



Location, Location, Location

Jim Gorman, Eldapoint Ltd

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- 1. What was your motivating factor in setting up your own business?**
The company is a nationwide container repair, refrigeration repair, tank cleaning and, more recently, manufacturer of vandal proof containers. Eldapoint has been in the container industry for over 25 years. We have six depots across the UK. We set up the Scottish depot, originally based in Coatbridge, six years ago, it was a great opportunity.
- 2. Why did you decide to locate in the Falkirk area?**
We have a good working relationship with local haulage company John Mitchell who used our services when we were based in Coatbridge. When some land became available in Grangemouth, myself and Ian Mitchell shared a mutually beneficial vision of the port increasing its through put and the potential impact that would have on the area and both businesses. There was little competition of container repair companies in the Falkirk area and two years later, we're still here and our business is growing.
- 3. Describe your typical Falkirk customer – and why you love them?**
Our customers, for example, Mitchell's, Forth Ports and Seawheel are great news for our business. They are very successful businesses, have great local knowledge and are nice people to do business with.
- 4. What is the best piece of advice to someone setting up in business in the Falkirk area?**
We were already an established business with a customer base that was very supportive of our move to the area. Anyone looking to set up a business is obviously ready for serious hard work and in terms of opting for the Falkirk area as a base, there are many opportunities in this region for all types of businesses.
- 5. How would you describe Falkirk's business community in three words?**
Busy, busy, busy! Forth Ports must be working to record levels. It has expanded at such a rate, and for suppliers like us, we benefit from this growth.
- 6. What would you like to happen in the next five years?**
Win the lottery! In the next five years, we have business development plans to grow and expand our workforce into different fields, for example, the vandal proof units is a big area for us. Overall, we want to secure the future of our business which means continual development, expansion and seeking potential opportunities.