

# CRAIN'S

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## Delivering the goods

As any shopaholic Manhattanite can attest, the ability to buy just about anything and have it delivered to one's door is a major perk of living here.

Manhattan company Select Express and Logistics has found a way to capitalize on demand for delivery, handling the service for several big-name chains, including Bed Bath & Beyond and Straight from the

Crate. Revenues are on track to grow almost threefold this year to \$6 million, with retailers making up 40% of clients.

Select Express Chief Executive **Jay Waldman** founded the company two years ago as a same-day courier service. After the work proved intensely competitive, he diversified into retail delivery, which is now growing the business. Fees range

from \$15 to \$80, depending on the item, and shipments can be delivered at any hour of the day.

"It's such an important facet of our customer service orientation in Manhattan," says Lucy Witte, sales and marketing director for The Container Store. The retailer will use Select Express to handle deliveries from its first Manhattan store, set to open Nov. 22. ■

**SELECT** *Express & Logistics*

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