

My name is Aaron Eldridge and I am the President of Stor All Self-Storage. We own and manage 8 facilities in Ohio. 3 in Cincinnati and 5 in Columbus. Across the 8 facilities we have approximately 3200 OH residents and tenants. Despite the glorified image that TV has helped build, we do not enjoy selling tenants goods and we take our part of that responsibility very serious. Not only would being able to send lien notices by email be cost effective for our business but it would ultimately notify our tenants quicker and more effectively, resulting in them incurring less fees and improving the ability for them to keep their property from being sold. We see this as a win/win opportunity.

On-line auctions today are widely accepted as a way to transact. With Ebay and other popular auction sites being at the forefront, the process and security of those transactions have been refined. The self-storage industry has widely adopted this as a "best practice" and we can speak from experience as we also own and operate facilities in KY that we ultimately have better visibility for auctions which allows for more competitive bidding, which in some cases, could return money back to the tenant once all debts are paid. At any rate, from our experience in KY, online auctions regularly get more and higher bidders than in-person auctions.

Regarding motor vehicles, if we have a unit that has a motor vehicle in it we are required to send a specific notice in advance of the auction and have the motor vehicle removed. We currently have arrangements with towing companies that once proper notice is complete, we provide proper documentation to the towing company so that they can move forward with removal and disposal of the property. The current law limits our flexibility to negotiate with tenants to resolve the issue rather than being required to tow. This is a tremendous burden to both the tenant and us, the owner. In other states, we simply confirm that there is no lien on the vehicle by contacting the DMV, and once proper notice of auction of the unit has been sent, on the date of the sale the towing company comes and removes the property OR we negotiate with the past due tenant and come a mutual resolution, in most scenarios the latter happens. The changes in House Bill 172 would provide us with the needed flexibility to negotiate with the tenant.

Thank you for your consideration and hearing my testimony.

Aaron S Eldridge