

**Subject:** September mailed & E-Newsletter from ALSSA  
**From:** "M.D. Smith" <mdsmith@hiwaay.net>  
**Date:** 9/18/2007 5:20 PM  
**To:** "M.D. Smith-Hiwaay" <mdsmith@hiwaay.net>

## **Meeting in Huntsville, October 3rd " be here**

# **September, 2007 Newsletter**

### **Regional Expo in Myrtle Beach - Oct. 21-23, 2007**

**<http://ncssaonline.org/> with all information on line**

**Here's a brief outline of our October 3rd meeting which will start at 10:45, program at 11:00.  
(NOTE THIS NEWSLETTER IS BEING MAILED TO EVERYONE)**

**11:05 " 11:15 M.D. Smith short talk on Body Language of customers and employees.**

**11:15 Tom Garden of Syrasoft (sponsor today) : Maximize profits through Software + Q&A on the business**

**11:50 Scott Sweeney (member of GSSA board of directors) of Buchanan Storage Capital will deliver a Capital Market update followed by a brief Q&A**

**12:15 Lunch - Come back to table 12:45 Officer's Nominations report.**

**12:50 Bob Copper of Self Storage 101 (sponsor today) is a former Regional Manager for Metro Storage, responsible for 32 locations throughout Florida, Georgia, Indiana and Ohio. He also managed properties for Public Storage in Birmingham, Atlanta, Nashville and Memphis.**

**1:20 pm Guest from Madison County Drug Force to talk about storage units & Meth Labs.**

**A member would like to know other ideas to reduce auction costs. Like certified mail expenses and advertising. The meeting will end around 2:00 p.m.**

**A NEW feature has been added to our "Members-Only" pages. It is a link to all the electronic newsletters that have been sent out in the past several years. If you are a new member or just want to browse old items, go to the member's section and click on the link for the listings, or go directly to <http://www.alabamassa.org/members/members-newsletters.htm> to sign in and read them**

**Our Expo is February 20-21, 2007 so put that date on your calendar right now. Web site has more info and sign up forms for individuals and vendors.**

**Best regards,**

M.D. Smith, President