

# network

## enterprise europe

### yorkshire

## Case study

### Business collaboration:

**Organisation:** Cosalt, APRO Aps

**Location:** Yorkshire and Humber

### About: Cosalt Plc

Grimsby-based Cosalt Plc is the leading safety and work wear company in the industrial, marine and offshore oil and gas markets.

### Enquiry

With offshore wind energy gaining ground in the UK, Enterprise Europe Network launched the Yorkshire and Humber Offshore Wind Catalogue to promote the region's capacity in this growing sector. Following the presentation of the catalogue at an offshore wind seminar in Denmark, Danish company Apro Aps showed interest in visiting the Yorkshire and Humber region to meet with local companies.

### Solution

Enterprise Europe Network arranged a series of visits and one-to-one meetings to maximise Apro Aps' time within the region. One of the meetings scheduled was with Cosalt Plc which had identified an opportunity within the emerging offshore wind sector and was keen to expand their offering to position themselves within the supply chain. With Apro Aps' experience in operating within the construction and maintenance of the wind turbines, there was a natural fit between the two organisations. After follow up negotiations a Joint-Venture company, Cosalt Wind Energy Ltd, was set up in the UK with Cosalt acquiring 80% for an initial consideration of £200,000 plus a deferred consideration of up to £430,000. The deal has created 35 new jobs in the region and is now uniquely positioned to take advantage of the increasing opportunities within this growing market.

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“Thanks to Enterprise Europe Network, we now have a great partnership and vehicle by which we can enter the expanding offshore wind market. This is a market that sits nicely alongside other sectors Cosalt Plc operates within, enabling us to utilize a wealth of knowledge and experience to gain a strong position within the market.”

**(Winston Phillips, Managing Director, Cosalt Wind Energy)**

Getting a foothold in new markets can be a challenge. Enterprise Europe Network can help. Your local gateway to the European marketplace, it is Europe's largest network for small companies with a presence in 47 countries and 280 cities.

Co-funded by Yorkshire Forward and the European Commission, advisors work with businesses, universities and research bodies to help them make the most of opportunities overseas..

Enterprise Europe Network helps organisations interested in..

- Research opportunities
- Business & market opportunities
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- Tenders Information Service

\*\* Enterprise Europe Network Yorkshire brings together four local organisations including **Yorkshire Forward**, **RTC North**, **Targeting Innovation** and **Bradford Metropolitan District Council** which are dedicated to helping your business get the information and advice you need, to compete effectively here in the UK and the rest of Europe.