

DHL wins new agreement with world's largest retailer

By [Carole Kimutai](#)

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DHL has announced a new three-year agreement with Wal-Mart Stores, the world's largest retail chain.

DHL will provide Wal-Mart with air express and ground shipping throughout the USA supporting the retail giant's 4,000 stores nationwide. The new contract nearly doubles the volume and revenue generated through the previously existing relationship.

"For the past seven years, DHL has successfully managed several transportation and logistics programs for Wal-Mart, demonstrating an ability to provide customized solutions and time and cost efficiencies that directly benefit our retail stores and customers," said Ken Braunbach, director of carrier relations for Wal-Mart.

"As the world's largest retailer, Wal-Mart has some of the most complex and varied distribution needs in their industry," said Charles Brewer, Executive Vice President of Sales, for DHL. "By the expansion of the DHL relationship, we believe Wal-Mart will be in an even better position to maintain its competitive edge for merchandise selection, price leadership, and customer satisfaction."

According to Howard Goldfield, the Area Commercial Manager for DHL, many companies in Kenya are also beginning to appreciate the benefits of outsourcing their logistics requirements. "Companies that operate in a fast-moving market are increasingly relying on DHL's expertise in Logistics management so that they are left to focus on their core job of providing service or products to their Customers."

DHL one of the leading express and logistics Company in the world. DHL Express Kenya currently operates two logistics solutions facilities that have expanded DHL's ability to handle customer's consignments right from the origin country supplier through the complete channel of importing, warehousing, stocking, and product distribution to the buyer's door.

ABOUT CAROLE KIMUTAI

Carole Kimutai is a writer and editor based in Nairobi, Kenya. She is currently an MA student in New Media at the University of Leicester, UK. Follow her on Twitter at [@CaroleKimutai](#).

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