

PRESS RELEASE

FOR IMMEDIATE RELEASE

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Yokogawa Corporation of America and TestMart Announce New Government Services Partnership

Newnan, Georgia — Yokogawa Corporation of America, a wholly owned subsidiary of Yokogawa Electric Corporation of Japan and a leading manufacturer of measurement, control, and information equipment announced today a new partnership agreement with TestMart, Inc. TestMart, the leading marketplace operator and service provider for the test and measurement industry will provide government marketplace services to better serve Yokogawa's diverse United States federal and defense-related customers.

The agreement makes it easier for military personnel, government users and contractors to research and buy Yokogawa test & measurement equipment. The agreement authorizes TestMart to present a special catalog of Yokogawa optical products to be made available specifically to the government and military markets. Yokogawa optical test solutions applicable for military and government applications will be available to all branches of the federal government, U.S. military and authorized prime contractors. These include oscilloscopes, recorders, data acquisition devices and wireless & optical measuring equipment.

This special catalog is under a set of General Services Administration (GSA) Multiple Award Schedules (MAS). It will provide content, transaction, marketing, sales support and reporting services around the catalog's products. TestMart will provide the presentation and order processing through the GSA's e-commerce Web site, GSA Advantage, and through the company's two online marketplaces www.testmart.com and www.navicpmart.com.

“Yokogawa optical products are one of the test industry’s most venerable and respected brands. This is great news for US government users because it makes the research and ordering of this high quality equipment much easier and more convenient,” said Peter Ostrow, President and CEO of TestMart. “The addition of the Yokogawa optical products to our government offerings means authorized buyers can select from the most respected brands under GSA contract that are compliant with the federal Competition in Contracting Act (CICA)”.

“TestMart’s government service offering will allow our organization to more effectively and efficiently provide solutions to customers in the military and government sector, “ said Brad Byrum, General Manager of Yokogawa Corporation of America’s Test and Measurement Group. “The tools and services that TestMart provides will enable this important customer set to make better and faster decisions around their test needs.”

About NAVICPmart

NAVICPmart is the product of a service contract between the Naval Inventory Control Point (NAVICP), a Division of the Naval Supply Systems Command, and TestMart under contract number N00104-01-D-X407. Contract P.O.C. Ricky D. Rhoades, Code 0214.16, (717) 605-3234. NAVICPmart is the official e-commerce procurement portal for the Naval Inventory Control Point’s (NAVICP) General Purpose Electronic Test Equipment (GPETE) division. NAVICP in Mechanicsburg, PA has negotiated a series of requirements contracts with test and measurement manufacturers for significant savings (Up to 70%) from the normal manufacturer's list price. For more information please visit www.navicpmart.com.

About the GSA

The US General Services Administration is a central management agency that sets Federal policy in such areas as Federal procurement, real property management, and information resources management. Founded in 1949, the agency is headquartered in Washington DC with regional offices in 11 US states. For more information on the GSA, please visit www.gsa.gov.

About TestMart

TestMart is the leading sales, marketing and online strategy partner for the test and measurement community. Manufacturers and sellers use TestMart to increase their military, government and commercial sales. Buyers rely on TestMart as an honest and efficient marketplace for purchasing test and measurement equipment. Headquartered in San Bruno, California, TestMart is a privately funded company. For more information, please visit us at www.testmart.com.

About Yokogawa Corporation of America

Yokogawa Corporation of America is the North American unit of \$3 billion Yokogawa Electric Corporation, a global leader in the manufacture and supply of instrumentation, process control, and automation solutions.

Headquartered in Newnan, Georgia, Yokogawa Corporation of America serves a diverse customer base with market-leading products including analyzers, flowmeters, transmitters, controllers, recorders, data acquisition products, meters, instruments, distributed control systems, and more.

For more information about Yokogawa Corporation of America, visit us.yokogawa.com, call 770-254-0400, or toll-free at 800-258-2552, or e-mail info@us.yokogawa.com.