

Gatewick Farm Storage

Case Study



“Kuboid helped us through the whole journey, from ‘what is this?’ to a fully operational facility.”

- Will Strivins, Company Director, Gatewick Farm Storage

A fifth-generation farming business diversifies into scalable self storage

- Location:** Steyning, England
- Solution:** Full internal fit-out of a new self storage facility, including units, roller shutters, lighting and integrated security systems
- Results:** Successful launch of phase one with immediate customer uptake and a scalable model for future expansion

The challenge

Gatewick Farm Storage is a long-established, family-run farming business that was looking to diversify its income streams in response to the increasing challenges of modern agriculture. Having seen success with caravan and container storage, the next step was to explore how self storage could further strengthen and future-proof the business.

For Company Director Will Strivins and his father Keith Strivins, entering the self storage market was a new venture. While they had experience in storage through their existing operations, developing a purpose-built facility required a clear understanding of layout, customer flow and long-term scalability.

The initial vision for the site was ambitious. Early plans proposed a larger building footprint, but once practicalities such as vehicle access, parking and customer usability were factored in, it became clear the original concept would not work as intended. The design had to be refined without compromising the commercial potential of the project.

At the same time, the family wanted to ensure they partnered with a supplier they could trust on expertise, guidance and long-term support.



The solution

Kuboid supported Gatewick Farm Storage from the earliest stages of the project, providing guidance from initial concept through to final delivery. Having first connected through Self Storage Association (SSA) events, the relationship developed through ongoing conversations throughout the journey, from ideation to finished building.

When the original building design proved impractical, Kuboid’s design team reworked the layout entirely. By optimising the internal configuration, customer access and operational flow was improved, ultimately delivering a more effective facility than the original, larger concept.

Kuboid delivered the full internal fit-out, transforming an empty building into an operating self storage facility. This included the installation of units, roller shutter doors, lighting, and integrated security systems, providing a complete, ready-to-trade solution. Throughout the process, Kuboid worked closely with the client to ensure every element aligned with the business's long-term goals, offering practical advice at each stage.

The result

Gatewick Farm Storage is now successfully operating its first phase of self storage, adding a scalable and efficient revenue stream to the wider business. Within the first week of opening, the facility secured multiple bookings, reflecting strong local demand and validating the decision to expand into self storage. This was through leveraging their existing customer base and focusing on direct, community-led marketing.

“We’ve been open a week and already have nine bookings, which is fantastic,” said Will Strivins, Company Director, Gatewick Farm Storage.

The new facility also complements the wider site, with features such as an on-site coffee shop to drive engagement and introduce new customers to the offering. As a result, Gatewick Farm Storage has created a storage business that is aligned with its family-run, customer-first approach. With phase one complete, the business is already planning future expansion, supported by a model that is both scalable and sustainable.

“Storage is scalable. We can keep growing without needing a huge team, and that’s been really beneficial for the whole business.”, said Will Strivins, Company Director, Gatewick Farm Storage.

Gatewick Farm Storage now stands as a strong example of how diversification into self storage can provide long-term resilience for agricultural businesses.



The full spec: Range of unit sizes: 16 sq ft to 325 sq ft
Door colour: Black
Trim colour: White

Scope of works:

- Chequer plate corner guards, kicker guards and wall guard
- Chrome Surface mounted door latches
- Swing & roller doors installed
- 1 Tier Mezzanine Structure including stairs
- Fire protection suspended ceilings, column cases & staircase enclosures
- Intruder alarms
- CCTV package
- Access Control package
- Building regulations approval service
- Electrical fit out
- Floor painting package
- Foamex door numbers/labels

