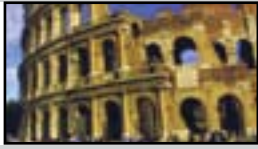


Newsletter

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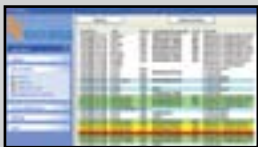
Looking back at the Trade Show



"I really don't need to become the biggest"



"I love developing"



SC Access, new software



Foreword

What we promise, we do. In May, we promised to breathe new life into the newsletter. So, that's what we're doing. A lot has happened during the last months. I was able to shake hands with most of you again at the SSA Conference and Tradeshow in Rome and, once again, we have gained a great many new contacts. And I'm sure we're not the only ones. It is really good to see that the self-storage market is still growing. That makes us all happy.

We're also happy with Michael Fogelberg of SelStor in Sweden. First of all with Michael himself, but we're certainly no less happy with the super assignment that we got from him. Undoubtedly you know him as the driving force behind the success of Shurgard in Europe. In September, the first 300 units of the 650 at SelStor will be fitted with our Boxwatcher. A super customer to add to our list of users.

STILL BETTER SOFTWARE

Of course, a newsletter is also for other news. From the beginning of August 2008, the look of our software has been radically altered. To get an idea of this, you will find a number of images in this newsletter.

Why change it? Well, maybe improve is a better word. Of course, the software will remain just as reliable as it always has been, but it will be more powerful, and more features have been added. The 'old' software was based on an Access database. For the new version, we have chosen for the powerful SQL database, with its higher functionality. For example, your internet connection will work much more quickly. Everything looks a lot sleeker, is more user-friendly and it contains a better software tool to manage and control the access control system via internet ... amongst other things.

As already stated, the new software will be available from August. If you would like to know more, then you can just call or mail us, and then we'll inform you about everything.

Kind regards,
Hans Bos



KNOWLEDGE
EQUIPMENT &
IN SELFSTORAGE

SC Solutions

SelStor Stockholm / Michael Fogelberg



"I really don't need to become the biggest"

Michael Fogelberg is the man behind the success of Shurgard in Europe, the European market leader in self-storage. He began working for himself two years ago with SelStor in Stockholm.

Michael Fogelberg started 16 years ago with self-storage in Europe. At that time, self-storage was completely new in Europe. Three years ago, he left his job as Managing Director of Shurgard in Scandinavia; a company that, under his leadership, had developed into the undisputed market leader. Michael takes his time to explain. "I started with SelStor in Sweden, not per se because I'm Swedish. But simply because Sweden still offers very many development opportunities. The self-storage market is not yet saturated, by any means. I really don't need to become the biggest. But what I do find important is to be able to offer my customers a high-quality facility and an excellent service. And that I can do", said that good-humoured Swede.

BOXWATCHER - STRONG SELLING POINT

Michael Fogelberg likes to talk. "It's my ambition to open 3 to 4 locations per year; locations in easily accessible places, clustered as much as possible, so that I can also operate efficiently as a company." Around 50 self-storage companies are now operating in Sweden and there is space enough for many more. That goes for Europe too.

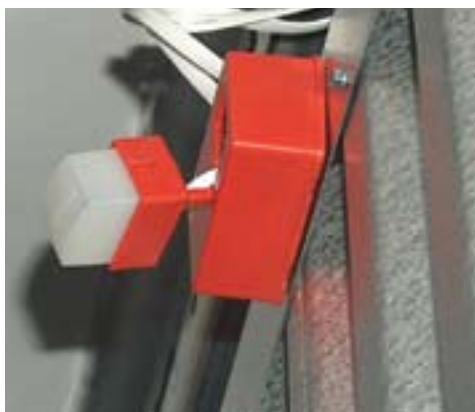
In total, there are 1,400 self-storage centres. If you compare that with America, there they have almost 51,000. "Yes, that's right", adds Michael, "we are more densely populated than America, so there must still be an enormous potential here."

Michael studied in Seattle, USA, and there he met Carl from Norway (Eurobox). Carl advised him to take a look at SC Solutions' Boxwatcher "Of course, I'd already known Hans for a long time. I met him once at a trade show. Later, Michael studied everything thoroughly once more at the latest SSA trade show in Rome, and then the deal was done quickly. "I have chosen for the complete configuration. ControllerPlus, CCTV and Boxwatcher. And an access control system with 10 PIN pads.

In September, the first 322 Boxwatcher units will be delivered. Is Sweden so unsafe then? Not more so than other European countries. Actually, you can suppose that not that much happens in self-storage. But people still want a bit of extra security when it concerns personal items. In this, Boxwatcher is a fantastic selling point."

MIDSUMMER'S DAY

The level of quality of his new locations is above average. With the introduction of new solutions from SC Solutions making things better, easier and more efficient, the quality of service can only improve. That is the most important condition to guarantee continuity: now and in the future. "I am not afraid of what the future holds", said Michael. "For the time being, we won't be closing. Except for tomorrow, because then we're celebrating Midsummer's Day. You don't have that in the Netherlands, do you? It stays light here the whole day and night. And then we have a real party, like Christmas and New Year rolled into one. The whole of Sweden takes to drink. I don't smoke, but I do like a beer.... ask Hans", grinned Michael Fogelberg. Yes, I'll say Hi to Hans.



Multi-Store Barcelona / Sebastian Spear

"I love developing"

Multi-Store started with container storage in England, where Englishman Sebastian Spear has two storage facilities. We met with this busy entrepreneur in his offices in Barcelona.

Sebastian works-out a lot. As far as he is concerned it's never enough. He meets me in shorts and a T-shirt because he has just been cycling in the park near to his company. "Just been cycling", he says in apology for his outfit. Sebastian (59) has made the transition from England to Spain. He had already built up a considerable amount of experience with his two companies in England, and was ready for a new challenge. "Self-storage people are thrill-seekers. This was the first self-storage in Barcelona, and from there you can only develop. And I love developing." And he has managed to do that really well, because he now has some 3,500m² storage space and including containers 7,500m².

BOXWATCHER – SENSITIVE SENSORS

Why Barcelona? Sebastian thinks that, in addition to the beautiful Spanish language, Barcelona is a fantastic place to live. Just as everywhere in Europe, self-storage is a booming business. And in Spain too, more and more goods are being stored temporarily. It is easy and safe. "Certainly with the new Boxwatcher. I've now secured 400 units with Boxwatcher. For this site, I was looking for an advanced alarm system, because magnetic contacts do have their limitations. My units are high and because of this they are vulnerable from above. That said, I have never actually had a break-in. I came into contact with Boxwatcher via Lasse van Eurobox Norway. At that time, Lasse had started with ControllerPlus and decided later to extend this with Boxwatcher. He was really enthusiastic about it. Luckily, he was also enthusiastic regarding the service offered by Hans Bos from SC Solutions, and that was also important to me. You are, after all, in Spain. I was actually pretty quickly convinced about the quality and I knew: this is what I want. The sensors are extremely sensitive and the software is trustworthy. In addition, it is Dutch and they've shown in the Euro Cup football that they're good at football. Ha, ha!", laughed Sebastian.

24/7

Outside of office hours, everything is electronically monitored. The customer can reach his goods 24 hours a day, 7 days a week. The facility is monitored with CCTV (the camera security and observation system) in combination with ControllerPlus. What Sebastian really likes is that, if a customer has forgotten his code, he can gain access using his mobile phone. Up to eight (mobile) phone numbers can be saved in the system. At 59, the entrepreneur is not yet thinking about retirement. "I'm still enjoying my work. I have a fantastic life here. I'm close to an exhibition complex and luxury apartments are being built here. That is good for business. Besides the new legal courts of justice was moving nearby in September. Opposite here, the train station is being extended with extra platforms and a metro, and the density of building will be tripled. That's great news. So, I don't think I'll get bored." That, I can believe. That Sebastian loves developing is again highlighted by his participation in the successful British TV programme 'A dream-home abroad'. Meanwhile, in Masia Can Pau, Sebastian and his wife Jane have four holiday homes with swimming pools and a bed & breakfast. "Masia Can Pau, that is my second hobby."



SC Access

SC Access, the new access control solution from SC Solutions, with SQL database

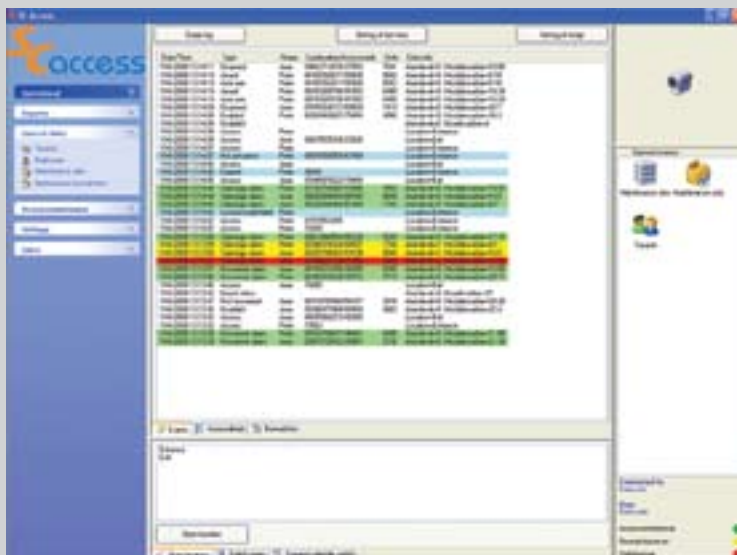
Partly because of the cooperation with CAT Control Systems, also a specialist in the area of access control systems, SC Solutions has succeeded, in a short time, in converting the existing access control system using an SQL database. We have also given the entire software a new, more modern and user-friendly look.

In a world in which communication via internet and speed will play an increasingly important role, the value of an SQL database is quickly explained. An SQL database is a much quicker, more flexible and stable basis for these kinds of developments. In addition, SQL offers significantly better performance in a multi-user environment.

The administrator's side of the access control system has also been revamped. In addition to a more modern and user-friendly look, the number of functionalities has been increased. As well as the current personal display text per customer, a specific display text per PIN Pad can now be entered. The message on a PIN Pad at the entrance can be different from the message on a PIN Pad in, for example, a lift. Also there are more possibilities for switching on and off lighting in certain areas of the site, or for the automatic opening of entrances during office hours.

The SC Access administrators' software communicates with the SQL database via a TCP/IP connection, on the basis of an XML protocol. In plain language, this means that the administrator can administer and register via the local computer network and via the internet in a safe and quick way. This means that the system is also exceptionally suitable for working from a central location (head office) and with (unmanned) satellite sites.

The details of this comprehensive communication protocol are freely available on request, so that you can integrate these in your management software as necessary. Since all the SC Access functionalities are also available within the management software, your personnel only need to concentrate on one software package.



Please do ask us if you would like to have more detailed information regarding these new developments or regarding the co-operation with CAT Control Systems; we will be more than pleased to answer any questions you have.