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success stories

Reaching new markets with REACH



Compliance with EU environmental legislation can be a tricky business, so expert advice and guidance can definitely make the pill easier to swallow. KYKE HELLAS Managing Director Nikos Nikolaidis had first-hand experience of this when he contacted his local Network office at the Federation of Industries of Northern Greece (F.I.N.G.) in order to take advantage of their specialised information and services.

Mr Nikolaidis explains: "Complying with the REACH Regulation was a big priority for us, to make sure that we maintain access to all our existing markets and also to help us to penetrate new markets. The Enterprise Europe Network's support was invaluable in helping make the whole process quick and successful."

The client received tailor-made assistance from the F.I.N.G. Network staff in order to identify and classify all the company's chemical substances according to the European Chemicals Agency (ECHA) regulation requirements. In addition, an expert service provider was identified who was able to assist the client in completing the step-by-step online registration procedure correctly and quickly.



As a result of the services and assistance provided by the F.I.N.G. Network staff, not only was the client able to complete the REACH registration process rapidly and successfully, but he avoided having to pay prohibitive fines and, more significantly, he was able to ensure access to existing as well as new EU markets where compliance to environmental regulations is a specific requirement for business transactions.

"Small companies often find such procedures very burdensome and they really appreciate our support," explains F.I.N.G. Information Officer Monika Nagy.

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