

PRESS RELEASE

Of interest to editors and journalists covering:
Software/Programming, Business/Finance, Transportation/Marine/Maritime,

Scarborough International, Ltd. Selects Rate Explorer to Improve Profitability
by Automating Ocean Contracts

Fast-Growing NVOCC Leverages Contracts to Improve Customer Responsiveness and
Efficiently Audit Buy-side Transactions

EAST RUTHERFORD, NJ - January 20, 2004 /Send2Press Newswire/ -- Management Dynamics, Inc., the market leader in price and contract management solutions for the ocean transportation industry, today announced that Scarborough International, Ltd. has selected Rate Explorer(R) to automate its ocean contracts and improve the efficiency and effectiveness of its customer quotation and carrier freight audit processes.

"Rate Explorer allows us to quote with confidence by ensuring we are using the most accurate rate including all current and future-filed GRIs and surcharges which seem to change every other day," said Sean Scarborough, President and Chief Operating Officer of Scarborough International. "With only twenty minutes of training any one of our staff, across four regional offices, can use Rate Explorer to calculate an accurate all-in-rate, respond faster, and win more business -- at acceptable margins."

Scarborough International is using Rate Explorer to improve profitability by simultaneously improving top-line and bottom-line results. As customer requests are received, quotations are quickly prepared -- with multiple service options and highly competitive pricing based on an accurate understanding of the transaction's cost basis. With this combination of faster response, more options, and precise price points, Scarborough International expects to generate more business. On the buy-side of the transaction, Rate Explorer automates the carrier freight audit process to catch errors -- both large and small -- and helps Scarborough International realize the complete benefit of their negotiated prices to maintain a low-cost position. Quickly deployed over the Web, Rate Explorer will be used by up to 25 employees in four different office locations.

"Leading NVOCCs like Scarborough International leverage Rate Explorer to win more business in this increasingly competitive and consolidating market," said Albert Cooke, vice president of sales of Management Dynamics. "We welcome the opportunity to work with Scarborough International and help them realize their growth objectives."

About Scarborough International, Ltd.

Since 1984, Scarborough International, Ltd. has grown from a start-up U.S. Customs Broker in Kansas City, Missouri into a full-service global logistics provider. Currently Scarborough has offices throughout the Midwest and an extensive network of local representatives in every major and most minor markets of the world to serve its clients' needs. Scarborough differentiates itself from the competition by offering an integrated and customizable portfolio of international logistics solutions that include its own domestic warehousing and distribution centers throughout the Midwest. Navigate to <http://www.scarborough-intl.com> for more information.

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.

MEDIA CONTACT:

Nathan Pieri
of Management Dynamics, Inc.
+1-201-804-6122
NathanPieri@ManagementDynamics.com

#

[source of news = Management Dynamics, Inc.]
ref: http://www.send2press.com/2archive/2004/pr_04_0120-mandyn.txt
http://www.send2press.com/2archivePDF/pr_04_0120-mandyn.pdf

*IMPORTANT NOTE TO MEDIA:

to reach the organization releasing this news, please contact:
NathanPieri@ManagementDynamics.com

If used for publication, please send specimen copy.

S2P-NS/0c/ NJ / EAST RUTHERFORD, New Jersey / Copr. (c) 2004 Send2Press.

This release was issued on behalf of the above organization by
Send2Press(tm), a unit of Neotrope(R). <http://www.Send2Press.com> .