



SELF
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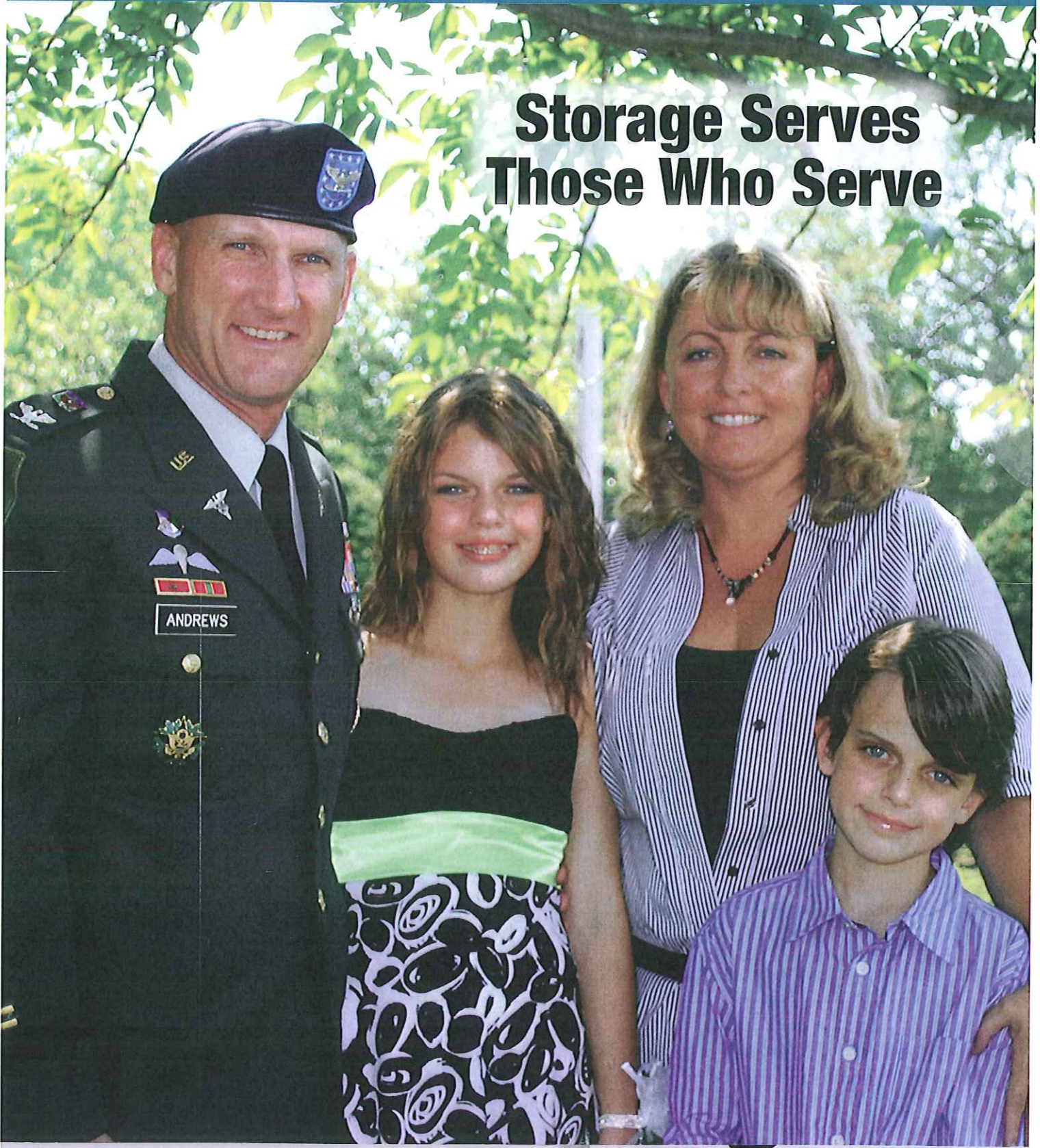
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Storage Serves Those Who Serve



industry that we may not be aware of unless we have members in that jurisdiction. Many times, if one local jurisdiction introduces something, it gets copied and replicated in other jurisdictions until it gets to the point of being very difficult to change. Early warning and action is very important in any industry. The VASSA needs support by way of both dues to help support our legislative watch and involvement in both the state and national political arena.

For more information concerning the Virginia Self-Storage Association, please feel free to contact one of the following self storage owners.

John Aspinwall, Jack Rabbit Self Storage, Virginia Beach, (757) 473-8181, Willdhare@aol.com

Richard Sellers, U-Store Management Corp. Arlington, (703) 276-9160, Rsellers@U-Store.com

Bruce Jennings, Fairfax City Self Storage, Fairfax, (703) 978-1200, Bjenn3980@aol.com

Gordon Bowers, GM Bowers Company, Midlothian, (804) 378-2000, GMBowers@aol.com

Eric Miller, Atlantic Self Storage, Warrenton, (540) 349-3886, Eric-Miller@Atlanticstor.com

Carolyn Winks, Staples Mill Mini Storage, Richmond, (804) 266-3587, carolynwinks@comcast.net

Mac Walker, CW Investments, Charlottesville, (434) 977-2705, walkermac@aol.com

Wisconsin



We want you! Become a Wisconsin Self Storage member and receive many benefits like 10% off your property insurance, members only section with legal forms, how-to information; have your storage listed on the website, list your sale notices on the WSSA website for free, and much, more. Call Doug Stanghor at (414) 755-3364 to see what we can do for you.

Canada



New this year for all Canadian self storage owners/operators and managers is the CSSA Operators Certification Course. This is a four-segment course and upon successful completion of all four segments the participant will receive a Certificate of Merit directly from the Canadian Self Storage Association. The content of this course is completely Canadian, pertaining to the rules and regulations and doing business in Canada. The four segments are: Segment One – Sales & Marketing (implementing an effective and strategic marketing plan); Segment Two – Staff Training (including facility audits, inspections and maintenance); Segment Three – Operations (daily management, HR issues, hiring the right people); and Segment Four – Accounting (budgeting & financial management). Visit www.cssa.ca for more information.

The final event on the 2010 calendar for the Canadian Self Storage Association is November 17–19, 2010, CSSA Ontario Regional Conference and Tradeshow, at the Delta Meadowvale Hotel & Conference Centre, 6750 Mississauga Road, Mississauga, Ontario, www.deltameadowvale.com or call (905) 821-1981. Schedule of this event as follows: Wednesday November 17, CSSA Managers Certification Course Segment #3 *Operations – Daily Management and H.R. Issues, Hiring the Right People*. Thursday November 18, 8:00 am–5:00 pm, Conference and Tradeshow to be followed by the CSSA VIP Self Storage Networking Social Event. Friday November 19 begins with a full hot/cold buffet breakfast to be followed by site tours of some of the local self storage facilities.

For more information on this or other upcoming Canadian Self Storage Association events, please visit us at www.cssa.ca, phone (888) 898-8538, or e-mail info@cssa.ca.

Japan



The Japan Self Storage Association met on October 6th with about 40 companies in attendance. They began now taking applications for membership. For more information, contact Nao Ikenaga at ikenagana@arealink.co.jp. ❖

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