

Case Study

“Finding out about laws”

Regent House is a Yorkshire-based supplier of aromatherapy products and is interested in looking at new markets for its products in Europe.

Before trying to find distributors in the countries it hoped to target, the company decided it needed to know more about any legislation which might affect its plans. Ruth Wagstaffe, the export manager at the firm, was put in touch with Enterprise Europe Yorkshire, its local access point to the European business and innovation support network supported by the European Commission.

The team in Yorkshire were able to confirm that the soaps that the firm hoped to sell were covered by EU legislation on cosmetics and sent Ruth details. They then contacted Enterprise Europe Network colleagues in Germany, Switzerland and Austria and within days were able to forward information on the rules in each of these countries for aromatherapy products.

Ruth said: “we were delighted with the excellent and detailed information Enterprise Europe sent to us. It is really helpful to be able to contact them and ask this sort of question, to make sure we get things right”



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