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TOSHIBA BECOMES IDC-USA PREFERRED SUPPLIER

Toshiba International Corporation, July 15, 2013 – Toshiba International Corporation (TIC) has announced that it has become an IDC Preferred Supplier for the Independent Distributors Cooperative-USA (IDC-USA), a distributor-owned purchasing and national marketing cooperative of independent distributors of industrial bearing, power transmission, and industry-related products. This new partnership will increase TIC's market share and product awareness in historically under-served markets in the US and will be an added value to TIC's existing distribution network for low and medium voltage electric motors and adjustable speed drives.

IDC-USA provides independent distributors and manufacturers with support and resources that accelerate long-term growth. TIC already maintains a vast North American distribution channel, and as an IDC Preferred Supplier, TIC will gain access to additional independent distributors, as well as IDC-USA's channel management distribution services and single source business solutions.

"IDC-USA is excited to partner with TIC; they have a well-established name in the industry that represents engineered solutions with high quality products," said Todd Carroll, Vice President of IDC-USA. "This new relationship with TIC gives the IDC Owner-Distributors a tier one brand name motor/drives manufacturer to offer their customers. We look forward to growing TIC's market share in the US!"

"TIC is pleased to become a preferred supplier for IDC-USA's prestigious network of independent distributors," said John O'Brien, Director of Distribution Sales, TIC's Industrial Division. "We are excited to begin our mutually-rewarding partnership with IDC and hope to further add to our already strong distribution channel in the United States."

About Toshiba International Corporation

TIC is a Toshiba America Inc. (TAI) Group Company, a wholly owned subsidiary of Toshiba Corporation. TIC is headquartered in Houston, Texas and employs approximately 2,000 people. TIC provides application solutions to a wide range of industries including industrial, power systems, transmission and distribution systems, and LED lighting systems. For more information about TIC, please visit www.toshiba.com/tic.

About Toshiba International Corporation's Industrial Division

The Industrial Division is a world leader in the design and sale of electric motors, adjustable speed drives, motor controls, uninterruptible power systems, and network and automation system products. Many of these products are designed, built, and tested in our over 1,000,000 square foot state-of-the-



art manufacturing facility in Houston, Texas. The Industrial Division has a totally integrated manufacturing process; our research and development, design, engineering, production and manufacturing, and after-market service and support are all commandeered under one single roof. For more information about TIC's Industrial Division, please visit www.toshiba.com/ind.

About IDC-USA

Established in 1988, IDC-USA is a distributor-owned purchasing and national marketing cooperative of independent distributors of industrial bearing, power transmission and industry related products. The cooperative currently consists of over 280 independent distributor branches located nationwide and has over \$1 billion in annual sales. IDC-USA serves the western half of the United States from its Reno, Nevada distribution center, and IDC-USA's Distribution Center, IDC University, and Corporate Offices are headquartered in Indianapolis, Indiana. For more information about IDC-USA, please visit www.idc-usa.com.

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