

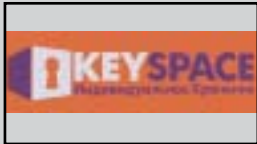
Newsletter

SC Solutions bv

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The collaboration with C.A.T. Control Systems B.V.



An Englishman in Moscow



And another Englishman in Paris



Self Storage Association Annual Conference and Trade Show



Enclosed please find the SC Solutions newsletter, with news and interviews with two interesting companies. It is important to us to keep our customers up-to-date on the latest developments in the self-storage industry. We have chosen the Boxwatcher as the theme for this issue. After all, your customers are sure to demand the certainty that their belongings are safe in your storage facility. And rightly so!

On the back of this newsletter you will read how SC Solutions has gained an even stronger position on the market thanks to having joined forces with C.A.T. Controlsystems BV.

In this newsletter, we turn the floor over to two self-storage operators. This time we chose Flexistockage in Paris and KeySpace Moscow, the first Russian self-storage facility. Distance is no problem for SC Solutions. Our products have proven themselves conclusively in the field.

The Self Storage Association SSA Roma This year's edition of the SSA Annual Conference and Trade Show will be held in Rome. Perhaps a bit too early for nice weather, but that's naturally not the reason to attend this event. On 7 and 8 May 2008, the doors of the Sheraton Rome will swing open to welcome you.

You are welcome to visit our exhibition stand; once again, we have secured a fantastic central location on the show floor. Please be sure to note our stand number in your agenda now: stand number 9. SC Solutions will demonstrate applications in operation with the ControllerPlus, the Boxwatcher and CCTV camera surveillance. We can supply you with an interface for nearly every existing Management Information System. We would be more than happy to provide you with detailed information on our solutions for self-storage security. Everything will be on display in Rome.

We are looking forward to a successful exhibition. The self-storage industry continues to gain in popularity. Self-storage as an extension of your home, or for long-term storage needs. We don't have to tell you this. However, it must all be protected. And this is something we are good at.

Will we see you in Rome?

Kind regards,
Hans Bos



KNOWLEDGE
EQUIPMENT &
IN SELFSTORAGE

SC
Solutions

KeySpace Moscow / William Oswald

An Englishman in Moscow



You really have to be a major pioneer to be the first European to set foot in the self-storage market in Moscow. This type of person has to be cut from sturdy, brave cloth, and have clear goals, and what's more, an amazing amount of energy to achieve these goals. William Oswald is just such a person. The explorer tells us his story.



From the window of his smart Moscow office, one notices the signs 'KeySpace Parking' immediately. "Yes, nice, isn't it?" William agrees. "They have to be able to find us don't they?" All of the signs appear to indicate that the customers do know how to find their way to the industrial park, judging from the very enthusiastic man sitting across from me. It's actually not so surprising that someone of English origin who has left his footprints behind in Hong Kong, Buenos Aires, Burma would also be able to find his feet here. "I just love being able to set something up here. And of course the best part is that we are the first persons to set up a self-storage facility anywhere in Russia." With a big smile on his face, he continues: "This instantly makes us the market leader. Of course, it's still just a pilot, but we are definitely not dissatisfied." The image held by many in Europe is that Russia is run by the local mafia, and that it is a very dangerous market. "Yes, I know, but that is a huge misconception. Russia is a country where everything is arranged by the bureaucracy, down to the last detail, and all of it is provided for in contracts. I adapt easily, and am particularly comfortable here. Nothing scary about it."

The Boxwatcher®

A critical feature of any self storage centre is the level of security measures employed. Boxwatcher® is an unique patented product specially designed for the self storage security. No other systems offers this much guarantee that goods are stored safely. Along a good security with our access control system (ControllerPlus), CCTV, Burglar alarm and fire detection, Boxwatcher® provides you with possibility to offer your tenants an unique individual security system.

Boxwatcher® operates with PIR (Passive Infra Red) and registers every single movement in a secure unit. Burglary sideways or from the top is impossible, it secures the whole unit and not just the door. The Boxwatcher® system is of course also protected against any kind of sabotage.

BOXWATCHER® MARKET LEADER

KeySpace has a location of 1400m² and 200 units. All of the units are protected by the Boxwatcher®. The company is constantly manned, and given the pilot status, an unmanned company is inconceivable for the time being. "This is eventually the goal though. The nice thing about SC Solutions is that Hans Bos has always given us the impression that he lives right around the corner. That's the feeling we have at any rate. He provides excellent service and many things can be dealt with 'on the fly'. The same approach is taken in answering questions from users. This is a huge advantage. We know that Hans can be here within one working day. Fortunately, we haven't had any real problems yet. After all, the Boxwatcher® is a proven concept." William still has a few ambitions. If the Moscow office continues to be a success, and William assumes it will, he carefully dreams of a location in St. Petersburg. The self-storage market in Russia is of course brand new. Bulk storage goods here are often stored at an acquaintance's stockroom, or kept at a friend's company for safekeeping. These facilities are not guarded, and people do want to be able to monitor the situation. People still just have to find their way, and this is improving. At any rate, it's a nice feeling to be the first to be able to start something here. The opportunities for us here are wide open. And for SC Solutions - after all, they're the market leader here." He laughs. Everything will be fine.



Flexistockage Paris / Peter Measures

And another Englishman in Paris



Peter Measures is the general manager of Flexistockage in Paris. An active 52-year-old, and an avid squash player - when he has the time for it that is. Although he is an Englishman by birth, one can actually consider him French, since he has been living and working for over 20 years now in 'la douce France'.

Originally trained as an engineer, years ago he started a self-storage facility in Nantes, together with an American partner. Ultimately he decided to start his own company, Flexistockage, in Paris. Since that time, the company has grown to become one of the larger storage companies in Paris. The company has facilities in Argenteuil, Clichy, Avenue Felix Faure and, in late April, the fourth facility will open its doors in Villepinte. Conveniently close to Charles de Gaulle Airport. The French market demands

a high level of security. The Flexistockage facilities are located in the suburbs, where the ability to provide security is an important pre-condition. This is what Peter was looking for and eventually found in the solutions SC Solutions is able to offer. All of the locations are equipped with Controller Plus with PIN code and proximity labels, and with Boxwatcher® on all of the units. Security first. Flexistockage is also protected outside of office hours, 24 hours per day. With the addition of the new location, the total number of units will exceed 2000. And Peter is not short on ambition. Within 6 months, he expects to have a total of 20,000 m² in storage capacity.

LIGHTNING CONTROL

"In the self-storage business, it's always the same thing. Once people become aware of the possibilities that self-storage offers, their interest grows. And France is no exception. France is still an important growth market. Certainly when one compares it with cities such as Amsterdam and Stockholm, where the concentration of self-storage units per km² is much higher." To increase customer loyalty, Flexistockage offers a low-price guarantee. If a customer finds a storage facility elsewhere at a lower price, the price is adjusted. "And as I mentioned before, what's very important for us is security. The systems from SC Solutions are then the obvious answer. Another unique feature of the installed systems is the Lightning Control. The customer keys in his or her PIN code at the entrance. The system immediately 'sees' where the unit in question is located with respect to the entrance, and illuminates the route to the unit. When the customer goes to leave the storage facility, the lights are automatically shut off again via the PIN code. And that is a great feature.

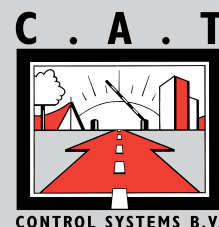
Hans Bos? He is a very honest, correct man you can make good agreements with. The fact that he is located in the Netherlands is not a problem whatsoever since he can access the systems online. In the unlikely event it becomes necessary, he can be in Paris within an hour. That's no problem for Hans."



The collaboration with C.A.T. Control Systems

SC Solutions expands

SC Solutions BV has joined forces with CAT Controlsystems BV. For 10 years, CAT Control Systems has been a well-known and respected presence in the access control market in barriers, turnstiles, parking systems, cameras - all of these products are part of the company's standard range. Not only does it market the hardware, but also supplies the software, most of which is developed in-house.



Since the start of the collaboration between SC Solutions and CAT Controlsystems, we can now offer you an even broader range of products and services thanks to our stronger position in the market, and our experienced and all-round team is ready to serve you. Hans Bos will remain your contact person and partner in self-storage security solutions.

Another positive point is that SC Solutions now has a living showroom at its disposal. A storage area which incorporates all of SC Solutions' and CAT Controlsystems' latest gadgets.



SSA Annual Conference and Trade Show

Date: 7th - 9th May 2008

Venue: Sheraton Roma, Rome, Italy

The conference will be held over 2 days and will include a number of energetic / motivational speakers and a trade show.

For full details of the conference please go to www.ssauk.com/conferences.php.

Visit us at **STAND NO 9**
at the Trade Show of the Self Storage Association
Annual Conference in Roma.

