

Drive-In Self Storage
1065 Voluntown Road
Griswold, CT 06351

February 20, 2012

Testimony in Favor of Raised Bill No 5088

I am writing this document in support of the proposal set forth in Bill No. 5088, a bill concerning self-storage facility liens. I am the managing partner of Drive-In Self Storage of Griswold located in Griswold, Ct.

Updating the existing law is not only important for the self storage owners but as important if not more important for the tenant for a number of reasons as follows.

- 1) As newspaper readership has faltered, they like other businesses have looked to increase revenue by raising advertising rates. For self storage, the cost of advertising that the lien process is in effect does not benefit either party. The self storage facility may actually place an ad that notifies the public that five (5) tenants are to be auctioned. When the actual auction date comes around perhaps only two (2) tenants units may actually be auctioned because either the other three (3) delinquent units have brought their accounts up to date but must also pay for all attendant auctions costs or deals have been worked out with tenants to remove their items from the unit before the auction occurs for an agreed upon price. In the later situation the auction costs are taken into the finalization of the deal with the tenant. Removing or reducing this cost by allowing us to use the web to advertise and verified first class mail instead of certified mail to contact tenants would ultimately cost the consumer less money.
- 2) I believe self storage operators are really not interested in having to auction off people's possessions but would rather work out a deal with them to remove their belongings from the facility. One of the major reasons auctions take place is because the defaulting tenant does not respond to anything the self storage operator sends to him/her under the current methods. If it is made less expensive and easier for the operator to contact the defaulting tenant, more deals, at a lower cost to the tenant would be worked out and save all parties the expense and heartache of going through an auction.

- 3) It seems from our past experience the only people who make money from an auction are the auctioneers. Adding these costs in to the costs indicated above the self storage operator has to recover his delinquent rents plus his costs and therefore does not allow the defaulting tenant to receive any amount of recompense for the items auctioned. Lowering all costs pertaining to the auction expenses will allow this to happen more often.

Sincerely,



Harvey Rogoff
Managing Partner
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