

WHAT is a "Package Processing & Shipping" Center and WHY should I consider adding this service to my location?

You're all probably familiar with pack and mail centers – stand-alone shipping stores that can cost big bucks and require immense package volume to sustain. Now you can add a retail "Package Processing & Shipping" center from Package Express Centers in your location that not only adds to your profits but also adds traffic to your self storage facility. What is the benefit of added door-swings? More potential renters!

Minimal Space – Positive Cash Flow

Designed to fit within a very small footprint of a self storage office, the "Package Processing & Shipping" center can be a PROFIT CENTER for you as you process & ship packages for the public. With a typical profit per package between \$2 and \$3, this could be a POSITIVE BOOST TO YOUR CASH FLOW.

The Store-Within-a-Store

Package Express Centers is NOT a franchise. It is not a business opportunity, multilevel marketing plan or pyramid scheme. It is a totally turnkey store-within-a-store under your control.

Easy to Use

You will find that over 90 percent of all packages your shipping customers bring in are 5 pounds or less UPS Ground packages and that the average package can be processed in three minutes or less. This gives you plenty of time to concentrate on sales and traffic generation.

You Control Your Success

But, remember, there is a direct relationship between effort and results. While the minimum requirements for a PEC can be as little as 4 square feet of counter space, the more space, attention, marketing and energy you devote to your center, the more returns you will enjoy.

WHO is Package Express Centers?



Package Express Centers is the #1 in-store retailing network of small package shippers in the United States. The Package Express Center Total System "Package Processing & Shipping" software is so easy to use a store associate can normally process and ship a package in three minutes or less!

For 25 years, Package Express Centers has worked to make "Package Processing & Shipping" a simple but profitable in-store service for independent retailers in the United States. By adding footsteps within the storage facility, we are helping you increase same store sales as well. Each new program, upgrade, service, or module we produce is designed to help make this service easier and more profitable for you.

WHO is Coast-To-Coast?



Coast-To-Coast (C-2-C) is the world's leading self-storage consultancy firm. We searched the country (actually the world) to find fine companies like Package Express Centers, Inc. to provide store-within-a-store profit centers including "Package Processing & Shipping", mobile storage, on-line auction processing (e-Bay), records management and a host of other products and services specifically designed to generate door swings (fast traffic for future storage rentals) and increase income.

HOW to Get Started...

To get started, either go to www.C2CPEC.com and click on the SURVEY button or Call 877-622-5508 ext. 85 and ask for Bob Vamvas.

STARTUP:

The up-front startup investment for this service ranges from \$1,090 to only \$2,145. There are various options for you to choose from, and each is available in either 2-year or 4-year terms.

Which Option Will Work Best in Your Store?

The Most for Your Money!
A \$2,895 value for just \$2,145

4 Year - Option 1

One-Time Site License	\$995
Shipping Cabinet	\$400
Dell OptiPlex Computer & 15' Flat Screen Monitor	\$750
Class 3 Handbook 44 Approved Digital 100 lb. Scale & 600 DPI Laser Printer	\$750 <i>Free!</i>
24/7 Technical Support & Hardware Maintenance for 4+ years.....	Priceless!
200 pcs. Direct Mail per month	50% OFF
<i>Save \$600 on Direct Mail the first year!</i>	



Don't Need the Cabinet?
A \$2,495 value for just \$1,745

4 Year - Option 2

One-Time Site License	\$995
Dell OptiPlex Computer & 15' Flat Screen Monitor	\$750
Class 3 Handbook 44 Approved Digital 100 lb. Scale & 600 DPI Laser Printer	\$750 <i>Free!</i>
24/7 Technical Support & Hardware Maintenance for 4+ years.....	Priceless!
200 pcs. Direct Mail per month	50% OFF
<i>Save \$600 on Direct Mail the first year!</i>	



Just the Basics.
A \$1,745 value for just \$995

4 Year - Option 3

One-Time Site License	\$995
Class 3 Handbook 44 Approved Digital 100 lb. Scale & 600 DPI Laser Printer	\$750 <i>Free!</i>
24/7 Technical Support & Hardware Maintenance for 4+ years.....	Priceless!
200 pcs. Direct Mail per month	50% OFF
<i>Save \$600 on Direct Mail the first year!</i>	



Call Bob Vamvas today to discuss which option is best for you
877-622-5508 ext. 85



COUNT TO 10 & WIN!

- 1. Make the Decision and Sign Up...** to offer package processing & shipping via UPS in your location. Making that “GO” decision is often the hardest part but you can rest assured that we take great care to evaluate your store and market area before we offer an agreement. Because we do the research, we can assure you this service can succeed in your store if you do your part to promote it. We are seeking long term partners!
- 2. Commit to Promote.** Your commitment to actively promote your new package processing & shipping service is an important part of your decision. Beginning with an initial press release to your local newspaper, promoting your new service is ongoing. We provide many FREE Advertising & Marketing Programs such as camera-ready ad glossies and radio scripts. Our highly subsidized Direct Mail Program makes it easy to reach your market area.
- 3. Get Started.** We will have your location shipping for the public in 45 days or less. Depending on which option you choose, we provide just what you need for this service whether it's the entire system including cabinet or only the necessary hardware, software, and start up materials.
- 4. UPS Requirements.** Our partnership with UPS extends to obtaining your UPS shipper number, which is then preloaded into our software, obtaining the UPS Commercial Counter agreement required by UPS for your location, and setting up your UPS account. We do it all for YOU and UPS!
- 5. Training.** Since people learn in different ways and at different speeds, we make several training methods available. We first encourage you to review the training videos included in your Total Shipping™ software. Next, you will call and schedule a telephone training session with our corporate training staff. This one-on-one training takes approximately 45 to 60 minutes to complete and can be scheduled anytime between 9 AM and 6 PM (EST). We also encourage you to practice processing packages in the Training Mode within your software.
- 6. Much More than Just Software.** Our Total Shipping™ Software is so easy to use, your store associates can “Process & Ship” a package in 3 minutes or less. Your customer will leave with a bounce back coupon on their receipt which prints directly from your software - use it to promote your shipping OR your retail business. Optional programs such as PakHelp and PackDrop allow you to expand your service and add to your profit. Detailed management reports keep you on top of the numbers as you grow your service.
- 7. 24/7 Support...** on Software AND equipment from Package Express Centers. That's right, your computer, printer, scale, etc. are covered by Maintech Support which provides for replacement of defective equipment.
- 8. Package Protection Program.** We back each of our locations with a unique program to cover denied claims. When a claim is denied by UPS, you then file a claim with Package Express Centers. Virtually every claim that is filed is paid based on original cost, repair cost, replacement cost, or Declared Value.
- 9. Track new customers and your profits...** on a monthly, quarterly, and annual basis. Our UPS Ready “Package Processing & Shipping” software is much more than just shipping software. We understand that this program will become an important part of your business and give you the tools to monitor it.
- 10. Positive Cash Flow.** Unlike most retail offerings, there is no markdown or shrinkage with this service and the software is so easy to use, there's no need to hire extra staff. Yes, you will pay a weekly pick-up fee to UPS but even this small cost of doing business reduces as your package volume grows. We're sure you'll find our small footprint within your store to be a valuable service. Isn't it time you took the first step?

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POINTS TO REMEMBER

- Each location is evaluated using proven criteria to help determine the viability of the market area for the service.
- Each store receives 45-60 minutes of personal training via the telephone in addition to various self-paced training videos contained within the software. Your personal telephone training will cover most of the information shown below.
- 24/7 technical support is available when you need help.
- You can use your own computer (Option 3) or order the system from Package Express Centers (Options 1 or 2). If you supply your own computer, you will need Windows XP (Home or Professional) and have a minimum of 1GB of free hard drive space.
- To make the uploading and downloading of information more efficient, it is advisable that a high speed internet connection is available.
- You will sign a commercial counter agreement with UPS, which, in turn, allows you to ship via UPS for the public; within the agreement you agree to assume liabilities for the packages your store processes and ships. Package Express Centers reduces that liability with their special "Package Protection Program" that protects you, your store, and your customers from claims denied by UPS. This program is available ONLY from Package Express Centers.
- Package Express Centers requires photos of all potential and existing locations. This requirement is in place to protect not only Package Express Centers, but also the UPS brand and image.
- You will need to choose a billing method of either EFT or Standing Credit Card with UPS and with Package Express Centers. UPS requires all new commercial counters to choose one of these billing options. You will receive a paper statement before your bill is debited.
- What are the costs of doing business? You will pay a weekly pick-up fee to UPS of \$8 (if your weekly UPS bill has more than \$60 in shipping charges), \$12 (for \$16 to \$60 in charges), or \$17 (if your weekly UPS shipping charges are less than \$15). To reach the lowest fee level of \$8 per week, you'll want to grow your business to at least 10 or 12 packages per week (this is only an estimate; depending on the destination, weight, size of package, and method of shipment, you may reach this level with fewer packages). You'll also pay a package fee to Package Express Centers for each package you ship plus an annual update fee of \$99. After 3 months of shipping, you will pay package fees to Package Express Centers for a minimum of 25 packages per month.
- What is an "average" package? You'll find that most of the packages you process & ship for the public will be 5 pounds or less, unbreakable, UPS Ground packages with \$100 or less of declared value. After the costs of doing business, you'll see an average of \$1 to \$3 in profit per package shipped. You'll see higher profit per package on Air packages, heavier packages, and packages with higher declared value. If you decide to add packing for the public to your service, your profits will increase even more.
- Because this is a mutually beneficial success program, Package Express Centers has designed a highly subsidized Direct Mail program to increase your store's name recognition in your market area. Package Express Centers takes care of the entire program from purchasing CASS certified names & addresses in your market area to printing, to mailing. These high quality, full color jumbo postcards are an important part of any advertising mix. Call for more information.

Just to reiterate: The One Time Site License fee listed for a 4-year term is \$995.00; the One Time Site License for a 2 Year Option is only \$1,745.00!

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