



Membership Application Form

Please return to:

**Self Storage Association of Australasia
Unit 4 – 2 Enterprise Drive, Bundoora, Vic. 3083
Australia
Fax +61 3 9466 8081**

* Fees quoted are in Australian Dollars, include GST and are applicable for the 2007/2008 Membership year and expire on 31/10/2008. Please contact the SSAA and confirm fees if applying for membership after this date.



APPLICANT DETAILS :

OWNER'S CONTACT DETAILS:

NAME : _____
(Surname) (other names)

POSTAL ADDRESS : _____
STATE ZIP/POST CODE COUNTRY

COMPANY NAME : _____

TELEPHONE : _____ MOBILE PHONE : _____

FACSIMILIE : _____ EMAIL : _____

FACILITY CONTACT DETAILS:

FACILITY NAME : _____

ABN : _____

FACILITY ADDRESS : _____
STATE ZIP/POST CODE COUNTRY

TELEPHONE : _____ MOBILE PHONE : _____

FACSIMILIE : _____ CONTACT PERSON : _____

EMAIL : _____

WEB SITE : _____

Please also attach your cheque made payable to The Self Storage Association of Australasia or alternatively you can pay by the following credit cards only. **Amex incurs a 3% surcharge.**

Bankcard MasterCard Visa Amex (incurs 3% surcharge) Expiry Date...../.....

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Name of Cardholder.....

Signature of Cardholder.....

Please ensure you complete all credit card details otherwise payment cannot be processed



MEMBERSHIP APPLICATION FORM – CONFIDENTIAL

The following questions form part of the application for membership of the Self Storage Association of Australasia. This information is treated with the strictest of confidence and is used for the sole purpose of gaining statistical information on the STORAGE INDUSTRY, which is vital to our future planning.

ABN 23 050 341 725

(Place a tick in the appropriate box)

- OWNER OPERATOR : Yes No
- ON SITE OFFICE : Yes No
- ON SITE CARETAKER/RESIDENTS: Yes No
- SECURITY FENCING : Yes No
- AUTOMATIC GATES : Yes No
- ELECTRONIC SECURITY : Yes No
- COMPUTERISED ACCOUNTING : Yes No
- WAS THE BUILDING : Purpose Built or Converted
- DO YOU WISH TO RECEIVE UPDATES Hard Copy or Electronic

DATE FACILITY OPENED : _____

NUMBER OF LEVELS : _____

TOTAL NUMBER OF SPACES : _____

TOTAL STORAGE AREA SQ METRES : _____

NUMBER OF PEOPLE EMPLOYED AT YOUR FACILITY : _____

MEMBERSHIP CATEGORY : Please Indicate

- REGULAR MEMBER (Facility is open and operational)
- PROVISIONAL MEMBER (Looking at entering the industry)

Please find enclosed my payment for JOINING FEE (applies to all new members) \$500.00 inc GST

Plus.... PRORATA MEMBERSHIP FEE: _____ + \$.....
(Please refer to the Template for SSAA Fee Structure)

TOTAL AMOUNT OF PAYMENT ENCLOSED: \$.....

All prices are quoted in Australian Dollars, include GST and are valid until 31/10/2008. The Application Form will only become a tax invoice upon acknowledgement of receipt of payment. Any person joining from outside of Australia pays \$500.00 Joining Fee and deduct the GST from the prorata amount.

I hereby wish to apply for Membership of the Self Storage Association of Australasia and agree to be bound by the Code of Ethics.

FULL NAME : _____

SIGNED : _____

POSITION : _____

Additional Notes For Your Guidance

1. Joining Fee

All applicants including Provisional Members are required to pay the \$500.00 Joining Fee. (Incl. GST)

2. Membership Fees for 2007/2008

These are paid on an annual basis, commencing from 1 November each year.

Membership Fees are levied at three different rates.

1. Less than 50 spaces = A\$340.00
2. More than 50 spaces = A\$790.00
3. Additional Facility = A\$170.00
4. Provisional Members = A\$340.00

However, Membership Fees are pro rated to 31 October, from the month in which the Application is made as per the table below.

3. Provisional Members

The Association encourages those who are interested in entering the industry to apply for Provisional Membership, thereby gaining access to information that will enable a decision to be made on economic and legal facts rather than feelings. Provisional Members are required to pay the joining fee upon sign up plus the annual membership of \$340.00. Once the Facility is opened, the applicable Membership fee will apply, the facility is then listed on the Association's Web site and copies of the standard agreements and manual of advice and procedures are dispatched. Provisional Membership is available for a maximum of four years.

4. Service Members

Service Members are required to pay \$790.00

5. International Members

International Members are not required to pay the 10% GST and should deduct 1/11th from the application membership fee on the below table.

6. Applicants with more than one self storage facility, pay the applicable fee plus the additional facility fee per additional facility.

7. Please feel free to contact the Administration Office should you require further advice or guidance.

| | 2007 | | 2008 | | | | | | | | | |
|-----|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| | Nov | Dec | Jan | Feb | March | Apr | May | June | July | Aug | Sep | Oct |
| <50 | 340.00 | 311.30 | 283.50 | 255.10 | 226.80 | 198.45 | 170.00 | 141.70 | 113.40 | 85.00 | 56.65 | 28.35 |
| >50 | 790.00 | 724.30 | 658.50 | 592.65 | 526.80 | 460.95 | 395.10 | 329.25 | 263.40 | 197.55 | 131.70 | 65.85 |
| PM | 340.00 | 311.30 | 283.50 | 255.10 | 226.80 | 198.45 | 170.00 | 141.70 | 113.40 | 85.00 | 56.65 | 28.35 |

Additional Facility or Service Member Office add \$170.00 for each additional facility or office
(all fees include 10% GST)

SELF STORAGE ASSOCIATION OF AUSTRALASIA

The Self Storage Association of Australasia is a group of self storage facility owners, managers and suppliers interested in fostering the development of the self storage industry on a sound ethical and professional basis.

Membership has become an asset assisting the growth and profitability of members' businesses. Members are able to pool their resources to increase public awareness, enhance their image and stimulate overall demand for the industry.

SSAA members keep abreast of current industry activities and events through a regular journal, annual convention, public communications, seminars, training and educational and informative materials for self storage owners, operators, business managers and suppliers.

MEMBERSHIP ENTITLES YOU TO...

Annual Convention & Trade Show

This is held every year. Members may register to attend specialised educational and management training sessions and talk with local and overseas suppliers about the latest ideas, products and services for the self storage industry.

Standard Self Storage Agreement

A Standard Self Storage Agreement has been drafted by the Association's legal advisers to assist in protecting operators from liability in relation to customers. It is regularly reviewed in the light of experiences. This Agreement is made available to members for their protection and to increase the credibility of the industry and is continuously revised as needed.

Manual of Advice and Procedures

This supports the Standard Self Storage Agreement and provides guidelines for industry "best practice".

OH&S

The Association provides an industry guideline to Occupational Health and Safety, this is a benchmark document of Workplace Safety in the industry. Included is a pro-forma OH&S management system, provided on CD so as it can be tailored to meet your individual business needs.

Industry Magazine

The Insider is published six times a year and provides coverage of industry issues, events, trends, news, advice and educational material.

Regional Meetings

Meetings of members are regularly held in New Zealand as well as each Australian state and territory, with informative speakers and trainers who provide useful information to help members reduce costs and increase facility income. They also provide a forum for local issues as well as grass roots discussion with colleagues.

Benchmarking

A totally independent academic institution conducts a regular quantitative assessment to enable participants to identify their strengths and weaknesses and to establish industry bench marks against which to measure performance. The Association also produced a detailed Demand Study in 2006

Panel of Valuers

The SSAA, after consultations with the major lending institutions, has established a small panel of valuers to specialise in the valuation of self storage facilities.

USA, UK and European Affiliation

The SSAA is affiliated with the SSA in the USA and UK. SSAA members are able to receive member discounts on all SSA and SSA UK and European conventions. The SSAA also receives the relevant magazines and publications from these Associations.

Industry Awards

These prestigious awards are made annually to recognize excellence in the industry. They are one of the many tools used by the SSAA to improve the standard of the industry so that operators can benefit from having more satisfied customers.

Code of Ethics

Members are required to adhere to an industry Code of Ethics so as to engender greater confidence from the general public for facilities operated by SSAA members.

Logo

Members have the right to display the SSAA logo to identify their commitment to high standards of ethical conduct.

Almanac

Annual surveys are independently conducted so as to establish occupancy levels and space fees across the industry. The results are compiled into an annual Almanac provided to members. Members are also regularly surveyed to identify new services for existing services requiring improvement.

Membership Directory

A full list of members, their facilities, products and services is included in this directory. It is invaluable for networking and referring business to members.

Internet

The SSAA has a chat room plus opportunities to advertise for employment or sale/purchase of facilities on its web site. There is also a secure Members' Only section. SSAA members also get to register for a xxx@selfstorage.com.au e-mail address free of charge

EFTPOS

Members are able to receive some of the cheapest rates on EFTPOS in the country. This deal is regularly reviewed to ensure its competitiveness.

ASSOCIATION SUPPORT

All members who maintain the expected high ethical standards of behaviour in their service and operations will receive the support of the Association. Whether it is a technical or legal matter, the Association may choose to use its resources to assist any member who requires help.

THE VISION

To be the top-of-mind reference point and source of information for any stakeholder with an interest in self-storage.

THE MISSION

The SSAA represents the interests of facility owners/operators and industry-related stakeholders – sharing data, knowledge and resources that will improve business performance and promoting the benefits of self-storage to the wider community.

THE GOALS

- i. To strengthen the position of the Self Storage Industry as the provider of storage space.
- ii. To assist members to maximise the return on their investment in the industry.
- iii. To strengthen the position of the SSAA within the self storage industry.
- iv. To achieve recognition of the Association as an effective self regulator.
- v. To provide more effective communication, education and training to members.

THE ASSOCIATION

The Self Storage Association of Australasia was founded in 1990 by a small group of facility operators. It has now grown into a strong and professional industry body representing over 80% of Self Storage facilities across Australia and New Zealand and over 90% of the Storage Space.

The industry is growing steadily. It is becoming more competitive and sophisticated. Both established and newer operators have found that the Association provides useful and effective advice, promotion, education and representation for the industry.