



**For Immediate Release
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CellGate Offers Storage Facility Security as Near as Cell Phone

DALLAS – Storage facility operators can now secure their properties with the same cellular technology used to secure the Port of Houston. CellGate, designer and manufacturer of cellular access control and monitoring systems in Dallas, Texas, is stepping up its efforts to reach out to the storage facility market, particularly to those facilities designed to be managed off-site. CellGate is exhibiting at the Texas Self-Storage Facility Association (TSSA) Convention and Trade Show in San Antonio, October 14-16, 2012 (Booth 101).

The company first developed a sophisticated, but easy-to-use cellular technology that is now protecting the Port of Houston, airports, manufacturing facilities, schools, oil and gas leases, and other places where it is imperative that people know who is coming and going. Initially, the system consisted of a “smart” keypad and a web application. Then, in 2010, a camera was added to the suite, which allowed people to see who was on their property and to receive pictures directly to their mobile phone.

Cliff Webb, owner of A+ Boat Club Storage in Fort Worth, said, “This system gives me complete ‘remote control’ of our storage facility. I can check-in new customers and I can see who is coming and going by simply dialing in on my cell phone. I don’t have to be on-site.” This is particularly important for Webb, who runs his storage facility as a secondary business and travels extensively for his job in the airline industry.

The CellGate system allows facility managers to assign a personalized five-digit code to each customer. When the assigned access code is entered into the keypad, the CellGate system logs the code with a date and time. If the system includes a camera it photographs the license plate when the vehicle enters and sends the date and time stamped photograph to the database or the manager’s cell phone.

At the 209-unit A+ Boat Club Storage, Webb has set up a keypad at both the entrance and exit to capturing entrance and exit information. Upon entry, a camera captures the license plate number; upon exit, a camera with a wide-angle lens takes a photo of the automobile and anything it might be towing out of the facility.

“The keypads and cameras act as a very strong deterrent,” Webb said. “We’ve not had a break-in since we installed the system 18 months ago.” Prior to that, the facility was not immune to criminal mischief, including five break-ins in a two-month period.

The A+ Boat Storage Club was designed for off-site management; therefore, it had no utility infrastructure other than electricity. Ultimately, Webb chose the CellGate system because its cellular foundation allowed him to provide security for his customers without installing phone and data lines. This was not only convenient, but offered significant cost savings, which he has been able to pass on to his customers, he said.

“The cellular technology makes it both portable and affordable,” he said. At another storage facility, Webb used a landline based system and spent twice as much on phone and data lines as he does on the

monthly CellGate service. Combining the CellGate service with internet phone service and e-mail for billing, he has been able to reduce administrative costs even further.

Other benefits touted by Webb include the ability to identify use patterns of individual clients. Knowing when customers come and go lets him spot potential problems, he said. For instance, if Webb is on the property and sees that a unit has been left open, he accesses the logs to see when the customer was last on-site.

“If it was four hours ago, I safely can assume that they’re on the lake, but if it’s been two or three days, then I call the customer to touch base,” Webb said. “This lets my customers know that I’m looking out for them. In this business, I want to be pro-active and prevent problems. If something potentially is wrong, I want to call the customer, not have the customer call me.”

At the moment, Webb is negotiating the purchase of a second storage facility designed to be managed off-site and CellGate will be part of the security solution.

“This is a turn-key system that meets our needs and our customers’ needs,” Webb said. “It is the perfect system for cost-conscious operators who have off-site management concerns – and it will continue to be an integral part of our business strategy.”