

Capability Statement

BHDTM
Storage Solutions

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Our Values

BHD Storage Solutions are a trusted brand globally, as we base our business upon a strong set of values, that we instill into each and every project we undertake.

Trust



Our customers can trust our products, as we act with integrity and do what is right.

Excellence



We strive for excellence in everything we do.

Customer Focus



We are passionate about our customers and embrace their priorities as our own.

Collaboration



We leverage our strengths and capabilities across our organisation to earn our customers' respect and loyalty and provide them with the best possible outcome.

Responsibility



We act responsibly, ensuring the safety of our people and products, as well as contributing to our local communities and caring for our environment.

Our Promise



We promise to inspire people to achieve positive outcomes.

Our Mission



Our mission is to provide superior Racking Solutions on a global scale, from concept right through to completion.

Our Vision



Our vision is to be globally recognised as the most trusted brand for Racking Solutions, whilst maintaining an inclusive, creative and rewarding environment for all of our employees and clients.



Executive Summary

Introduction

At BHD Storage Solutions, we pride ourselves on being able to provide you and your business with the best storage solutions, that are specifically tailored to meet your business' requirements. We can work with you to satisfy your racking & shelving needs as well as your budget, regardless of the project size.

With over 20 years' experience in the industrial storage sector, BHD Storage Solutions is an industry leader in the supply and installation of a wide and varied range of storage systems. As the company has grown from a single office in Melbourne, Australia, to the current model with offices spanning the globe, so too has BHD Storage Solutions' knowledge base. With expertise in all facets of our company, we are able to work with you individually from the initial concept, right through to project completion.

From the largest retail or logistics business,
to minor service and maintenance work,
“We’ve got Storage Solutions that fit”.





Company Overview

From the outset, BHD Storage Solutions has gone from strength to strength, with continued growth in design lead experience, ranging from low density storage systems, to complete fitouts of large scale distribution centres.

In 2017, BHD Storage Solutions rebranded to the globally recognised name we carry today. Throughout this transition, we maintained the same ownership and management team that are currently leading the company to the ongoing growth and success we are experiencing today.

Asia Pacific Group of Companies

BHD Storage Solutions spans the Asia Pacific, Oceania, the Middle East, and the USA, delivering trusted storage solutions worldwide. In Australia, our head office is based in Melbourne, with additional offices in Sydney and our newly opened distribution centre in Slacks Creek, just 20 minutes south of Brisbane.

BHD | Vietnam & China

- Designers and Manufacturers
- Est. 2004
- 51,000m²

BHD | Australia

- Designers, Suppliers and Installation
- Head Office Est. 1999
- QLD Distribution Centre Est. 2024

BHD | USA

- Designers, Suppliers and Installation
- Est. 2020



Designers



Manufacturers



Suppliers



Installers

Group Coverage



225

Number of
Employees



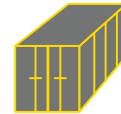
\$78,000,000

Turnover
AUD



59

Number of Countries
Exported To



1750

40-Foot
Containers



51,000

Floor Area m²
over 2 Factories



31,000

Steel Racking
Output in Tons

When combined, BHD Storage Solutions' manufacturing facilities occupy an area of over 51,000m². In a 12-month period, BHD achieved a Group annual turnover of \$78M AUD. This was the result of distributing 31,000 tons to over 59 countries, with a dedicated team of 225 employees and loyal clients.

Specialities

End to End Solutions

BHD Storage Solutions has significant experience in Industrial Project design, ranging from low density storage systems to fitting out large distribution centres.

BHD Storage Solutions provides clients with added value, through the provision of an end-to-end service across the entire project lifecycle. Our long-established systems and processes combined with

our in-house experience and capabilities, ensure success from project conception, to manufacturing, through to project completion. Our services include design and development and technical advice in devising innovative solutions to meet the needs of yours – all with the shared goal of delivering a superior end result.



Product Benefits



Tailored Storage Solutions



Superior Engineering



Quality Manufacturing



Industry Expertise*



Colour & Finish Options for Indoor/Outdoor



Smarter and Safer Design



Designed & Tested To Local Standards



Structural and Factory Warranty



Finance Available

*Accredited to the global Quality Management System ISO 9001:2012

Experts in End-To-End Solutions

BHD Storage Solutions provide a full service, including design and development, market research, financial modelling, cost planning advice, technical advice and more, in order to achieve the best possible outcome. From ideation to manufacturing, to installation and after-sales servicing, BHD provides an exceptional end-to-end service.

Client Consultation

Every storage solution that we offer is unique. From product size and weight, fast or slow moving, number of SKU's, as well as the type of plant used, the supply and installation of the correct racking system can maximise storage space and reduce the cost of conducting business. Through consultation from the beginning of the process, BHD Storage Solutions aims to achieve the quality, functionality and efficiencies required to receive, store and dispatch your products. From first contact, our expert staff will work with you from 'concept to completion', to ensure we develop the right solution for your business' needs.

Research & Project Design

BHD Storage Solutions leads the way in racking technology with innovation and experience across the Materials Handling Industry. Working closely with our partners, BHD Storage Solutions will provide your business with worldwide leading-edge solutions of warehouse and product storage. After the initial consultation, the brief is passed onto the research & project design team to develop and create a solution that satisfies the brief.





Program Scheduling

Our effective program scheduling plays a crucial role in ensuring program success. We keep our projects on track, set realistic time frames, assign resources appropriately and manage quality to eliminate errors. This typically results in reduced costs and increased customer satisfaction. Our program scheduling helps us to keep ahead of the curve, and ensure that no project, big or small, is forgotten.



Manufacturing

Whether you are looking for a warehouse full of racking or a small custom designed solution, we have the ability to do it all, with the added advantage of manufacturing our own products at our facilities in Vietnam and China. BHD Storage Solutions' products are manufactured efficiently and safely, using high quality raw materials. Our products are manufactured to the highest of standards; meeting a number of worldwide standards that have been independently certified.



Project Management

Our dedicated project management team works with our clients from the outset. We will ensure that everyone working on the project knows what the agreed deliverables are, and is working towards reaching the same goal. A detailed execution plan is developed and agreed upon, to ensure that everyone has a thorough understanding of what needs to be done, the timing of each activity, and what resources are available. Our project manager will monitor all phases of the project, to ensure the final success of the project. A project is only successful once all objectives have been followed, in regards to time, budget, and our client is pleased with the quality of the project. The project manager is the main point of contact throughout the project, ensuring that clients are kept up to date on all aspects of the installation.



Project Handover

The completion of your project is not when the last beam is installed, or safety clip is fitted. Our project handover process involves the sign off on all deliverables, as agreed between all parties involved. It is at this point that we essentially hand over ownership of the finished product. Depending on the size and complexity of the project, a staged handover process can be arranged to allow early access to agreed areas when required. Part of the project handover process is a site inspection to ensure everyone is happy with the final product, and that all of the agreed requirements have been met. At the final project handover, you will be issued with your project specific completion certificate and user guide.

Entire After-Sales Servicing

BHD Storage Solutions not only provide a tailored solution for your specific needs, but also provide an after-sales service to ensure your warehouse remains fit for purpose, and complies with the relevant national codes of practice. Part of the after-sales service is providing inspections of your racking, and completing any repairs that are required. With safety being at the forefront, our specialised team understand that your business is unique. We will always endeavour to coordinate all inspections as well as relocations and repairs, with the least possible impact to your business as possible. BHD Storage Solutions will partner with you to help ensure that your business is operating at its highest capacity, all year round.



Product Offering

BHD Storage Solutions specialise in the design, manufacture, supply and installation of an extensive range of racking systems.

We are able to offer tailored racking solutions that satisfy the needs of your business, as well as your budget.

To request more information or a Product Brochure, Freecall **1300 BHD QLD**.



Pallet Racking



Mobile Pallet Racking



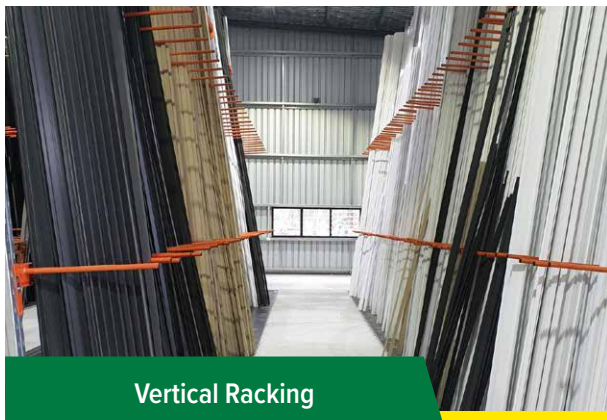
Mezzanine & Pigeon Hole Racking



Cantilever Racking



Mobile Cantilever Racking



Vertical Racking



Shuttle Racking



Long Span Shelving



Clients & Brand Alignment

Our Clients | We invest in relationships

At the foundation of all of our projects, are strong and trusting relationships.

Our honest, personal, collaborative and flexible approach to meeting your objectives, starts from the very first point of contact and continues throughout our entire partnership.

BHD Storage Solutions understand the requirements of businesses that require racking systems and how to right solution can greatly improve upon efficiency and output. We are dedicated to ensuring that every project we undertake realises its full potential – resulting in increased efficiency and growth opportunities for the future.

Exceptional customer service is the true key to our success, allowing us to build long-lasting relationships with our clients. The

trust we have built with our clients and our second-to-none service, are what sets us apart from other providers. We enjoy an endless collection of loyal customers who have trusted us with their business for years.

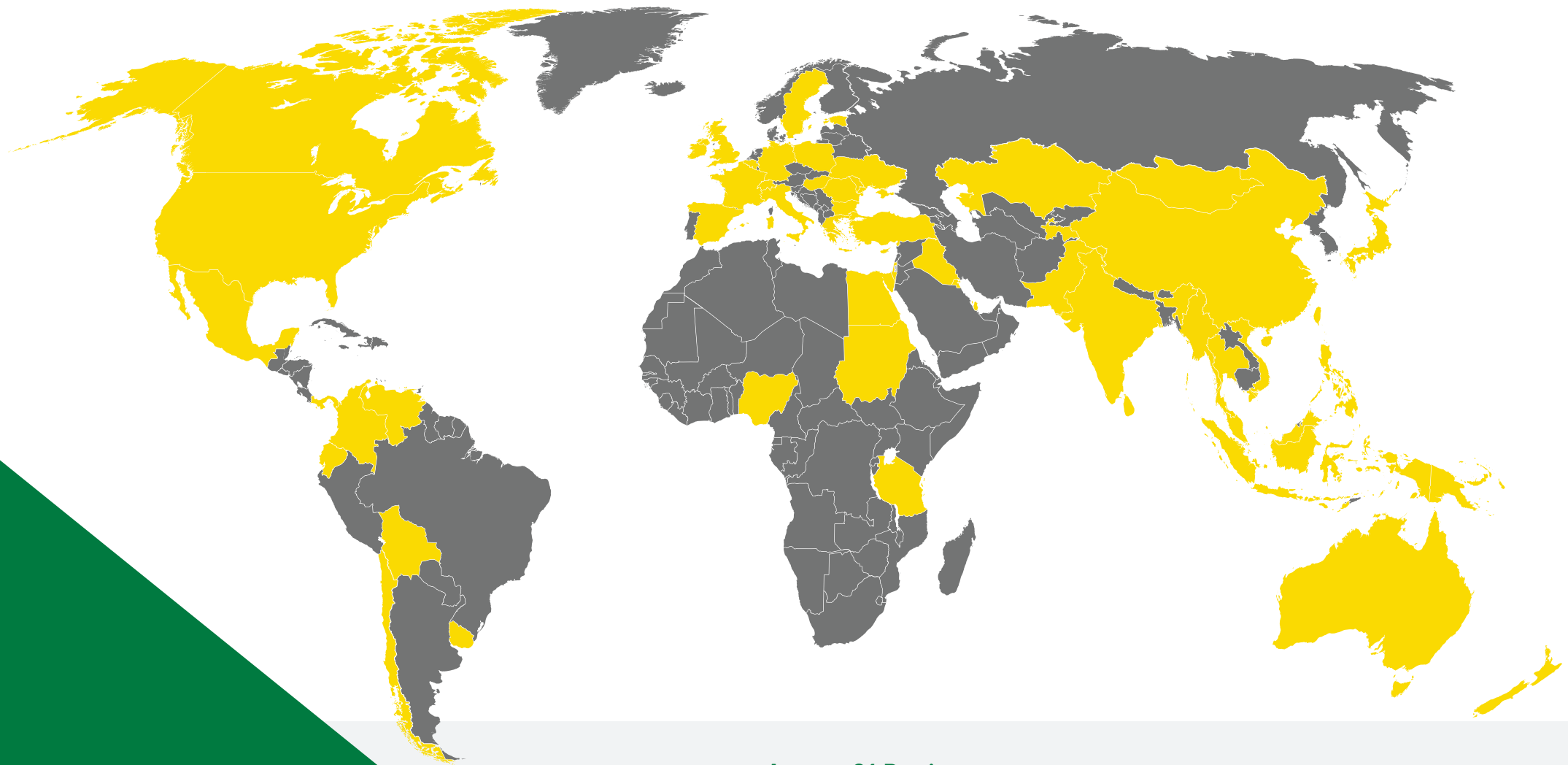
If your business is searching for Racking Solutions anywhere in Australia or globally, you can rely on BHD Storage Solutions to help you expand your business with genuine support throughout the whole process; from ideation to manufacturing, to installation and after-sales servicing. Our dedicated project managers will be there every step of the way, to guide you through the entire process, making the journey easy and stress-free.



Market Positioning

Across 61 Regions

01 Egypt	14 Mexico	27 Pakistan	40 Hongkong China	53 Swiss
02 Estonia	15 Nigeria	28 Bahrain	41 Singapore	54 Spain
03 Australia	16 Cyprus	29 Philippines	42 Iraq	55 Hellenic
04 Papua New Guinea	17 Sudan	30 Kazakhstan	43 India	56 New Zealand
05 Panama	18 Tajikistan	31 Qatar	44 Indonesia	57 Hungary
06 Bolivia	19 Tanzania	32 Malaysia	45 Ireland	58 Italy
07 Ecuador	20 Venezuela	33 Mongolia	46 Bulgaria	59 United Kingdom
08 Colombia	21 Ukraine	34 Myanmar	47 Belgium	60 China
09 Canada	22 Uruguay	35 Japan	48 Poland	61 Vietnam
10 Kuwait	23 New Caledonia	36 Sri Lanka	49 Germany	
11 Maldives	24 Israel	37 Taiwan China	50 French	
12 America	25 Chile	38 Thailand	51 Romania	
13 Moldova	26 Macao China	39 Turkey	52 Sweden	



Across 61 Regions

01	Egypt	14	Mexico	27	Pakistan	40	Hongkong China	53	Swiss
02	Estonia	15	Nigeria	28	Bahrain	41	Singapore	54	Spain
03	Australia	16	Cyprus	29	Philippines	42	Iraq	55	Hellenic
04	Papua New Guinea	17	Sudan	30	Kazakhstan	43	India	56	New Zealand
05	Panama	18	Tajikistan	31	Qatar	44	Indonesia	57	Hungary
06	Bolivia	19	Tanzania	32	Malaysia	45	Ireland	58	Italy
07	Ecuador	20	Venezuela	33	Mongolia	46	Bulgaria	59	United Kingdom
08	Colombia	21	Ukraine	34	Myanmar	47	Belgium	60	China
09	Canada	22	Uruguay	35	Japan	48	Poland	61	Vietnam
10	Kuwait	23	New Caledonia	36	Sri Lanka	49	Germany		
11	Maldives	24	Israel	37	Taiwan China	50	French		
12	America	25	Chile	38	Thailand	51	Romania		
13	Moldova	26	Macao China	39	Turkey	52	Sweden		

Certifications & Membership



BHD Storage Solutions' contractors provide safe practices that comply with WHS legislation, which is demonstrated by our Cm3 certification. We are committed to maintaining the health and safety of our current and potential clients.



BHD Storage Solutions is the holder of the current edition of the ASSA Workplace Compliance System. The ASSA Compliance System enables us to fulfil our statutory obligations under the relevant WHS legislation; providing employees, clients and visitors with a healthy and safe workplace.



BHD Storage Solutions Cantilever rack systems are manufactured according to the FEM Standards 10.02.09. The FEM code specifies the structural design principals applicable to all types of cantilever rack systems fabricated from steel members intended for the storage of unit loads and subject to predominantly static loads. Components include columns, cantilever arms, bases, bracing and beams.



Products manufactured by BHD Storage Solutions are strongly sought after for their reliability, lifetime guarantee and AS4084-2012 (Australian Standard: Steel Storage Racking) certification.



Our Sedex membership is a result of our commitment to maintaining a responsible and sustainable business. Utilising Sedex tools and services, helps our company to improve our responsible business practices.



RMI has drafted the American National Standards ANSI MH16.1 (for industrial pallet racks), ANSI MH16.3 (for cantilever racks), and ANSI MH26.2 (for wire rack decking) and certifies compliance with the standards via the R-Mark Certification Program. BHD Storage Solutions are proud to provide RMI certified racking solutions.



The CE marking declares that a manufacturer's products comply with the EU's New Approach Directives. BHD Storage Solutions' racking materials have been locally tested and carry the CE mark, which shows that our products conform to regulations involving goods sold within the European Economic Area (EEA).

6-8 Bowen Street,
Slacks Creek Queensland 4127 Australia

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Freecall **1300 BHD QLD (243 753)**

www.bhdqld.com.au
sales@bhdqld.com.au



Key Benefits to Clients

We Build Partnerships

Every client and project are different. Critical to your success is our ability to bring together the right combination of resources to meet your projects' unique requirements. We seek first to understand your needs, and then apply our skills so that your project proceeds harmoniously with precision, passion and peace of mind.

Global Manufacturer and Supplier

BHD Storage Solutions is a leading global manufacturer and supplier, responsible for creating storage solutions around the world.

Our innovative thinking and 'can-do' approach, coupled with the way we engage with our stakeholders, drives us to outperform our client's expectations.

We align our goals with our client's goals, establishing long term, cost-effective outcomes that add real value to projects.

We have a proven track record for designing and delivering successful projects for our clients. Our core values coupled with our disciplined approach to development and project management, result in projects delivered on time, on budget and to a quality that all parties are pleased with.

With a global footprint, BHD provides leading global brands with storage systems to increase their productivity, efficiencies, safety and distribution.



What Happens Next?

BHD Storage Solutions appreciate the time you have taken to review our Capability Statement. Get in touch with our friendly team today to explore how BHD can help to maximise your business' potential. For additional production information/brochures and tailored quotations, contact us via the contact details below:

📍 6-8 Bowen Street,
Slacks Creek Queensland 4127 Australia

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