



“The Return on Capital Employed is far greater on this unit than it would’ve been on a small house or an apartment.”

- Spencer and Scott, Owners

Property investors to first-time operators prove that size doesn’t matter when it comes to self storage

- Location:** Blackpool, England.
- Solution:** Delivery of a two floor facility in a small 650 sq ft space.
- Results:** Customer pleased with their self storage investment and their high-quality build.

The challenge

Spencer and Scott, entrepreneurs with experience in property investment, sought to repurpose a unit in the old TVR factory in Blackpool. They initially bought the unit for a different purpose, which did not pan out as planned. This led them to explore alternative uses for the building and that’s when they discovered self storage.

The duo came across Kuboid and were quickly impressed by their website and reputation, so they decided to reach out.

“We looked at their website and thought, they sound good, they fit the bill. It was just an easy process, they did all the designs, they did everything in terms of maximizing the space.”



Given their busy schedules running other businesses, Spencer and Scott needed a reliable partner who could “take charge”.

“We let Kuboid take the lead, and this was needed for us because we didn’t have the time due to running our other businesses. We didn’t know much about the self storage industry and Kuboid gave us an insight to the market, such as the rates you can charge, and how to market the business.”



The solution

Kuboid provided not only the design and construction services but also valuable insights into the self storage industry, such as market rates and marketing strategies.

Despite the relatively small footprint of the existing building – just 650 sq ft, Kuboid took on the challenge.



Kuboid installed a full mezzanine, the usable area was effectively doubled to 1,300 sq ft, proving that even smaller spaces can be transformed into profitable self storage units.

Spencer and Scott are over the moon with their high-quality build and look forward to their self storage journey.

“Kuboid were very quick and efficient, it took them just 15 days to fit-out the facility.”

“It’s only small, but perfectly formed.”

The result

The project was structured around the customer’s initial investment, comparable to purchasing a two-bedroom apartment.

However, the return on capital employed (ROCE) for this self storage unit turned out to be significantly higher than it would have been for a residential property.

“It basically runs itself, apart from when we’re meeting customers when they choose to book a unit.”



The full spec:

Range of unit sizes:
Door Colour:
Trim Colour:

10 sq ft to 75 sq ft
Black
White

Scope of works:
Partitions, Fire Protection,
Partitioning, Fire Alarms,
Marketing Support, Floor
Painting

