



Press Release

Celebrating Tom Esquibel: MakoRabco Regional Sales Manager Retires After 30 Inspiring Years in the Self-Storage Industry!

Carlsbad, CA, July 17, 2024

MakoRabco, the award-winning, nationwide leader in design, supply and installation of self-storage facilities, announces the retirement of Regional Sales Manager, Tom Esquibel on July 1st, 2024, after 5 years with the company and an outstanding 30 years in the industry.

“Tom’s dedication, unwavering commitment, and significant contributions to both our company and the self storage community have been nothing short of exemplary,” says Angie Guerin, Executive Vice President at MakoRabco. “As Tom embarks on his well-deserved retirement, we hope he continues to share his vast knowledge and expertise with the industry.”

Tom first embarked on his journey in the self-storage industry in 1994, beginning as an outside sales representative for DBCI. Over the years, he honed his skills and expanded his knowledge, taking on various roles across different companies within the industry.

Demonstrating his entrepreneurial spirit, Tom founded his own steel building company, Diamondback Metal Systems, where he successfully led operations for many years.

In 2019, Tom made the jump and joined MakoRabco (known as Rabco Solutions at the time) as a Regional Sales Manager for the Southeast territory. His extensive experience and passion for the industry made him an invaluable asset.

Since then, Tom has made a significant mark in his designated territory, playing a pivotal role in the development of numerous self-storage facilities. When asked about what his favorite part of working for MakoRabco has been, he said "Hands down, the people. The people that make up this company are what sets MakoRabco apart." When asked if he had a favorite project, he answered that the current endeavor he's working on, will be his most

memorable. Despite encountering numerous roadblocks that made it one of the most challenging projects of his career, he has enjoyed devising solutions and watching the project be built, ultimately making the owner very happy with the final outcome.

As Tom prepares to embark on this new chapter of his life, we invite everyone to join us in expressing our heartfelt gratitude for his years of dedicated service. Tom's impact on our team and the industry will be remembered for years to come. Tom will still be a part of the MakoRabco team as a consultant, helping sales managers Jeff Michaels and Chad Gattis as they take over duties in his region.

Thank you, Tom, for your unwavering commitment and significant contributions. You will always be a cherished member of the MakoRabco family. We wish you nothing but the best in your well-deserved retirement.

About MakoRabco

MakoRabco is a nationwide company that specializes in the design, supply, and installation of Self Storage Buildings. With over 50+ years of combined industry experience, MakoRabco has expertly served the storage industry through the successful construction of more than 4,000 facilities including single story, multi-story, climate controlled, enclosed boat & RV, canopy, and multi-level conversion projects across the country. For more information, visit <https://www.makorabco.com>.

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