



NEWS RELEASE

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Self Storage Association (SSA) and Japan Self Storage Association Sign Affiliation Agreement

The United States-based Self Storage Association (SSA) and the recently-formed Japan Self Storage Association (JSSA) have entered into an affiliation agreement that calls for the two organizations to share mutually beneficial components. SSA President & CEO Michael T. Scanlon, Jr., and Japan SSA Managing Director Tatsuya Saji signed the documents on March 9th during Mr. Saji's visit to the SSA headquarters in Alexandria, Virginia. Japan became the fourth international association to enter into a formal relationship with the SSA, following the Canadian SSA, the Federation of European SSAs and the Australian SSA. Also, 25 state self storage associations have affiliated with the SSA leading to increased communications and shared resources in the pursuit of common goals.

"Mr. Saji and the staff of the SSA have been working together for quite sometime to help him establish a nonprofit organization to benefit the burgeoning self storage industry in Japan," according to Scanlon. "We feel that many of our members, particularly vendor members, will benefit from this arrangement as entrepreneurs in Japan look for partners to help them establish and grow their businesses," he said.

More than 60 Japanese professionals attended the JSSA's first meeting in Tokyo this past January. The SSA/JSSA affiliation agreement will enable the JSSA to utilize SSA's communications vehicles, including the SSA Globe magazine and e-newsletters, which will be

translated by the JSSA and distributed to their members. Representatives of both organizations will also participate in conferences and other meetings held by their respective organizations. JSSA members will enjoy the same discount privileges that are available to other indirect members of the SSA.

“The Self Storage industry in Japan is very small, only about 100,000 units total,” according to Mr. Saji. “However it is growing, and as it expands it is important that we consider the lessons learned for many years in America. The SSA has been so important to the growth of the industry, helping consumers and operators understand and improve the self storage industry. We are very excited about this relationship because it will help the Japan SSA contribute in much the same way,” he said.

About the SSA

Founded in 1975, the Self Storage Association (SSA) is the official national not-for-profit trade association for the industry and its registered lobbying organization before the U.S. Congress and federal agencies. The SSA serves the \$22.0 billion (annual revenues) self storage industry including thousands companies, owner-operators, investors, facility managers and vendors. The SSA represents some 3,000 direct member companies and another 3,000 indirect member firms via twenty-nine (29) affiliated state and international associations. Together, SSA members own and operate a total of some 22,000 facilities in the US. Members are from the U.S., Canada and 29 other nations around the globe. SSA direct members range from individual facility owner-operators to multiple-facility operations, to the industry’s largest publicly traded Real Estate Investment Trusts (REITs).

For more information please go to: www.selfstorage.org.

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