

network

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success stories

CLP registration as easy as 123

MACEDONIAN CHEMICALS is a small family enterprise based in Thessaloniki, with a 30-year history of supplying industrial and household chemicals for textiles. Product Manager Elena Palaiologou had subscribed to her local Network office at the Federation of Industries of Northern Greece (F.I.N.G.) in order to receive regular alerts and updates on all information relevant to her sector of activity, in particular focussing on compliance with EU legislation related to environmental issues.



Recognising that the process could take up valuable time and effort that would be much better spent on other day-to-day business activities, Ms Palaiologou contacted the Network staff in Thessaloniki and asked for their assistance. She explains: "As a small company, under a lot of pressure, it would have been a much longer and more time-consuming procedure for us. The Enterprise Europe Network staff really helped to make the whole process run very smoothly and quickly."

After conducting several one-to-one sessions with the client, as well as putting her in contact with an expert service provider in order to assist her in following the step-by-step online registration procedure, MACEDONIAN CHEMICALS was able to successfully complete the whole process quickly and efficiently and well within the designated time limit.

The results for the Greek company were significant – it was able to avoid paying prohibitive fines and ensure its continued access both to its existing markets as well as to new target markets where compliance with environmental regulations is now, in many cases, a specific requirement for its business transactions.

"Our clients often require specialised support in order to help speed up procedures," explains F.I.N.G. Information Officer Monika Nagy.

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