

# Around self storage

## IREC and IREM Collaborate on Manheim Facility



The seventh Moove In Self Storage facility in Lancaster County recently opened in Manheim, Pennsylvania. Featuring the dairy barn design for which Moove In Self Storage is known, the office contains 1200 sq. ft. of management and retail space. The first phase of this 79,200 sq. ft. single-story self storage facility contains 319 units, including 10,200 sq. ft. of climate controlled space. This facility was built on 10+ acres and offers state-of-the-art security, a gated perimeter and a keycode access gate. Investment Real Estate Construction was responsible for construction, while Investment Real Estate Management will handle operations and marketing. Details: Julie Lane Purcell (717-779-0804; [www.irellc.com](http://www.irellc.com)).

## Devon Assumes Management for Oakland Facilities

Kenneth Nitzberg, chairman & CEO of Emeryville, California-based Devon Self Storage, and John Protopappas, president & CEO of Oakland, California-based Madison Park Financial Corporation, recently announced that Devon has assumed property management responsibilities for two self storage facilities (Self Storage at The Press Building and Self Storage at Telegraph Lofts) located in Oakland. The two sites total approximately 49,000 net rentable sq. ft. of self storage space. The sites will be rebranded as Devon Self Storage. Details: Kenneth Nitzberg (510-450-9204); John Protopappas (510-452-2944).

## ADS Launches SimpleCertifiedMail.com

Accountable Document Solutions, LLC, announced that it has launched a major upgrade of its service, called SimpleCertifiedMail.com. The company says that by working with SMD Software, Centershift and Syrasoft, it has integrated the SimpleCertifiedMail.com service with these widely used storage management applications, so users can access the service without leaving their chosen operating program. Details: [www.simplecertifiedmail.com](http://www.simplecertifiedmail.com).

## SSTI Doing Re-Branding

Strategic Storage Trust, Inc. (SSTI) recently launched a major re-branding campaign. SSTI's portfolio includes 24 properties located in 13 states, which will be re-named SmartStop<sup>SM</sup> Self Storage. SSTI says it decided to launch this new re-branding effort due to its continuously expanding portfolio and national presence. SSTI is a publicly registered (\$1 billion of common stock registered) non-traded REIT with a portfolio that includes approximately 16,375 self storage units and 2.2 million rentable square feet of storage space in Georgia, Mississippi, Florida, Virginia, New Jersey, Kentucky, Alabama, Arizona, California, Nevada, Texas, South Carolina and Tennessee. Details: 949-429-6600; [www.strategicstoragetrust.com](http://www.strategicstoragetrust.com).

## Argus Brokers Sale, Introduces New Affiliates



Argus Self Storage Sales Network broker affiliate Guy Blake, CCIM, of Pyramid Brokerage Company, represented both the seller and buyer of That Storage Place in Kingston, New York in a \$2,425,000 sale at an 8.6% cap rate based on 2008 actual income and expenses. Built in 2004, the facility is a fully stabilized, class A self storage center with 41,200 rentable sq. ft. on 2.9 acres. The seller was interested in selling the property before the end of 2009 due to concerns over a potential increase in capital gains taxes. The buyer is a local operator of self-storage facilities, gas stations and car washes and the new acquisition fit nicely into their existing portfolio.

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In other news, Argus recently welcomed some new broker affiliates. Bill Brownfield, CCIM (713-355-9100; brownfield@meansknaus.com) of MKP Self Storage LLC in Houston, Texas, will represent Argus in South and Central Texas. Robert Fisher, CCIM (423-756-5700; robertfisher@remax.net) of RE/MAX Renaissance Realtors, in Chattanooga, Tennessee, represents Argus in the state of Tennessee. N.J. "Joey" Godbold (704-632-1027; jgodbold@pmcre.com), a principal and president of Percival McGuire Commercial Real Estate in Charlotte, North Carolina, will represent Argus in North Carolina. Joe Pelayo, CCIM, SIOR, CIPS (954-341-3294; joeccimsior@yahoo.com), broker/president of Total Real Estate Consultants, Inc. in Coral Springs, Florida, represents Argus in south and west Florida. Details: 1-800-55-STORE; www.selfstorage.com.

### Nash Moves Up with On the Move

Mark Ulfig, president and CEO of On The Move for the last three years, has decided to return to his career in the automotive industry. In his place, On the Move has promoted executive vice president Susan Nash to president and CEO. She was one of the founders of OTM in 1991.

### StoreSmart Adds U-Haul



Lewis Pollack, owner of StoreSmart Self-Storage in Columbia, South Carolina, reports that he recently added U-Haul truck and trailer rentals to the self-storage business he has been operating since 2004. He says StoreSmart Self-Storage can now offer its customers a variety of equipment and supplies designed specifically for moving household furnishings, including moving vans, open trailers, closed trailers, furniture pads, appliance dollies, furniture dollies, tow dollies and auto transports. StoreSmart Self-Storage also will offer items to protect customers' belongings and make moving easier, such as heavy-duty boxes, which

are made of up to 90 percent recycled content. Details: 803-699-2326; www.storesmart.org.

### Trachte Announces New RV Building Design



Trachte recently announced the availability of its flush jamb and header system for larger-sized storage buildings. Where an RV/boat storage unit would typically utilize ribbed panels and J-trim to create the exterior, Trachte engineers have developed a more attractive flush exterior similar to our standard storage buildings. Trachte reports that the new design has greater damage resistance, lower material cost, takes less time to build and is more attractive. Details: 800-356-5824; www.trachte.com.

### BETCO and BVR Form Alliance

BETCO, Inc. and BVFR & Associates, LLC announced that they have formed an exclusive alliance. BETCO is the exclusive source of self storage customers for BVFR & Associates. The company says this means no other self-storage supplier or their customers will be able to access this service through BVFR. In addition, BVFR will extend discounted fees to BETCO customers.

Details: BETCO Special Services Department (704-872-2999 x2090; specialservices@betcoinc.com). ❖