

3M Company and Insight Lighting Form Strategic Alliance; New Offerings Provide Reliable, Innovative Lighting Solutions for the Architectural and Commercial Markets

3M and Insight Lighting have formed a strategic alliance to provide a new generation of reliable, reduced-maintenance products for the architectural and commercial lighting markets, the two companies announced here today at the start of the American Institute of Architects' National Conference and Design Exposition at the Mandalay Bay Resort.

The companies said their collaboration - known as the "3M/Insight Alliance" - will create and market 3M Illusions luminous linear lighting products that combine 3M's prismatic film and optics technology with Insight's long-established expertise in luminaire design and manufacturing. The alliance will provide architects, designers and specifiers with the resources of a design/technology team capable of creating products that consistently meet the needs of the marketplace.

The result, they said, will be aesthetically appealing lighting solutions that reduce maintenance and installation costs, energy consumption and glare, while providing more uniform light distribution and improved safety. Products from the alliance will be sold exclusively by Insight Lighting and its representatives.

According to David Patterson, president of Insight Lighting, "Insight's market presence, coupled with 3M's technical expertise, will broaden the scope of this innovative product family. We are thrilled about the opportunities this alliance brings to our company, its customers and representatives."

3M, headquartered in St. Paul, Minn., is a leading innovator in the development and manufacture of light guides and light fiber, including its premier 3M HL high luminance light fiber. Insight Lighting, based in Rio Rancho, N.M., a suburb of Albuquerque, is known for its creative response to challenging indoor and outdoor lighting applications, with high-efficiency reflector systems, using halogen, fluorescent and high intensity discharge light sources.

Don Robertson, sales and marketing manager, 3M Light Management Solutions, said "Our expectation is that this alliance will create a new high-value systems approach to lighting. The products will be designed to satisfy unmet needs in the \$90 billion lighting industry."

About Insight Lighting

Insight Lighting is a manufacturer of architectural lighting products located in Rio Rancho, N.M. Insight provides aesthetically pleasing, ultrahigh performance luminaires intended for direct or indirect illumination for both interior and exterior use. The company's interior luminaires offer solutions for the most challenging applications, including airports, pools, malls, churches and sporting facilities. Facade lighting, signage, canopies and monument lighting represent only a few opportunities for Insight's extensive outdoor offering. Visit www.insightlighting.com.

About 3M - A Global, Diversified Technology Company

Every day, 3M people find new ways to make amazing things happen. Wherever they are, whatever they do, the company's customers know they can rely on 3M to help make their lives better. 3M's brands include Scotch, Post-it, Scotchgard, Thinsulate, Scotch-Brite, Filtrete, Command and Vikuiti. Serving customers in more than

200 countries around the world, the company's 67,000 people use their expertise, technologies and global strength to lead in major markets including consumer and office; display and graphics; electronics and telecommunications; safety, security and protection services; health care; industrial and transportation. For more information, including the latest product and technology news, visit www.3M.com.

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<https://news.3m.com/2005-05-19-3M-Company-and-Insight-Lighting-Form-Strategic-Alliance-New-Offerings-Provide-Reliable,-Innovative-Lighting-Solutions-for-the-Architectural-and-Commercial-Markets>