

Around self storage

Barth Storage Goes INSOMNIAC



OpenTech Alliance, Inc., recently announced that Barth Storage of Kenosha, Wisconsin, installed its first INSOMNIAC 770. Barth Storage has been a family owned and operated business for three decades. Ron and Kathy Barth started the business and eventually their three daughters Lisa Barth-Chiappetta, Chris Soto, and Debbie Wolf joined them. They built Kenosha's first self storage property and now operate three properties in the area.

The Barth Storage facility where the kiosk is installed has 675 units, office hours of Monday through Saturday from 8:30 a.m. to 5:30 p.m., and an onsite manager. The manager rarely rents units at the office counter; instead she walks each new prospect to the kiosk and lets them move through the rental process at their own pace.

Lisa, a member of the Self Storage Association board of directors, president of the Wisconsin Self Storage Association, and principal of Barth Storage, says: "The most common question I get from customers is, 'Why is the girl on the kiosk named Megan and not Lisa?' I tell them it is a bug in the software."

Details: www.opentechalliance.com; 602-749-9370.

BETCO Offers New Colors, Roofing Advantages

BETCO is adding two new colors to its roll-up door, trim and structure paint color selections. Colors can be viewed online.

BETCO reports that it is also offering distinct innovations in metal roofing components: Trapezoidal roof panels, customized re-roofing sub-framing, and Drip Stop (a special material adhered to the underside of 316 and 324 panels that creates a vapor barrier to prevent condensation problems).

Details: Terry Campbell, VP sales & marketing, (tcampbell@betcoinc.com; www.betcoinc.com).

Lock 'N' Leave Adds U-Haul

Zach Yaklin and Linda Panczyk, owners, of Lock 'N' Leave Self Storage, located in Lenox, Michigan, recently added U-Haul truck and trailer rentals to the storage facility they have been operating since 2007. The facility now offers its customers a variety of moving equipment and supplies designed specifically for household furnishings, including moving vans, open trailers, closed trailers, furniture pads, appliance dollies, furniture dollies, tow dollies and auto transports.

"Our storage customers are always asking about self-moving equipment, so becoming a U-Haul dealer was the natural choice," Yaklin and Panczyk said.

Details: 586-298-3337; www.locknleave.com

IREM Managing Connecticut Facility



Investment Real Estate Management reports that Adams Street Self Storage in Manchester, Connecticut, opened its doors in August with 572 units and 81,275 sq. ft. The facility is one of a few in the country where customers can enter on one major highway, drive through the facility, and exit onto another major highway. This unique parcel of land in the Hartford suburbs contains a three-story, climate-controlled building and is flanked by two single-story drive-up access buildings on either side. Details: Julie Lane Purcell (717-779-0804; www.irellc.com).

See Around, page 58



Georgia Self Storage Association

www.gassa.org

Why Join in 2010?

- ❑ Georgia Self Storage Lease
- ❑ Monthly Luncheons
- ❑ National SSA Affiliation
- ❑ Educational Seminars
- ❑ Legislative Lobbyist
- ❑ Legal Advisor
- ❑ Insurance Discount
- ❑ Informational Web Site
- ❑ Membership Directory
- ❑ Membership Manual

Membership is available to Self Storage Owners, Managers, Management Companies and Vendors/Suppliers for an annual fee of \$199.00.

"We Store for You"

GASSA
Chuck Manley, Executive Director

Suite 260 #510
3162 Johnson Ferry Road
Marietta, GA 30062

P) 678-764-2006 • F) 678-264-0968
Email: gassa1@bellsouth.net

Around, from page 57

SSTI Acquires Alabama, Arizona Facilities



Strategic Storage Trust, Inc. (SSTI), a publicly-registered, nontraded REIT targeting the self storage market, acquired two facilities located in Montgomery, Alabama and Phoenix, Arizona, for a combined purchase price of \$5.8 million.

The 600-unit Montgomery property is located at 6010 Monticello Drive six miles east of downtown. The facility sits on approximately 5.5 acres and contains 94,600 rentable sq. ft. of self storage space. The facility was constructed in 1995 and revitalized in 2004. SSTI purchased the property for \$3.8 million from an unaffiliated third party.

The 520-unit Phoenix property (shown above) is located at 727 West Missouri Avenue six miles northwest of the central business corridor. The facility sits on approximately 1.4 acres and contains 38,750 rentable sq. ft. of self storage space. The property is located in a highly residential area just west of Interstate 17, a primary north/south corridor providing access to major work centers and main transportation routes such as Interstate 10 and highway 60. The facility was constructed in 1974. SSTI purchased the property for \$2 million from an unaffiliated third party. Details: 949-429-6600; www.strategicstoragetrust.com.

IFCO Relocates Nashville Pallet Facility

IFCO SYSTEMS recently announced the strategic relocation of its Nashville, Tennessee, pallet management facility. The new facility is located closer to both I-24 and I-40, which will enable IFCO to better serve its Nashville-area customers with increased efficiency and faster 24/7 delivery. IFCO SYSTEMS is an international logistics service provider with more than 210 locations worldwide, and is the nation's largest asset-based pallet management company. It has provided the greater Nashville area with pallet supply, repair, recycling, and retrieval services since 1999. ❖