

World Cargo Alliance Expands Service Offering for Members with Management Dynamics' Rate Explorer Quote Management Solution

Leading independent network of over 600 ocean forwarders to resell Rate Explorer and provide tariff publishing services in the Chinese market

EAST RUTHERFORD, N.J. /Send2Press Newswire/ – Management Dynamics, Inc., the market leader of global supply chain solutions for importers, exporters, logistics service providers, and carriers,, today announced that World Cargo Alliance, Inc. (WCA), the largest global network of independent freight forwarders, has implemented Rate Explorer for use by its worldwide members to automate ocean contract and quotation management.



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Established in 1998 and based in Miami, WCA is an independent network of 600 air and ocean forwarders with offices worldwide. WCA is dedicated to assisting members to provide the very highest quality freight transportation service in the industry. As such, the association licensed Rate Explorer to help its small to medium-sized freight forwarder members compete with the larger operations of well-funded, multi-national logistics service providers.

Rate Explorer provides WCA members the most accurate bottom-line rates by

linking their contracts to the carrier's rules tariffs. The web-based software improves the accuracy and volume of quotes produced while simplifying the management of contracts, reducing paperwork, and improving back-office productivity for WCA members.

"WCA is committed to providing its members with the best technology available. As an Internet-based rate and quotation system, Rate Explorer will give members the ability to instantly quote to and from every point in the world, improving member profits and reducing labor costs," said WCA Founder and President David L. Yokeum.

WCA licensed Rate Explorer through its neutral non-vessel operating common carrier operation, All World Shipping (AWS). Rate Explorer will help its members create competitive quotes based on AWS contracts and develop successful agent relationships with their overseas counterparts. Since many of these forwarders are agents to partners around the world, the instantaneous response of Rate Explorer will eliminate the 24 to 48 hour time delay associated with requesting and confirming rates globally.

WCA will also sell the Rate Explorer solution to member companies that manage their own negotiated carrier contracts. As part of the agreement WCA will assist member companies with the implementation of Rate Explorer and will provide tariff publishing services using Rate Explorer's NVOCC tariff publishing module.

"WCA's family of freight forwarder networks is providing a critical service to level the playing field. By providing its members with the right tools, such as Rate Explorer, they can help smaller and medium-size member forwarders expand their business, especially in China," said Jim Preuninger, CEO of Management Dynamics. "These capabilities will become critical throughout 2005 as market competition increases and larger multi-nationals aggressively expand their presence in the Chinese market."

About World Cargo Alliance

World Cargo Alliance, Inc., is the largest and strongest network of independent air and ocean forwarders in the world. WCA was established in 1998 and is part of the WCA Family of Logistic Networks, a group of four associations comprising over 1000 independent international freight forwarders in almost 400 cities. WCA's vision is to provide comprehensive support systems to independent freight forwarders and NVOCCs to help them compete against giant multinational logistic operators and integrators. In addition to its Miami headquarters, WCA operates branch offices in Bangkok, Thailand, Shanghai, China and Bremen, Germany. WCA is on the web at www.worldcargoalliance.com.

About Management Dynamics, Inc.

Management Dynamics is a leading provider of on-demand solutions that improves the performance of global supply chains for importers, exporters, logistics service providers, and carriers. The company's solutions synchronize the flow of information among trading partners, optimize supply

chain execution decisions and streamline logistics processes. Management Dynamics is the time-proven solution with over 8,000 global users at some of world's most successful 3PLs, carriers, manufacturers, retailers, and high technology companies.

For more information, please visit www.ManagementDynamics.com or call (201) 935-8588.

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