



CLIENT CASE STUDY: NEW FINISH ADDS QUALITY

Client: Tropical Storage
Owner: Jim LaBonte
Location: Miramar, FL
of Units: 908

Who says a storage facility can't have style?

"Style" sums it up when you visit Tropical Storage in Miramar, FL. Owner Jim LaBonte knows his market in this upscale Florida location, and he's designed it to deliver. "We're looking for permanent renters...those who will stay with us at least 18-24 months", states LaBonte.



To attract long-term renters, LaBonte examined every detail. Experience certainly plays a role, and he's got four South Florida facilities under his belt to guide him through unit mixes, safety features and value-added amenities. He went the extra mile, providing South Florida with its only CAT 5 storage facility, which means it's engineered to category 5 hurricane standards for wind, rain and flood.

One unique amenity is the wine storage area on the first floor. LaBonte knows he has a strong market for the wine collector. For connoisseurs looking for a safe locale to age their wine collection, Tropical Storage's certified temperatures of 55-60° and 65-70% humidity offer renters the peace of mind they need to know their collection is in good hands. In addition, backup generators have been installed so that in case of an electrical outage, the climate-controlled environment will be left undisturbed.

This much attention to detail deserved more than a standard façade to match. "We went to Janus International and explained we wanted a unique look to complement the structural superiority of the wine lockers," says LaBonte. "Site unseen I took their advice and went with a brand new finish they developed, their **FRENCH OAK COLLECTION**".

The finish is a laminate over galvanized steel that emulates the look of wood. Available on swing doors, flush hallway systems and even crown molding, it offers a sophisticated look that speaks to the audience Tropical Storage is targeting. "We were so pleased that plans are already underway for a new facility which will also feature the **FRENCH OAK** finish," says LaBonte.

"We trust Janus' work, and have found them to have the best quality of doors and hallway systems available. They have the experience and the service to get my projects installed to specification and on time. And their innovation has really made my facility stand out," states LaBonte.

"Reaction to the wine storage lockers has been extremely positive," states Roland Coffey, Facility Operations Manager. What's next for these trailblazers? We can't wait to find out.



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