

DAN-MO is a leading Danish supplier of fresh water treatment plants and main engine parts, gears, pumps, oil-spill equipment and a huge variety of other marine-related supplies, for ship owners and managers across the globe.

## Ensuring marine clients aren't left high and dry

### Benefits of the SEKO Solution

- Streamlined inbound freight, warehousing and outbound shipment processing
- Improved turnaround times to enable DAN-MO to meet clients' needs faster, often in critical projects
- Implemented a dedicated transportation team to create a collaborative partnership
- Managing all import, export, customs and warehousing processes

“SEKO enables me to focus on building our company; the lean approach to my supply chain is effective and tailor made to our company needs.”



INDUSTRIAL  
CASE STUDY

# The DAN-MO story

## THE CHALLENGE

DAN-MO needed a freight and logistics solution for inbound freight, warehousing and outbound shipments of marine equipment and spare parts. The solution needed to be cost-effective, efficient and highly flexible, as well as meeting its customers' needs for immediate delivery.

## THE SOLUTION

SEKO Denmark established a highly flexible logistics plan and assigned two dedicated contact representatives to DAN-MO. The inbound freight, warehousing and outbound shipment process was then streamlined and simplified with the installation of a dedicated logistics professional. A dedicated team now handles all import, export and domestic shipments, customs brokerage and warehouse management functions.

## THE RESULT

SEKO Denmark helped DAN-MO achieve improved turnaround times and to provide greater flexibility in meeting clients' needs. Faster delivery times for much-needed equipment were achieved, something which is often a critical factor in the marine industry. Implementing a dedicated transportation team has also fostered interaction between SEKO and DAN-MO, building a stronger, more collaborative partnership.

"Powering  
marine customers  
worldwide."

To find out how SEKO can  
help you transform your  
business, please email  
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*Intelligence Delivered*

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