



... solutions for every environment

Welcome



Presentation

- Introduction & Company Overview
- Account Management & Service Delivery
- Case Studies & Performance Metrics
- Financials & Reporting (Inspection)
- Sustainability & Environmental Initiatives
- Innovation
- Any Questions



Introduction & Company Overview



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Why us

Our Business Model is built on:

- Competitive pricing
- Customer-centric approach to service and support
- With a deep understanding of the market, we are positioned as a reliable partner, offering both value for money and long-term collaboration



- Proven track record working in partnership with Unipart Group for over 35 years
- Extensive knowledge of Unipart current facilities and working practices
- We offer independent advice and solution designs incorporating a wide range of products & services
- Supplied projects from £500 to over £1,000,000 supply & deliver only to full site management under CDM regulations
- Advanced SEMA member & SafeContractor approved

Our Process



Consultation

Identify Unipart needs, objectives, budget considerations, and recommend appropriate solutions



Survey

Conduct a site survey to gather measurements and notes, forming the basis for initial concepts



Design

Develop designs in accordance with industry standards, integrating proven methods with modern technologies



Proposal

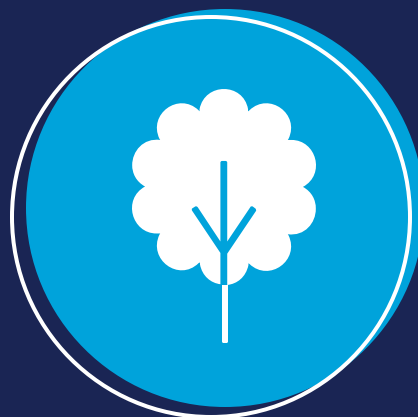
Present a detailed proposal including equipment specifications, lead times, and scope of responsibilities

Our Process



Planning

Assign an in-house project specialist or manager based on the complexity of the contract



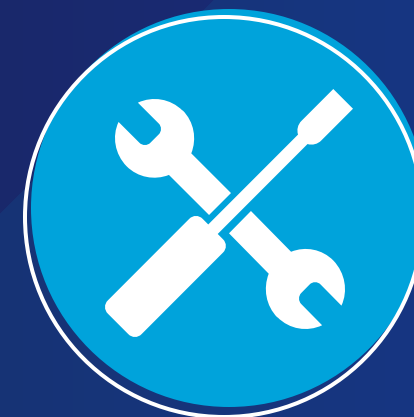
Sustainability

Working with approved suppliers who share our sustainability & environmental goals



Health & Safety

Operate under certifications such as SafeContractor, SEMA 'Advanced,' and ISO 9001, ensuring all projects are executed in compliance with current safety regulations



Aftercare

Provide ongoing technical support and maintenance agreements to ensure continued Unipart satisfaction



Our Mission

To think both creatively and practically about storage projects to ensure that our solutions are truly the best for our customer's needs

Our Services



Adjustable Pallet Racking



Cantilever Racking





Shelving

Mezzanine Floors



Warehouse Partitions



Expert Racking Inspections

Why it matters

- Helps prevent warehouse accidents and costly downtime
- Supports legal compliance and Health & Safety obligations
- Prolongs the lifespan of your racking system
- Ensures safe working conditions for staff



Rack Inspection Training

Benefits

- Enhances workplace safety and early issue detection
- Supports compliance with HSE and SEMA guidelines
- Reduces risk of racking failure and associated downtime
- Empowers teams to take proactive safety measures



Rack Repairs

Benefits

- **Nationwide Coverage**
Reliable repair service across the UK, delivered by trained and experienced installers
- **Certified Repairs**
A Certificate of Completion is issued for all repair work, supporting your Health & Safety and compliance records
- **Cost-Effective Solutions**
Significant discounts through our established framework agreements with leading manufacturers



Account Management

Managing Director –
Spencer Toop
Overall operational
control & visibility of the
account. First point of
contact for new
enquiries
07831 121613

Director –
Wayne Morran
Input to customer related
enquiries & contracts. Day
to day management and
point of contact if Spencer
Toop is unavailable
07979 555724

**SARI Inspector –
Stephen Chiswell**

Site audit &
preparation of
inspection report,
including
recommendations

**Inspection &
Training
Administrator –
Lynden Hunt**

Inspection / training
quoting, booking in
& processing

**Inspection Repairs
Process Engineer –
Lee Cook**

Inspection repairs,
quoting and site
surveying

**Design Engineer –
Ryan Stead**

Drawing, estimating

**Project Process
Engineer –
Mike Bedworth**

Project
management,
liaising with
suppliers, project
documentation

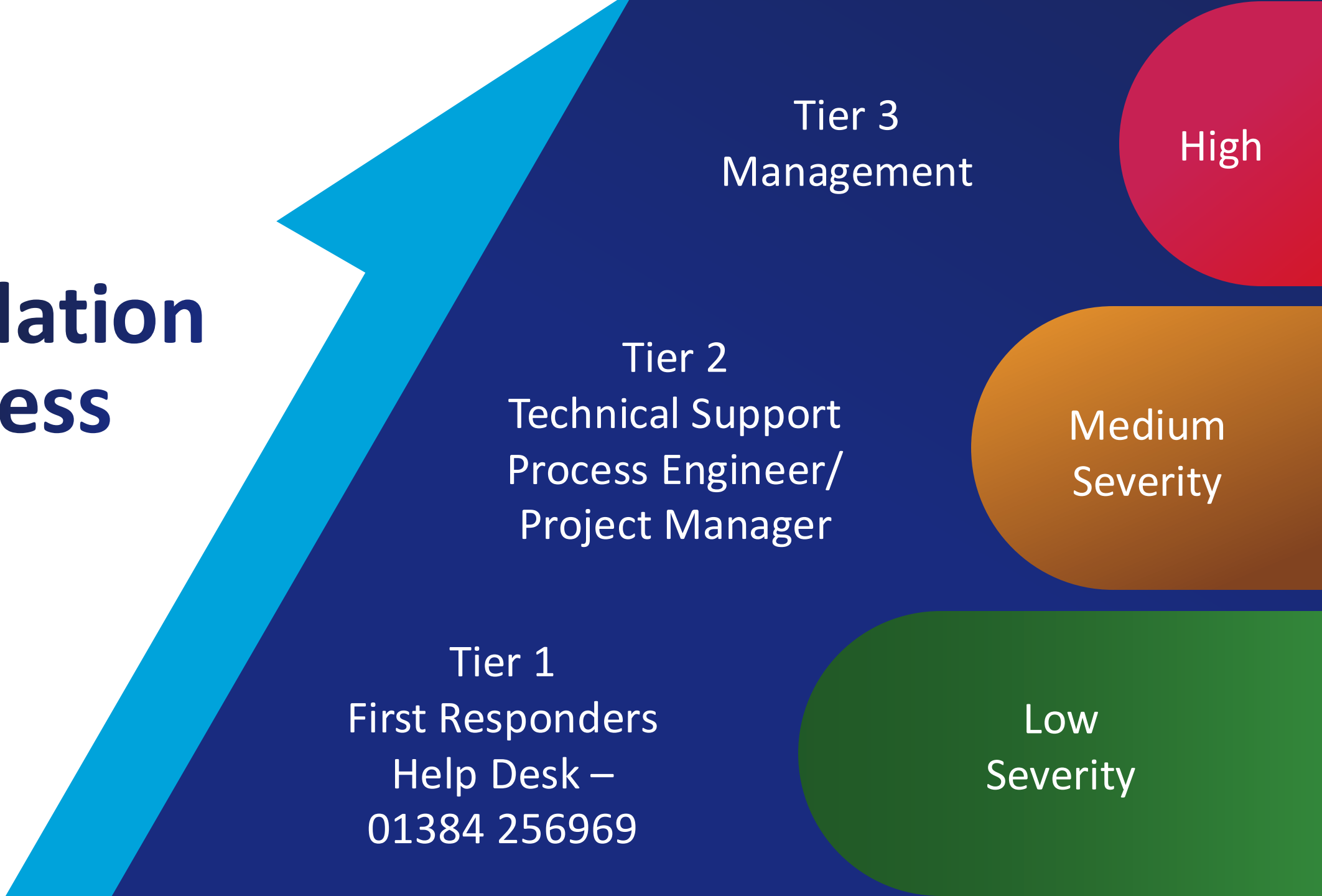
**Project Manager –
Liam Yates**

Project
management
liaising with client,
organises site
installation through
to completion

**Contract
Co-Ordinator –
Anna-May
Garrington**

General
administration work

Escalation Process

A diagram illustrating the Escalation Process. It features a large blue arrow pointing upwards and to the right, set against a dark blue background. The arrow is divided into three horizontal sections, each representing a tier of support. To the right of the arrow, there are three colored circles: a red circle at the top, an orange circle in the middle, and a green circle at the bottom. Each circle is labeled with a severity level. The text for each tier is positioned to the left of its corresponding circle.

Tier 3
Management

High

Tier 2
Technical Support
Process Engineer/
Project Manager

Medium
Severity

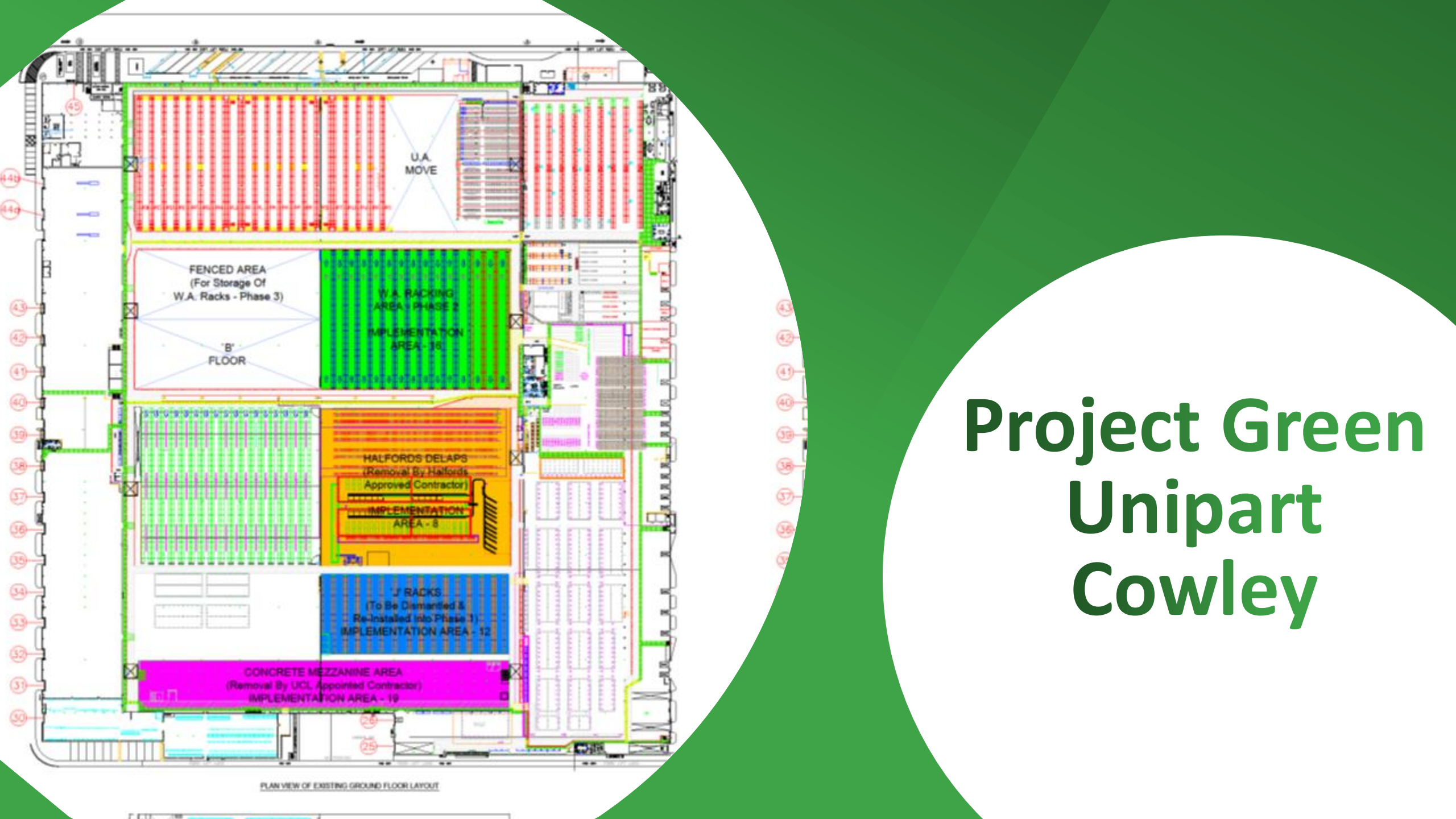
Tier 1
First Responders
Help Desk –
01384 256969

Low
Severity

Installation Team Locations



Case Studies & Performance Metrics

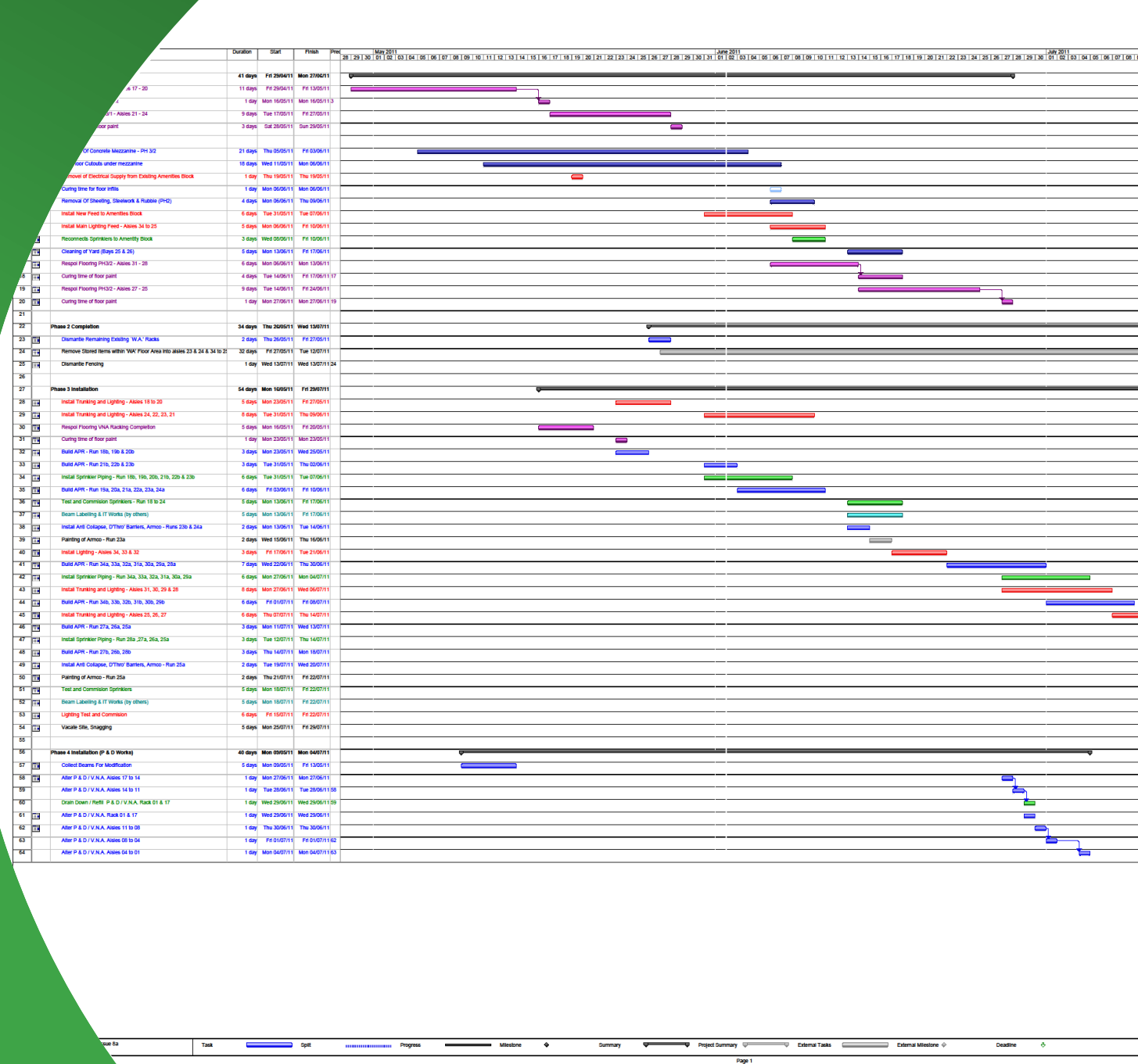


Project Green Unipart Cowley

PLAN VIEW OF EXISTING GROUND FLOOR LAYOUT

Project Green – Unipart Cowley

- Teepee worked in partnership with Unipart to present the proposal to the client – Homebase
- £1 million + project value
- 12 weeks on site project duration



Project Overview

- Main contractor role
- Dismantle 963 bays of existing racking
- Demolition of 3,515m² concrete mezzanine floor inc. saw cutting concrete for base plate removal
- Infill 186 no. concrete base pads with high strength epoxy resin
- Relocation of 963 bays of existing racking
- Supply & installation of 555 bays of new racking
- Supply & installation of in-rack sprinklers
- Supply & installation of new high bay warehouse lighting
- Above works carried out in phases with minimal disruption to Unipart

Before

- Concrete mezzanine to be removed
- Demolition of mezzanine
- Mezzanine columns sunk into floor slab





Before

- Existing rack to be re-sited
- Floor area for new racking
- Existing VNA racking to be modified



After

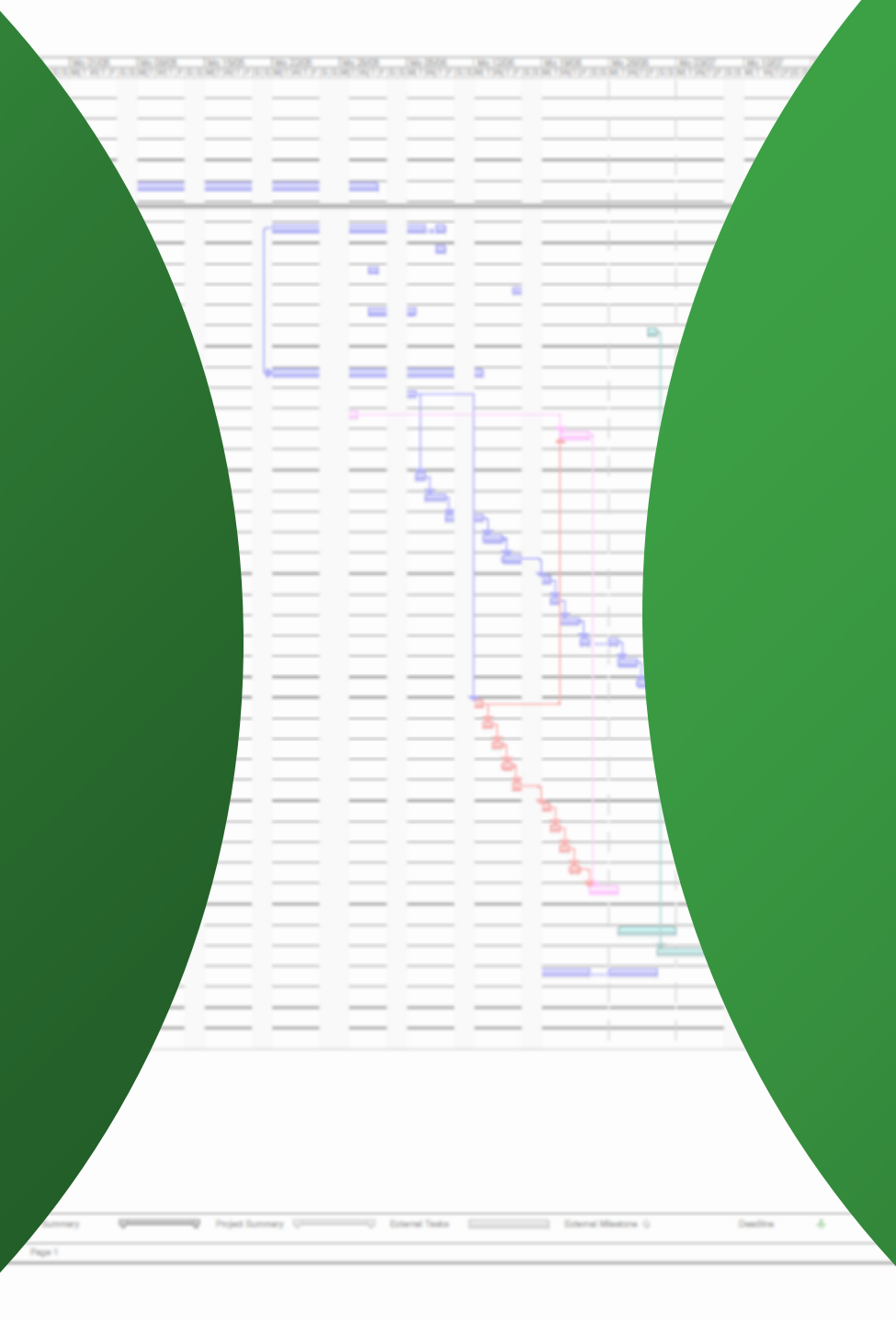
The image displays a detailed architectural drawing of the MPS8 Lutterworth building. The top portion is a large floor plan, characterized by a dense grid of columns and various structural annotations. A prominent blue line runs vertically through the center, and several red lines define the building's footprint. The bottom portion shows a series of vertical cross-sections or elevations, labeled with numbers and text, providing a three-dimensional perspective of the structure. The entire drawing is set against a white background with a faint grid. A large, semi-transparent green circular graphic is overlaid on the right side of the image, containing the text 'MPS8 Lutterworth' in a bold, white, sans-serif font.

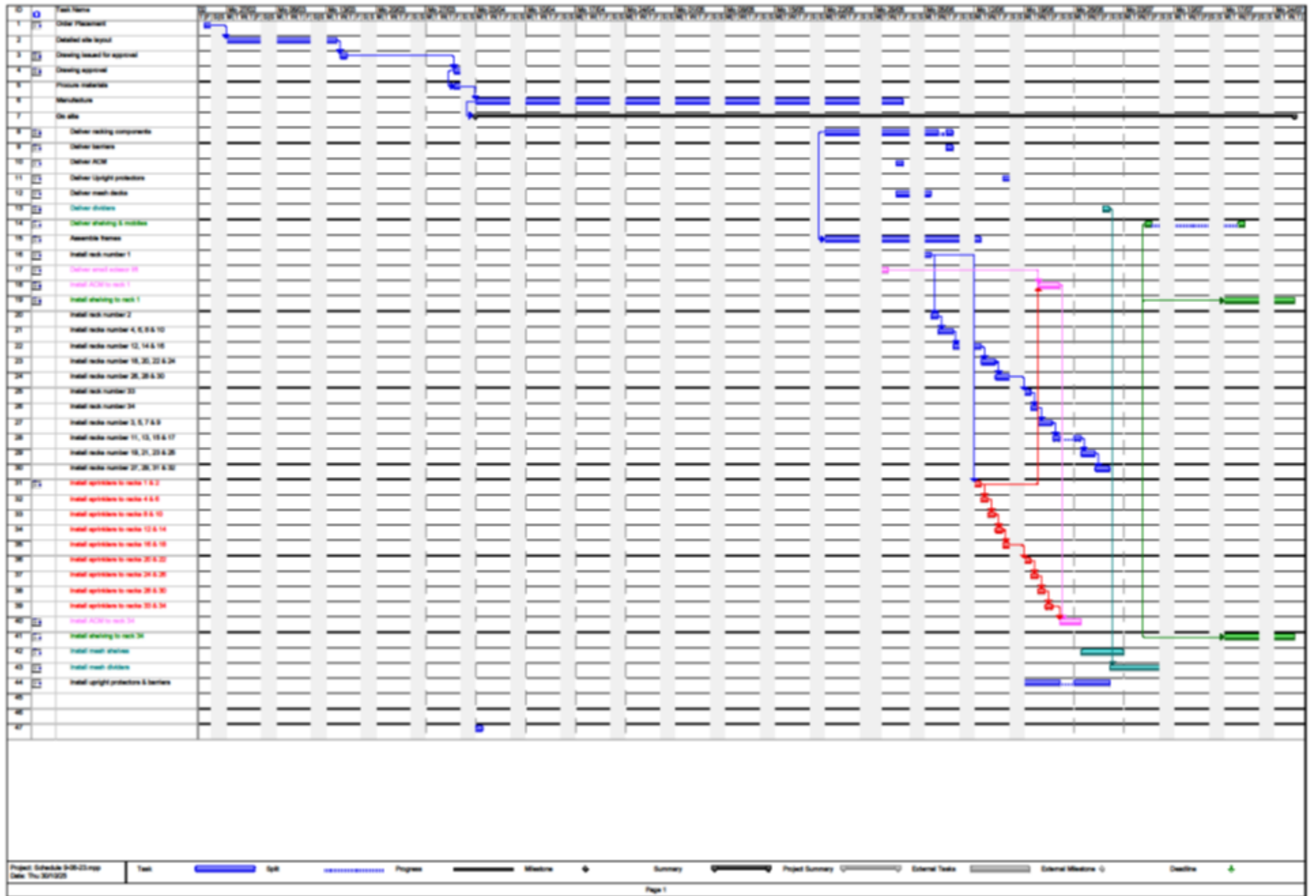
Project Overview

- Initial enquiry details – May 2022
- Final quotation & purchase order awarded, February 2023 - £1.083 million
- Working in partnership with Unipart's design team, we redesigned the racking layout to correctly accommodate the in-rack sprinklers and achieve the storage requirements needed by your client
- From order placement to completion – 22 weeks
- Teepee successfully worked in partnership with Unipart's nominated main contractor and their sprinkler contractor

Initial Challenges

- Consultants design exceeded the floor load capacity
- Bay sizes were not in accordance with SEMA standards
- Frame heights and flue gaps were not compliant for in-rack sprinklers
- Picking levels didn't have product dividers required for the in-rack sprinklers
- The proposed layout didn't incorporate the building steelwork
- No protective mesh had been requested for single sided racks

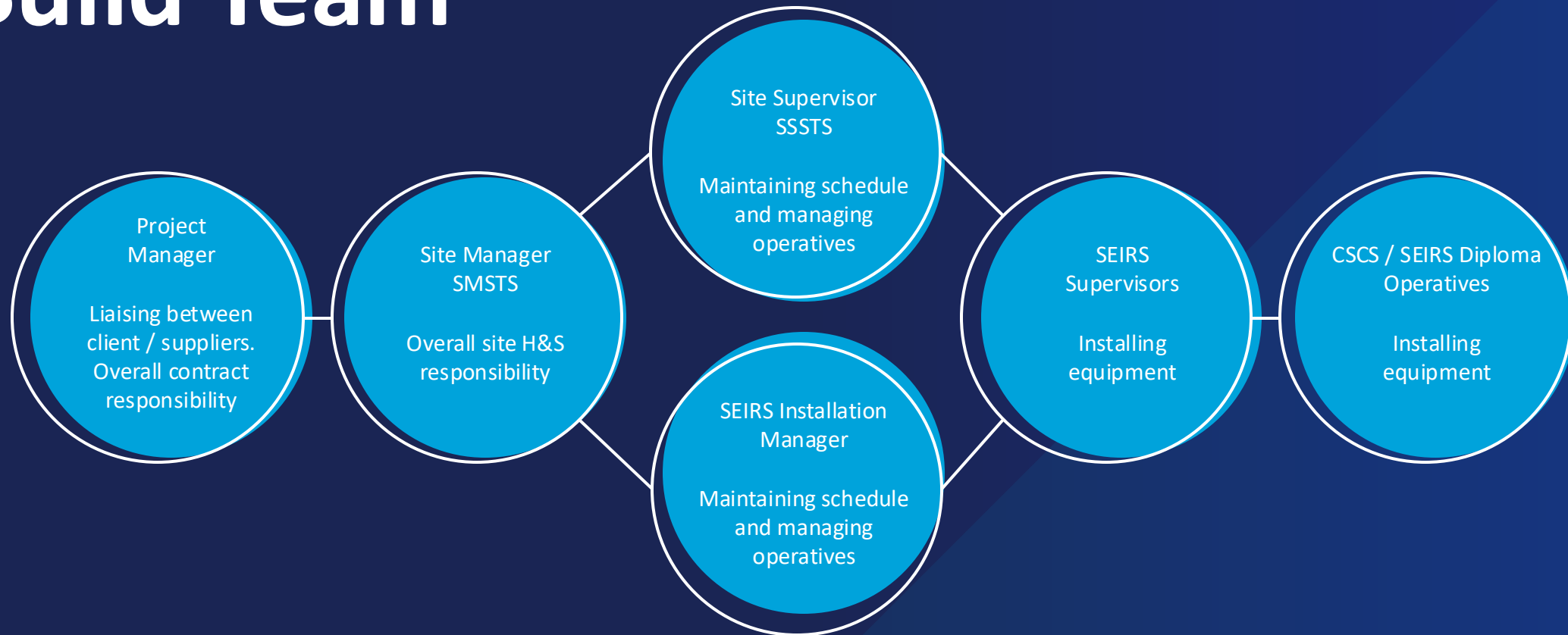








Site Management/ Build Team



Financials & Reporting (Inspection)



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Expert Racking Inspections

Expert racking inspections are comprehensive safety assessments of storage racking systems conducted by qualified professionals. These inspections help ensure that racking structures are safe and compliant with industry standards such as SEMA or HSG 76

Costs are calculated based on the number of racking / shelving bays being inspected



What's included

- Visual checks in accordance with SEMA guidelines
- Assessment of installation quality and structural integrity
- Identification of unsafe modifications or missing components
- Load sign plausibility
- Site conditions i.e. lighting, floor condition, tidiness / house keeping
- Interfacing with mechanical handling equipment
- Check to ensure PRRS is in place and regular inspections / records are being undertaken by trained staff
- Red risks are reported to the client before the inspector leaves site and a red risk report issued



**Expert
Racking
Inspections**

Expert Racking Report

What's included

- A detailed description of the equipment being inspected, including manufacturer of the equipment and material sizes
- A locational summary itemising equipment damage or areas of concern
- Risk categorisation (e.g. red, amber or green for damage severity)
- Site layout drawing
- Recommendations for corrective actions
- Certificate of Completion – valid for 12 months
- Red risk report (if applicable)

Expert Racking Report

TEEPEE INSPECT			
Location	Damage	Risk	Remedial Action
VA09-29-15-B	Front & rear beams	Amber	Replace
VA09-07/09	7th Diagonal	RED	Unload
VA09-09/11	Bottom horizontal	Green	Monitor
VA10	Missing load sign	Amber	Replace
VA10-28/30	Bottom diagonal	Amber	Replace
VA10-56	Bottom diagonal	Green	Monitor
VA11-49/51	Twisted front baseplate	Amber	Reposition
VA11-41/43	Bottom diagonal	RED	Unload
VA11-53/55	Bottom horizontal & diagonal	Green	Monitor
VA11-05/05	Bottom diagonal	Green	Monitor
VA11-05/05	Twisted front baseplate	Amber	Reposition
VA12-01	Bottom diagonal	Amber	Replace
VA12-27/29	Bottom horizontal	Amber	Replace
VA12-27/29	Twisted front baseplate	Amber	Reposition
VA12-35/37	7th Diagonal	Amber	Replace
VA12-45C	Front beam	Amber	Replace
VA13-51/53	Bottom diagonal	Amber	Replace
VA13-33-03-B	Front beam	Green	Monitor
VA13-21/23	Loose floor fixing	Amber	Tighten
VA13-17/19	Bottom diagonal	Amber	Replace
VA13-07/09	Bottom diagonal	Amber	Replace
RC01	Incorrect load sign	Amber	Replace
RC01-46/48	3rd Diagonal	Amber	Replace
RC02 Odd	Incorrect load sign	Amber	Replace
RC02-30/32	3rd & 5th Diagonals	Green	Monitor
RC02-26/28	Bottom horizontal & 3rd diagonal	Amber	Replace
RC02-14/16	Bottom horizontal	Amber	Replace
RC02-12/14	Bottom horizontal	Amber	Replace
RC02-19/21	3rd Diagonal	Green	Monitor
RC03-46/48	9th Diagonal	Amber	Replace
RC03-57/59	Bottom horizontal	Green	Monitor
RC03-53/55	Bottom horizontal	Green	Monitor
RC04-39	Bottom horizontal	Green	Monitor
RC05-39	2nd Diagonal	RED	Unload
RC05-45	Front beam level 3	Green	Monitor
RC05-46/48	Bottom horizontal	Amber	Replace
RC06-20	Front beam level 1	Green	Monitor
RC06-12/14	Bottom diagonal	Amber	Replace
RC06-35	Bottom horizontal	Green	Monitor
RC07-44/46	Bottom horizontal	Green	Monitor
RC08-17/19	Bottom horizontal	Green	Monitor
RC08-23/25	Bottom horizontal	Green	Monitor
RC08-51/53	9th Diagonal	Amber	Replace
RC09-50/52	Bottom horizontal	Green	Monitor

Damage
List

On Site Equipment Specification – Adjustable Pallet Racking:

*All dimensions included in this report are guide dimensions and MUST be confirmed by your supplier before remedial works commence.

APR Specification box: RC 1-10		Quantity of bays: 220		Temperature: Ambient
Manufacturer	Apex	Beam Clear Entry:	2700mm	Frame Construction: Bolted
Upright duty / size	12	Beam Width x Depth/duty: 90 box /110x50mm open		Upright to foot connection: Bolted
Frame height	9450mm	Height to First Beam:	See table below	Floor Fixings/Baseplate: 2
Splice Height (if applicable):	7100mm	Beam Pitch:	See table below	Baseplate: Standard
Frame depth:	900mm	Beam Levels:	See table below	Upright Colour: Blue
Bracing gale:	1500mm	Low level picking levels:	Yes	Beam Colour: Orange
Double sided:	Yes	Beam levels decked:	Steel mesh	
Flue:	350mm	Decking thickness:	N/A	
Overall Depth:	2150mm	Decking supports:	N/A	
Row spacers:	4			
Barriers to exposed areas: Yes		Anti-collapse to rear: RC10		Upright guards to uprights: No
Load notice sign: See table below				

Run	Height to first beam	Beam pitch	Number of levels	Load notice
RC01-06	1850mm	1850mm	4	Teepee 6977/1110, July 2011
RC07 Odd	1850mm	1850mm	4	Teepee 6977/1110, July 2011
RC07 Even	1850mm	1875mm	4	Teepee 7536/0413, April 2013
RC08	1125mm	1850mm	5	Teepee 7536/0413, April 2013
RC09 Odd	1125mm	1850mm	5	Teepee 7536/0413, April 2013
RC09 Even	1125mm	1850mm	5	Teepee 7536/0413, April 2013
RC10 Odd	1850mm	1850mm	4	Teepee 6977/1110, July 2011
RC10 Even	1125mm	1850mm	5	Teepee 7536/0413, April 2013



Material
Specification

TEEPEE INSPECT	
Certificate of Completion	
This is to certify that	
Unipart	
Has undertaken an independent export storage systems inspection in accordance with SIRA guidelines.	
Certified on	Expires on
15th July 2025	July 2026
Working together for a safer environment	

Certificate

Sustainability & Environmental Initiatives



As a Company, we have / use:

- LED lighting installed throughout our offices and motion sensors installed to eliminate non-essential usage and reducing electric usage by 72%
- 100% renewable energy supplied
- Company vehicles which are electric or hybrid powered
- Reducing paper usage by going digital reduced our carbon footprint by 56%
- Separate waste materials including paper, cardboard, metal, glass, food and printer cartridges and recycling wherever possible working in partnership with Ash Waste Services
- Thermostatically controlled electric heaters are installed throughout our offices
- We inform all employees and suppliers of the Environmental Policy's contents and help raise awareness with training all employees whose activities have a significant environmental impact
- We work with approved suppliers who share our environmental and sustainability values





Our future plans / opportunities include:

- Achieve ISO14001 accreditation by 2027
- Upgrading our air conditioning system by 2032 (12 years old)
- Replace office equipment (PC's, printers etc) with energy star rated appliances by 2027
- Becoming carbon neutral by 2035
- Reviewing the use of solar panels

We have strategic partnerships with suppliers who have / are:



ISO14001 Certified



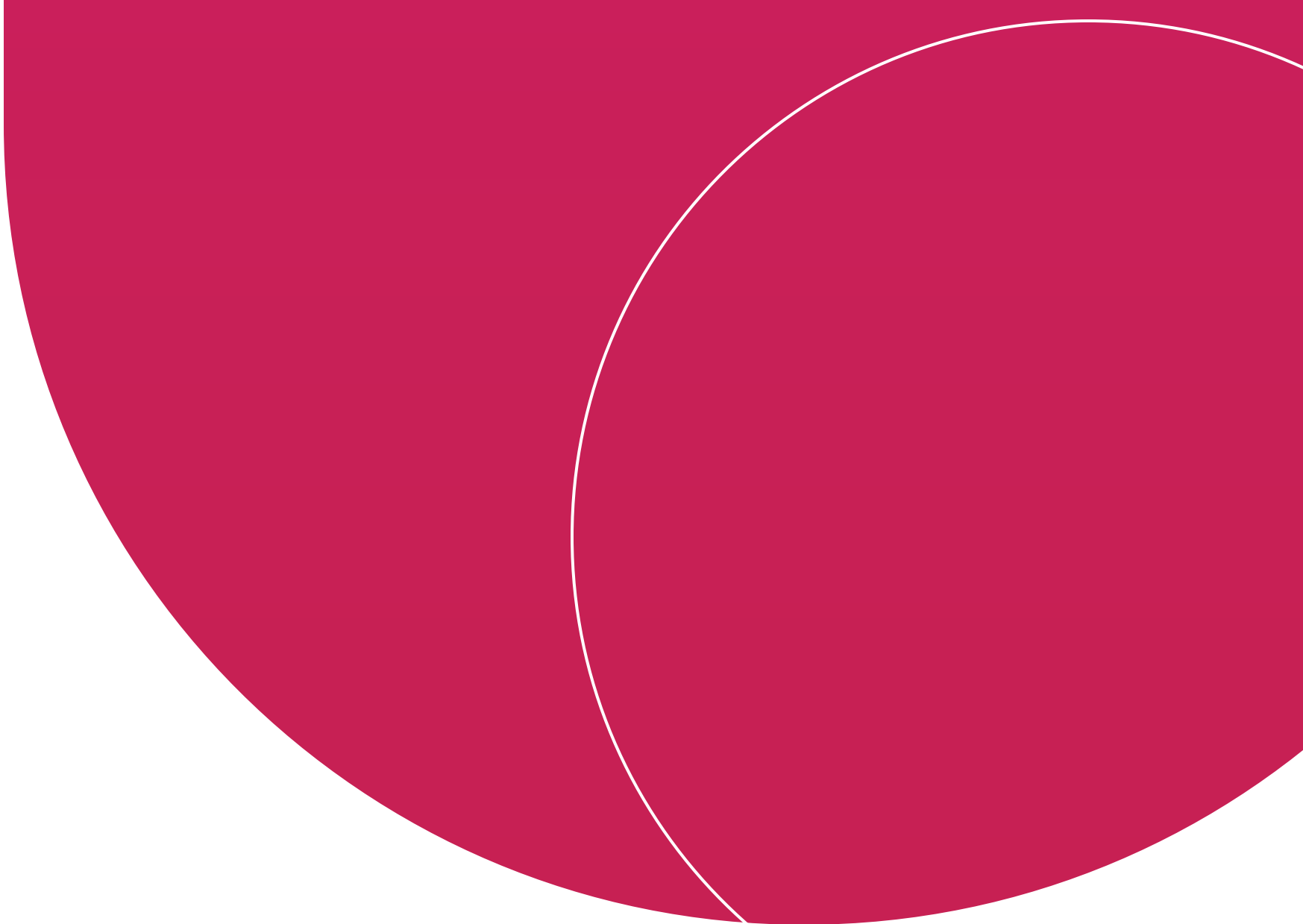
Within top 5% of companies assessed globally for sustainability performance



Target to reach Net zero between 2035 to 2050



Fully compliant with Modern Slavery Act 2015 & Sanctions on Russian imports



Innovation

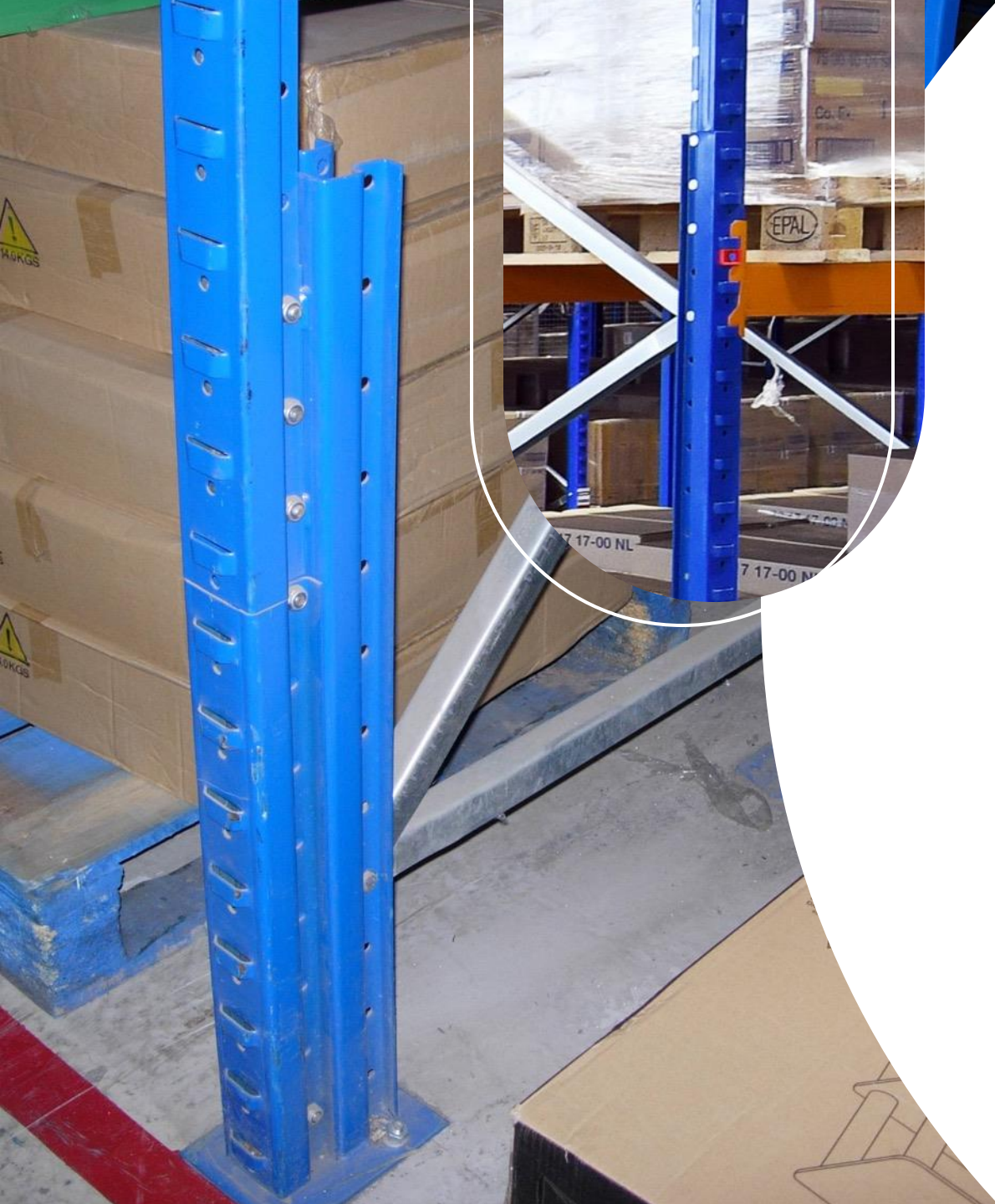


Working in partnership as a distributor for many manufacturers, most innovated equipment ideas originates from the manufacturers. However, as a distributor we have had many instances where your needs aren't always provided from one particular supplier, therefore we work hard to fully understand your requirement's and then either source the correct solution from alternative suppliers or work with the equipment manufacturers to achieve the required solution but in accordance with their own design constraints – this transparency ensures that all equipment we provide is fully covered under the manufacturers warranty

**Innovation is the introduction of new ideas,
products, or methods, or the significantly
improved use of existing ones**

Innovation is the introduction of new ideas, products, or methods, or the significantly improved use of existing ones

Two examples of innovation Teepee have provided to Unipart are as follows –



Sacrificial Leg v Spliced Joint

In the Project Green case study from earlier within the presentation, we were asked to install a sacrificial leg to the new racking layout to reduce the cost of needing to replace a full upright

Although this is a standard racking option the cost is quite expensive, we therefore proposed and installed a 'spliced' joint in the front upright – this allowed the lower section of the upright to still be replaced but at a fraction of the cost of a sacrificial leg

The position of the splice joint was in accordance with the racking manufacturers guidelines and therefore, fully compliant with their recommendations

Storeganiser v Slide A Side

At your Bermuda park, Nuneaton site, we were asked to quote for installing 'storganisers' within the existing racking. After extensive investigation as to why 'storeganisers' were required and how they worked, we established they were unsuitable for fitting into the existing racking system as they were only flame retardant and therefore did not meet your insurance companies requirements

Our solution was to design and install a steel 'slide a side' shelving system. This system incorporated small part shelving locations 3 deep within the racks. As the construction was fully steel, this complied with your insurance company requirements while at the same time met the functional requirements of the business



What sets us apart from our competitors

- Proven track record - working with you for 35 years. We understand your business, we know your facilities, and we know the people who work for you, likewise they know us
- Dedicated team providing annual expert inspections, rack safety training, and repair service - supported by framework agreements with key suppliers
- We go to tender on your behalf, ensuring competitive prices and achieving realistic lead times as well as ensuring our solutions meets your requirements
- We have worked along side your design solutions and facilities teams to implement changes or just review feasibility projects and budget costs
- Support environmental sustainability by collaborating with suppliers to achieve both our own and your net zero targets between 2035 and 2050
- Successfully managed site under CDM Regulations on your behalf including managing your own appointed subcontractors

Any Questions?