

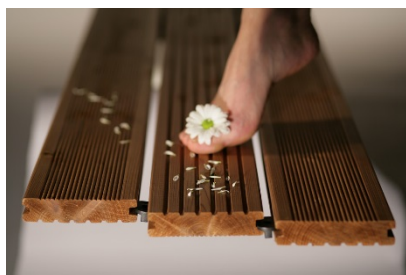
## Success Story



### Finish wood reaches the Spanish market

#### Finish companies will open market in Catalonia (Spain) through the forest Agency SÖDER TIMBER

SÖDER TIMBER is an Catalan forest Agency located in Barcelona with almost 30 years of presence in Spain. In 2015, looking for new suppliers of timber and wood materials, the company decided to participate in the Beyond Building Barcelona Brokerage Event, organized by ACCIÓ, in order to meet potential international partners. During the event, the company discovered the Network services.



A few months later, SÖDER TIMBER participated in the network specialised workshops on international cooperation organised by ACCIÓ. The company received tailored advice on how to adapt its internationalisation strategy according to its goals. In addition, the company published a partner search profile in the Network's Partner Opportunity Database looking for new suppliers. As a result, the company received a big number of Expressions of Interest.

The Finish EEN partner Turku Science Park promoted SODER TIMBER's profile among its clients as well as to Finnish Sawmills Association. Thus, seven Finish companies were interested. Two of them, SAHAKUUTIO and SUOMEN LÄMPÖPUU, were considered suitable partners for SÖDER TIMBER, and companies exchanged information via the Network. Negotiations succeeded in both cases, and the companies agreed on commercial conditions. Accordingly, the Spanish agent SÖDER TIMBER has introduced Finish woods in its product portfolio and Finish companies sales are expected to rise.

*“The Network is a guaranty. We feel more confident to establish long term, trustworthy and reliable agreements”*

*SÖDER TIMBER*

*The Enterprise Europe Network (EEN) assists ambitious SMEs to innovate and grow internationally. EEN Consortium in Catalonia is led by ACCIÓ (Catalan Agency for Business Competitiveness). The Barcelona Chamber of Commerce and the General Council of Catalan Chambers of Commerce take also part of the Consortium.*