



TMW User Group 2000 sets record attendance

Despite fuel crunch, trucking companies turn out in record numbers to learn best practices, share experiences and examine new technologies

CLEVELAND, OHIO October 18, 2000 — TMW Systems, Inc., a leading developer of operations and dispatch software for the trucking industry, announced attendance at their annual User Group conference broke all previous records. Technology vendors, industry press representatives and TMW associates joined TMW clients from across North America to exchange ideas and learn more about their systems, industry trends and better ways to run their businesses.

“This turnout is impressive considering the economic environment our customers have had to endure. Clearly, successful carriers place an extremely high value on increasing the effectiveness of their technology investment. That’s why our highest priority has always been to deliver and support those applications that best contribute to our carriers’ continuing success,” said Tom Weisz, TMW CEO and President.

In addition to classroom training, networking opportunities and a full complement of entertainment, everyone in attendance heard Weisz invite other vendors to participate in the creation of an industry-wide standard for load information on the Internet. In 1997, a similar plea for standards resulted in the formation of a Trailer Tracking Interface Standards Committee. The Committee brought industry competitors together to adopt a standard format that makes trailer tracking data more easily available across different software platforms—and saves carriers thousands of dollars.

Joining Weisz in his call for changes in the industry, Dan Baker, noted speaker and purveyor of iconoclastic ideas about industry relationships, challenged and entertained attendees with his focus on paying more attention to what matters most: relationships between drivers and the home office.

Many attendees characterized the conference as the best show in the industry because of the quality of the content and the attention that TMW devotes to the total experience for all participants (comments can be viewed at www.tmwsystems.com/ugcomments00.htm). Carriers reported they learn as much out of class as they do in class. Many of the 35+ technology exhibitors commented on the confidence TMW clients seem to have in their solutions simply by virtue of their partnerships with TMW. They said carriers seem to perceive those partnerships as extremely solid and thus anticipate smooth integrations to their TMW systems.

Besides vendor sessions, classes and roundtables, attendees had plenty of opportunities to share their ideas and consolidate their learning. Vendors met and mingled with each other at their own appreciation reception Wednesday, and guests enjoyed extended opportunities to network during

several social events including an excursion to the Cleveland Rainforest and a river cruise through the famous Flats area.

Weisz concluded User Group 2000 with a commitment to TMW customers and a challenge to TMW staff: “User Group 2001 will exceed even this year in terms of value, impact for your business and, of course, fun!”

Founded in 1983, TMW Systems is a leading developer and integrator of operations management software for the transportation industry. They serve 500+ trucking industry clients of all types and sizes. They help transportation and logistics companies leverage technologies of their choice to easily collect, analyze and use information for maximizing dispatch efficiency and delivering improved productivity and superior customer service. Their dispatch product lines include TL2000™ for the AS/400 platform and PowerSuite™ for Windows client/server architecture. TMW has been named to the Weatherhead 100 (an award given by the Case Western Reserve University Weatherhead School of Management recognizing the 100 fastest growing companies in Northeast Ohio) for the past eight years. They have also voted one of the 99 best companies to work for in Northeast Ohio two years in a row. To learn more about TMW, please visit <http://www.tmwsystems.com>

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