

ENTERPRISE EUROPE NETWORK SOUTH WEST HELPS BRISTOL FREIGHT SERVICES COMPANY FIND CONTINENTAL PARTNER

A Bristol-based logistics and fulfilment company has found a new partner in Europe and boosted its business, thanks to a free service offered by the Enterprise Europe Network (EEN) South West.

Hemisphere Freight Services Ltd has successfully forged a strategic alliance with Hauler, a Portuguese freight services company, through the EEN's Partner Alert Service. This free service helps small and medium-sized companies to identify European business partners for commercial agreements, technology partnerships and European research projects.

Hemisphere and Hauler proved to be a perfect match as both were looking to widen their network of distributors to expand their services across Europe and increase the opportunities for cross-referrals.

Alex Rodman, Regional Development Manager at Hemisphere Freight Services in Bristol, said: "We are delighted with the opportunities that Enterprise Europe Network's Partner Alert Service has presented us with. Since publishing our profile, we have been in contact with several other companies helping us to focus on making our business truly global."

Gonçalo Nuno Santos, Managing Director at Hauler in Portugal working through IAPMEI, an Enterprise Europe Network partner, added: "I would like to thank the Enterprise Europe Network for making it easier for companies to form business partnerships. In Enterprise Europe Network, we feel that we have found a 'silent partner'. In a tough economic climate, collaborating with Hemisphere Freight Services has opened new doors for my company and I am very grateful."

Sophie Varcin, European information adviser at the EEN South West, who worked closely with Alex Rodman and Hemisphere Freight Services to secure the partnership agreement with Hauler in Portugal, said: "It is rewarding to help businesses form collaborative partnerships, particularly when you see how much it strengthens their operations and boosts sales."

"The Partner Alert Service which Hemisphere Freight subscribes to is a free service which enables businesses to receive emails detailing the latest opportunities and joint venture initiatives in Europe related to their area of expertise. They can also post their business profile on our website and search for potential business partners across Europe. Businesses have nothing to lose by getting involved."

Further information:

Please contact the Enterprise Europe Network team on 01275 370 997 or email info@enterpriseeuropesw.org.uk

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