

PRESS RELEASE

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Marine/Maritime, Transportation, Software, NJ Business News

Ocean World Lines to Automate Pricing Operations with Rate Explorer from
Management Dynamics

Top-5 NVOCC to use contract management to improve its quote-to-close ratio

EAST RUTHERFORD, NJ - May 25, 2004 /Send2Press Newswire/ -- Management Dynamics, Inc., the market leader in tariff and contract management solutions for the ocean transportation industry, today announced that Ocean World Lines (www.owlusa.com), a leading global NVO providing full-container load (FCL) service to and from the USA, has selected Rate Explorer from Management Dynamics to automate its pricing operations through contract management. Ocean World Lines expects to use Rate Explorer to improve its contract administration process, reduce operating costs, and unlock new revenue opportunities by leveraging its contracts to win more business with faster, more accurate quotes.

Ocean World Lines President Alan Baer said, "Rate Explorer is the first solution we have found that can effectively handle the complexity of our ocean contracts and eliminate the hassles associated with traditional text-based contract management." Baer continued, "Now, with Rate Explorer's calculable contracts we can determine our buy-rates in just seconds with the accuracy required to confidently quote and win new business. Furthermore, Rate Explorer is expected to help us improve the productivity and results from our freight audit group."

Management Dynamic's Rate Explorer systems offers subscribers such as Ocean World Lines the ability to centrally manage and streamline the administration of all of their contracts, amendments, and tariff rates with the FMC. Rate Explorer manages the contracts in a calculable format so a full bottom-line cost can be quickly determined and compared among multiple service options. This allows subscribers to create more competitive quotes, faster, and close more business. Subscribers also use Rate Explorer to improve the productivity of their audit function to ensure that they are paying the right amount on every bill-of-lading.

"We are delighted to have Ocean World Lines, a subsidiary of Pacer International, as our newest customer," said Management Dynamics President and Chief Operating Officer John Preuninger. "Ocean World Lines has an excellent track record of competing more effectively and building real business advantage through the implementation of innovative technologies. Rate Explorer is a proven solution that will enable Ocean World Lines to reduce costs and improve the productivity of its quotation process at the same time."

About Ocean World Lines

Ocean World Lines, Inc. is a fully bonded and neutral global NVOCC providing FCL service to and from the USA in all trade lanes. OWL has been operating as a neutral NVO for over 20 years. OWL is one of the leading NVOs in the world, with over 80,000 TEUs shipped across all major trade lanes including Europe, Asia, Southeast Asia, the Middle East, the Indian Sub-continent, South and Central America, Australia, New Zealand, and Africa. OWL has a staff of experienced professionals located in eight offices throughout the United States and regional offices in the UK, France and Germany, plus a network of agents throughout the world. Ocean World Lines is a subsidiary of Pacer International, Inc. (Nasdaq: PACR), a leading non-asset based transportation and logistics company. For more information, please visit www.owlusa.com or call (516) 616-2400.

About Management Dynamics, Inc.

Headquartered in East Rutherford, New Jersey, Management Dynamics is the

market leader in tariff and contract management solutions for the ocean transportation industry. The company's flagship product, Rate Explorer(R), is a web-based solution that automates contracts to improve operations and reduce costs for importers, exporters, transportation intermediaries, and carriers. With the industry's most accurate rating engine, Rate Explorer is used to calculate accurate bottom-line charges prior to quoting or booking, identify and eliminate invoice errors, and improve back-office productivity. Rate Explorer is the time-proven solution with over 6,000 users processing 8,000,000 transactions per month. For more information, please visit www.managementdynamics.com or call (201) 935-8588.

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