



Consume **Consume** p:
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Mail Boxes Etc

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An American Franchise, but one that won't super size your chances for a heart attack. What it does give you though is the great American invention convenience. In Short, Mail Boxes Etc (MBE) offers a one-stop business service centre to general personal consumers, corporate "road warriors" and the small-office/home office market, which means you can use them as an office if you don't have one and need one. Services like mail box rental (important because they give you a real street address without compromising your privacy or professionalism), courier and postal services, packaging, copy and printing, communication, shipping and office supplies all fall under their specialty.

MBE Malaysia's Director Brian Chow has come a long way from a student of Western Michigan University. "It was in the States that I was exposed to MBE, and although I didn't think much of the concept at the time, it was convenient to me as a student sending things home in packages, or copying reams and reams of reading lists" he laughs. But it wasn't so funny when he returned, he was always out of the office working as a sales rep and the inconvenience of not having a base and its facilities soon revealed a gap in the market.

“MBE dawned upon me then I knew I could fill a niche if I brought the 25 year-old franchise over and so here it is!” he exclaims. That was over three years ago. His intuition on the changing nature of the market to entrepreneurs and smaller, freelance business was right on the nose and these have turned out to be the core customers of MBE. Today, MBE has six centre scattered across the Klang Valley, all located in business areas and commercial hubs like Desa Sri Hartamas, Mutiara Damansara, Damansara Perdana, Phileo Damansara 1, USJ Taipan and Uptown to cater to the increasing demand of their services. “We’re planning to expand to Puchong and Ampang soon, and hopefully double the number of centres to major cities in Malaysia like Penang, Ipoh, JB, Sabah and Sarawak in this coming year.”

What great about MBE is the “Etc” bit its friendly staff and how they do just about anything and everything you ask. They also offer computer time rental, conference room rental (handy if you’re a sales rep and don’t have a place to present), e-solutions services such as becoming a “returns desk” for consumers to receive or return their merchandise online, and provide key duplicating, shredding services, gift wrappers, stationery, name badges, CD/DVD burning and typing services. Which should leave you with enough free time to remember where you left your handphone...?