



**FOR IMMEDIATE RELEASE**

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**CARDINAL HEALTH TO DISTRIBUTE TANITA SCALES TO PHYSICIANS**  
*Tanita Named Preferred Supplier in two-year agreement*

**ARLINGTON HEIGHTS, IL, April 21, 2004** – Tanita Corporation of America announced today it has signed a preferred supplier agreement with Cardinal Health, Inc., for the distribution of its digital medical scales. The contract runs through March 2006. Additional terms of the agreement were not disclosed.

Cardinal Health will distribute Tanita's medical scales to physicians' offices across the country through its PhysicianPLUS program. PhysicianPLUS is a select product offering from select suppliers that provides branded and private label value products for office-based physicians.

As the leader in digital scales, Tanita's products offer superior accuracy, functionality, portability and ease of use. Tanita's Vice President of Sales, Dan McNulty, explains, "We are very excited to have been awarded the *PhysicianPLUS* scale contract from Cardinal Health. There is a shift in physician preference away from outdated mechanical scales and we believe we can meet physicians' needs through Cardinal Health."

Through its preferred supplier program, Cardinal Health provides its physician customers with a select offering of products that undergo a thorough evaluation to ensure that they meet Cardinal Health's strict criteria for excellence in the areas of performance, economics, and service.

Cardinal Health, Inc. ([www.cardinal.com](http://www.cardinal.com)) is the leading provider of products and services supporting the health care industry. Cardinal Health develops, manufactures, packages and markets products for patient care; develops drug-delivery technologies; distributes pharmaceuticals and medical, surgical and laboratory supplies; and offers consulting and other services that improve quality and efficiency in health care. Headquartered in Dublin, Ohio, Cardinal Health employs more than 50,000 people on five continents and produces annual revenues of more than \$50 billion. Cardinal Health is

ranked No. 17 on the Fortune 500 list and is named one of the best U.S. companies by Forbes magazine for 2004.

Tanita Corporation is committed to developing products to help people lead healthier lives. Based in Tokyo, Tanita is a leading manufacturer of precision scales, body composition analyzers, and health monitoring equipment designed for use in the medical, nutritional and healthcare industries. For additional information on Tanita's professional products, call 1-877-6-TANITA. Tanita also manufactures the world's best selling, home-use scale-plus body fat monitors, as well as a complete line of weight only scales and handheld health and fitness products.