

PRESS RELEASE

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Management Dynamics Promotes Al Cooke to Vice President Sales

EAST RUTHERFORD, NJ - January 5, 2004 /Send2Press Newswire/ -- Management Dynamics, Inc. (www.ManagementDynamics.com), the market leader in price and contract management solutions for the ocean transportation industry, today announced the promotion of Albert Cooke to vice president of sales. Cooke will be responsible for direct sales to shippers and NVOCCs as well as managing the company's indirect channel.

"We have seen tremendous momentum for Rate Explorer over the past year, which affirms the value of our contract management solutions for shippers and NVOCCs alike," said John Preuninger, president and COO of Management Dynamics. "Al has been an important part of our success and we look forward to his energy and leadership to accelerate the growth of our business."

Cooke brings extensive experience in building and managing successful sales teams in the supply chain software market. With more than twenty years experience, Cooke rejoined Management Dynamics in March 2003 having previously worked for the company in the early 1990s. Prior to rejoining the company, Cooke was vice president of products and solutions for Industri-Matematik International Corp. (IMI) a leading provider of order management software. Prior to IMI, Cooke held senior sales and operational roles at Adexa, Optum and Russ Berrie & Company.

"Leading shippers and logistics service providers have discovered the importance of automating their ocean service contracts and are capitalizing upon this technology to improve their business results," said Albert Cooke, vice president sales. "I look forward to building upon our success in 2003 and helping our clients realize the unique value of Rate Explorer."

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®, 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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