

XPO Global Logistics Opens New Branch in Dallas

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XPO Global Logistics

XPO Global
Logistics (XGL)
continues its
expansion across

North America with the August addition of a new branch. With a company-owned station in Houston and an independent station in San Antonio, there was an obvious gap that needed to be addressed in the large state of Texas – Dallas. First order of business: recruiting a strong branch manager and an international manager to head up the endeavor.

XGL found its match in branch manager Joe Samuel and international manager Gloria Martinez. Between the two of them, they have more than 40 years of experience in freight forwarding, including air, ocean, warehouse and customs clearance, as well as out of gauge, specialized cargos, and heavy equipment.

“My goal is to grow this location to a six- to eight-member office in the next few years and then keep adding,” Joe said. “With great hope, we leased this present location with six fully furnished offices and four cubicles. There is also room to add eight more cubicles. We’re planning for salespeople in the days to come,” he added.

His vision is certainly viable. Thanks to a sprawling 20,000-square-foot warehouse and five reefer units, the Dallas office has the means to reach its target customers – those who need warehousing, consolidation, perishable storage, and labeling in required languages, such as Arabic and Spanish.

In this new location, XGL’s first foray into the Dallas area, the team has carefully crafted a business plan to conquer the market by pursuing key customers and negotiating favorable rates with airlines and steamship lines to compete with existing freight forwarders.

“We strive to provide the best service to our customers,” said Gloria. “Joe and I have the expertise to find the best solution to collaborate and better align ourselves with our customers’ operations and processes.”

With 28 locations in the U.S. and Canada, a corporate office, and the addition of its newest branch, XGL is poised for unstoppable growth.