



JANUS

INTERNATIONAL

Door Replacement Program

*Increase your profits by upgrading your doors.
With Janus International, it's easy, safe and affordable.*





Up to 80% of your facility is covered by a roll up door.

What message are your doors sending your prospects?

When it comes to self storage facilities, people will judge a book by its cover. In fact, industry statistics show that only 13% of renters base their storage decisions solely on cost, and more than 75% of those that visit a facility will rent. This means curb appeal is crucial. If your doors are old, weathered, hard to open or give a general appearance of disrepair, chances are a potential renter is going to pass you by. Renters need to feel that their belongings will be safe, secure and easy to access. If your facility lacks visual appeal, chances are your prospects will keep looking and never know the value you have to offer. With today's growing level of competition, you can't afford to let outdated doors send your future or current customers to your competition.

In the past, door replacement has been troublesome. Facility managers often had to wait for vacancies to make any repairs in fear of the liability of damaging the tenants' belongings. This is costly in both time and money... two very valuable resources.

Janus International has changed the whole process of door replacement so that it's safe, documented and easy. With Janus, your down time is virtually nonexistent and the enhanced visual appeal can lead to greater ROI in just a matter of months.

Return on Investment

Today's economy mandates that facility managers carefully examine the value of their expenditures. Our clients report to us that updating their doors has done more than improve visual appeal; it has actually increased their revenue:

1. The fresh look attracts more new renters, thus increasing occupancy
2. The renovations can demand a higher rental rate
3. Customer retention is higher by keeping their units secure and easy to use
4. Exposure to legal claims is greatly reduced due to safer, better operating doors
5. Potential tax deductions and insurance reductions (consult your financial advisor for specific advice)

Janus/IOA Door Replacement Insurance Program

As mentioned above, insurance underwriters view facility upgrades quite favorably. Janus has partnered with IOA Insurance Services to offer up to a 20% reduction in your self storage insurance as a result of replacing your older doors.

IOA Insurance Services specializes in providing a comprehensive and flexible property, casualty and employee benefit solutions package for self storage facilities. IOA will offer a complimentary insurance quote, including many discounts available for certain characteristics of your facility and additional savings of up to 20% for updating your older doors with new Janus International models. To apply for these discounts and receive insurance quotes, contact:

Midwest/Southwest/Western Region

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Affording a Renovation

The question may not be if you can afford to renovate, but if you can afford *not* to renovate. The cost of lost renters who pass by an outdated facility could far outweigh the renovation cost:

Consider the following scenario on a 100 unit project:

- A full, turnkey door replacement project investment would be under \$300 per door
- A renovated unit could withstand a rent increase of say \$5 per unit per month, which equals \$6,000 per year
- Factor in the additional insurance savings of up to 20% using IOA Insurance Services as your broker
- Factor in annual depreciation for a net income offset
- Factor in the savings from reduced claims and maintenance fees

Consider the cost of unearned income on a 10'x10' unit at \$50/month x 12 = \$600 per unit annual lost income per unit.

**Your investment coupled with fewer expenses and insurance rates
will be paid for in a matter of months.**



