



ALL IN STORAGE

All In Storage, a **self-storage facility** located in Macclenny, FL, embarked on a project to expand its building materials solution for a 39,800 ft² facility. Facing tight deadlines and the need for dependable coordination, the project was set in motion with a focus on quality and expedited delivery.

ABOUT US

SteelCo Buildings is a leading supplier of custom Pre-Engineered Metal Building (PEMB) materials, delivering precision-manufactured building packages tailored to each project's unique requirements.

Anchored by our 3 C's—**Credibility, Capabilities, and Client-First**—we've built a reputation for dependable quality, transparent pricing, and unwavering customer support for 24+ years.

CHALLENGE

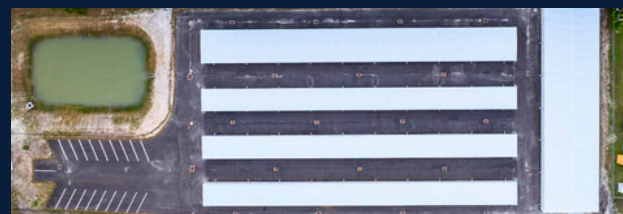
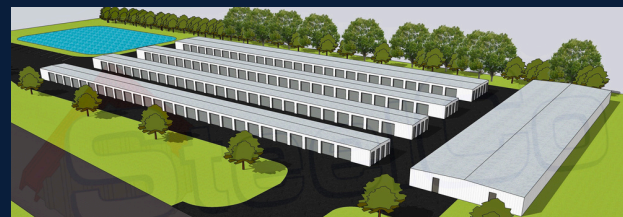
All In Storage's development of their first fully automated self-storage facility was jeopardized by material-supply challenges with previous vendors. Prior suppliers struggled with inconsistent communication, slow turnaround times, and a lack of proactive coordination around design changes – forcing All In Storage's project team to chase updates instead of focusing on core construction tasks.

Key challenges included:

1. Previous vendor's **inconsistent communication and delayed responses**
2. Previous vendor's **inability to rapidly produce expedited drawings** and 3D renderings
3. **Complex design requirements** for a fully automated storage system
4. **Strict local fire/building code compliance** requiring expert guidance
5. A **non-negotiable delivery window** to meet project timeline goals amidst various modifications

AT A GLANCE PROBLEM

"ALL IN STORAGE NEEDED A SOLUTION THAT COULD CONSOLIDATE DESIGN, FABRICATION, AND LOGISTICS UNDER ONE ROOF—AND DELIVER ON A PRECISE TIMELINE."





SOLUTION

SteelCo was engaged early to provide a fully packaged materials scope—complete with expedited shop drawings, permit-ready documents, and a guaranteed delivery schedule.

Sales Consultant Brandon Stapp and Project Support Specialist Brad Johnson **coordinated intricately** with All In Storage’s team to resolve technical questions, adjust sequencing, and synchronize shipments with site readiness.

Our design team collaborated with them to **minimize and mitigate the impact of change orders**, while our logistics team **implemented dynamic routing** that accounted for permit timelines and changing site conditions.

Regular progress checkpoints and consistent communication drastically reduced the time between drawing issuance and fabrication. This proactive, single-source approach eliminated the communication gaps that had stalled previous projects for them.

RESULTS



1. 3 month decrease in overall project completion time

By streamlining design, fabrication, and logistics into a single, coordinated materials package, SteelCo accelerated key milestones and cut the overall construction schedule.

2. Price per SF averaged up to +10% lower than competitors

SteelCo delivered turnkey materials at an average cost PSF up to 10% below competitive bids—driving significant savings without compromising on quality or code compliance.

3. \$12,000 saved due to other average project delays, etc.

Proactive issue resolution and just-in-time delivery eliminated typical delay-related expenses, saving \$12,000 that would have been spent managing schedule overruns and other rework.

“Partnering with SCB was a game-changer – their proactive coordination and accuracy saved us weeks of schedule and thousands of dollars, and even months after project completion they continue to deliver nonstop, first-class service. Hands down the best customer service in the market; our PMs push for SteelCo whenever possible,” says Todd Hunt, co-founder of All In Storage.

**CO-FOUNDERS,
JEREMY LEE & TODD HUNT**

<p>3 Month Decrease in project time</p>	<p>on average, lower than competitors Price +10%</p>	<p>\$12k Saved in comp to avg project delays</p>
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