

Business

Self-storage chain seals wine deal

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National Storage has been aggressively expanding through its partnership with APN Funds Management, which launched a storage property trust in late 2003.

APN announced in June it had secured more than \$60 million worth of storage complexes across the country, including three in Brisbane. National Storage has secured a long-term lease on each of the properties.

Data from the Self Storage Association of Australasia shows that about 280,000 individuals and businesses currently make use of two million square metres of space.

That's a 10 per cent increase over the past two years.

SNAPSHOT

34.70	US0.40¢	SUS2.51	SUS6.30
ALL ORDS 6205.70	DOLLAR US87.67¢	OIL \$US95.08	GOLD \$US862.80

POPULAR STOCKS

STOCK	CHANGE	PRICE	STOCK	CHANGE	PRICE	STOCK	CHANGE	PRICE	STOCK	CHANGE	PRICE
AMP	-24¢	\$9.41	CBA	+53¢	\$57.73	Rio Tinto	-\$1.67	\$127.50	Tattersall's	+2¢	\$3.90
ANZ	+6¢	\$26.75	David Jones	+2¢	\$5.24	Seven	-3¢	\$12.46	Virgin Blue	-2¢	\$1.99
Bank of Qld	-1¢	\$17.02	NAB	-29¢	\$36.01	Suncorp	-35¢	\$15.90	Westfield Gp	-34¢	\$18.95
Billabong	-43¢	\$13.74	News Corp	-3¢	\$22.70	Telstra	-4¢	\$4.60	Westpac	+10¢	\$27.25
BHP Billiton	-\$1.02	\$39.00	Qantas	+3¢	\$5.31	T3	-3¢	\$3.06	Woolworths	-15¢	\$33.03

Self-storage chain swoops on Wine Ark

Anthony Marx

ONE of Australia's biggest self-storage chains has secured an \$8 million majority stake in the country's biggest wine storage provider.

Brisbane-based National Storage's move to corner the wine storage market through its holding in Wine Ark is part of a \$20 million expansion plan across all mainland capital cities over the next two years.

The National Storage facility in Brisbane's inner-city suburb of Bowen Hills should see its wine storage capacity expand from about 40,000 bottles now to 250,000 by mid-April.

Clients, who will pay about \$3 a case per month for climate-controlled facilities, will be able to have their wine catalogued, delivered or sold at the click of a computer mouse.

Retailers with more than 200

cases can expect to pay less.

"Wine has increased in value immensely over the last 10 to 15 years and people realise they need to protect that investment with the right storage," said Dean Taylor, a former architect who launched Wine Ark in Sydney in 1999 and today watches over more than two million bottles.

Established seven years ago following the merger of Stowaway Self Storage, National Mini Storage and Premier Self Storage, National Storage today has a lock on about 15 per cent of the market through 55 centres nationwide providing more than 30,000 individual storage units. But only eight of the facilities currently have wine storage capacity, a fact which prompted the move on Wine Ark to expand at key National Storage sites.



Continued P31 » VINTAGE move ... Michael Berry, director of National Storage, which is expanding into wine storage. Picture: Darren England