

Taking Charge of Accounts Receivable: A Tailwind White Paper

Vancouver, Canada (June 23, 2009) – Tailwind Management Systems published its first White Paper on Accounts Receivable in the Trucking Industry.

“In a tough economy you can’t afford to be your customers’ bank” said Matt Chambers, Operations Manager at Tailwind. “We wanted to share practical, proven ways of putting cash in your pocket where it belongs.” The White Paper was written by Rosanne Weisen who manages a trucking company, NW Shippers, Inc., in Washington State. Weisen has first hand experience with how managing A/R can make a huge difference to cash flow and the bottom line.

“Our company was struggling. Although we had plenty of customers, our accrual based accounting system showed revenues were strong and we were making a profit, we were still struggling to pay our bills. We were burning out worrying how we were going to pay our vendors.” writes Weisen.

“Rosanne’s White Paper is about how any trucking company has to get a handle on A/R . She goes step by step and gives practical, actionable, suggestions about how to speed the payments you are owed.” said Chambers. “Rosanne is a Tailwind client; but, more importantly, she knows how to take charge of A/R.”

The White Paper is available free of charge at the Tailwind website: www.tailwindsys.com.

Tailwind will be publishing monthly White Papers on issues facing the trucking industry. Our next will be on Catastrophe Planning and is due in late July.

About Tailwind

Tailwind Management Systems, Inc. is a leading provider of dispatch software solutions that help businesses improve their daily processes, reducing costs and maximizing market opportunities. Tailwind's software products offer comprehensive management of Dispatch, Load Posting, Equipment Posting, Driver Pay, Carrier Pay, Customers, Equipment, Invoicing, Billing, Accounts Payable and Accounts Receivable, GPS Equipment Tracking, Shipment Tracking Systems and Fuel Management. To try a free demo visit www.tailwindsys.com or call 866-441-0441.

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