



“I can’t recommend Kuboid enough”

- Robert Cooks, Owner

**Arden Self Storage is 100 percent let and delivering an exceptionally high return**

**Location:** Solihull, England  
**Solution:** Design, delivery and aftercare of self storage facility  
**Results:** 100 percent let

### The challenge

Farmer Robert Cooks had diversified into storage on his land in 2007 when his farming work became unprofitable, by converting his former cattle shed. A few years later, due to customer demand, he wanted to add an extension so chose four companies, including Kuboid, from an industry magazine and got in touch. Kuboid impressed him the most due to their experience and can do attitude.

“I could tell they knew what they were talking about but weren’t pressurising at all which was the way I liked it. We just got on from day one.”



### The solution

Kuboid visited Robert’s site to conduct a site survey and designed a solution to maximise the available space for the best return. This included the various unit sizes and partition system, positioning of mezzanines and stairs, fire regulations, automatic lighting and security. Each unit is fully alarmed, and customers have their own keypad number for 24/7 access. Robert was impressed by the team’s commitment with delivering the project to the highest quality whilst still keeping to schedule.

“Kuboid took an awful lot of weight off my shoulders because being a farmer I had no idea whatsoever about self storage. I was never made to feel inferior or like I was asking stupid questions. Kuboid assured me that anything they could help me with, they would.”

Post construction, the Arden team have made regular use of Kuboid’s after care service for advice and assistance: “They are always on the end of the phone”. Robert says that it’s due to the excellent after care that they have used Kuboid for additional projects.

## The Result

Today Arden Self Storage is 100% let, which Robert says is thanks to Kuboid as they chose the perfect percentage of units and even during the pandemic the facility ran at over 85% occupancy. He says it generates an exceptionally high return on investment compared to his past life as a farmer.

Due to the substantial profits made, Robert also began looking at future investments and has since added two arrays of solar panels with 250 kva in each array, which is providing them with free electricity during the day while getting paid for exporting the remaining electricity to the grid.

Robert says his family now have a much better quality of life, with weekends and bank holidays freed up and less physically demanding work. He has also been able to buy

all three of his children a house and says the financial security has put his family in good stead for the next two generations, which farming would not have done.

Due to his positive experience, Robert has even convinced another farmer in Wales to move into self storage with Kuboid, which has transformed his life.

“If I was asked by a fellow farmer or anyone else considering self storage I would recommend Kuboid. What they say they will deliver in time, help, price. They stick to what they say. I don't know how any other company could have helped us at Arden Self Storage better than Kuboid did.”

## The full spec:

**Range of unit sizes:** 25 sq ft to 100 sq ft  
**Door Colour:** Forest Green  
**Trim Colour:** White

**Scope of works:** Partitioning, mezzanine, fire protection, electrics, stairs and floor painting

