

## Local glass glazing company a clear success with Enterprise for Success?

### Glassglaze Ltd

*North Solihull*

#### Clear Success

North Solihull resident Ian Hiley had often thought about becoming self-employed, so when he was made redundant in October 2008, he seized the opportunity to make his idea a reality. Ian set up Glassglaze Limited in November and has never looked back. Between them Ian and his fellow fitter Alan Taylor have nearly 35 years of experience in glazing and it's this quality and care that Ian believes will set them apart from other glazing companies.

"There are a lot of cheap double glazing companies but Glassglaze specialises in commercial fit outs such as schools, hotels and care homes where safety is a real priority" said Ian.

Glassglaze have recently been awarded their Firas Registered Certification which enables them to install fire-rated glass to National safety standards.

#### Support

Ian accessed free business advice through SMBCs Enterprise for Success scheme as well as help with looking for new premises as the business has grown.

Ian's Enterprise for Success advisor Marcus Cole of Tribal said "Ian has great customer service skills, loads of experience and some really good ideas about how to diversify his business. They have the basis of a really good, profitable business"

#### The Future

Ian is already planning to branch out in to supplying mirrors to commercial premises and has recently landed his first job fitting a wall of mirrors in a local dance studio.

Ian said "The support I had through Enterprise for Success was really helpful in getting my business off the ground - and I'm meeting with SMBC again this week to see how they can help my business to grow."

For further information on the Solihull's "Enterprise for Success" scheme please call 0121 704 6363

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