Musician's Friend Selects HighJump Software to Manage Rapid Growth and Optimize Distribution Operations at New Facility

HighJump Software, a 3M company, a global provider of adaptable supply chain execution (SCE) solutions, today announced that Musician's Friend has selected the HighJump Supply Chain Advantage suite to manage its growing distribution and fulfillment operations. The suite will be installed at Musician's Friend's new, 700,000-square-foot fulfillment center, slated to open in Kansas City, Mo., in early 2007.

Musician's Friend, an online and catalog retailer of music gear, has doubled both revenue and SKU count over the past four years. This rapid growth and increasing distribution complexity requires it to respond quickly to new opportunities and challenges. After evaluating several leading SCE vendors, Musician's Friend chose the HighJump suite to strengthen its commitment to customer service and operational excellence. Long-term, Musician's Friend will be able to leverage its in-house control over the system to meet business requirements effectively and maintain low total cost of ownership.

Musician's Friend will implement HighJump Warehouse Advantage to optimize fulfillment of more than 4,000 orders per day. In addition, the company will streamline the containerization process with HighJump Container Advantage, as well as improve picking and put-away efficiency with HighJump Slotting Advantage. The HighJump system will manage more than 35,000 constantly changing SKUs, representing music-related items that range from guitars and drum sets to microphones and apparel. The variations in size and handling specifications for this diverse inventory base require precise, specification-driven direction for material handlers when picking and packing mixed orders. In fact, the HighJump system will integrate tightly with the current online ordering system and the new facility's material handling equipment to boost order fill rates and customer service levels.

"Musician's Friend has chosen HighJump Software as a strategic partner to assist with our fulfillment requirements," said Jon White, executive vice president, Operations, Musician's Friend. "Our customers are passionate about music and their music gear. HighJump Software will help Musician's Friend get the right product to the right customer as quickly and efficiently as possible."

"We're impressed with Musician's Friend's strategy and are pleased they have selected our solutions to help manage growth and maximize supply chain efficiency," said Chris Heim, president, HighJump Software. "A state-of-the-art facility, the dedication of the Musician's Friend team, and adaptable HighJump solutions will be a powerful combination for propelling their already impressive success to new heights."

About Musician's Friend Inc.

Musician's Friend Inc., the largest direct response retailer of musical instruments in the United States, is a wholly owned subsidiary of Guitar Center. Musician's Friend offers over 36,000 products in its mail order catalogs and on its Web site, musiciansfriend.com. Products offered include guitars, basses, keyboards, percussion, amps, as well as recording, mixing, lighting, and DJ gear. Hundreds of new products are added monthly as the company continues to broaden and deepen its offerings.

About Guitar Center

Guitar Center is the nation's leading retailer of guitars, amplifiers, percussion instruments, keyboards and pro-audio and recording equipment. Guitar Center presently operates 173 stores across the United States, including

129 primary market stores, 42 secondary market stores and 2 tertiary market stores. In addition, the Music & Arts division operates 87 stores specializing in band instruments for sale and rental, serving thousands of teachers, band directors, college professors and students. Guitar Center also is the largest direct response retailer of musical instruments in the United States through their wholly owned subsidiary, Musician's Friend Inc., and its catalog and Web site www.musiciansfriend.com. More information on Guitar Center can be found by visiting the company's Web site at www.guitarcenter.com.

About HighJump Software, a 3M Company

HighJump Software, a 3M company, is a global leader in providing highly adaptable, best-of-breed supply chain execution solutions that streamline manufacturing and distribution from the point of source through consumption. HighJump Software's integrated solutions empower operational excellence in the warehouse and optimize the flow of inventory throughout the supply chain by facilitating collaboration with customers, suppliers and trading partners. These solutions combine robust, standard functionality; a best practices-based implementation methodology; and a uniquely adaptable architecture that facilitates fast, cost-effective system modifications. As an independent subsidiary in the 3M family of companies, HighJump Software leads the supply chain execution software industry in financial strength and delivers on an unmatched commitment to innovation and quality. For more information about HighJump Software, visit www.highjump.com.

About 3M - A Global, Diversified Technology Company

Every day, 3M people find new ways to make amazing things happen. Wherever they are, whatever they do, the company's customers know they can rely on 3M to help make their lives better. 3M's brands include Scotch, Post-it, Scotchgard, Thinsulate, Scotch-Brite, Filtrete, Command and Vikuiti. Serving customers in more than 200 countries around the world, the company's 69,000 people use their expertise, technologies and global strength to lead in major markets including consumer and office; display and graphics; electronics and telecommunications; safety, security and protection services; health care; industrial and transportation. For more information, including the latest product and technology news, visit www.3M.com.

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