

DISABILITY AND EMPLOYABILITY – THINKING OF SETTING UP YOUR OWN BUSINESS?

WHEELCHAIR BASKETBALL PARALYMPIAN JOINS CLACKMANANNSHIRE BUSINESS

Calum Gordon was a semi-professional wheelchair basketball player and part of the British Paralympic teams in Seoul and Barcelona and also in Atlanta where they won a silver medal.

He has joined Albion Mobility in Alloa as a sales representative to help the business corner the sports market in Scotland.

Established in 2006, with help from Business Gateway Clackmannanshire, Albion Mobility specialise in the mobility market offering an extensive range of mobility equipment, daily living aids and a full support service including trained technicians and onsite workshop.

Owned and managed by Barbara McCallum and her husband, Alex, their priority is to provide clients with a first class service that does not end when the customer leaves the showroom.

“We support our clients for the lifetime of their equipment and beyond. Our business ethos is to put people first and to help make a difference to someone’s life, and that was our inspiration for starting Albion Mobility in the first place,” said Barbara.

Barbara’s 18 years of mobility experience, Alex’s engineering skills plus health and safety knowledge, along with daughter, Helena’s, retail background provided the perfect combination for such a business and when they decided to relocate back to Scotland from Kent, Albion Mobility was born.

Alex has trained in mobility equipment and is responsible for repairs, servicing, modifications and risk assessment. Helena looks after the financial and administrative side of the business and in 2011 they were joined by Gavin Preston, from Alloa, who repairs and sets up the wheelchairs.

Barbara said: “We’re lucky to be working with a Business Gateway mentor who is helping us refocus and move the company towards a stronger future. Audrey Hastie joins as our showroom sales administrator and we will use Calum’s contacts and knowledge to give us an advantage in Scotland’s sports market as currently wheelchair users have to source equipment from suppliers down south. Our new members of staff will be a welcome addition to the team and we are looking forward to an exciting New Year full of fresh opportunities.”

For more information please visit www.albionmobility.co.uk

THINKING ABOUT STARTING A NEW BUSINESS?

With a wealth of specialist information at its fingertips Business Gateway is ideally placed to help budding entrepreneurs get their businesses up and running.

From finding out the basics of starting up and learning how to market an enterprise effectively to discovering how to make a business more profitable, Business Gateway offers a programme of

online advice - through its new website www.bgateway.com - free workshops and potentially one to one support, that can help businesses make the right decisions.

Not only can Business Gateway advise aspiring new businesses on the key issues they need to consider but the organisation can also point entrepreneurs to additional sources of support that are specifically tailored to their needs.

There are a number of organisations in the UK that provide support to entrepreneurs with disabilities and Business Gateway has created a section on its [website](#) to detail some of the key organisations offering advice.

To find out more about these organisations or any aspect of starting your business visit www.bgateway.com or call 0845 609 6611.