



Kamino International Logistics Strengthens its Supply Chain Solution to its 3PL Customers With SPS Commerce's Outsourced EDI

Outsourced EDI Service Delivers Improved Supply Chain Visibility to Suppliers and a Competitive Advantage to Kamino

Minneapolis, Minn., April 8, 2008 - SPS Commerce, the leading provider of Web-based EDI services, today announces that its partnership with Kamino International Logistics, a leading 3PL in North America and worldwide, has successfully teamed SPS' outsourced EDI capabilities with Kamino's global supply chain solutions for small and medium-sized American enterprises importing and selling goods to major retailers such as Wal-Mart, Target and other U.S. retailers. .

Today, Kamino offers vendors a flexible, outsourced logistics solution to the traditional fixed costs of physical, company-owned warehouses as well as global visibility into their supply chain using SPS' Web-based EDI services to ensure data compliance with their retail customers.

By partnering and outsourcing Kamino's EDI department to SPS Commerce, Kamino is able to provide competitive and flexible solutions to its 3PL customers. Electronic documents such as purchase orders, advance ship notices (ASNs) and UCC 128 barcode label data can now be sent to thousands of supplier/retailer combinations with ease and confidence of data integrity.

"Consumer packaged goods manufacturers face a double-edged sword when dealing with big box stores," said Lesley Hume, Vice President Sales and Marketing - USA at Kamino. "Of course they want to grow their business and sell to the big-name retailers, yet owning and maintaining the necessary EDI software to interface with these large and complex organizations can break the bank. Kamino has freed itself, and its 3PL customers, from the restrictive software EDI model by opting to outsource our EDI to SPS Commerce and using their pre-built maps already in use by other vendors."

By leveraging SPS' EDI services, Kamino has:

- Increased market share in the Fast Moving Consumer Goods (FMCG) vertical
- Improved its ability to compete with major logistics companies
- Created the ability to sell a complete supply chain solution including an EDI component to the Retail Vertical Market Sector quickly and economically
- Enabled its customers to focus more on selling their products and not worry about logistics, fines, mis-ships and chargebacks
- Reduced internal IT costs
- Provided green or environmentally-friendly options using outsourced EDI to significantly reduce traditional high paper volume and transportation usage

"The collaboration/integration between Kamino and SPS Commerce's outsourced EDI solution is innovative because it has created a robust, flexible and competitive solution to SME businesses that they may not have had, or would have to pay prohibitive pricing that would create a barrier to enter the marketplace," said Lesley Hume.

"We are pleased to have Kamino as a strategic partner within SPS' ecosystem," said Archie Black, president and CEO of SPS Commerce. "We have seen the combined solution benefit many suppliers, including Body Glide, to improve their supply chain visibility and compliance with important retail customers. SPS is honored to be an integrated part of this leading 3PL's logistics solution to the CPG industry."

Download SPS' latest [whitepaper](#) on Web-based EDI.

About Kamino International Logistics

Kamino is an award-winning global logistics provider and freight forwarder founded in New York in 1969. The company

operates 32 facilities in major global markets. Combine these with an extensive network of agent partners and Kamino provides global supply chain solutions tailored to meet our clients' specific and unique needs.

Not only is Kamino an industry leader in freight forwarding, customs brokerage, warehousing and logistics and distribution, but its global approach to supply chain includes its awareness of the environment and the local communities where we live and work.

Kamino is committed to the protection of the environment by controlling the impact of our operations. Kamino has to use trucks and airplanes to facilitate its business, but we only use approved ENV suppliers when possible and continually search new service applications to reduce the impact of our activity on the environment. For more information, visit www.kamino.com.