



CASE STUDY

Expanding a carrier pool and improving loading procedures





About the MACO Group

The MACO Group is one of the world market leaders for window and door hardware, specializing in burglar resistance and surface technologies and has received various awards, including the state seal of quality "Family and Work."

With sales in over 40 countries, the family-owned company employees 2,600+ employees across its 14 office locations and six production facilities. The group manages over 10,000 transports per year with a 96% export rate.





The Challenge

For MACO, it has always been a challenge to maximize their truck utilization. Through long experience, the double deck trailer has become their preferred truck type — but it can be hard to find in the market. As MACO's business grew, it became increasingly necessary to find more transport partners.

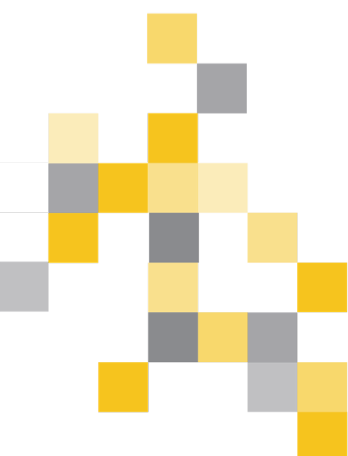
Before Transporeon, MACO had a pool of just a few carriers. Finding capacity was a challenge — and then the pandemic hit, making it almost impossible to source enough FTLs in double-decker trucks.

In the past, MACO managed their loading procedures without Time Slot Management, which caused problems in their warehouse. Uncoordinated arrival of trucks led to overcrowded loading areas and long loading times.

“ Before Transporeon, we had no Time Slot Management, and we never knew when the trucks would arrive. Now, our freight forwarders can book a time slot, improving the management of our yard so that it is no longer overcrowded.

Thomas Vock

Logistics Coordinator, Supply Chain Management
MACO Produktions GmbH



The Solution

In October, 2021, MACO joined Transporeon's Transportation Management Platform and started using some of its top-performing applications including Transport Execution Hub with Transport Assignment, Visibility Hub with Real-time Visibility and the Dock & Yard Hub with Time Slot Management — all with minimal effort, risk, and time to initiation.

As MACO already worked with SAP, they integrated Transporeon into its SAP system, automating transports within their existing framework.

Additionally, MACO began using the Transporeon Freight Sourcing, which allowed them to perform tenders more quickly and easily. Integrating their carriers onto the Transporeon platform was easy, as most of their existing carriers were already familiar with the technology.





The Results

Today, through the Transporeon network, MACO has enlarged their number of trusted carriers, including those with double deck trailer capacity. Additionally, MACO's access to specialized transports has increased in hard-to-service regions such as Romania, with several new unloading sites.

Thanks to Time Slot Management, the warehouse team knows exactly when to expect trucks and is able to prepare goods in advance. With better organization and utilization of warehouse space, loading times have been significantly improved.

With Time Slot Management from Transporeon, MACO's complete loading procedure was improved. The centralized platform enables a transparent way to manage pricing, communication, and transport assignment without inefficient manual work like emails or calls.

Greater visibility and organization also means that MACO can reliably track, measure, compare, and report key metrics, improving their ability to optimize their processes.

Transporeon is already being rolled out to additional sites within the MACO-Group. Looking ahead, MACO plans to expand its use of Transporeon Visibility, as well as developing its SAP integration to use Time Slot Management for all inbound transports.





Key Results

- » Grew carrier base **by over 600%**
- » Onboarded **almost 50 carriers in year one**
- » Better utilization of warehouse space
- » Reduced waiting and loading times
- » **Improved tracking and reporting** of all transports





Because we now work with Transporeon, we know how to design our tenders and what requirements we have to ask our freight forwarders. For example, we will make it a condition that the company achieves a connection to our Visibility Hub so that we can offer our customers the necessary supply transparency in real time.

Hartwig Göttlicher

Head of Logistics, Supply Chain Management
MACO-Group



Learn more about Transporeon and our Transportation Management Platform

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