

# BHD

## STORAGE SOLUTIONS

*"We've got Storage Solutions that fit"*

### DIRECTORS DIALOGUE

Dear valued Clients,

When I look back on 2022, it genuinely feels as if the year has flown by. It certainly was an incredibly busy year for everyone at BHD.

A real sense of pace and energy built up during the first half of the year and excelled in the closing months of 2022. Our business experienced a surge in client demand in the year's final months, despite inflation and supply chain challenges.

Our global expansion into the USA has been extremely successful, our third manufacturing facility is under construction, and on the domestic front, our sales have grown each and every month, as well as experiencing increased volumes from every area of our highly valued long-term client base.

I have always maintained that BHD's greatest attribute is our ability to pull together as a team when the demands placed upon us are at their most challenging. Never has this been tested more than during the past two years, and never have we responded better. I count myself very fortunate to lead a team that is performing at the top of its game.

As a team, we demonstrated remarkable dedication, agility, and work ethic. This was done by leveraging flexible resourcing to counter the challenges and rebuilding group energy and trust within a safe working environment.

I was delighted to welcome more female colleagues to various roles than ever before, ensuring we move forward into 2023 with a diverse, multi-talented and inclusive team.

It is with this confidence that BHD is actively recruiting more staff than ever before to meet the demands for our services. It is with this confidence that we plan to double our real estate investment in 2023. This will create a more energised and collaborative environment to work in – a place where our staff can plan, create and deliver superior work.

That's all to come. Until then, I would simply like to take this opportunity on behalf of everyone at BHD to wish you all a peaceful and enjoyable Christmas. I also wish you a very happy and healthy New Year.

Thank you – and see you in 2023!

Sincerely,

Jessica Zhu  
Managing Director



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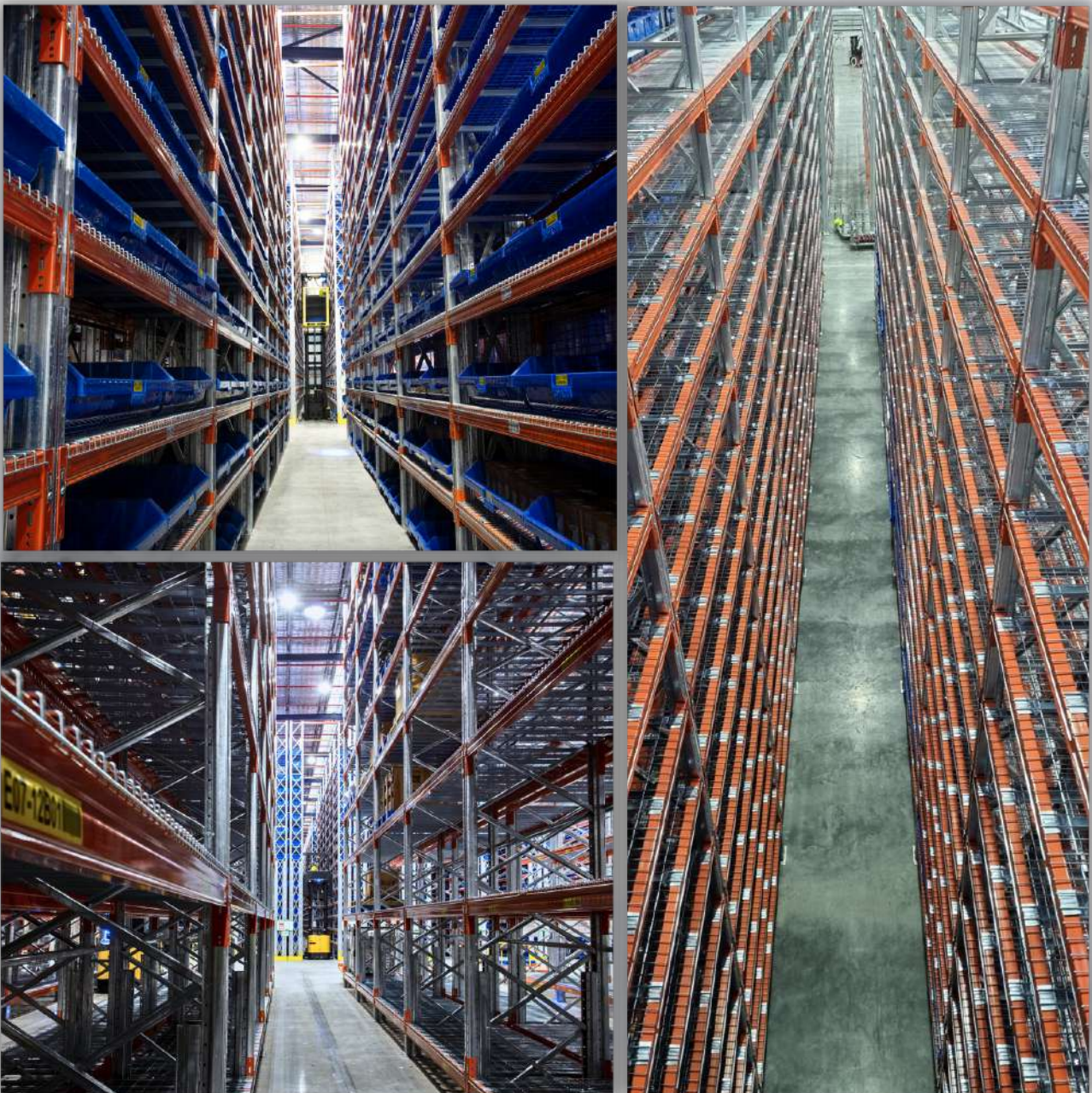
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# Partnering with us for Success!

Optimal warehouse organisation and seamless operation are enabled by warehouse racks, a foundational infrastructure component. Racks allow warehouses to maximise their space and organise products efficiently while allowing easy access for streamlined picking. But racks are just one component. It is also important to consider other factors, such as the layout of the warehouse, the width of the aisles, the demand for products, the training needed to ensure the safe and efficient use of existing rack systems, and many others. Using warehouse racks to optimise space and infrastructure to boost profits and manipulate key variables to improve results is one way to boost profits. We have helped hundreds of businesses succeed with our racking systems. You may want to consider leveraging our expertise for your own success.



# Why is BHD Storage Solutions Australia's No. 1 Cantilever Supplier?

BHD's Cantilever racking system offers flexibility and safety while maximising storage space and allowing easy access to your products. It is ideal for storing long, irregular, and mixed loads. Our Cantilever racks have a total capacity of 1000kg per arm and can provide optimised storage solutions for many types of products.

## Key advantages of Cantilever racking

- Cantilever storage racks with unilateral, bilateral, or combination side loading.
- Indoor or outdoor use with the option of galvanised or powder coat finishes.
- Match your company's corporate colours with our finishes.
- Light duty, Standard duty, or Heavy duty systems ranging from 3 metres to 12 metres in height and arm depths of up to 3 metres.
- Designed to withstand the heaviest of work cycles, using high-strength carbon steel.
- With Mobile Cantilever racking, warehouse capacity is increased by up to 80%.
- Mesh Decks & Spreader Systems are available with our Cantilever racking

Our Cantilever rack systems are manufactured in accordance with FEM Standards 10.02.09. We manufacture our storage systems according to the strictest standards. Whenever you purchase warehouse racking, ensure the brand is reputable, offers certifications, and is the right choice for service, quality, design, and reliability.



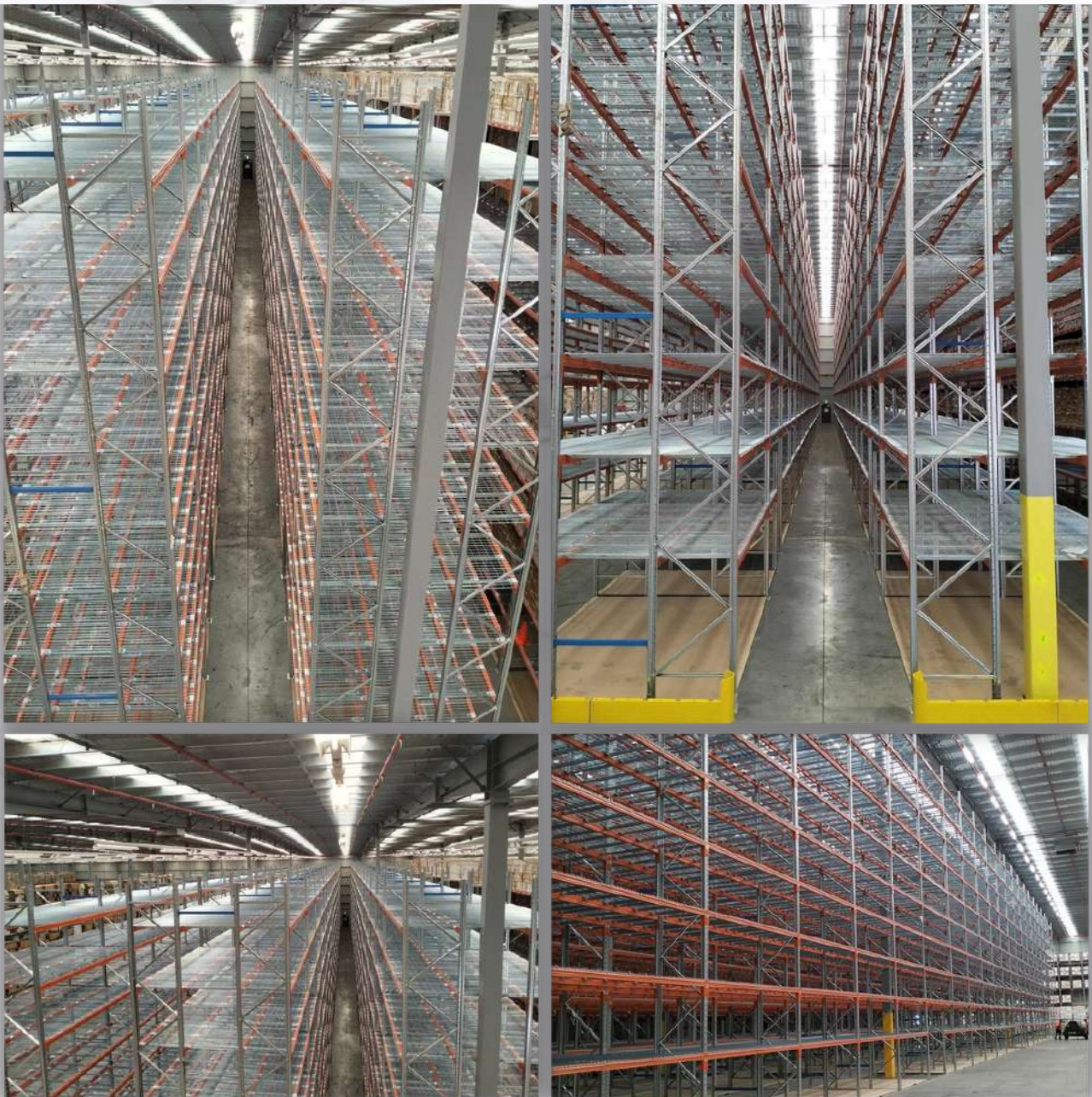
# Project Delivery

## Grace Records Management

In Campbelltown, New South Wales, Grace Records Management approached us for a quote for their existing state-of-the-art records management facility.

Our rack system was designed to store 166,668 additional cartons, each weighing approximately 14 kilograms. Therefore, four additional rows of racks were required. BHD supplied and installed 214 frames, 4000 beams and more than 1000 mesh decks to construct the racks. The pallet racks measured over 10 meters in height. Their storage requirements will be greatly improved by the installation and the benefits it will bring.

If you're looking for racking for your business, trust BHD - "We've got Storage Solutions that fit."



# Project Delivery

## MITRE 10 North Lakes QLD

Mitre 10 Australia engaged the services of BHD Storage Solutions to design & install racking for their newly built facility in North Lakes, QLD. This will be the flagship store for the North Brisbane region.

The rack supply and installation include:

- A total of 130 linear metres of Cantilever racking (including outdoor roof & clad)
- 390 Pallet racking locations
- 5KPA Mezzanine floor combined with a 20m x 6m Pigeon Hole rack

Mitre 10 has partnered with BHD for many years, making BHD one of the leading suppliers of racks in Australia. In this new store, it was BHD's pleasure to deliver the project within budget and on time. The outcome is incredible and will benefit the client in the future.

Through strong relationships, superior results are achieved, and with sincere pleasure, we look forward to supporting our valued clients for many years to come.



# Project Delivery

## Ullrich Aluminium DC QLD

In an expansion of Ullrich Aluminium's Carole Park QLD Distribution Centre, BHD supplied and installed all 4 stages of cantilever racking to increase stock storage capacity. Having worked with Ullrich on previous projects, we were familiar with their needs.

To provide the maximum capability, there were 340 columns of varying lengths of 9m, 8m, & 6.8m erected in single and double-sided configurations during construction. And over 4,146 cantilever arms, each capable of carrying 750kg to 1,000kg aluminium extrusion packs.

A narrow racking floor plan was designed that allowed the warehouse to save up to 30% of floor space.

In addition to this project, Ullrich has engaged BHD to complete similar work in their other warehouses. A distinction such as this highlights BHD's reputation for delivering excellent service and staying within budget.



# EOY Conference & Celebrations 2022

Last week, BHD's end-of-year conference delivered a powerful message of collaboration on collective objectives, setting a positive example for everyone on the team. As the evening progressed, the team were treated to a delicious dinner, some drinks, and plenty of laughter.

As part of our Employee Excellence Award for 2022, we were delighted to present the following employees with their nominations:

• Leone Piazza • Blaze Memmolo • Derek Packer • Vania Adomian

Congratulations on your well-deserved award. You've worked very hard to reach this level.

We'd like to take this opportunity to express our gratitude to our entire team for their individual efforts and dedication to providing high-quality results. The commitment and support our team shows toward one another is an exceptional quality.

Our thanks extend to them for putting into practice the company's vision and mission.

You continue to inspire us.

