



Junction Solutions

## For Immediate Release

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### **L&M Companies Goes Live with JunctionDS and Microsoft Dynamics AX**

*Leading Produce Distributor Replaces Fragmented Legacy System with Industry-Specific Solution Offering Complete Control Over the Entire Supply Chain*

**DENVER, CO** — Denver-based Junction Solutions ([www.junctionsolutions.com](http://www.junctionsolutions.com)), a provider of vertical, market-specific on-premise and on-demand software applications and services for the Food and Beverage, Multi-Channel Retail and Distribution industries, today announced that L&M Companies (L&M) ([www.lmcompanies.com](http://www.lmcompanies.com)), a leading produce distributor, has implemented JunctionDS™, an end-to-end solution set designed for Distribution companies. Built in Microsoft Dynamics® AX, JunctionDS gives L&M complete control over their entire supply chain with industry-specific functionality to enable business growth.

“Like many Food and Beverage distributors, L&M had antiquated, disparate legacy systems which no longer completely supported our distribution, sales and customer support operations,” said Erik Larsen, director of IT for L&M. “We were unable to access and share critical information in real time, and relied on multiple vendors and in-house developers to support and service the various systems. After making the decision to invest in a single, sustainable platform, we selected JunctionDS for its industry-specific functionality across the supply chain, from field to shelf. As we transitioned from the old to the new systems, we relied on Junction Solutions’ deep expertise in our industry to advise and help us implement best practices.”

“At the heart of JunctionDS is a 360-degree view of the product value chain, which is critical to L&M’s business model,” said Christian Hutter, vice president of food and beverage for Junction Solutions. “The company now has better control and visibility of warehouse operations and reporting, improved accounting procedures and inter-departmental access to business critical documents. In addition, the new solution helps L&M manage traceability and food safety requirements with advanced product tracing capabilities. Having retired the patchwork of legacy systems, the company is moving forward with a highly specialized business management system that adapts to how they do business now and in the future.”

“Ensuring the optimal customer experience for both our growers and retailers is a top priority for L&M,” said Larsen. “With JunctionDS we’re enabled with the tools to improve customer service levels by streamlining and automating the grower liquidation process. Additionally, we’ve been able to reduce administrative and operational costs by identifying cost-saving opportunities and eliminating manual processes. Our warehouse efficiencies have been streamlined to increase the ability to take and fulfill orders while also optimizing load planning and route management for delivery. We have extended functionality to include Wireless Receiving, Wireless Directed Putaway, Cart Picking, Flow Picking and Pick Consolidations to ensure products with a short shelf life are moving through our warehouses in a seamless and automated way. The result is increased confidence and loyalty from our customers who rely on us to ensure the right product is available at the right time.”

“L&M is leading the way in the Food and Beverage industry by optimizing technology to enhance customer service and build profitable relationships,” said Michael Shoemaker, Microsoft’s North America Distribution Industry market development manager. “Through its partnership with L&M and other customers, Junction Solutions has once again demonstrated its commitment as a leading Microsoft ISV (independent software vendor) to deliver innovative, cost-effective and flexible technology solutions specific to the Food and Beverage and Distribution industries.”

#### **About L&M Companies**

L&M is a fully integrated, year-round supplier of fresh produce, focused on four core categories available under the Nature’s Delight brand: apples, pears and cherries; limes, mangoes and Texas-grown; potatoes and onions; and vegetables. Throughout its 46-year history, L&M has been grounded in helping its customers succeed by giving them control throughout the supply chain from farming to packing, and from logistics to sales. The company is based in Raleigh, N.C. with offices across the country and farms throughout North and South America. [www.lmcompanies.com](http://www.lmcompanies.com)

#### **About Junction Solutions**

With offices throughout the U.S. and U.K., Junction Solutions provides vertical-specific on-premise and on-demand software applications and services that help organizations enhance operational performance, reduce costs, expand delivery channels and strengthen relationships. Built on Microsoft Dynamics® AX and designed specifically for Food & Beverage, Multi-Channel Retail and Distribution companies, Junction Solutions’ innovative offerings focus on enterprise resource planning, (ERP), supply chain management (SCM – demand, order, warehouse, yard and distribution management), human capital management, merchandising, order entry management, call-center management, eCommerce engagement and fulfillment. The company was named 2010 Microsoft Dynamics® Retail Partner of the Year. For more information, please visit [www.junctionsolutions.com](http://www.junctionsolutions.com).

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