

PRESS RELEASE

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Crescent Line and Sea Traders Line Select Management Dynamics' Rate Explorer for Ocean Contract Management

New Customers Signal Growing Adoption of Rate Explorer by NVOCCs to Improve Pricing and Better Manage Costs

EAST RUTHERFORD, NJ - December 15, 2003 /Send2Press Newswire/ -- Management Dynamics, Inc. (www.ManagementDynamics.com), the market leader in price and contract management solutions for the ocean transportation industry, today announced that Crescent and Sea Traders Line have selected Rate Explorer(R) to improve pricing activities and better manage buy-side costs. Management Dynamics' momentum in the NVOCC market signals the importance of contract management for ocean transportation intermediaries.

"Rate Explorer is the only tool in the market that can both accurately disseminate our contracts, and make available to our personnel accurate and current costings," said Mike Davis, Vice President of Crescent Line.

"At a time where contract surcharges can make or break a transaction, accounting for these items is critical. Rate Explorer's unique system allows all of our personnel to be confident when providing quotes."

"To support our growing business we use Rate Explorer to disseminate pricing to our local offices and eliminate the inefficient management of text-based contracts", said Keith Buford, President of Sea Traders Line.

"Our productivity gains with Rate Explorer go beyond contract management; we can now assemble quotes in minutes and efficiently audit our freight bills."

With Rate Explorer, NVOCCs expand profitability from operations by better managing costs and by using contracted rates and service options to produce quotes that win more business. Management Dynamics converts spreadsheets and text contracts to a calculable format and manages the amendment process to ensure the highest levels of rating accuracy. A web-based service, Rate Explorer can be easily deployed with complete user security on a global basis in a matter of weeks to dramatically improve the quotation process, confirm rates prior to booking, and implement a reliable freight audit process. In this way, Management Dynamics clients realize benefits to both their top and bottom line.

"We welcome Crescent Line and Sea Traders Line to our growing NVOCC clientele", said John Preuninger, President and COO of Management Dynamics. "With heightened competitive forces in the market today, we expect that more NVOCCs will turn to Rate Explorer to manage two critical dimensions of their business: costs and customers."

About Crescent Line, Inc.

Crescent Line Inc. is fully licensed NVOCC operating in North America. From our head office in Dallas, Texas, we cover shipments originating in the U.S.A., Mexico, and Canada. Crescent Line's services include full container load, special equipment, out of gauge cargo, bulk, and RoRo. With over 75 years of combined experience, the Crescent Line staff is fully capable of handling shipments of all kinds.

About Sea Traders Line, Inc.

Sea Traders Line, Inc. was founded in 1987 and is now one of the largest NVOCCs in the US Gulf with offices in Houston, New Orleans, Dallas and Austin. With over 30 employees, Sea Traders Line, Inc. provides a broad product to its customers throughout the U.S. and the world.

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 <http://www.ManagementDynamics.com> or call (201) 935-8588.

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