodes for minors and adults they have distributed for free, to be used with the defibrillator, which is available in the doctor's office of the Kathiana stadium.
The company's social sensitivity, as well as its support in security issues, is well known and timeless.
Moreover, the Kathiana stadium is the first stadium in Chania to acquire a defibrillator and be trained in its use, sponsored by MOBIK, since 2017.
PANAKROTIRIAKOS

The Ecclesiastical Council of the Parish of the Holy Cross of Alikianos, wishes to thank the company MOBIK for its kind offer of the 4 Fire Extinguishers for the needs of our church. It wishes to its Management and Personnel that the Holy Cross guards and protects themselves, their life and their work, to give them health and wishes all the success to the company.
The Ecclesiastical Council
The President, Elder Hatzidakis Emmanouil

The Association of Coast Guard Personnel of Western Crete warmly thanks the company MOBIK for offering to our Association a free check, refilling and replacement of portable fire extinguishers to meet the needs of the Central Port Authority of Chania - First Port Department of Chania and the vessels of the Central Port Authority of Chania, proving in practice its support for the work performed by its executives.
On behalf of the BoD
The Chairman, Katsikandarakis Vassilios
The Secretary-General, Konstantinidis Vassilis

Dear Mr. Emmanuel
Through this grateful letter, we wish to express our gratitude for the effort to support us financially in the costly project of the Central Soup Kitchen of IMKA through the sponsorship of 400.00 euros, in memory of Mikis Theodorakis. We thank you once again for your love and support. May the All-Merciful God grant you health and a lot of spiritual joy.
We wish you all the best and Love of the Lord.
The President of the Kidonia and Apokoronos Foundation, Damaskinos.



For a benefactor, a new owner and a renovator, what is of essence is not what "he has", but what "he is". Emmanuel Svourakis of Emmanuel, a decent and dignified figure, President and CEO of MOBIAK, last year made every effort to renovate one of the glebes of the Holy Patriarchal and Stavropegic Monastery of the Holy Trinity Tzagarolon of Akrotiri, Stavros.

He contributed a jewel for the region and he expressed the desire to continue this most sacred and noble work.

As it is widely known that everything you give to God and the poor is returned to you, we wish to express the wish that God returns blessing, health and success to the people of the Svourakis family who in the memory of their father, acted in a spiritual and human way by contributing to this memorable work.

The Holy Monastery of the Holy Trinity Tzagarolon will always thank and be grateful to the family of Emmanoul Svourakis for what it has offered generously and lovingly.

From the Monastery of the Holy Trinity

As a representative of the Charitable Foundation of Chania "Saint Nektarios", I would like to express from the bottom of my heart, my warmest thanks for the noble kindness you showed with your offer to our Foundation, for the refilling and maintenance of fire extinguishers, so that they are all ready for use whenever needed.

I wish the Holy Trinity and Saint Nektarios to give you health and to bless you, your families and your associates.

The President, Chatzilari Marousa

Dear gentlemen,
Please accept the warm thanks of our Association for the kind contribution of Firefighting Equipment, which will best serve the needs of our teams, especially during the current fire-fighting period.
FOREST FIREFIGHTING & RESCUE VOLUNTEERS
The Chairman
Konstantinos Sioulis

Dear Mr. Svourakis.
Feeling the sacrifice and acknowledging your love for the charitable and social work of our local Church, I am grateful to address this letter to thank you very much for making your part in the work of church.

You have done a great job, which is more exceptional and pertinent as never before, by donating fire extinguishers to the camp "Agios Pavlos" of our Holy Metropolis. We have a lot of needs and responsibilities, but your love for us makes us stronger.

May the All-Merciful God grant you health and a lot of spiritual joy.
We wish you all the best and Love of the Lord.

The Metropolitan Metropolitan Damaskinos of Kydonia and Apokoronos

August 24 is known as one of the most important and historic days of the four centuries of existence of our Holy Monastery!

Today with the courtesy, the ethos and the distinction of Mr. Emmanoul Svourakis, the first contract of the area of Stavros was signed in the presence of our Dear Abbot, Bishop Damaskinos of Dorylaios, in the wonderful and majestic facilities of the company MOBIAK.

On the initiative of Mr. Svourakis and after many months of bureaucratic procedures, troubles and hardships, a solution was found to this long-standing problem that has been plaguing the region for decades.

The Holy Monastery will examine each case separately and in a totally lawful and charitable spirit, in order to serve every single family out of about 700 cases.

May the Grace of the Holy Trinity give everyone health and strength, especially to the Svourakis Family, which with this movement passes the baton and gives the solution to the other interested parties. Many thanks to the legal advisers Mr. Apostolos Apostolakis and Mr. Ioannis Lionakis.

To the notary Mrs. Christianna Giannoudaki and finally to Mr. Marinos Nanadakis and Mrs. Maria Nikoloudaki.

The Svouraki Family once again demonstrated in practice its active contribution to our Society. Well done!
"The World of Information" newspaper.

The Board of Directors of MOBIAK SA met today on the occasion of the death of MIKI THEODORAKIS, world creator and ambassador of Greek Culture, and voted:
- to express condolences to the family of the deceased on behalf of the management of MOBIAK SA

- to allocate an amount to the soup kitchen of the Church of Chania

For the Board of Directors - The President and CEO of MOBIAK
Manolis Svourakis

The MOBIAK Group, Proud Sponsor of Dimitra Gnafaki, publicly congratulates the Greek Champion for winning the title for the second consecutive year in the 400m hurdles!

We know first hand what sacrifices "our" Dimitra has made and how methodically she has been practicing in order to gain another distinction.

MOBIAK and Dimitra Gnafaki are moving forward together, like on parallel roads, since we have learned not only to overcome obstacles, but also to share concepts such as struggle, rigor and excellence!

We wish Dimitra to be strong and to continue on the same path of success. Always a Champion!

The Board of Directors of MOBIAK

Manolis Svourakis

Chairman & CEO

Owner of MOBIAK Group

