



Fashion Fair® Cosmetics Selects SPS Commerce's Trading Partner Intelligence Service to Help Increase Revenue with on-demand Point-of-Sale information

Minneapolis, Minn., Aug. 18, 2009 – SPS Commerce, the leading Software-as-a-Service (SaaS) trading partner integration center provider, today announced [Fashion Fair, LLC](#), the world's No.1 line of makeup and skincare for women of color, has selected SPS' [Trading Partner Intelligence](#) service to improve forecast accuracy, prevent in-store out-of-stock and over-stock inventory conditions and provide critical facts to develop customer-oriented solutions.

The on-demand service delivers store-level, point-of-sale (POS) information from Fashion Fair's (FF) retail customers to its sales, marketing and operations staff to monitor and assess in-store conditions. These parameters include regional, store and product categories to optimize FF's fulfillment cycles and track the performance of its new products.

"With Trading Partner Intelligence from SPS Commerce, obtaining valuable POS data will allow us to have more meaningful conversations with buyers to help increase sales, and continue to be a best-in-class partner with our Fashion Fair retailers," said Anne Sempowski Ward, president and COO of Johnson Publishing Company, Inc., parent company of FF. "From a strategic standpoint, Fashion Fair will be able to further leverage key data with this necessary tool which will assist us in securing answers to critical business questions."

FF will deploy the Trading Partner Intelligence service later this month, enabling its sales and marketing staff to track and analyze the sales of its existing products, as well as their new items that are being launched this fall.

"SPS Commerce is pleased that our Trading Partner Intelligence service has become a part of Fashion Fair's commitment to excellence," commented Archie Black, president and CEO of SPS Commerce. "In a short period of time, we will equip their sales organizations with the information they need to fully leverage their relationships and expertise to reduce inventory carrying costs and improve their forecast accuracy, resulting in improved sales and less inventory. Despite a challenging economy, forward-thinking suppliers like Fashion Fair are choosing to advance their business capabilities with outsourced solutions to better serve their retail customers."

SPS' Trading Partner Intelligence solution is delivered via a SaaS model, providing suppliers with retail industry and data integration expertise, proven technology, and industry-leading customer support that is trusted daily by thousands of customers. Using only an Internet browser, users can access ad-hoc or predefined role-based reports, charts, graphs and alerts for improved decision making using POS and fulfillment data.

"Fashion Fair is committed to proactively eliminating out-of-stock situations before they occur," said Joseph Lewis, FF vice president of operations. "SPS' intelligence solution offers us a rapidly deployable solution that gives Fashion Fair everything our sales, marketing, and operations teams need to better manage our products beyond the walls of our warehouses, resulting in more sales."

About Fashion Fair, LLC

Fashion Fair was introduced in September 1973 at Marshall Field's in Chicago and is a wholly-owned subsidiary of Johnson Publishing Company, Inc. where Linda Johnson Rice is Chairman and CEO. Fashion Fair cosmetics are sold in over 1,000 fine stores in the U.S., U.K., Canada, Africa, the Caribbean, France and other countries around the world. Fashion Fair has also established offices in London and can be found in nearly 100 fine stores there as well. Fashion Fair was founded by the late entrepreneur John H. Johnson. Anne Sempowski Ward is president and COO of Johnson Publishing Company, Inc., parent company of FFC.

About SPS Commerce

SPS Commerce is a leading provider of on-demand supply chain management solutions, providing integration, collaboration, connectivity, visibility and data analytics to thousands of customers worldwide. We deliver our solutions over the Internet using a Software-as-a-Service model to improve the way suppliers, retailers, distributors and other customers manage and fulfill orders. Our SPSCcommerce.net platform features pre-built integrations used by current and new customers alike, spanning 2,700 order management models across 1,300 retailers, grocers and distributors, as well as integrations to over 100 accounting, warehouse management, enterprise resource planning, and packing and shipping applications. More than 35,000 customers across more than 40 countries have used SPSCcommerce.net, making it one of the largest trading partner integration centers. SPS Commerce has 35 consecutive quarters of increased revenues and is

headquartered in Minneapolis. For additional information, please contact SPS Commerce at 866-245-8100 or visit www.spscommerce.com.

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Any statements in this release that are not historical or current facts are forward-looking statements. All forward-looking statements in this release are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performances or achievements expressed or implied by the forward-looking statements. Certain of these risks and uncertainties are described in the "Risk Factors" section of our Registration Statement on Form S-1 and other required reports, as filed with the SEC, which are available at the SEC's Website at <http://www.sec.gov>.