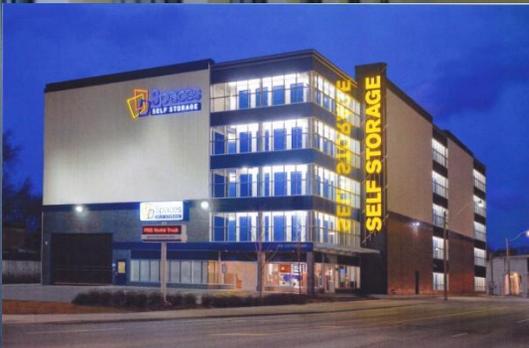


**Canadian Self Storage
Association 7th Annual
Ontario Self Storage Facility
Tour November 9, 2012**



Storage Mart Alden - expansion



**Spaces Self Storage – new
construction**



**Storage Mart Kennedy – 2nd floor
drive-ups**

Advanced Storage Systems is honoured to host the 7th Annual CSSA Ontario Self Storage Facility Tour. We are pleased to present three interesting and very different storage facilities demonstrating some of the diversity of our industry. We will be visiting an expansion facility, a facility with 2nd floor drive ups and a new construction facility....enjoy!!!!

We all know the usual items kept in storage lockers: household items, furniture, company archives, cars, boats, tools. But after some research we have found that people sometimes store very unusual items:

1. Grandma's body – a Florida family kept their grandmothers body in a blue casket in a locker for 17 years.
2. Aretha Franklin's clothes – after a fire in her home she used a Michigan unit to keep her clothing and hats safe. After she stopped paying for the unit her iconic wardrobe was sold to the highest bidder.
3. Burt Reynolds's weird belongings – found were the bill of sale for Roy Rogers' horse Trigger, the canoe from the 1972 movie Deliverance and a letter from Burt's doctor about a 1955 surgery on his spleen.
4. In 2009, a 1937 Bugatti 57S was found in an English storage garage – experts believe it to be worth as much as \$9 million – nice find!
5. \$500,000 worth of old coins were found in a locker according the San Francisco Chronicle – the buyer paid \$1,100

What do you think may be in your facilities lockers???

The Self Storage Industry, from large to small facilities is thriving in Canada and the US.

Self-storage is overwhelmingly a North American phenomenon. Several public companies are REITs, and have outperformed other REIT sectors in the last couple of years.

A news release about the self-storage industry caught our attention. In the US, the self-storage industry showed the strongest gain of any REIT sector for the second year in a row, says the release. In 2011, self-storage REITs returned an impressive 35.4 per cent, far outpacing other REITs.

What is surprising (to us, anyway) is that self storage, according to the Self Storage Association (SSA), has been the fastest growing segment of the commercial real estate industry over the last 30 years. It has been called "recession resistant" because of its performance through 2008 and beyond, and had revenues of more than \$20 billion in 2010.

It turns out that self storage is overwhelmingly a North American phenomenon: according to the SSA, of the 58,500 self-storage facilities in the world, 49,940 are in the US, and a comparatively paltry 3,000 in Canada. The US holdings amount to more than 2.3 billion square feet of rentable space, or 210 million square metres. That area is more than three times larger than Manhattan, to put it in perspective. Put another way, there's enough space for every single US household to have 20 square feet of it.

Ironically, given that North Americans tend to have more living space than people anywhere else in the world, one in ten American households currently rents some form of self-storage unit. That number has grown by a whopping 65 per cent since 1995. But the amount of storage space available has grown even more dramatically: from 1984 to today, the number of available storage facilities has increased by almost 700 per cent (from 6,601 to 49,940). (posted by condo.ca July 19, 2012)

Advanced Storage Systems is proud to be a prominent construction company working in this highly successful industry with such a bright future.

