



“Kuboid provides a solution that gives the customer flexibility and choice.”

- Dean Steele, Steeles Removals and Storage

Cumbria’s largest removal company captures market with Kuboid and Hörmann Transdek collaboration

Location: Cumbria, England.
Solution: Old office transformed into high quality self store.
Results: Customer plans to further extend facility with Kuboid.

The challenge

Steeles Removals, one of Cumbria’s largest removal and storage companies, has established itself as a leader in the region, with around 1,000 storage containers on-site. Recognising the growing demand for self storage, the owner, Dean, sought to expand his offering beyond traditional wooden storage crates and outdoor shipping containers.

“We progressed to self storage because a lot of the customers wanted to get access to their wooden storage crates that we, in the removal business, traditionally use. Customers also prefer their stuff to be indoors, it’s more secure, and they might only need a 50 cubic foot or a 35 square foot room.”



Dean connected with Kuboid two years ago at the annual Movers and Storers Show, and he was impressed by their reputation. Dean partnered with Kuboid to bring his self storage vision to reality.

“If you offer indoor and outdoor storage, you’ve captured the market. You have to stay one step ahead of the competition.”



The solution

Kuboid prides itself on offering a tailored approach, working closely with trusted suppliers to ensure that customers receive the best possible solution for their needs. In this case, a key component of the project was the installation of a goods lift. Kuboid recommended Hörmann Transdek, specialists in bespoke good lifts.

“The solution we provide at Kuboid is one of choice for the client.”

One of the biggest challenges of the project was ensuring that the goods lift installation aligned precisely with the partitioning structure. The front section of the building had three levels of offices, which were being converted into self storage spaces. However, this required waiting for a tenant to vacate the building.

Additionally, the existing building layout featured two high-positioned doors connected by an external metal staircase leading into the warehouse. To ensure a seamless self storage conversion, Kuboid had to align the mezzanine levels perfectly, as any misalignment could lead to costly delays or rework.

“Kuboid are at the cutting edge of all the latest technologies for the self storage sector. And the magic they can work by getting all of these spaces into the facility, sometimes it’s hard to believe.”

To address these challenges, Kuboid and Transdek implemented thorough planning, conducted regular progress checks, and maintained open communication throughout the process. This proactive approach ensured a smooth installation and efficient project delivery.

The result

The successful partnership between Kuboid and Transdek demonstrated the immense value of strategic supplier collaboration. By working together seamlessly, both companies enhanced project efficiency, quality, and customer satisfaction, setting a new standard for self storage construction projects.

“The lift is a great investment. Customers wouldn’t want to walk up two flights of stairs. Although it is pricey I would tell any investor – get yourself a lift!”

The project was delivered within the agreed timeframe, allowing the customer to open the facility and start generating revenue. The customer looks forward to partnering again with Kuboid in the future.

“So far, the self storage journey has been good. In the future, we plan to expand, and we’ll be back in touch with Kuboid.”

The full spec:

Range of unit sizes:
Door Colour:
Trim Colour:

16 sq ft to 100 sq ft
Poppy Red
White

Scope of works:

Partitions, mezzanine, electrics,
floor paint, fire protection,
goods lift

