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Courier Services

Fan Courier sees potential in e-commerce

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Courier services provider Fan Courier saw a 45% business growth in the first three months of the year against the same period last year, therefore meeting its 2007 predicted growth agenda.

"The growth rate is exactly what we anticipated for 2007, with the company estimating a total turnover of 32 million euros for this year. We also believe we will retain our position as market leader," said Adrian Mihai, the company's manager.

Fan Courier derived a 22.5 million-euro turnover last year, becoming the leader of the domestic courier market by outrunning rival company Cargus.

The company's growth was prompted both by attracting new clients, and by the fact that the company's clients increased their volume of business.

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"Since the volume of our clients' operations is experiencing strong growth, and since they are widening their national coverage, it is only natural that this would lead to a significant rise in courier services," specified Adrian Mihai.

The company attracted 23% more clients in the first three months of the year, against the same period last year. The new clients are from various fields including industry, construction and IT&C.

"Other than that, we anticipated correctly and saw great business potential in electronic commerce, not only in Bucharest, but also in cities like Galati, Constanta, Timisoara and Craiova. Teleshopping activities, which have lately been witnessing a significant growth, contributed, too," added the company's manager.

In the first three months of the year, the company's investments stood at 800,000 euros, with 75% of this amount being used for the acquisition of a further 30 vehicles.

According to company representatives, the total investments made this year will amount to 7 million euros, 3 million euros of which will go to the construction of new headquarters. The remaining 4 million euros will be used for renewing the car fleet, for IT equipment and for personnel training.

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