

Subject: May & April Newsletter - Mobile in May - Meeting notice
From: "M.D. Smith" <mdsmith@hiwaay.net>
Date: 5/16/2006 4:53 PM
To: "M.D. Smith-Hiwaay" <mdsmith@hiwaay.net>

Our meeting is Thursday in Mobile. See the web site for details, times, maps, etc. We have a great speaker line up and I hope you will be there. You can't beat it for the \$20 lunch fee. Another newsletter will come after the meeting this week. It will cover business at the meeting.



Alabama Self Storage Association Mobile Meeting May 18, 2006 - Newsletter for April '06

from M.D. Smith

The meeting on May 18th will be held at The International Trade Center located at 250 North Water Street in Mobile, Alabama 36602. Phone at Trade Center is 251-433-1851. Meeting will start at 11:00 sharp. Please arrive between 10:30 and 10:45 to sign up for lunch, get a name tag and be ready for the meeting which will start on time. Maps and hotels are on web at <http://www.alabamassa.org/may18-meeting.htm> . Our meeting will be over no later than 2:30 pm. Cost is \$20 a person.

We picked this date on a Thursday, because it is one day before the Mississippi Self Storage Association's convention and EXPO on Friday the 19th. (see <http://www.msssoa.org/page5.html>) It will be in Canton, MS which is just about 10 miles North of Jackson. This way, our members living in or traveling to Mobile, can do both meetings in one trip.

+++++++ [The meeting program] ++++++





We have a sponsor for our Mobile meeting by Miller Building Systems. [Stephen Wilson](#) is the southeast sales manager for Miller Building Systems sales office located in Tifton, GA. He has 25 years of experience in manufacturing and sales within the Pre-Engineered Metal building industry. Wilson is focused on long term relationships by providing quality products and resources to the industry. He will speak on: "Climate Control Building Design." Please thank Stephen.

The second sponsor for our meeting and who will also be speaking to us is "The Shelf Elf," a 100% web based business, that has been in operation a little over two years. The website address is www.theshelfelf.com. They sell heavy duty, adjustable wire shelving to many types of businesses all over the country, at the lowest prices found on the internet. This shelving is typically organized into

free-standing or mobile rack systems. All shelves and posts are epoxy coated for usage in harsh environments and guaranteed for 10 years. These shelving rack systems are easily assembled by hand and require no tools. Self Storage customers would find this product very handy and you make the profit from selling them. Tracy Johnson will be speaking to us. Please thank Tracy also.

 Another speaker for our program is Anna Belle Rushing, CISR, CPIW from International Assurance, Inc. of Mobile. She will be speaking on "Issues (self storage) Property Owners are facing in this Hurricane Prone Area." Lytis A. Davis, CIC is the owner and will be there to answer questions also.

 Douglas W. Fink, a lawyer with the firm of Hand Arendall, LLC who attended our Expo, will be speaking on "legal issues that the Alabama storage industry faces" followed by Q&A time. He will talk about the Alabama Self Storage Act, what needs to be covered in your Rent Agreements and some specific cases of default (like death of a tenant, bankruptcy or military service) that you may encounter. Their web site is <http://www.handarendall.com/>

 Our treasurer, Stuart LaGroue attended the Chicago SSA (March 29-April 1) meeting on behalf of our association and met with other representatives of state associations. He will give us a short report on the business discussed there.

Your board and officers had a telephone conference call on Wednesday, April 26th and discussed the following things:

1. The date for the next EXPO and will see if we can get it booked for Thursday, Feb. 22, 2007 with setup the Wednesday before at the same location as before, the Wynfrey Hotel in Hoover.
2. We will have some good news for you at the Mobile meeting on the Boilerplate State Rental Agreement for all members.
3. We have lined up a good program for our meeting and will have time for Q&A after each speaker if you so desire.
4. Your officers and board members will be making personal calls to you to invite you personally to Mobile and try to get a count for ordering lunch at our meeting.

Your officers will have our board meeting in Mobile preceding the general members meeting and will have more to report following that meeting as well.

Log into the members only section: <http://www.alabamassa.org/members/> , Name is, member, the password is, storage25

Best regards,

M.D. Smith
ALSSA President

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