

Case study - HANDL Solutions Ltd

ROAD to REACH

A Step by Step
toolkit to help
you REACH
compliance

React
Organise
Apply

HANDL Solutions was launched in 2005 to work as the exclusive UK and Eire distributor for No Skidding products of Canada. The company was set up to tackle the issues of 'Slip Injuries'. Ongoing research and development has delivered the most complete range of slip injury prevention products available, exported to over 40 countries world-wide, and as a proactive company, Howard O'Brian Managing Director decided to tackle the issue of REACH legislation head on, in order to stay ahead of the competition.

"We are one of the UK's leading suppliers of effective slip-injury prevention products and have major contracts to supply leading high street retailers. When we heard about REACH, the high costs of registration and the possibility that many of our products would require reformulation we were understandably deeply concerned.

By Adopting a proactive approach we are now in a position of awareness and control. Most of the big players in the market are well on their way to preparing for REACH and are already placing significant demands on their supply chain. Using the ROAD to REACH toolkit along with the REACH MANAGER software to guide us through the process helped tremendously and with this, key support took away the fear of the unknown. REACH MANAGER software was

Decide

port took away the fear of the unknown. REACH REFINER software was simple to use, easy to understand and quick to deliver our business needs.

The step by step ROAD to REACH process model along with professional guidance and advice made effective use of our time by accelerating the learning curve, consequently reducing our efforts to approximately 10 days. This process forced us to consider the long term implications of this legislation and plan for the adaptation of our business operations and in some instances even diversification. We now have information , not judgment, and have a strategic plan for the operational changes required. We intend to grow our business and massage this potential threat into a significant competitive advantage. ”.

Howard O'Brien, MD HandL Solutions Ltd



For further information or to arrange a demonstration please contact: Lynda Lutwyche or Michelle Tedford on 0151 515 3222