

# Around self storage

## CubeSmart Installs INSOMNIACS

OpenTech Alliance, Inc. announced recently that CubeSmart has installed INSOMNIAC kiosks at their first 25 Superstores. The self service kiosks allow consumers to rent units and make payments 24 hours a day. In addition, customers who have reserved a unit through CubeSmart's website or sales center will soon be able to complete their reservation using the kiosk and immediately enter their unit without having to stop in the office.

"Since we started working with OpenTech in 2008 we have been impressed with the continued innovations they have made to their products and services. The price point of the new INSOMNIAC 100 model enabled us to add kiosks as a standard feature of our new Superstores and provide more convenience to our customers," said Guy Middlebrooks, CubeSmart's director of operations.

"It's great to work with a progressive company like CubeSmart that is looking for new ways to improve the storage experience for their customers, and we're excited that our kiosks are a part of their solution," said Robert Chiti, CEO of OpenTech Alliance.

## Argus Sells Staten Island Property



Argus broker affiliate Linda Cinelli, CCIM of LC Realty represented the seller of Moore Self Storage in Staten Island, NY. The 38,400 RSF property sold on August 3, 2011 at an 8.5% cap rate. The property was attractive to buyers due to its close proximity to a regional shopping mall and the Outerbridge Crossing to New Jersey. This project represented an excellent opportunity for the buyer to enter the Staten Island market. Cinelli is the Argus Self Storage Sales Network broker affiliate for the Northern New Jersey and NYC/Long Island markets.

Based in Denver, Colorado, the Argus Self Storage Sales Network (ASSN) was formed in 1994 to assist owners

and investors of self storage. Through the years, Argus has assembled a network of real estate brokers experienced in self storage and income property investments. For more information visit [WWW.ARGUS-SELFSTORAGE.COM](http://WWW.ARGUS-SELFSTORAGE.COM) or call 1-800-55-STORE.

## IRE Sells New York Facility

Atlas Self Storage located in Chester, New York was recently sold to Guardian Self Storage of Poughkeepsie, New York. The facility currently contains 31,200 SF in 239 units of self storage with additional land and approvals to build 48,900 SF for a total of 80,100 SF. The store was 74% occupied at the time of sale. The property features a rental office and showroom, back office space, cameras, key pad gate and fully fenced exterior. To sell the property, a subdivision had to be approved (a 6-month process) to separate the office building located on the front portion of the parcel. No financing was required due to an all cash sale. John H. Gilliland of Investment Real Estate brokered the transaction.

Investment Real Estate provides self storage brokerage, construction, feasibility and consulting services in the Northeastern and Mid-Atlantic states. To view current properties for sale, visit [WWW.IRELLC.COM](http://WWW.IRELLC.COM).

## SIMI Managing Simsbury Property

Storage Investment Management, Inc. (SIMI) has been appointed property manager for West Street Self Storage, located in Simsbury, Connecticut. The facility has 32,725 square feet of rentable space in 254 units and offers both climate control and dry storage. West Street Self Storage will be operated as a satellite facility from Simsbury Self Storage, a 61,300 square foot facility also located in Simsbury Connecticut. SIMI currently manages eight self storage facilities in Connecticut, and 32 facilities from the mid-Atlantic region to New England.

For more information, contact Bryce Grefe at 781-335-1604 or visit the SIMI website at [WWW.SIMI.ORG](http://WWW.SIMI.ORG).

## Self Storage Manager in Canada

E-SoftSys™, a Total Solutions Provider for the self storage industry, recently announced that Canadian Mini-Warehouse Properties Company™, manager of 52 Public Storage branded locations across Canada, has chosen Self Storage Manager as their management software program and implemented the software at more than half of their properties.

"After evaluating Self Storage Manager at three of our locations for several months, we have made the decision to implement the management software at all 52 Canadian

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locations,” said Troy McLellan, SVP/COO. “The decision was based on the ease of conversion from our legacy TaskMaster™ application, rich functionality, and excellent customer support.”

According to Pino Spano, VP operations, “The software is fully compliant with Canadian statutory requirements and met all the requirements of our IT, operations, and accounting teams. We chose to host the site databases utilizing the remote server option, allowing us to be one step ahead of the curve in data security. We plan to implement the integrated e-CRM module with interface to our phone system, once all our properties have been converted. We would recommend Self Storage Manager to other multi-facility operators who are looking for a complete management software solution.”

Self Storage Manager has been implemented by many single and multi-facility companies in North America, South America, Europe, the Middle East, and Asia-Pacific. For more information, contact E-SoftSys at (800) 469-1740 Ext. 1 or visit [WWW.SELFSTORAGEMANAGER.COM](http://WWW.SELFSTORAGEMANAGER.COM).

Canadian Mini-Warehouse Properties Company is the manager of 52 Public Storage branded locations in Canada offering self storage, car storage, boat & RV storage, and commercial storage at locations across Ontario, Quebec, British Columbia, and Alberta. For information, call (905) 677-0363.

## **Amsdell Acquires Seventh Detroit Property**

The Amsdell family of companies announced the acquisition of an institutional quality self storage center in Waterford, Michigan located at 2019 Dixie Highway. With over 46,000 net rentable square feet, the storage center offers drive-up and indoor units and will offer truck rental as well as boxes and packing supplies.

This acquisition is in addition to recent growth by the company, including several other properties in the Detroit metro area and Pittsburgh that served as welcome additions to the growing Amsdell portfolio, with several existing locations throughout Florida and Ohio. The storage centers are all operated by Compass Self Storage, LLC, ([WWW.COMPASSELFSTORAGE.COM](http://WWW.COMPASSELFSTORAGE.COM)), a member of the Amsdell family of companies.

“We are excited to expand our service area to Waterford and to get involved with the local community,” commented Todd Amsdell, president. “We look forward to continuing to offer quality self storage and moving solutions to our customers.” The acquisition of this property will be the seventh in the greater Detroit area for Compass Self Storage.

Compass Self Storage, LLC, and their affiliates are members of the Amsdell Companies, headquartered in Cleveland, Ohio. The Amsdell Companies draws its roots from the family-owned construction company founded in 1928 and has since been active in several billions of dollars worth of real estate ventures with a primary focus on self storage.

For more information, visit [WWW.AMSDELLCOMPANIES.COM](http://WWW.AMSDELLCOMPANIES.COM) and [WWW.COMPASSELFSTORAGE.COM](http://WWW.COMPASSELFSTORAGE.COM).

## **Loeffler Helps Sell California Property**

Bobby Loeffler, president of the Loeffler Self-Storage Group, represented the seller, Fairview Self Storage Group LLC, in the sale of Fairview Self Storage, a 36,735 net rentable square-foot self storage facility located in Ceres, California. The property sold for \$1,290,000 or \$35.13 per square foot. Mark Yandow and Joe Garvey of SSBC represented the buyer. The property features 311 units with an average unit size of over 118 square feet.

The property sits on 1.64 acres just west of Highway 99 and was built in 2003. The purchase price represents a 3.63% CAP on the current 61.0% economic occupancy. The property is all metal construction with asphalt drive isles. The buyer plans to increase occupancy as a large flea market operator is positioned to acquire an adjacent parcel. Additionally, the new management plans on reducing operating expenses by downsizing the staff and adding a new rental kiosk. For further information Bobby Loeffler can be reached at (916) 939-1410, or [Bobby@LS-SG.com](mailto:Bobby@LS-SG.com).

## **U-Haul News**

West Solloway, owner of Fort Knox Self Storage, located at 280 Clove Road in Montague, New Jersey, recently added U-Haul truck and trailer rentals to the 200 climate-controlled and 200 nonclimate-controlled self storage business he has been operating since 2011.

Fort Knox Self Storage is an eMove Storage Affiliate, which provides his business with access to confirmed reservations from the world’s largest moving and storage reservation system including [emove.com](http://emove.com), [uhaul.com](http://uhaul.com), and 1-800-GO-UHAUL, along with being able to display their storage facility features and photographs online.

“I have other facilities that I manage, which are also U-Haul dealerships,” Solloway said. “Fort Knox Self Storage is the proud new owner of the Montague Self Storage location, and we are happy to partner once again with U-Haul.” For more information, or to rent your moving equipment today, call (973) 293-3360 24-hours a day, seven days a week. Visit [WWW.FORTKNOXSS.COM](http://WWW.FORTKNOXSS.COM).

Sam Leach, owner of Cove Point Self Storage, located at 15 Cove Point Road in Lusby, Maryland, recently added U-Haul truck and trailer rentals to the climate-controlled storage rental business he has been operating since 2009.

“Our customers ask about rental trucks all the time and U-Haul provides a wide range of trucks and trailers that makes moving easier for them,” manager Tabatha Willey said.

“U-Haul is proud to be partnering with a quality independent business such as Cove Point Self Storage,” said Patrick Goodwin, president, U-Haul Company of Maryland. “Sam is a great example of the type of successful business relationship U-Haul has established in order to build and maintain a strong network of more than 15,000 independent dealers across North America.” Visit [www.covepointstorage.com](http://www.covepointstorage.com).

## Skenandore Joins Waikato

Larry Skenandore recently joined Waikato Enterprises as a project manager. Previously a district manager and construction project manager for U-STOR-IT facilities, Larry has a great knowledge of self storage and managing construction projects. Skenandore can be contacted at [larrys@waikatoinc.com](mailto:larrys@waikatoinc.com).

In other news, Waikato Enterprises was out in force at the Great Lakes Expo held earlier this summer in Lisle, Illinois. The expo was another great opportunity for Waikato to network with leading industry suppliers, as well as meet potential customers with some exciting projects on the horizon.

“With exhibitors and attendees’ upbeat enthusiasm at the show, Waikato is looking forward to returning to the event in 2012,” said Skenandore. “There is no doubt that good things are to come in the near future for the storage industry.”

## SiteLink’s New Training Library

SiteLink is pleased to announce the release of its next generation of free online training tools. On the company’s website, [www.smdsoftware.com](http://www.smdsoftware.com), users now navigate through an icon-driven menu patterned after SiteLink Web Edition screens.

Users pick training videos by clicking on the menu, button or feature of the visual shell. The menu-driven layout lets users locate the right training video more quickly.

“Users of any software often comment about the many features they don’t understand or even know about. Training videos have allowed many SiteLink customers to master almost 100% of features in Web Edition,” said Jim Ferguson, marketing manager of SiteLink.

“I love the fact I can just jump onto [www.smdsoftware.com](http://www.smdsoftware.com) and access the training videos and webinars at no charge,” said Lori Ortega of Storage Plus, LLC. “They are very informative and eliminate service calls.”

“I am always amazed at the functions that SiteLink offers that I haven’t been using,” said Cara Massie of Paradise Storage, LLC.

## “Bag Hunger” 2011 Food Drive

Accountable Management recently announced that they, along with the 27 stores they manage, will be donating food to Feeding America this fall. Feeding America distributes food and grocery products through a network of over 200 food banks that serve more than 61,000 local charitable agencies and provides low-income individuals and families with the fuel to survive and even thrive. Feeding America is the nation’s leading domestic hunger-relief charity, and their network members supply food to more than 37 million Americans each year, including 14 million children and 3 million seniors. Serving the entire United States, more than 200 member food banks support 61,000 agencies that address hunger in all of its forms.

“Accountable Management has a long-standing history of corporate responsibility and has been donating to local charities and organizations for years,” said Lori Judd, project manager at Accountable Management. “And even though the economy is showing signs of recovery, American families continue to find themselves struggling with food insecurity. In response to this need we are helping to “Bag Hunger” and provide much needed food for the upcoming holiday season.”

To help “Bag Hunger,” please visit your local food bank or stop by one of our convenient locations ([www.storehunger.com](http://www.storehunger.com)) between October 1 and November 9 to drop off donated canned soup, fruits, veggies and meats, boxed or bag cereals, pasta, rice, peanut butter, boxed meals, dry milk, crackers and canned or bagged beans.

## Clothing Drive a Success

Storage Asset Management, Inc. recently said its “Spread Goodwill” clothing drive totaled in over 8,000 items being donated at its managed storage facilities across the Mid-Atlantic and Northeastern United States. The items were given to Goodwill Industries, to aid in their mission of reaching out to youth, seniors, veterans and military families, people with disabilities and others with specialized needs in our communities. In 2010, Goodwill Industries helped nearly 2.4 million people through their employment and training programs.

“We are so grateful to our property managers for their work in promoting this drive to both their current customers and their local communities. Everyone was so generous and we are really pleased with the results,” said Julie Purcell, Storage Asset Management’s director of marketing.

For more information on this charity drive, please visit [www.storageassetmanagement.com](http://www.storageassetmanagement.com). ❖