

# Ormond Safe Ship named No. 1 FedEx Volume Shipper in the United States

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ORMOND BEACH - Richard Marsh knows what it's like being the No. 1 independent shipper in the U.S. He's experienced it twice.

FedEx recently honored Mr. Marsh, who owns the Safe Ship store at 124 N. Nova Road, as its largest dollar volume shipper in the United States.

And, in 2005, DHL also named his North Nova Road store the largest single packaging and shipping location in the country.

"Amazing, isn't it?" Mr. Marsh said. "Our Ormond Beach store was larger than any in the USA two years in a row, and that includes big cities like Chicago, Los Angeles and Dallas - or anywhere else in the entire country."

As founders and owners of the Safe Ship concept, Mr. Marsh and his wife, Cheryl, have been surprised by their own success. But not too much.

"We realized there was lots of room locally for improvement in the way things were being packed and shipped and in the way customers were treated," he said.

The couple started the business after coming out of semi-retirement in Flagler Beach about five years ago, opening the first Safe Ship store. Since then, several other locations have been opened, owned by operators trained by the Marshes.



Safe Ship's success might have something to do with the company's bold offer to ship anything, anywhere.

The North Nova Road store, located south of the Trails Shopping Center by the Holiday House Restaurant, has its own box-making machine that allows it to custom-make containers to fit most items being shipped. The store has shipped packages to 62 countries, some valued as much as \$1 million.

FedEx Representative Ted Canty with Safe Ship owners Richard & Cheryl Marsh showing off the 50inch Plasma TV awarded to Safe Ship by FedEx for being named the Largest Dollar Producing Packing & Shipping Store in the USA.

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