

# PRESS RELEASE



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## deBoer, Inc. chooses TMW New technology needed to support strategic goals

Beachwood, OH, June 22, 1999. TMW Systems, Inc., a leading developer of operations software for the trucking industry, announced that deBoer, Inc., a 450-truck fleet headquartered in Blenker, WI has chosen the TMW TL2000™ dispatch operations system to manage their fleet. They have installed the system on a new state-of-the-art IBM AS/400 model 720 with full disk mirroring and UPS system for 24/7 non-stop service to their customers. deBoer carries paper products, building materials, and general commodities.

"Our old system was not keeping pace with changes in technology. As part of our ongoing efforts to continuously improve customer service, we wanted to find a system that would be up-to-date and would work with the other critical technologies we use and plan to use," said Dave Anderson, Controller at deBoer. The company moved from a custom-developed program that ran on the IBM RISC 6000. "We'd been nursing a program along since 1983, and it just became too expensive and time-consuming to keep that up," said Ron DeBoer, President and CEO.

deBoer reported spending years examining their alternatives. "We compared five industry-leading systems," said Anderson, "And we decided to go with the company that offered the best prospects for the future—for automating our administrative functions, for making possible the best customer service, and for contributing the most to our driver career satisfaction." Dispatchers/fleet managers at deBoer will be able to spend more time with their drivers because of efficiencies the system creates.

An important concern for deBoer was making sure the base system integrated with their other technology tools: Qualcomm satellite tracking, optimization, and imaging. "Right now we optimize on the most efficient loads for the drivers," Anderson said. "But we plan to extend that so that we optimize based on predicting where our business will be. We'll be studying past history to send drivers to places we expect they can get their next load with minimal downtime." They are also implementing with TMW a computer telephony integration (CTI) system and their own in-house Internet server.

"We see a lot of consolidation of effort with this system," says CEO DeBoer. "Plus we will be with a partner whose users group helps guide the development of the program, allowing us to share the cost of that development with other users."

"We are proud to have deBoer as another 100% successful installation of the TL2000 system," said Tom Weisz, TMW President and CEO. "deBoer is pleased they can count on our willingness to partner with their customers and other technology providers to develop best-of-breed solutions tailored to meet their business objectives."

Founded in 1983, TMW Systems is a leading developer and integrator of operations management software for the transportation industry. They serve 400+ 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 delivering improved productivity and better customer service. Their dispatch product lines include TL2000™ for AS/400 systems 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 six years. To learn more about TMW, please visit <http://www.tmwsystems.com>. For more information on deBoer visit <http://www.deboerinc.com>.

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