



Business Support on Your Doorstep

## Success story application form

### Why tell us your success stories?

Your success stories are the most powerful way of demonstrating your work, its added value and impact. Stories are a memorable way of bringing the human dimension of the help you provide to SMEs to a wider audience. These angles are particularly interesting to stakeholders and media.

We can take your story to a wider audience, amplify your success and bring more merit to your work and visibility to your organisation.

### What is a success story?

A success story documents the successful collaboration between an ambitious growth oriented SME and the Network. To be considered as a success, the story must result in a positive outcome for the SME with concrete and measurable impact.

*Examples of positive outcomes include:*

- Job creation
- Geographical expansion with a positive economic impact
- Increased profit
- Successful applications for finance or funding
- Attracting venture capitalist or similar investment
- Achieving IPR protection for a successful innovative product

The story must also demonstrate the added value of the Network.

*Examples include:*

- Effective and efficient working relationships between Network partners
- Providing tailored support to clients throughout the process
- Combining international business expertise with local insights
- Speed of reaction to respond to a client's needs

## What will happen to your success story?

The best success stories will be selected to promote the Enterprise Europe Network either in written or video format. You will be asked to check and approve the written version of the story before it is published.

We use your success stories to give visibility to the Enterprise Europe Network in the European media, the EU Institutions and to a wider public, for example, through events.

## How do I submit a success story?

- 1) Fill in all of the sections of the form below
- 2) Include any relevant supporting information (Partnership Agreements, media coverage, background about the companies involved, etc.)
- 3) Also include relevant photos in electronic format (maximum 2MB / preference for horizontal pictures)
- 4) Post all of the above on the [Success Stories Forum](#).

## Additional questions?

Contact: [luca.pettini@ec.europa.eu](mailto:luca.pettini@ec.europa.eu)

Use the mouse to select or deselect check boxes. Move between fields using the Tab key. Add more fields under "Partner "and "beneficiaries" if necessary.

### Partner 1

Organisation name and town:	GR00056 ASSOCIATION OF INDUSTRIES IN THESSALY AND IN CENTRAL GREECE (GR00056), VOLOS	Telephone number:	+30 2421028111
Contact person :	Mrs Georgia FRAGKOU	Email address :	sbtke@otenet.gr
Social Media accounts of organisation (e.g. Twitter, Facebook, YouTube, LinkedIn, Flickr):			

### Partner 2 (if applicable)

Organisation name and town:	CHAMBRE DE COMMERCE ET D INDUSTRIE DE REGION LANGUEDOC ROUSSILLON (FR00166), PEROLS	Telephone number:	+33 4 67 13 68 51
Contact person :	Mr. Dimitris DILES	Email address :	d.diles@languedoc-roussillon.cci.fr
Social Media accounts of organisation (e.g. Twitter, Facebook, YouTube, LinkedIn, Flickr):			

### Partner 3 (if applicable)

Organisation name and town:	Centro Estero Umbria - Area Progetti Europei Enterprise Europe Network (IT00125), Perugia	Telephone number:	+39 0744 489228
Contact person :	Mr. Antonello Fiorucci	Email address :	euprojects@tr.camcom.it
Social Media accounts of organisation (e.g. Twitter, Facebook, YouTube, LinkedIn, Flickr):			

Partnership Agreement?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Has this information been published anywhere? If yes, please include links under the section "Links, comments, additional information"	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Partnership Agreement Code or title of PA		Is the action finished?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Is the Success story from a Network Sector Group?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Authorisation given by beneficiaries to use the story?	<input type="checkbox"/> Yes <input type="checkbox"/> No

## The beneficiaries

<b>Company beneficiary 1</b>	<b>'LAMBRO', SOTIRIOS NAFPLIOTIS ABEE</b>	<b>Contact person</b>	Mrs. Brini SFIRI <a href="mailto:brini@lambro.gr">brini@lambro.gr</a>
<b>Sector of activity</b>	Ammunition Producer	<b>Website/ social media accounts</b>	<a href="http://www.lambro.gr">www.lambro.gr</a>

<b>Company beneficiary 2</b>		<b>Contact person</b>	(name, contact details)
<b>Sector of activity</b>		<b>Website/social media accounts</b>	

## Your story

### Once upon a time: set the scene

Describe the company (general background, the entrepreneurs involved...)

What challenges were they facing?

What help did they need?

How did you meet?

The Greek company is a leading ammunition brand offering a wide variety of shotgun cartridges in different calibers and types, exported all around the world. The company was interested on the one hand to forward ('export') its products to UK, transferred (by lorry) through Italy-France-UK and on the other hand to export its products to third countries not directly from Greece, but through a port in another Member State, transferred by lorry through Member States.

Concerning the intra-community trade, even though the company was aware that in cooperation with the British 'importer' had to ask for and get a permission approved from the recipient competent authorities (in the UK). Nevertheless they received completely opposite advice from their transport companies concerning the necessity of transit permission from each Member State they had to go through.

As far as trade with third countries, they wanted to know if they had to ask for transit authorisation from each member state they had to go through.

The client company contacted the Association of Industries in Thessaly and in Central Greece, part of the Enterprise Europe Network, asking for help and the relative legislation clarifying the whole procedure.

The company informed the network partner that their products are cartridges for hunting weapons (TARIC 9306), classified as Class or division 1.4S according to UN.

## **Down to business: how it was planned and implemented**

*What was your strategy to help? Describe:*

The practical steps you took

The type of added value services and advice you provided

The obstacles you faced during the process and how you overcame them

How you worked together with the client and other Network partners.

Concerning the intra community trade, the network partner studied deeply EU Legislation about explosives and more precisely the relative Directive 1993/15/EEC, on the harmonization of the provisions relating to the placing on the market and supervision of explosives for civil use (as it is amended ). According to this Directive and more precisely Article 9, describes all the necessary steps for the transfer as well as for the transit procedure and the result was that the company had to notify the transfer to the authorities of each Member State going through that is Italy and France.

In order to reassure this opinion, the Network partner communicated with Greek relative competent authorities which advised them (GR00056), better to contact the relative authorities in each MS, since Greece is not a transit MS.

In addition the Greek Network partner cooperated with partners in Italy and France who contacted their national authorities, but even though they tried hard to help, the replies they received, were not certain and definite.

According to the answer received from the French partner, (after contacts with French Custom Officer), it is not necessary to ask for transit permission from French Authorities. It is sufficient for the lorry-driver to have (to show in case of control) the permission from the UK authorities. The Italian partner although they forwarded some guidelines, they advised the Greek partner to contact the Italian Ministry of Interior directly, due to the importance of the matter.

Concerning the export authorisation and transit measures for firearms, for exports to third countries, the Greek network partner provided the company with Regulation 258/2012 implementing Article 10 of the United Nations' Protocol against the illicit manufacturing of and trafficking in firearms, their parts and components and ammunition, supplementing the United Nations Convention against Transnational Organised Crime (UN Firearms Protocol), and establishing export authorisation, and import and transit measures for firearms, their parts and components and ammunition.

## **The happy ending: concrete results for the client and the Network**

*What was the result? Describe:*

Concrete results for the client (e.g. figures for job creation, profits, new markets...)

Future aspirations of the company

What you were proud of as a Network partner

Potential future collaboration with company and/or other Network partner as a result of this story.

Having reached a barrier the last chance was to contact 'Your Europe Advice' Service. Both replies received, from 'Your Advice Europe', concerning the transit procedure through Italy and through France were prompt and accurate.

National Legislation in Italy and France implementing Directive 1993/15/EEC, were provided and more precisely the relative articles describing that the transit procedure, from a Member State of the EU to another Member State requires authorization from the Prefect of the Provincia where the lorry will enter the national territory.

The content of the requested authorization will include information such as the destination of the explosives; their type, number and quantity; the itinerary and the time of entry and exit from the national territory; the licence to deal with explosives, etc according to article 8, par. 3 of the above mentioned Directive.

Contact details and application forms, through relative websites, were provided for both countries.

Concerning the export procedures to third countries the company was advised to go through articles 4,7 and 8 of the Regulation 258/2012, describing exactly the necessary procedures. It was informed that, that was an indirect export procedure, that the products leaving the Community Custom Territory through another Member State, fulfill all the necessary procedures at the Custom Office of Export in Greece, which informs the Custom Office of Exit in the other Member State, for the transport. As the lorry will be sealed, transit permission is not required from the Member States it will go through.

All the relative information and documents were provided to the company.

## Quotes

**All quotes should be concise and directly refer to the "Enterprise Europe Network/ the Network"**

### Quote from the entrepreneur(s)

Our cooperation with the Enterprise Europe Network was a very pleasant experience. The representative was quick, efficient, with tight follow up and came up with precise and solid feedback. Their work is already an asset for our company since they helped us clear out a very foggy situation which could cause important complications.

### Quote from the Network partner(s)

**Quote from your host organisation (optional)**

**Links, comments, additional information (optional)**

**Thank you for your time and contribution!**