

PRESS RELEASE
Cross Border Speed Networking Event

Last Tuesday 70 participants representing over 60 companies from Louth, Dundalk and Newry attended a Cross Border Speed Networking Event in Darver Castle. It was hosted by Dundalk Chamber of Commerce and sponsored by InterTradeIreland.

In this unique, fast-paced and exciting business-networking event, attendees were allocated 4 minutes in which to network with a fellow participant before a bell rang signally them to move onto the next 4-minute meeting with another company. Master of Ceremonies, Mr Yanky Fachler, ensured that the event ran smoothly, on-time and was entertaining for all participating.

Bill Tosh CEO of Dundalk Chamber was delighted with the attendance and the opportunities given to companies to network 'this is the fourth year this event took place and it has proved to be very successful with all attendees making excellent contacts and some even securing lucrative business deals on the day. Feedback from the previous annual speed networking events have been extremely positive, some companies reported the value of contracts earned as a result, ranging from €2000 to €10,000 – fantastic results in these times. It's hoped with Intertrade's help to expand this networking right along the Border counties in 2011. In this current economic climate the importance of making good long term contacts cannot be underestimated, valuable contacts are essential for a business's short term and long term success'.

Speaking on behalf of the event sponsor's, InterTrade Ireland, Ms Margaret Hearty stated, "Success in business today depends on making the right connections. Events such as these give local companies the opportunity to network and to identify new business opportunities by, for example, finding new customers, suppliers, partners and distributors.

"Due to current economic conditions many companies are cautious about the future but our research shows that almost 75% of businesses are looking for potential new markets as a way to combat the downturn. They are keen to be supported to pursue opportunities in cross-border markets with 59% seeking assistance towards cross-border trade and 43% wanting information on the same."

Dundalk Chamber has a further Intertrade event aimed to bring confidence to SMEs who hope to access Public Sector contracts. It's planned for next year; there is a waiting list, but if you're interested please call Brenda in the Chamber on Tel: 042 9336343 or email Brenda@dundalk.ie and an additional training day may accommodate the overspill.

-----ENDS-----

For further information on this event call Bill Tosh on Tel: 042 9336343 or email bill@dundalk.ie