




**Macher**  
LOGISTICS

# WHO WE ARE

A dark blue silhouette of a world map is centered on a lighter blue background in the bottom-left section of the slide.

We're the partner  
who cares because  
carriers do not.

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- A white delivery truck is shown in a faded, semi-transparent style in the background of the right side of the slide.
- 11 years
  - North America, International
  - NGLCC, CPUC
  - We love the freight industry
  - We specialize in all modes of transportation including parcel.

# Increase in disorganization among carriers

- Unorganized inbound, outbound, intra freight shipments.
- Untimely delivery.
- Constant fluctuation of freight prices.
- Constant freight bill adjustments for unrequested services.





# Not your typical Third-Party Logistics provider

- Bring together Suppliers and customers under one Transportation Management Software. Port TMS.
- Provide carriers who are more dependable
- Offer customer-specific pricing.
- Dispute carrier adjustments and freight bill add-ons
- Automatically ask for reimbursement of parcel failures



# Case Study 1: Client Success Story



- Western Truck Exchange / Source One Parts Center
- Complete freight and parcel management  
(Too many invoices, too many payments)
- Ceaseless freight bill adjustments / untimely delivery of parcels  
(Incorporated Macher's Parcel Audit and Recovery Software)
- Dispute freight bills and request automatic reimbursement for parcel failures.  
(Present Western Truck Exchange with one summary bill for all freight and parcel invoices)
- Reduction of overall freight and parcel spending.



# Case Study 2: Client Success Story



- Tangent Technologies
- Excessive overlength less than truckload charges (LTL) and inconsistent flatbed pricing.
- Negotiated a reduction in overlength pricing by 50% and sourced one flatbed carrier for one consistent price.  
(Adopted Freight Bill Audit and Pay to reduce payment terms.)
- Reduction in customer-specific LTL pricing and Flatbed spend.





# Case Study 3: Client Success Story



- Southwest Gas  
(Too many invoices, too many payments)
- Freight and parcel process needed streamlining.
- Pulled together suppliers under one TMS.  
(Incorporate Macher's Parcel Audit and Recovery software)
- Educate Suppliers on proper shipping. Automatic reimbursement for parcel failure.  
(Present SWG with one summary bill for freight and parcel invoices)



# CLIENTS AND PARTNERS



- Western Truck Exchange
- Source One Parts Center
- Tangent Technologies
- Southwest Gas
- China Airlines
- Skolnik Industries
- No Name Logistics
- Jasper + Black
- And dozens more







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# Macher

LOGISTICS



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NGLCC Certified LGBTBE

# To Be Continued...



- Work more with utilities and their Suppliers. Macher already works with many utility Suppliers that are familiar to you.
- Macher is an experienced and knowledgeable solution provider.
- We have the ability to reduce your overall freight and parcel spend.... Because we care.



THANK YOU FOR PARTICIPATING IN **THE GOLDEN PITCH**

**Build**OUT  

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**CALIFORNIA**

[buildoutcalifornia.org](http://buildoutcalifornia.org)