

The Pallets Yard, Southall

Chamber member The Pallets Yard Limited was founded by Director Ian Leander in 2006 and has been based in Southall since 2008.

The firm provides affordable, second-hand wooden and plastic pallets to local businesses in West London and further afield. It also repairs damaged and broken pallets and collects unwanted, reusable pallets from other businesses to free up space.

Director Ruth-Anne Lynch said: "Southall is the area in which we generate a large proportion of our business, although we would like to supply more to clients both nationally and internationally.

"Our business yard is in the Middlesex Business Centre and easily reachable by local suppliers and clients in Southall, particularly other SMEs. It is close to Heathrow and other key West London boroughs and has easy access to the M4, M40 and M25."

Ruth-Anne credits their hard-working employees, support from loyal clients, suppliers and the West London Chamber of Commerce, as well as exceptional business mentoring from fellow Chamber member



Branduin Business Support, as being key to their continued growth.

"We have received fantastic guidance and training from our mentors over the years, that has significantly influenced the way in which we manage, plan and perform," she said.

"Having business mentors to help with the heavy lifting has been invaluable. They work with the councils, Tier 1 and 2 firms, business associations and networks to engage more with SMEs. They provided ongoing advice on ways to grow our business, and it was at their suggestion that we took a stand at the West London Festival of Business in February."

It was at that event that she met Paul Doherty, Procurement Director at Heathrow, at an SME engagement seminar. Following this meeting, Ruth-Anne said that Paul has "taken a great interest in The Pallets Yard and facilitated a collaboration between our business and two of its Tier 1 suppliers, Wilson James and Bradford Swissport".

The Pallets Yard is celebrating several recent wins. They have just been awarded Approved Supplier status by both Wilson



Ian Leander and Ruth-Anne Lynch, directors of The Pallets Yard Ltd.

James and Bradford Swissport and are now bona fide members of "Team Heathrow!"

Ruth-Anne said "Paul has also invited me to be a guest panellist on a workshop he is hosting, at the Heathrow Summit on 16th November. The session will be geared towards increased SME engagement with Tier 1 and 2 organisations, which are already part of the Heathrow supply chain."

To meet the demands of this SME's projected business growth and increase its efficiency and output, a 7.2 truck will be added to its fleet.

The firm also increased its workforce by taking on two more staff members, and in the future, they hope to create more jobs in Southall.

To match this growth, the firm must find new affordable open yard space, over 10,000 square feet, in Southall or nearby areas.

To provide information on available yard space, or to discuss buying or supplying second-hand pallets, email: info@thepalletsyard.co.uk

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Anisha Sharma McDonalds Franchisee

Being based at the Ironbridge, between Southall and Ealing is great, and we are essentially at the hub of Greenford, Southall, and Ealing. Having grown up in Norwood Green, the area is very dear to me, as is the local community. In addition to providing a range of careers at various levels, we also do what we can to give back to the community, this includes hosting coffee mornings for local charities and

doing litter picks to ensure we are keeping on top of rubbish in the area. We are also due to be sponsoring a local women's football team which we are incredibly excited about. Being based close to where I grew up and live, means there is a strong connection to the area. I take great pride in being able to manage a store that I used to drive past growing up and only dreamed of owning one day!

