



# CONTAINERS AND CONVERSIONS IN SELF-STORAGE



## SPEAKERS

**Chris Williams  
(Managing Director)**

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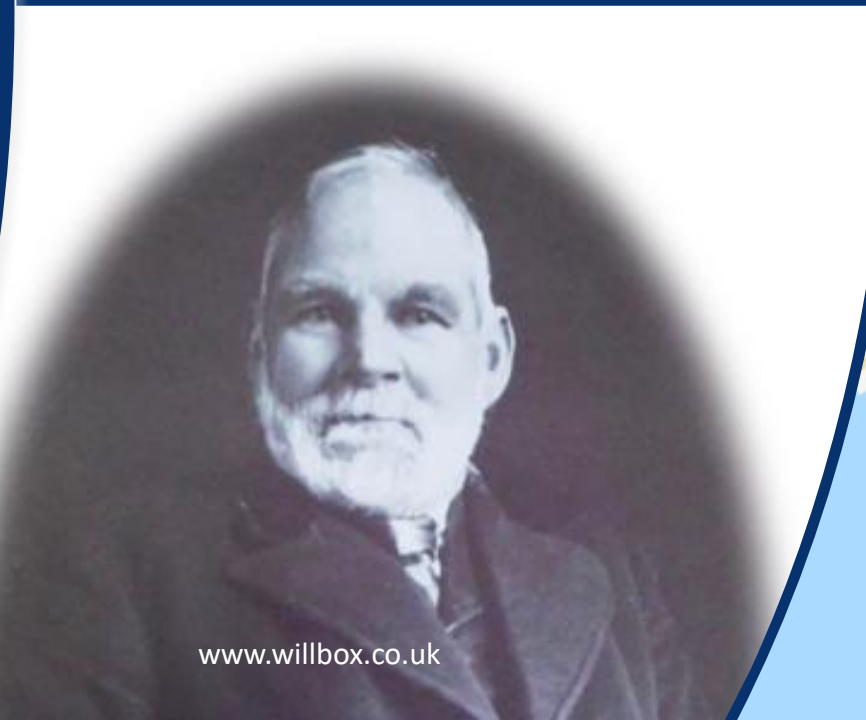
**James Dale  
(Container Conversion  
Manager )**



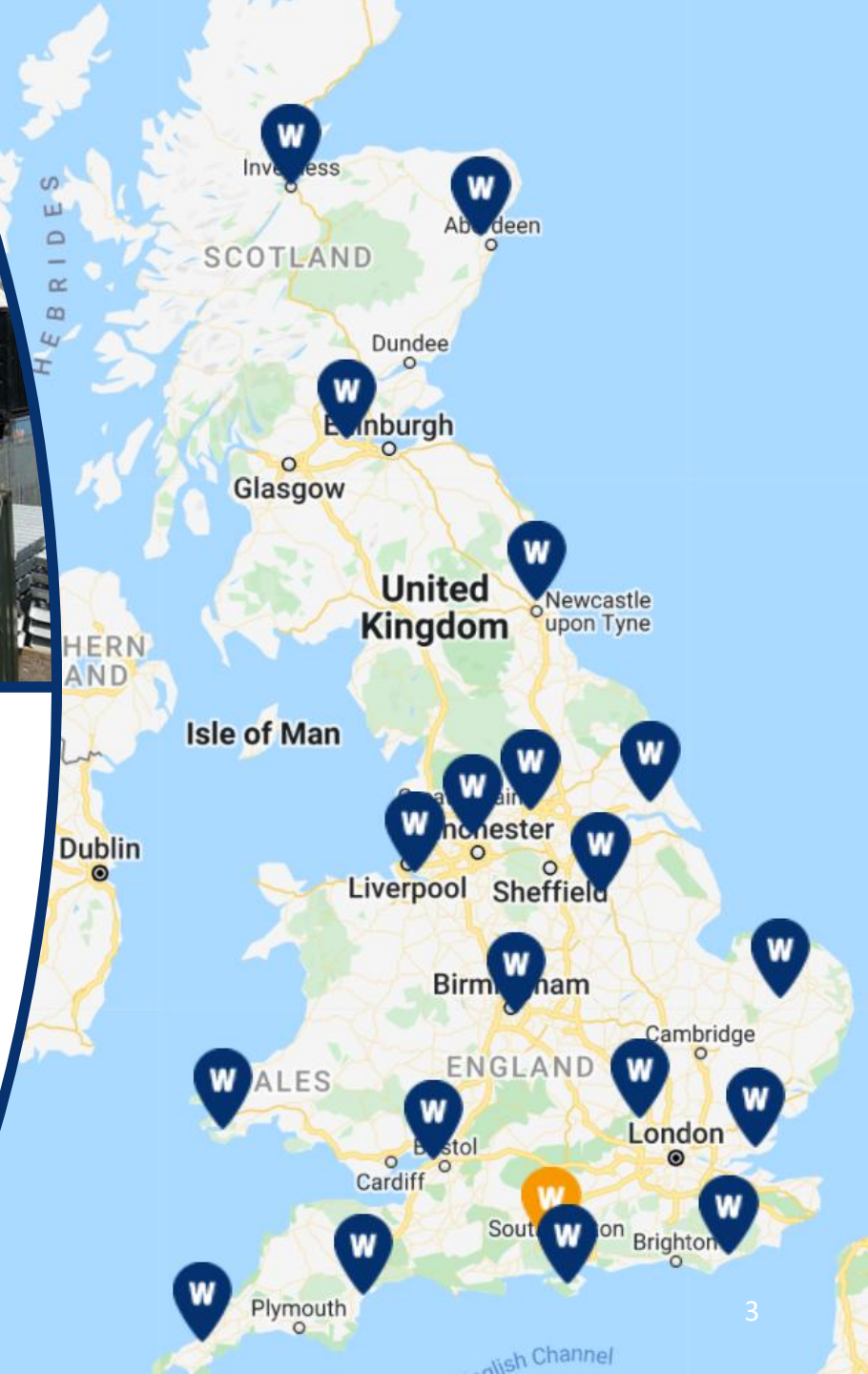
**WILLBOX<sup>®</sup>**  
TOUGH STORAGE SOLUTIONS

# Who Are We?

- Part of the Williams Shipping Group. Established in 1894 and still family owned.
- Supplying the containerised Self Storage market for over 30 years
- 24 Locations UK wide
- HQ & Manufacturing Hub in Southampton (4 acre site).
- Team of 22 (145 staff in group)



[www.willbox.co.uk](http://www.willbox.co.uk)





# WILLBOX Services

- Hire
  - Site accommodation, welfare units, storage containers.
  - Construction / Retail / Commercial
  - 4000+ unit fleet size
- Sales
  - Shipping containers (20' – 45')
  - Special units (Tunnels, High Cube, Open side etc)
  - Minis (6's / 8's / 10's)
  - Surveys / Site Setups / consultancy



## WILLBOX Services cont...

- Conversions
  - Bespoke builds
  - Modular containers buildings (offices / retail parks)
  - Toppers / Multi Compartment units (self-storage)
  - Site accommodation
  - Repairs & maintenance / Repainting
- Transport
  - Large fleet
  - Articulated and rigid HIAB crane vehicles
  - General / heavy haulage / distribution
  - Self-storage site installations



# Maximising available space

Whether designing a site, or converting a single unit for a client the design team will look at the best use of space. Some common mistakes include:

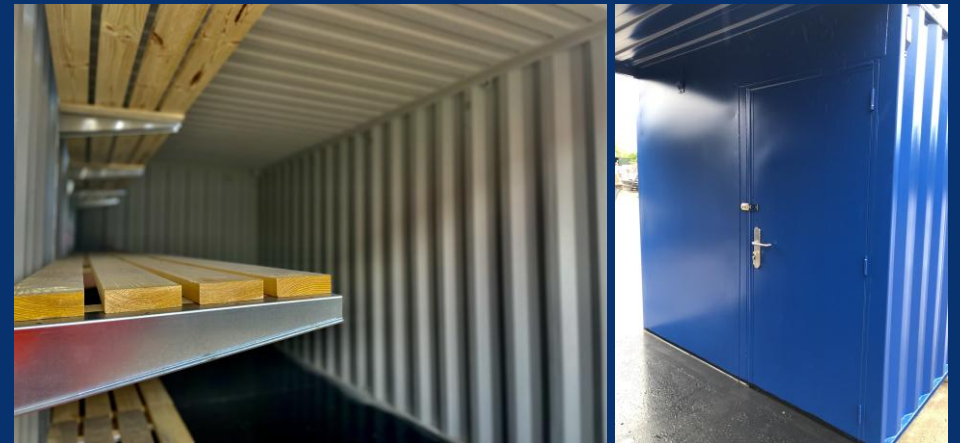
- Site
  - Layout, layout, LAYOUT!
  - Ground level or stacked
  - Boundary
  - Access
  - Parking



# Maximising available space cont...

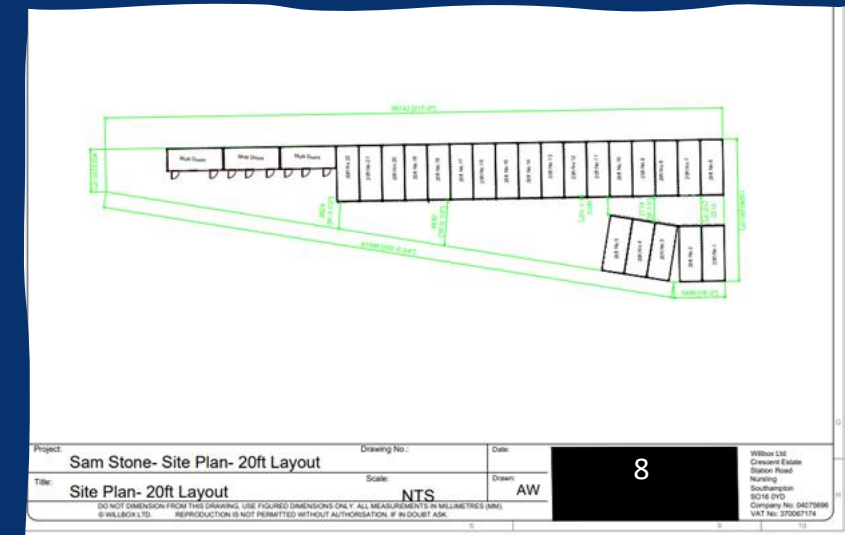
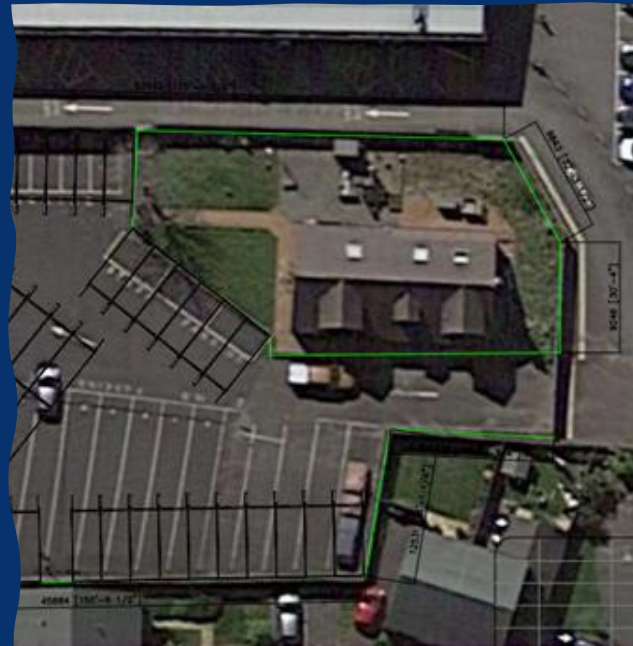
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- Products
  - Small rooms (Multi compartment / Mini's )
  - Specials (tunnels, Open sider)
  - Second level (Toppers)
  - Bespoke



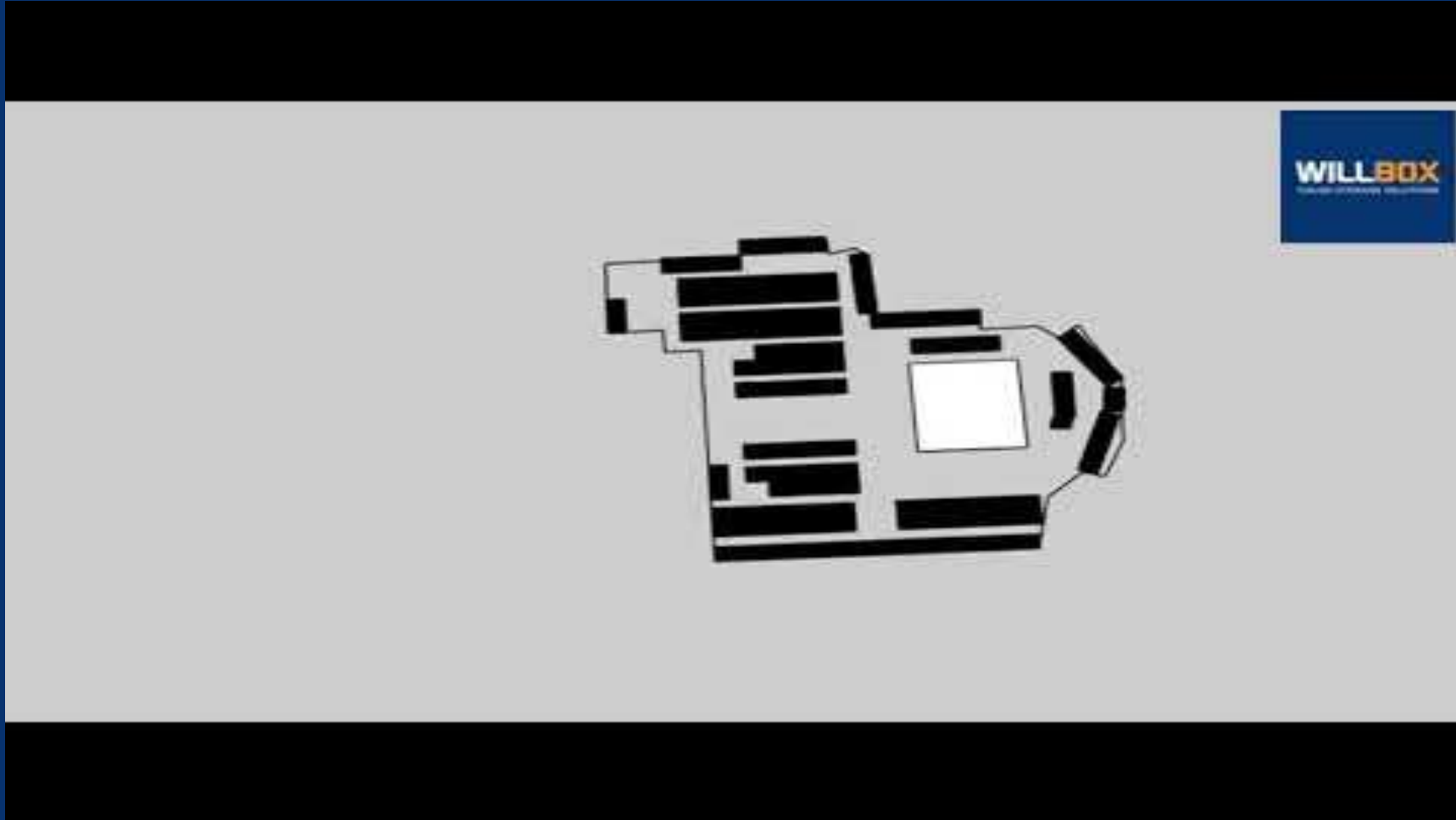
# Site Surveys

- User Experience
- Vehicle access
- Site routes
- Rental yields
- Customer type
- Groundworks
- Maintenance
- Advertising & Brand
- H&S





# 3D Walkthrough



# Double Stack - Pros

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When considering double stacking the benefits include:

- Using existing footprint of site.
- Low-cost investment as opposed to leasing or procurement of land.
- Staged expansion & growth.
- Does not restrict existing operations.
- Increased room size variety
- Premium revenue per square foot.
- Lower client churn.
- Longer lease periods.



# Double Stacking - considerations

The challenges of double stacking include:

- Sufficient site & crane access.
- May exceed existing planning permissions
- Ground conditions
- Levelling of existing containers on ground floor (are they level, does this need to be addressed with stands/packers?)
- Access (Stairs/ Walkways/ Mobile Staircases)



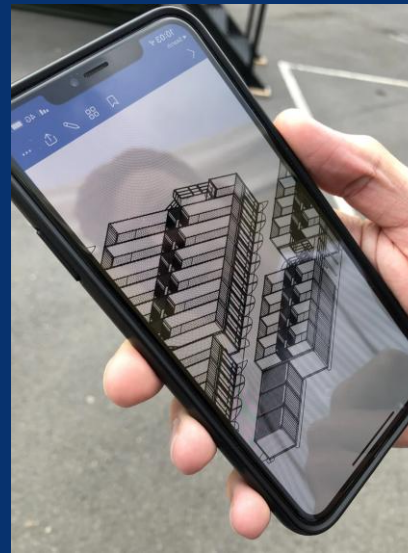
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# Toppers (first floor):

Sub container size rental has driven the need for smaller units, the benefits are

- Utilises existing space above ground floor containers
- Multiple compartments per container unit
- Adaptable unit sizes
- Higher yield per square foot.
- Tend to have longer hire periods with lower visits
- Stilts available for levelling if ground floor units are not level.
- No front staircase required.



# Container integrity after conversions

6 Bay 40ft Store

- Strength retained or improved through reinforcement
- Using the correct weld method to meet intended use
- Static / transportable
- CSC
- Structural calculations
- Load testing
- Weatherproofing
- Wet testing
- Weather knuckles for overlapping joint
- Rain shedders over doors
- Tanking fabrication (water management)
- Ongoing maintenance (door gear, hinges, seals)

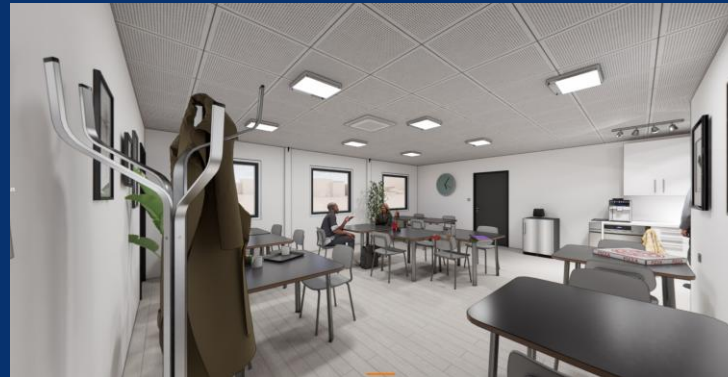
2x 20ft HC Joined Cafe



# H&S in container conversions


## Things to consider:

- Public access
- Use of stairs and platforms (slips and trips)
- Regulation compliance
- Lighting in second level units
- Fire safety
- CCTV and Monitoring
- Electrical certification
- CSC Compliant
- Liabilities & Insurances



# WILLBOX 'The Turnkey Solution'





Thank you for your  
time. Any questions?

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