



“If it had been another company who had just agreed with us and gone with the original plan, we would not have had such an integrated installation.”

- David Ross, UK Construction Manager

## The largest owner and operator of self storage facilities in Europe begins long-term partnership with Kuboid

**Location:** London, England.  
**Solution:** Delivery of self storage units within a basement of an existing facility.  
**Results:** Customer thrilled with Kuboid's delivery of the complex build and plans to continue partnership.

### The challenge

Shurgard Self Storage is the largest developer, owner and operator of self storage facilities in Europe and has more than 260 storage locations. Recently, the self storage giant acquired multiple sites across the London area, including a competitor facility based in Euston.

When Shurgard acquired the Euston facility, the only undercapitalised area was the basement. After 18 months of trading, the company decided to investigate building additional storage units within the basement. However, due to the uneven concrete floor, the pipework, sprinklers and drainage systems, adding additional units would be challenging.

Through Shurgard's recent site acquisitions, the company came to know of Kuboid and decided to reach out.



“Kuboid installed the store we acquired over ten years ago, and I was impressed with the quality of the build. That site withheld ten years of Camden trade. It's a very busy place and a busy site, and the installation stood up to it. I reached out to the team, and they introduced me to other Kuboid installations. My Director and I were both very impressed.”

After visiting multiple facilities installed by Kuboid, it wasn't long before the team at Shurgard decided to choose them as a partner for the Euston project. From the beginning, it was critical that Kuboid were able to meet Shurgard's strict deadlines and requirements.



### The solution

Once the planning for Euston began, Shurgard's in-house design department furnished Kuboid with plans and proposed layouts. The experienced Kuboid design were able to advise and help on a variety of areas that could be improved. Once the drawings were finalised, UK Construction Manager, David Ross, met the Kuboid team on-site to go through the proposed plans.

“Once I met with Kuboid, I realised how complex the build would be, and within ten minutes both parties realised that the plans needed to change.”

The original plan was to build directly on the concrete slope leading into the basement, but instead, Kuboid thought of a 3-step mezzanine concept. Kuboid decided that the best option would be to build 3 mini mezzanine platforms, ensuring that the units are level and safe for the end user.

“Initially we were going to build units on the concrete slope into the basement with small steps down it. It was Chris and Andy who came up with the concept of designing a 3 step mezzanine floor, and after some further discussions, we realised that this was the best option moving forward. It was economic, fitted within the budget, and the plan had fantastic execution.”

The project came with multiple challenges, not just the concrete ramp. There were various drainage man-holes, pipes, and pre-existing sprinklers on the site, so the Kuboid installation team had to find alternative solutions that didn't compromise the net lettable area.

“Kuboid's Construction Manager is worth his weight in gold. Throughout the project, the entire team had a can-do attitude. When you're dealing with projects with 7 or 8 floors, sometimes slight changes happen, but Kuboid always dealt with these head on and it never posed a problem.”

## The result

When completing the final checks, Shurgard's UK Construction Manager and two company executives walked around the site and were impressed with the quality, and how the complexity of the project had been handled.

Since project completion, Kuboid's relationship with Shurgard has gone from strength to strength and Shurgard has described the partnership as “long-term”.

“The team at Kuboid are trustworthy, reliable and their self storage experience is second to none. If I give them a call I'll always get an answer. Even if it's 3 p.m. on a Friday, they'll call me back.”

## The full spec:

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

8 sq ft to 100 sq ft  
Goosewing Grey  
White

**Scope of works:**  
Partitions, Mezzanine,  
Electrics, Aftercare

David Ross is the UK Construction Manager at Shurgard Self Storage. Previously building stores for the biggest supermarket brands in the UK such as Sainsbury's and WHSmith, David has almost 15 years of experience in building construction projects.

“The self storage industry compared to retail is very interesting, and I wish I had known about it years ago. Until you enter the self storage industry, you don't realise the size of it and how much is going on. It's very buoyant.”

