

Nagel Beverage Achieves Distribution and Delivery Success with Extended Suite of HighJump Direct Store Delivery Solutions

HighJump Software, a 3M company, a global provider of supply chain execution solutions, today announced that Nagel Beverage has significantly reduced costs and improved operations with the HighJump suite of direct store delivery (DSD) solutions. A HighJump Software client for more than 10 years, the \$80-million, Boise, Idaho-based Pepsi distributor utilizes HighJump solutions for route accounting, load and inventory management, mobile sales and delivery, document management and vending management.

Nagel Beverage operates two warehouses to serve its Idaho distribution area. The company distributes nearly 6 million cases annually via 37 conventional and 15 bulk routes each day. Nagel Beverage's load and inventory management solutions enable it to maximize warehouse utilization and product organization as well as optimize space and delivery stop time with efficient loading and unloading.

Nagel Beverage has also implemented HighJump mobile solutions to improve the efficiency of its sales team. The system provides store-level sales management, sophisticated ordering capabilities and multi-location inventory visibility. This gives the team the information needed to make more effective sales calls. Armed with immediate access to up-to-date order and customer information, Nagel Beverage's sales team has increased efficiency, improved customer relationships, and boosted sales. Additionally, the solution enables the company to transmit data remotely, reducing warehouse loading times by 15 percent and smoothing volume spikes.

"We're thrilled with the cost saving we've experienced with our HighJump solutions. I truly believe in the company's products. We save hundreds of thousands of dollars each year," said Vance Miller, vice president and CEO, Nagel Beverage. "The HighJump suite has affected every part of our business from key account managers to those running the warehouse. We've really streamlined our business from an information sharing standpoint."

"We're pleased with the results Nagel Beverage has achieved using the suite of HighJump DSD solutions," said Joel Levinson, president, HighJump Software. "We've enjoyed our long-term relationship with the company and are committed to playing a critical role in its ongoing growth and success."

About Nagel Beverage

Founded in 1895 in Boise, Idaho for the purpose of producing and selling soda water to area saloons, Nagel Beverage Company provides Pepsi Cola products for the 18 southwestern counties of Idaho. The company employs nearly 200 people in all facets of manufacturing, sales and delivery. Nagel Beverage has remained a Nagel family company for over 110 years.

About HighJump Software, a 3M Company

Forward-thinking companies entrust HighJump Software to power their supply chains. HighJump Software simplifies the art and business of creating, selling and moving products across global networks. Building upon 3M's history of innovation, HighJump Software helps more than 1,300 clients worldwide drive growth and manage change. 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 around the world, the people of 3M 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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