



“Even though this was a relatively minor project, Kuboid’s attention to detail and customer care were second to none.”

- Sean, Owner

## Small project yields big results for Vulcan Self Storage

**Location:** Derby, England  
**Solution:** Design and installation of 29 units to an existing facility.  
**Results:** Successful facility extension and customer has no hesitation in partnering with Kuboid again.

### The challenge

Vulcan Self Storage started trading in October 2020 after Managing Director Sean noticed a lack of storage options available in the area.

Sean partnered with a supplier who delivered partitions in two separate phases and the facility soon became occupied due to the high demand for self storage. In 2022, after two years of trading, Sean started to plan his third phase, and he decided to look for a price comparison within the market.



Sean contacted his previous supplier as well as multiple others so he could find the best product at the best price. Within 24 hours, Kuboid were the first to respond to Sean’s enquiry. He was immediately impressed and put at ease.

“We liked Kuboid because from the minute I picked up the phone I felt comfortable talking to the team, and within 3 days they had already arranged a site visit and assessed the facility.”

### The solution

Kuboid spent an afternoon with Sean to understand his exact requirements and to provide advice and guidance on what would work best for his facility. Sean instantly noticed that a good customer relationship was very important to Kuboid.

Once the site survey was complete, Kuboid’s CAD team designed a solution to maximise the available space for the best return. Although the project was relatively small, it was paramount to Kuboid to deliver the highest quality service so their customer could have the best result.

As soon as the proposed layout and pricing were agreed the construction quickly followed. Kuboid built a strong relationship with Sean and regularly updated him on the progress of his project which he valued.

“Kuboid were there at the end of the phone if I needed them at any point.”

Kuboid were quickly on-site to install the partitions to create the additional 29 units. Sean mentioned in his first meeting with Kuboid that he would personally like to take ownership of the electrics and CCTV, and he appreciated that there was no pressure from Kuboid to install their own products.

Sean was so impressed by Kuboid’s commitment to the project, he felt like his facility was just as important as their other larger customers, proving that no project is too large or too small for Kuboid.

“We had explained to Kuboid that we were going to install the electrics and cameras ourselves, and there was no big sell from Kuboid.”

## The result

“Kuboid just got everything right, the customer relationship is excellent, and they deliver on what they say.”

Today Vulcan Self Storage has captivated the market in Ashbourne, and the facility is thriving with lots of repeat business and over 50 five-star reviews on Google.

Sean was so impressed with Kuboid going above and beyond, and the quality of the product, that they have now become his preferred self storage construction partner.

Although Sean has not needed to make use of Kuboid’s aftercare service, he knows that they are just a phone call away.

“They delivered 100% perfection and it was 100% correct for what we wanted.”

## The full spec:

**Range of unit sizes:**  
**Door Colour:**  
**Trim Colour:**

25 sq ft to 100 sq ft  
Tangerine Orange  
White

**Scope of works:**  
19 additional units and partition system

