



Bethalto Packing and Shipping Store Network Has Summer of Growth

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Bethalto, Ill. - Eliot Deters, President and CEO of The Mail Box Store, and members of his team spent the majority of this summer on the road. Their objective was starting new Bethalto packing and shipping stores across the country. The summer took them as far east as New Jersey and as far west as New Mexico.

The first store they opened this summer was The Mail Box Store in Sicklerville, New Jersey in late June. A second store was opened in Santa Fe, New Mexico, also named The Mail Box Store, in July. New locations are given the right to use the parent company name, although some stores choose to use a different name. This was the case with the third store opened this summer, The Mail Center in Kansas City, Missouri.

The most recent build-out was in Erie, Pennsylvania at Erie Pack and Ship where Deters' close friend operates a pack and ship store. The store experienced smoke damage early this summer when a restaurant in the strip outlet caught fire and burned down. Erie Pack and Ship called in Deters and his team to remodel and build out their renovated store, which included adding new business services.

Barry Pfeiffer, one of Deters' managers and build out partners, said most buildouts can be done in 10 days. "If everything arrives on time and there are no delays with the many vendors and people we work with on the back end, we can get a store built out and ready for operations in seven to ten days," he said. "Delays do happen sometimes, but we pride ourselves on being able to work through adversity and get the job done no matter what it takes."

One example of what happened during the Kansas City build-out. The freight truck with all the cabinets and fixtures was scheduled to arrive on a Saturday. Unfortunately, an afternoon car show in front of the store had nearby streets shut down all day. "That was pretty unexpected," Pfeiffer said. "We moved our schedule around and ended up going to the store at 4:00 AM the next morning to get the truck unloaded so it could go to its next destination." The team then worked a 16-hour day to stay on schedule and to regain the lost day.

"It's what we do," Pfeiffer added. "It's certainly not ideal or something you hope to do, but we've been known to go the extra mile to get the job done."

The Bethalto mailbox rental company began in 2007 and has opened over 40 stores nationwide in their history. The operation is referred to as a turnkey, in which store owners maintain their independence and can name their store as they please. Deters and team build out the store, price the inventory, assemble the displays, train the local staff on daily operations and procedures, and then turn the keys to the business over to the local owner. There are no franchise fees or royalties like there are with most franchises.

Deters personally owns and operates two shipping stores in Illinois in the greater St. Louis metro area with a third location opening this fall. It's a sign of a growing industry that has the team excited and looking to the future.

To find out more information about starting a pack and ship store or to see the full list of locations, visit their website at TheMailBoxStore.net.

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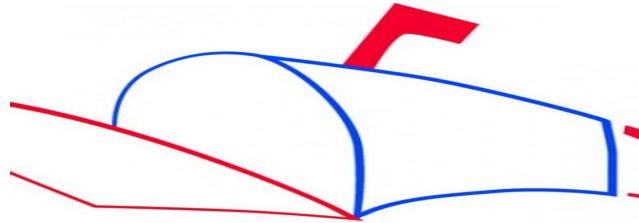
We are a small, family-owned and operated business based in the Midwest with a variety of services. Our goal is to

provide an exceptional customer experience in meeting their printing, packing, and shipping needs.

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