

PRESS RELEASE

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Yokogawa Corporation of America Selects Desselle-Maggard Corporation as Sales Representatives in the Gulf Coast

Newnan, Georgia - Yokogawa Corporation of America is pleased to announce that Desselle-Maggard Corporation (DMC), with headquarters in Baton Rouge, Louisiana, and offices throughout the southeastern United States, will be providing technical sales and service for Yokogawa's industrial automation, process control, test and measurement divisions in Louisiana, Arkansas, and the Golden Triangle, encompassed by Beaumont, Port Arthur and Orange, Texas.

DMC will provide complete turnkey solutions featuring the full range of Yokogawa products, from the smallest temperature sensors to the most complex distributed control systems. DMC will handle sizing and specification, quoting, installation services, start-up and commissioning, system configuration, asset management and repair services. They will also provide training in their 40,000 square foot facility, which is equipped with a state-of-the-art process flow lab.

"Together with Yokogawa, DMC's existing valve offering, coupled with their excellent service capabilities and impressive infrastructure, will allow customers to receive a total automation solution in the Gulf Coast market," says Roger Van Nuis, General Manager of Sales Channels for Yokogawa.

In The Community

Last year, DMC and Yokogawa were recognized for their assistance in the Gulf Coast's recovery from Hurricane Katrina and Rita. DMC collected and distributed 11 tractor-trailer truckloads of goods to the victims of Hurricanes

Katrina and Rita. They also collected \$50,000 for school uniforms for the children of the affected families. Employees of Yokogawa Corp. of America collected relief supplies and traveled to affected areas to distribute them. A portion of the Yokogawa's new Sugar Land, Texas, facility was turned into a staging area for equipment and supplies needed by afflicted industries. Yokogawa donated approximately \$90,000 in relief funds through the Red Cross. These tragic events turned out to be a "proving ground" to demonstrate that both Desselle-Maggard and Yokogawa "have what it takes" to provide a total solution for our customers and to be solid community leaders.

About DMC

DMC was formed as a control valve distributor. Since its inception, the company has grown tremendously; expanding its territory from Baton Rouge to all of Louisiana, Eastern Texas, Mississippi, Arkansas, Tennessee, Southern Kentucky, Alabama, and Western Florida. For 20 years, the company has been owned by its employees. During this period of time, the ownership of the company has changed; however, the philosophy of the company being owned by its employees remains today. The present owners, Mr. Joey Jobe and Mr. Charles Moniotte, have been employed by DMC for over ten years.

From \$1 million sales in 1984, Desselle-Maggard has grown to sales of over \$26 million for 2005. At the same time, to meet its customers' expectations, DMC has increased inventory from \$200,000 to more than \$4 million. At this time, Desselle-Maggard is the largest stocking Masoneilan control valve distributor in the world. "We feel that the growth of this company is directly associated with the hard work, dedication, and loyalty of its employees," states Michael Walton, Vice President of Business Development.

About Yokogawa Corporation of America

Yokogawa Corporation of America is the North American unit of \$4 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, flow meters, transmitters, controllers, recorders, data acquisition products, meters, instruments, distributed control systems, and more.

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