

# DHL launches heavy weight tariff promo

Logistics company, DHL Express Kenya, has launched a heavy weight promotion giving customers a discounted price for exporting or importing heavy weight shipments to and from selected countries. The new tariff provides a 35-45% reduction on the old tariff for shipments above 51kg to selected destinations.

The promotion is aimed at positioning the company to take advantage of the heightened international trade activities in the second part of year. According to the Export Promotions Council, Kenya's exports stood at Ksh145 billion in 2001 and grew to Ksh274bn by 2007. The trend is expected to grow.

"We are always looking for ways to offer our customers best value for money. Our whole objective is to facilitate the success of our customers because when [they] win, we win also," said Lawrence Yumbya, national sales manager DHL Express.

The promotion runs until December 2008 and targets importers and exporters with shipments above 51kg. All inbound and outbound shipments will qualify for the new tariff only if they are coming from listed country in the promotion guide such as Botswana, DRC Congo, Ethiopia, Nigeria, Rwanda, South Africa, Sudan, Tanzania, Belgium, Denmark, France, Germany, Italy, Netherlands, Sweden, Switzerland, United Kingdom, USA, Australia, China, Hong Kong, India, Israel, Japan, Singapore, Taiwan and United Arab Emirates.

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