

Award Notification

To: Mr. Nigel Greenslade, General Manager, BiS spaceXchange
From: Awards Committee
Issue Date: 8th June 2010
Award Title: 'Innovation in Pallet Storage 2010'
ITM Liaison: Mr. Patrick Sheedy, Media and P.R. Director



*Agents for BiS spaceXchange are hereby authorised to
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Birmingham 8th June 2010 – The logistics sector is worth upwards of £55 billion to the UK economy every year. Over the past decade, the sector has introduced some important changes to modernize the handling of the supply chain, such as new technology, automated processes and innovative systems of stockholding and checking. During this time, the Institute of Transport Management (ITM) has accredited the companies which have pioneered these modernizations to the benefit of the logistics sector, the transport industry and the economy as a whole. It continues to look out for the development of leading-edge technology as well as new strategies of operation. Today, the Institute is pleased to announce the Award of the 'Innovation in Pallet Storage 2010' title, which is to honour the achievements of BiS spaceXchange.

BiS spaceXchange is a relatively young company, established in 2000 as part of BiS Henderson, the prominent recruitment, interim management and consultancy company with a quarter of a

century of industry experience. Nevertheless, it already holds widespread respect, as a result not only of its background but its partnership with the well-known Chartered Institute of Logistics and Transport (CILT) UK and the expertise of its staff, who are committed to delivering first-rate services to all clients. As a warehouse brokerage company, BiS spaceXchange links up businesses who have space to offer with those who need it, whether on a long- or short-term basis. BiS serves a diverse range of clients in the retail, manufacturing, wholesale, third party logistics, technology, e-commerce, defence, telecommunication and public sectors.

BiS delivers cost savings and flexibility to companies in need of storage space by using its extensive network of contacts in the industry to identify the best opportunities for its clients. The team at BiS is experienced and knowledgeable and always looking to enhance its understanding of market trends. From this strong platform, BiS is currently predicting a shift towards shared user warehousing which maximizes flexibility and defrays the cost of dedicated solutions. With insights like these, BiS helps those in need of space to find it and those with it to fill it – to mutual financial and commercial advantage.

Commenting on the Award to BiS spaceXchange, Mr. Patrick Sheedy remarked as follows: “The present time is one in which many businesses involved in logistics are struggling to counter the pressures associated with the downturn in the economy – both providers of logistics services and their users. This can mean that warehouse users realize the need to exit their lease and attempt to find a more cost effective solution; meanwhile, warehouse owners and operators must keep attracting clients in order to survive. BiS spaceXchange smooth’s over the gaps between these needs, uniting appropriate partners following extensive research and sophisticated matching processes. The result is a success for everyone, and a solution to some of the difficulties engendered by the economic downturn.”

“The Institute is always glad to reward companies which facilitate interactions between other businesses in the industry, helping them to operate efficiently and cost-effectively. New technology often provides the stimulus for greater commercial success, but strategic conceptualization is just as important – experience, knowledge, expertise, research and the application of all these to practical solutions. In the current economic climate, I think this is the correct approach; the

intelligent reorganization of existing resources. Congratulations to BiS spaceXchange on winning the 'Innovation in Pallet Storage 2010' Award. This is the first time the company has been accredited by the Institute, but judging by the ethos of creative-thinking which characterizes BiS, I believe it is safe to say that it will not be the last."

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