



FOR IMMEDIATE RELEASE

XPO APPOINTS NEW NATIONAL ACCOUNTS MANAGER

Torrance, Calif. – May, 2011 – XPO, a leading provider of international and domestic mailing services, has hired Stephen Griffiths as National Accounts Manager. Griffiths will concentrate on the direct marketing and Internet retail industries that require international shipping. Most clients will be headquartered in either the US or Canada.

“As sales channels evolve, we continue to see a swift growth in both the Internet and direct marketing categories. Our flexible mailing programs are in high demand as customers want programs to match their needs, rather than be forced to use an uncompromising system,” said Kelly Herold-Martinez, CEO of XPO. “I’ve known Steve for over 20 years and we worked together at a previous company. He has a stellar reputation, and is highly diversified in all aspects of transportation and sales management. Adding him to our team will allow us to meet the growing demand in these business segments.”

Griffiths has a 25 year sales management career in the international transportation and mail industries. His most recent post was International Senior Sales Manager for DHL Global Mail, (North America), a division of Deutsche Post World Net. In 2009 and 2010, he was a winner of the coveted President’s Club Award, an achievement limited to only the top 10 sales producers in all of North America. Prior, Griffiths worked at DHL Express as a District Sales Manager and while at Midnite Express Int. he served as the Director of Corporate Operations and focused on the entertainment industry. While at TNT Express, Griffiths held numerous international sales and country management positions throughout the Middle East and USA.

“As brick and mortar businesses continue to be replaced by Internet Retailers, they require a more elastic and efficient shipping service. I’ve been fortunate enough to work with many of the top industry people who have migrated to XPO so I’m very familiar with their strategic advantages,” said Griffiths. “They stay relevant with customizable mailing solutions. Their structure allows for lower costs as compared to the other major competitors, which provides a compelling offering.”

Griffiths has lived and worked all over the world. He currently resides in Florida and will be traveling extensively for his clients’ needs.

About XPO

XPO leads the industry in creating dependable customized international and domestic postal solutions which match the unique needs of each customer. It was founded in 2003 by a dedicated group of postal professionals who desired to provide better solutions to then existing mailing services. XPO does not believe in forcing its customers into a box but is committed to Inventing Your Postal Solution™. The senior management team personally creates a truly unique program, utilizing their extensive worldwide network of carriers. This service is backed by a hands-on, world class customer support team. XPO processes millions of pieces of mail each month from smaller, innovative Internet businesses to the largest brands in the world. These include printers, financial institutions, and direct marketing and fulfillment companies. For more information, visit www.XPOmail.com.

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