

# Bolton Business Shortlisted for National Award



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Industry: [Consumer Services](#)

Bolton firm, Parcel2Go.com has been shortlisted for a national business award with the chance to be named as the UK's most pioneering companies in the online sector as well as the T-Mobile Fast Growth Business of the Year.

Founded in February 2000 by father and son team, Fil and Richard Adams-Mercer along with colleague, Steve Kramer, Parcel2Go.com is earmarked as a potential winner of the Online Business of the Year award. The company is up against two other finalists.

The business, which has grown to be one of the country's largest delivery companies, will be joining a host of other 'best in class' businesses at the prestigious black tie presentation evening in London on 14th April.

The national awards recognise business performance across a host of sectors recognising innovation, green initiatives, best use of technology and social enterprise of the year. Entries are are judged by a panel of successful business entrepreneurs including, Will King, Founder of King of Shaves, Julie Meyer, Founder and Chief Executive of Ariadne Capital and Matthew Riley, Chief Executive Officer of Daisy Group Plc and the nomination puts the firm and its 30-strong workforce in the company of as LoveFilm.com, Maximuscle and Seatwave.

Founder Fil Adams-Mercer said, "We are delighted to be recognised for the strong business performance that Parcel2Go.com has delivered.

Over the last years our business has gone from strength to strength as more and more users are opting to use the cost savings and convenience of an online delivery service. The team has worked incredibly hard and used a great deal of initiative to capitalise on business opportunities to get us where we are now”.

The ‘no hassle’ and low-cost [parcel delivery](#) service located in a former textile mill in Bolton realised a turnover to the end of its ninth year of business of £11.5 million.

Using established couriers including Fed-Ex, [DHL](#), City Link, UPS, Home Delivery Network and Royal Mail to transport goods across the UK and worldwide the company originally operated with an even split of online and account customers. Predicting the boom of online the company made a strategic shift to develop a stronger online presence and now boasts 800,000 users per year.

The business success is a way away from its humble beginnings of operating out of the stairwell of a Video World store in Bolton to now be a leading online brand.

Notes to editors:  
Parcel2Go was founded in 2000 by Fil Adams-Mercer following the successful sale of a video rental business to Blockbuster. The business was borne out of a magazine distribution interest which operated out of a stairwell of one of the video stores in Bolton. The company developed an online presence during the first dot.com boom and has since steadily grown to be one of the UK’s leading parcel delivery services.

The company has over 850,000 users and sends 125,000 parcels each year with current run rate of £1.3m per month. Parcel2Go.com is the only courier website to offer Fed-Ex services along with other courier services including DHL, City Link, [UPS](#), Home Delivery Network and Royal Mail to offer customers a cheaper and more flexible service.

The company currently owns £10 million of a £4.5 billion industry and operates with a revenue close to £15 million managed by Fil, his son, Richard Adams-Mercer and colleague, Steve Kramer.

### **Parcel2Go.com Fast Facts**

- Founded in 2000 by:  
CEO Fil Adams-Mercer  
Marketing Director Richard Adams-Mercer

Operations Director Steve Kramer

- Age of team at start-up

Fil Adams-Mercer 46 years

Richard Adams-Mercer 19 years

Steve Kramer 23 years

- Current workforce: 30 staff

- Location: Bolton, North West England

- Domain name cost at start up: £120, current value £100,000

- Order placed: every 3 minutes

- 2009 turnover: £11.5m

- First monthly £1m turnover: reached in August 2009

- Current users: 800,000

- Projected turnover:

2013 2014

£13.9 million £21.8 million

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