

Theodore P. Hawley  
Personal Storage Systems  
8164 Bank Street Road  
Batavia, NY 14020

September 29, 2006

Thomas D. Ruthven  
Sperry Van Ness/Storage Realty  
6622 Main Street, Suite 7  
Williamsville, NY 14221

Re Recommendation Letter

Dear Tom and Nick:

My wife and I wish to thank you both for your expert advice during the sale process of our self-storage facility. I had never experienced a transaction of this nature before. Your friendly and professional guidance before and during the ordeals of closing were comforting to my family and me. It is a great feeling to know that experienced, expert counsel that both you and Nick provided was there to lean on when I became uncertain as to which direction I should turn.

Both you and Nick were extremely patient and helpful during the entire process of selling my property and we want you both to realize how much we appreciated it.

Cordially,

A handwritten signature in cursive script that reads "Ted Hawley". The signature is written in black ink and is positioned above the printed name.

Ted Hawley

A long, horizontal, sweeping handwritten flourish or underline that extends to the right from the end of the signature.