

SPACE STATION IN SAFE HANDS



DELIVERING STANDARDS OF EXCELLENCE – THAT IS THE VISION OF SPACE STATION, A COMPANY THAT OFFERS FLEXIBLE STORAGE UNITS FOR BOTH SHORT- AND LONG-TERM HIRE.

IN SAFE HANDS

PROJECT MANAGED BY: **TREVOR GRETSINGER**

Space Station has an interesting history, and to this day enjoys a bit of celebrity status related to its founder, the former McLaren Formula 1 team manager Alastair Caldwell, who set up the business way back in 1983. Starting as a cleaner at McLaren, his dream employer, Alastair Caldwell successfully progressed to the glory years of 1974-76 and his management of legendary racing driver James Hunt.

Inspired by the innovative self-storage facilities across the US, he decided to bring the business idea to the UK, making Space Station one of the UK's earliest storage pioneers.

Today, Space Station has over 5,000 self-storage units across 12 stores, and its position in the sector is firm, says CEO Kevin Prince, pointing out that last year the company reached a major milestone.

"Following Alastair's decision to step back, in 2020 the business was acquired by Heitman, a global real estate investment management firm, which owns 47 billion dollars' worth of real estate around the world, with eight billion in self-storage. With their excellent track record in the sector, Heitman was the best partner for us – the combination of their

knowledge of the sector and the operational experience of myself and my team makes an excellent basis for further development."

RIGHT PEOPLE, RIGHT SERVICE

The company currently has stores across London, Berkshire, Birmingham and the Midlands, and offers high-quality, secure storage units with 24/7 access across its sites. Space Station takes great pride in its facilities, investing and updating them regularly to make sure they're as clean, secure and as convenient as possible.

Under the new owner, Space Station is set to further enhance its capability and specific >>



Kevin Prince, CEO, Space Station.





Kuboid

CONCEPT TO COMPLETION

Free surveys, design & advice

Link 500 Partitioning System, Mezzanine Floors & Fire Protection

Comprehensive service from design to delivery

Determined to provide 100% customer satisfaction



Europe's premier self storage design & construction company

Talk to us today T: +44 (0)1933 222 535 E: info@kuboid.co.uk W: kuboid.co.uk

KUBOID

Kuboid are industry leaders, specialising in the design, manufacture and construction of self-storage facilities in the UK and across Europe. We have successfully worked with Space Station Self Storage on many installations, providing them with a wide range of services including site surveys, installation of mezzanines, stacker systems, lifts and partition systems. The team at Kuboid are proud of the achievements with Space Station and we look forward to continuing to support them on their exciting growth journey.

Since our inception in 2005, our aim has always been to offer the best advice and deliver high-quality storage solutions that exceed expectations. We have an established team of experts, with specialised departments in Sales, Design, Build, Project Management, Marketing and Customer Service, who ensure that we add long-term value to our client's facilities. From installing mezzanine floors to applying the final touches, our construction team work hard to ensure each facility meets our exceptionally high standards. Our team's knowledge and experience allow us to realise our clients' maximum lettable space and help them achieve the best return on their investment.

We listen carefully to our clients requirements and are continually expanding and refining the range of services we offer. Our goal is to make the entry into the world of Self Storage as seamless as possible. As such, we have recently introduced our 'Concept to Completion' experience. This is essentially a full turnkey service whereby we manage and execute our client's entire construction project, removing the need for them to liaise with multiple suppliers and provide a dedicated client side Kuboid Project Manager for the entire lifecycle of the project.

No job is too large or too small. Whether you engage with us to construct a major facility or simply supply our bespoke range of steel partitions and doors to install yourself, Kuboid is the partner for you. We use only the highest quality materials in the construction of our unique storage systems to ensure that your facility looks its best - not just today, but for many years to come.

Our range of products also include portable units and garage units to suit every client's storage needs. Our popular external unit, Kubox, has been designed so our clients can make full use of their outdoor space and maximise their profitable area. We work hard as a team to stay on top of the latest technologies and services within this competitive and rapidly growing industry.

Choosing a self-storage partner does not have to be challenging. We believe in what we do and we will partner with you on every step of the your journey. Our dedication, experience and focus on excellence will ensure we always deliver the best storage solutions for our clients.

www.kuboid.co.uk

SPACE STATION

features, differentiating it from other self-storage providers. Kevin Prince says: "We aim to offer our customers a full, all-inclusive service to make everything as easy as possible. We'll pick up your items directly from your door free of charge, and pack them into your unit for you. We even have an on-site store for packing supplies, with crates available for hire."

"We don't devalue the brand by offering a lot of front-end discounts, which most of our competitors do, but offer added value instead. We offer a free removal service rather than just free storage. That is rather unique in the sector."

He also affirms that the company has always focused on providing the right type of service and finding the right solution for the customer's problems. "People use self-storage in case of an event, when something happens that needs fixing, and generally it is a stressful situation. So we function as stress busters. And this is what my teams are taught as a soft skill."

"PEOPLE USE SELF-STORAGE IN CASE OF AN EVENT WHEN SOMETHING HAPPENS THAT NEEDS FIXING, AND GENERALLY IT IS A STRESSFUL SITUATION. SO WE FUNCTION AS STRESS BUSTERS."

Staff are extremely important for business success, he affirms, and the company makes sure that it picks its people well. "When we recruit people, we make sure that they are suited to the job role, and therefore more likely to be good at it. The effort that we put in recruiting the right staff makes us stand out. We consider our staff as family, >>



“THE EFFORT THAT WE PUT IN RECRUITING THE RIGHT STAFF MAKES US STAND OUT.”

and invest in their wellbeing, training and development to ensure they're always able to deliver outstanding customer service.”

During the challenging times of the pandemic, it was the staff and their safety that were the management's first priority. The company did take advantage of the furlough scheme, says Mr

Prince, but everybody that was furloughed had their wages topped up so no one lost any money.

“The defining moment was when I told my staff we had to close the stores in 48 hours but we needed to keep running the business. We did not have laptops, but within 48 hours the business was operational. That took everybody's efforts, and truly showed people's commitment to the business.” >>





34 YEARS EXPERIENCE
In the electronic fire & security industry

24/7 ENGINEER SUPPORT
Remote support & call out facilities

24/7 MONITORING CENTRE
Alarm Receiving Centre

☎ 07971 282139
✉ info@edgsecurity.co.uk
🌐 www.edgsecurity.co.uk

EDG SECURITY LTD.

EDG Security Ltd. was founded in 2012 and quickly gained a reputation for quality and reliability, providing electronic Fire and Security systems and services to the Space Station estate since 2015. Having spent all his working career in the electronic Fire and Security industry, Director Richard Edginton decided there was a desperate need within the industry to provide a cost-effective, fast, reliable service (especially outside of normal working hours should a problem occur). We provide honest advice based upon 34 years of experience in the electronic Fire and Security industry, if we don't believe you need something we'll be totally honest and upfront.

Our systems have a great reputation for reliability, and we partner with BT RedCARE, the UK's original secure signaling provider, and CSL Dualcom, to offer the most secure resilient alarm signaling networks available today.

Recognized by all major Police Forces and Insurers, our engineers are security vetted and carry Enhanced DBS check accreditation.

We pride ourselves on quality and have worked on some pretty amazing projects in the last few years, including a well-known home for royalty in the heart of London, and the famous BBC's DIY SOS The Big Build. We've recently partnered with Birmingham charity Wythall Animal Sanctuary providing them with electronic security systems and secure remote monitoring services, enabling them to concentrate their limited resources on what matters most, their rescues.

Our engineers have a wealth of experience and every member of the EDG team takes great pride in what we do.

www.edgsecurity.co.uk

SPACE STATION



Managed cloud for business & healthcare.

EVEREST unlocks your organisations ability to innovate.

We look after the servers, maintenance, and apps within our infinitely scalable cloud platform, allowing your teams to focus on the next big thing.

Get in touch to find out how we can empower your organisation.

All EVEREST solutions include:

- + Backup
- + Disaster Recovery
- + Monitoring and Reporting
- + Software Licensing
- + Security Maintenance
- + 24/7 Support
- + Dedicated Cloud Team

Some of our UK customers include:



High Performance Cloud



24/7 Global Support



Clear Costs & Savings



ISO Compliant

T: 0207 751 5599
www.3verest.com
sales@3verest.com

3VEREST [EV-ER-EST]

founded in 2015 and headquartered in London, UK serving the SME and healthcare sectors globally with a high performance and reliable fully managed cloud, enabling organisations to leverage all the benefits of a cloud operating model, without the burdensome operational or transformative investments required by other cloud providers.

MISSION: To provide our valuable clients and partners with a cloud infrastructure platform that enables them to focus on what really matters – their organisation, people, and customers.

DATA SOVEREIGNTY: With dedicated regions in the UK, Germany, Netherlands, France, Italy, US, Canada, Australia, and New Zealand, 3verest guarantee data sovereignty for customer data, by ensuring data is stored and processed within an 3verest ringfenced region, this is guaranteed by design.

ACCREDITED: 3verest is an ISO27001 and Cyber Essentials plus accredited organisation. 3verest is certified and connected to the NHS HSCN (Health and Social Care Network), enabling NHS and trusted private healthcare organisations to share data and information securely and privately.

COST EFFECTIVE: 3verest believe in clear and easy pricing. No hourly, peak, or over usage charges enabling organisations to plan, budget and forecast their cloud and IT spends reliably, which can prove difficult (or impossible) with other cloud providers.

SECURITY: 3verest is protected by industry leading cyber defences, encryption methods and a 24x7 global security team ensuring that the data of its customers and stakeholders is always safe.

HOW?: Our people, experience, and expertise.

Our global teams are diverse, comprised of innovators in cloud, experts in data governance and founders of global organisations. Together we are 3VEREST.

www.3verest.com

MARKET CHANGES

Going forward, Space Station strives not only to further enhance its services but also to promote its green agenda. Heitman themselves have committed to being carbon neutral by 2030 and Space Station has prioritised that objective.

"We have set ourselves the target of halving our carbon footprint within three years, and we're well on our way to achieving that Carbon Footprint Standard certification. Space Station uses wind and solar energy to power some of its sites and strives to use only 100% recycled packaging cardboard materials." >>

SPACE STATION

SPACE STATION USES WIND AND SOLAR ENERGY TO POWER SOME OF ITS SITES AND STRIVES TO USE **ONLY 100% RECYCLED PACKAGING CARDBOARD MATERIALS.**”

While having aggressive expansion targets, Mr Prince emphasises that growth must be achieved in the right way, with the right values. “Being genuine is important in a business, and it has to come from me as the CEO. Then it can filter down, I believe. We are aware of our role for the community, and accept that giving back is important.

We also work for charities; everyone that works at Space Station can donate 1% of their paid work time to a charity of their choice.”

Looking ahead, he reflects that the self-storage sector has always been strong and has stayed this way through the various crisis and difficult times, including the pandemic – the industry has seen growth in both revenue and >>

TEMPLEWOOD RECRUITMENT LTD

PEOPLE • PASSION • PARTNERING

Templewood Recruitment Ltd are a leading, independent recruitment consultancy, specialising in the supply of high calibre Temporary, Contract and Permanent staff within a range of industry sectors; including Professional Services, I.T and Health & Social Care amongst others.

Using tried and tested, traditional recruitment processes, combined with the use of modern web technologies to increase speed and efficiencies; we are able to save our clients time and money, whilst maintaining the important human element throughout the recruitment supply chain.

We have a successful track record of delivering ‘first time right’ recruitment solutions and assisting clients in selecting the ‘ideal’ candidates; not just simply filling roles. We ‘hand-hold’ our clients and candidates and navigate them through the recruitment journey in an ever-changing employment landscape, ensuring that the entire process is efficient, hassle-free and delivers over and above their expectations.

Our success lies in helping our clients scale and achieve their people strategies and recruitment road maps, through effective staff attraction and employee retention. We believe in providing Recruitment solutions which you can depend upon and are designed to meet your specific needs, whilst delivering value and allowing your business to maintain a competitive edge.

So, whether you are looking for a temporary worker to fill an unexpected absence in your team or seeking to fill a strategic permanent position to help elevate your business to the next level, feel free to get in touch with one of our versatile team; and... “Experience Certainty.”

www.templewoodrecruitment.co.uk



People • Passion • Partnering



Templewood Recruitment Ltd are a leading provider of Permanent, Contract & Temporary recruitment services across the UK and overseas.

Being an **REC** approved Agency, our customers can be assured that we meet the highest industry standards and practices.



- Accountancy & Finance
- Administration & Business Support
- Engineering & Manufacturing
 - Health & Social Care
- Human Resources & Personnel
 - IT & Procurement
 - Sales & Marketing

+44 (0)1628 902 475

info@templewoodrecruitment.co.uk

www.templewoodrecruitment.co.uk





occupancy, making it a highly attractive sector for investors.

“The resilience of the sector is fantastic. There is always a customer. We pride ourselves on providing just the right type of service and our customers appreciate it. They generally stay longer with us than is the industry average.”

With financial backing from its owners, Space Station is

now looking to grow through trade acquisitions, warehouse development and new development. “We have done the market research and we are actively searching sites,” says Kevin Prince. “In fact, we’ve already had a very good pipeline. We believe that Space Station will become a significant player in due course, certainly in the UK.”

“WE PRIDE OURSELVES ON PROVIDING JUST THE RIGHT TYPE OF SERVICE AND OUR CUSTOMERS APPRECIATE IT. THEY GENERALLY STAY LONGER WITH US THAN IS THE INDUSTRY AVERAGE.”





SPACE STATION

WWW.SPACE-STATION.CO.UK



PRODUCED BY:

