



“Self storage has helped us capture the market.”

- Ryan & Alex, Operators

Family run removals company established in 1965 diversifies into self storage

Location: Widnes, England
Solution: Design, delivery and aftercare for two storey self storage facility.
Results: Customer plans to further extend facility with Kuboid.

The challenge

Established in 1965 Roy Jack’s Removals, decided after a number of internal discussions and market research to adapt their business to reflect the rapidly growing self storage trend.

“I felt like we had to diversify in some way or another, and self storage for us was the best option.”

Previously specialising in removals and container storage, operators Ryan and Alex felt that containers were not particularly customer friendly and could be inconvenient for themselves and their customers.



As a company who valued customer relationships, they decided that opening a purpose build self storage facility was the way forward.

“The downside of container storage is the accessibility for our customers. After much consideration, we concluded that a dedicated self storage facility would be better for our customers and ourselves.”

The solution

Ryan and Alex researched the industry and discovered Kuboid. After reaching out, a member of Kuboid quickly arranged a visit so they could meet the customer in person and look around the large, empty warehouse.

On the day of the visit, Ryan and Alex were quickly impressed by Kuboid’s customer service and industry knowledge, and they didn’t hesitate to partner with the self storage experts.

“I really liked the customer service from the word go.”



After the initial site survey, pricing was agreed and the drawings were produced. The designs were discussed at length and Kuboid provided in depth advice on what would work best for the customer. As first-time self storage operators, Ryan and Alex really appreciated Kuboid's expertise and input.

"We were talked through the maximum yield we could achieve with each size unit, and they added units in places I didn't even think would fit."

Construction of the site quickly followed, and the Kuboid installation team worked hard to install partitions, mezzanines, lighting, staircases, electrics and fire protection on two floors, exceeding customer expectations at every stage of the project.

Ryan and Alex recalled that Kuboid were always at the end of the phone and on hand to talk through any queries or questions about the on-going project.

"Kuboid held our hand right through the process, even when at times, it seemed overwhelming."

The result

Roy Jack's Removals launched its first purpose-built self storage facility in 2021 which has since become a huge success. Ryan and Alex are able to provide their customers with fantastic customer service and have now become part of the full removal's life cycle.

Ryan and Alex couldn't be happier with the well-designed facility and they proudly state that diversifying into self storage has allowed them to capture the market in Widnes.

After experiencing first-hand how successful combining removals and self storage has been, Ryan and Alex have discussed plans about extending the facility in the future.

"We want to extend and possibly expand into other areas, and that's something we would like Kuboid to help us with."

The full spec:

Range of unit sizes:
Door Colour:
Trim Colour:

25 sq ft to 100 sq ft
Blue
White

Scope of works:

Partitions, mezzanine, electrics, floor paint, security

