



“It’s about the service, it’s about the delivery, and it’s about the price. Kuboid are good people, they’re nice and professional.”

- Marius, Owner

**Kuboid’s partnership with Norwegian operator leads to 80% occupancy in just six months**

**Location:** Norway, Bergen.  
**Solution:** Delivery of self storage units to operators second facility.  
**Results:** Customer looking forward to expansion plans with Kuboid.

**The challenge**

Lagersentralen is situated in the idyllic city of Bergen, on Norway’s scenic west coast. Known for its stunning fjords, the region is home to many boat owners, which drives a significant demand for self storage.

Kuboid partnered with Lagersentralen by supplying the partitions for their first facility, which the Lagersentralen team installed themselves. Impressed with the overall product, the owner, Marius, decided to partner with Kuboid once again for the second facility. Marius acknowledged that the installation was more challenging than anticipated, so he decided to leave it to the experts at Kuboid.

“I admit the installation was trickier than expected, so this time we had Kuboid complete the fit-out.”

The decision to choose Kuboid was influenced by several factors, starting with a strong recommendation.



“We chose Kuboid for many reasons. The first reason is that we got a good recommendation from another self storage business in Norway. Also, they had fantastic drawings.”

Kuboid provided exceptional drawings that stood out from other suppliers. Their clear and detailed plans helped streamline the building process, allowing Lagersentralen to move forward with confidence.

“Kuboid had the best drawings out of all the different producers, so that was the main reason why we ended up with them.”

In addition to their technical expertise, Marius was also impressed with Kuboid’s pricing and product quality. Kuboid ensured that everything functioned smoothly, contributing to the facility’s overall success.

**The solution**

Throughout the process, Kuboid offered valuable guidance, helping the Lagersentralen team navigate industry-specific challenges

“It’s impressive in the way that the product is exactly what it’s supposed to be. The quality looks good, the finish is fine, everything works like it should.”



Despite having already operated one facility, the team at Lagersentralen recognised the complexities involved in expanding within the self storage industry. Marius was pleased with Kuboid's expertise and support which was vital in helping them navigate the expansion smoothly.

"Its about service, it's about delivering, and it's about the price."

The Kuboid installation team got to work to bring the self storage facility to life. Although the project was of the smaller scale, the Kuboid team worked hard to install the partitions.

During the process, there were some understandable concerns about partnering with an overseas company, particularly regarding potential challenges such as cultural differences, tax regulations, and the logistics of long-distance collaboration.

"I was a little scared in the beginning of the process due to culture, because of the long distance, or tax, or what about if you had to complain about anything? But for me, to work with an overseas partner like Kuboid, it's the same as working with someone locally."

## The result

Any concerns quickly dissipated as Kuboid proved to be a reliable and professional partner. The team's responsiveness, attention to detail, and commitment to delivering high-quality service created a seamless experience for Lagersentralen.

What truly stood out for Lagersentralen was Kuboid's focus on three key pillars: service, delivery, and competitive pricing. Kuboid exceeded expectations in all these areas, providing not only high-quality products but also a level of service that gave Lagersentralen the confidence to move forward without hesitation.

This positive experience has laid a solid foundation for future collaboration. With a shared vision of growth and mutual trust, both Lagersentralen and Kuboid see opportunities for continued expansion in the self storage industry.

### The full spec:

**Range of unit sizes:** 1 m3 to 12 m3  
**Door Colour:** Linden Green  
**Trim Colour:** White

**Scope of works:** Partitions, Consultancy, Kicker Plates, Corner Guards

