



Building Success Together:

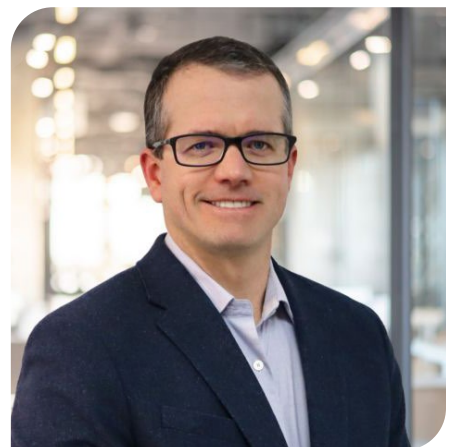
How Spartan Construction Partners with SteelBlue

Project Overview: Sunnylane Self-Storage Expansion

When Spartan Construction needed a reliable partner for their self-storage expansion project in Moore, Oklahoma, they turned to us for quality roll-up doors and exceptional service. The Sunnylane project involved 8 new buildings featuring our doors throughout.

"The expansion was a 30,000 square foot, non-climate build," explains Aaron Saunders, President of Spartan Construction.

As the general contractor, Spartan managed all aspects of the project from site work to foundations, buildings, doors, security, and tenant coordination.



Aaron Saunders
President of Spartan Construction



Why They Chose SteelBlue

Today's storage market is rife with volatile pricing and squeezed project returns. This makes choosing the right partners essential. For Spartan Construction, the decision went beyond just finding the lowest bid:

"Price is important to us, obviously, especially in this market where pricing can be somewhat volatile," says Saunders. "But what's really important to us is getting the facilities open on time, and customer service that goes along with all of our suppliers – doors included – to make sure that we can get the facilities open on time and owners can start renting those units as soon as possible."

The relationship with our leadership team was a key factor in Spartan's decision. Having established a connection with SteelBlue founders Brett Barber and Rich Saginaw back in 2021 at the ISS show in Las Vegas, Saunders appreciated our customer-first approach from the beginning.

Responsive Service When It Matters Most

When challenges arise during construction, response time can make all the difference. On the Sunnylane project, which used our first-generation doors, some alignment issues with the tracks and door locks emerged during installation.

"As soon as we identified that as an issue, Brett was on site, I think within 24 hours, with a crew to fix that issue and make sure that we had it addressed," recalls Saunders. "Their responsiveness was just top-notch. And that's exactly what we need and what we want with our trade partners."

This quick response was particularly crucial because, as Saunders points out, "Doors are one of the last things to go in, and we need those doors operational so we can get punched out and get turned over to our customers."



A Partnership Built on Trust

What started as a vendor relationship has evolved into a true partnership. Our team's accessibility and willingness to support Spartan Construction has created a strong foundation for ongoing collaboration.

"We've become friends since we've been working together for the past four years now," says Saunders. "Doesn't matter what it is, they're always there to support us."

For us, we only win when our customers win. As Saunders puts it, "We're partnered in the success of these projects, and the success of both of our businesses. That's been really refreshing."

For Spartan Construction, the partnership with SteelBlue provides peace of mind knowing they have a responsive team ready to ensure project success from initial drawings through the installation process.

