



*For text and photograph by e-mail – contact Robert Peel 01666 823306 ([robert@market-it.co.uk](mailto:robert@market-it.co.uk))*

## **Team C quadruples APC overnight business with NetDespatch**

Award-winning courier Team C has achieved a four-fold increase in its next day parcel delivery business following the introduction of NetDespatch online services. Enabling customers to book, label and track shipments over the web, the service has attracted a substantial amount of new business. Offering easy connection to customer sales order systems, the service has enabled Team C to win a series of major new contracts.

Team C is part of APC Overnight, a nationwide next day delivery network operating 2000 vans. The NetDespatch Velocity web service interconnects the entire nationwide network of 120 APC local offices with tens of thousands customers. Companies sending parcels are live connected via the web allowing everyone to keep track of packages en route and even receive alerts once deliveries have been made.

For two successive years Team C has won a national award for fastest growth within the APC network. Based in Thetford and well known throughout East Anglia, Team C offer sameday, pallet, international and overnight services. The company started promoting the web booking service as part of a new sales drive two years ago. From around 100 consignments a night at the start, volumes have already risen to 600 a night and are expected to reach the 1000 mark soon.

“We have quadrupled our overnight business in just two years and we could not have done that without NetDespatch” says Scott Gaine, Business Development Manager at Team C. “Around 85% of our clients now book online and they are completely hooked to the idea as it saves them so much time by eliminating paperwork and keying-in.”

Team C is particularly enthusiastic about the ease with which NetDespatch can integrate the Velocity web service with customer systems. NetDespatch XML and Connector technology allows order details to be sent directly from online shopping carts or sales order processing systems, and for shipping labels to be printed automatically at point of despatch.

“Seamless integration allows customer order details to be transferred directly to the APC network systems. This is a big help for us as it saves time and we can be sure order details are exactly as the customer entered. Also parcels are pre-labelled and automatically booked-in so we know what to collect. It makes us very efficient and the accuracy of data really helps ensure parcels are delivered first time, every time” says Gaine.

Further information and photos, please contact Robert Peel, tel: +44 (0)1666 823306

*Please fax colour separation requests to Fax +44 (0)1666 824668*

Reader enquiries go to [www.netdespatch.com](http://www.netdespatch.com), e-mail [becky@despatch.net](mailto:becky@despatch.net)

or call Becky Clark at NetDespatch on +44 (0)1628 471047