



Service Membership Application Form

Please return to:

**Self Storage Association of Australasia
Unit 4 – 2 Enterprise Drive
Bundoora, Vic. 3083**

*All fees quoted are in Australian Dollars, include GST and are applicable for the 2007/2008 Membership year. If you apply for membership after 31/10/2008, please contact the SSAA to confirm the fees.

Additional Notes For Your Guidance

Joining Fee

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

International Members

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

Applicants with more than one office can pay the applicable fee plus the additional office fee of \$170.00 per office.

Membership is payable pro-rata until November 1, see table below for fee depending on month of application

Please feel free to contact the Administration Officer should you require further advice or guidance on 03 9408 0731

	2007		2008									
	Nov	Dec	Jan	Feb	March	Apr	May	June	July	Aug	Sep	Oct
SM	790.00	724.30	658.50	592.65	526.80	460.95	395.10	329.25	263.40	197.55	131.70	65.85

Additional Service Member office add \$170.00 for each additional office.

(All fees include the 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.

Manual of Advice and Procedures

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

Newsletter

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.

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 and UK 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 conventions. The SSAA also receives their Quarterly Legal Reviews from the SSA.

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.

Surveys

Annual surveys are independently conducted so as to establish occupancy levels and space fees across the industry. Members are also regularly surveyed to identify new services for existing services requiring improvement.

Membership Directory (web site - Service Members)

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

Internet

A chat room has been introduced on the web site plus a notice board where members can advertise for employment or sale of their facility or business. There is also a secured Members Only section.

Credit Card Discount

Members are able to benefit from a reduced Merchant Fee for the processing of both debit and credit cards.

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 leading industry Association.

THE MISSION

To create the best possible environment for growth and development of our members and their customers by providing:

Information	Education
Advocacy	Governance
Networking	Member Benefits

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 87% of the market across Australia and New Zealand.

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.