

A Straightline Publishing Publication

Think River Clyde Regeneration

DALMARNOCK
PARTICK GORBALS
FINNIESTON
GREENOCK ERSKINE
PORT GLASGOW
VOKER CLYDEBANK
GLASGOW CITY CENTRE

August 2008

Making the most of the area's economy, people and landscape

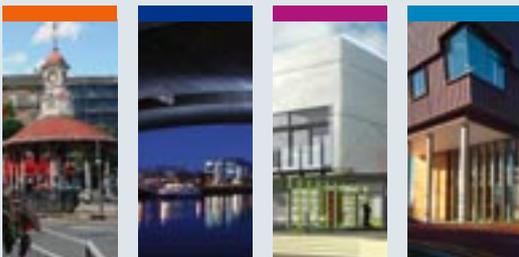
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Law firm benefits from regeneration proposals

Glasgow-based law firm, Semple Fraser, is just one of the many SMEs who have seen an increase in business since the Clyde regeneration plans have been put into play.

The commercial law firm, which was formed over 18 years ago, has grown rapidly and currently employs 26 partners and over 170 staff. They have seen turnover growth in excess of 20% for the past four years.

Bryan Finlayson, director at Semple Fraser, said: "We've been involved in a number of regeneration projects along the Clyde over the last ten years. There are opportunities the regeneration is providing for us because of the development projects progressing as a result of it."

"The regeneration provides us with yet more opportunity to demonstrate what we can do for potential clients."

The company, whose clients include Tesco and British Land, specialises in providing legal services to the commercial industry. Based in St Vincent Street, Semple Fraser has been involved with the regeneration of Tradeston and the city centre.

Bryan believes the regeneration opens up many opportunities for SMEs and the people of Glasgow. He said: "The regeneration provides acceleration for the economy, the city and the people. It will attract more inward investment and I think it's a real opportunity for a part of the city which is very important. The River Clyde is very important to Glasgow, and by breathing life back into the surrounding areas, it will be a catalyst for all sorts of business ventures there."

At almost two decades old, Semple Fraser isn't a particularly young company, however in 1999 the SME opened an office in Edinburgh and they are now expanding to a larger office in St Vincent Street.

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Location, location, location

It would appear that location is everything, or so Dalmarnock based business, PR Print has come to appreciate.

The 20-year-old family business, specialising in creative design and print, has been based in Nuneaton Street, Dalmarnock since 2006.

Philip Brady, director at PR Print said: "We were previously based in Templeton business centre, but we wanted to expand and we needed premises to accommodate that."

"Coincidentally, we bought land in Nuneaton Street in the East End of Glasgow, which is now regenerated and smack-bang in the middle of the 2014 Commonwealth Games site, which was definitely an added bonus!"

PR Print deals with retailers, schools and housing associations, and has 450 live accounts at the moment including NHS Lanarkshire, the Green Party and British Travel Health Association.

The company has been officially environmentally friendly for the past nine months after being classified as a carbon neutral SME. Together with monitoring their own carbon footprint and using green products such as reactive lighting they also measure their clients' environmental impact and use recycled paper as standard.

Phil added: "We invested heavily in our current premises and spent around £1 million on new machinery."

"The fact that the surrounding area has gone from derelict to regenerated has certainly been very fortunate for us."

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Easing the pain

Back pain remains the most common health problem affecting the Scottish workforce according to NHS Quality Improvement Scotland (QIS)

Despite 14 years of recommendations from QIS to improve pain management services, back pain continues to affect over 70% of the Scottish workforce and costs the NHS an estimated £450 million a year, with private healthcare costing £565 million.

Now a new Glasgow-based community interest business, based in the heart of the Clyde Waterfront regeneration, is reinvesting its profits back into the community by offering free pain treatment to people in deprived areas of the city.

Intlife Pain Management, founded by Paulo Quadros, offers alternative pain relief treatments to paying individuals

and businesses. Profits from this are then reinvested to offer the same services, free of charge, to patients' in poorer areas of Glasgow and beyond.

The company was founded with money from Social Investment Scotland and allows the company to operate in part as a private company and part charity.

Mr Quadros said: "As a private company we're able to sell our services, make our own business decisions and we also don't have to answer to a board. From the profits we're then able to reinvest into local communities."

He added: "The dividend limit for shareholders is 35 per cent so it is not a business you would get in to make a lot of money."

Mr Quadros, who is a member of the Scottish Parliament cross party group on chronic pain, said: "I set up the business to help people in pain

and I realise that some of those people may not necessarily be able to pay for alternative treatments. The plan is to take our expertise to deprived areas, get socially involved and educate people about pain management."

He added: "Often it is the deprived areas that require services such as ours. Those who are missing work or are unemployed altogether because of pain are the people we are reaching out to."

Speaking about the regeneration taking place around his business, Mr Quadros said: "As Intlife get off the ground and build our business, it's reassuring to see regeneration all around us. The investment that we're seeing is not only helping the city to regenerate but is helping the people too. It's a wonderful time to be in business in and around this area."

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