

3M and SACO Technologies Form Strategic Alliance to Deliver Reliable High-Performance LED Lighting Solutions for Restaurant Industry

3M and SACO Technologies Inc. have formed a strategic alliance to deliver long-lasting, high-performance lighting products for the restaurant and hospitality industries, the two companies announced here today at the start of the National Restaurant Association's Restaurant Hotel-Motel Show at McCormick Place.

"The 3M-SACO alliance is designed to elevate performance and reliability to unprecedented levels," said Don Robertson, sales and marketing manager for 3M Light Management Solutions, and Jonathan Labbee, vice president of SACO, in a joint statement. "By integrating our complementary expertise, we can offer solutions that far surpass traditional lighting systems by incorporating the full benefits of new technologies without sacrificing durability."

3M, based in St. Paul, Minn., is a leading innovator in the development and manufacture of Illusions Linear Luminous Lighting from 3M and 3M Light Fiber, including its premier 3M HL High Luminance Light Fiber. SACO Technologies, based in Montreal, Canada, is a pioneer and leader in the design and manufacture of high-performance, solid-state (LED) light engines and video screens.

According to Robertson and Labbee, performance is a challenge in specialty lighting, because LEDs are frequently subject to heat degradation that can result in premature system failures. By combining new LED-driving architecture that dramatically reduces heat output with the most efficient light pipes and fibers for uniform distribution of bright light and color, the alliance companies expect to deliver reliable, cost-efficient solutions that reduce energy consumption, minimize maintenance cost and maximize brightness.

Robertson noted that SACO has 24 years of experience making control consoles for nuclear power plants, where heat control is a critical function. "No light source manufacturer understands thermal expansion and contraction issues better than SACO," he said. "Their engineers make SACO the ideal alliance partner for addressing LED reliability issues."

Mike Giesler, global business manager, 3M Light Management Solutions, added: "Our integrated systems will challenge the use of traditional sources for a broad array of industrial, commercial and architectural applications."

3M and SACO already are collaborating in lighted panel displays, such as advertisements at bus shelters, and intend to pursue diverse markets that include utility lighting, commercial signage and lighting for public recreational spaces.

About SACO Technologies

Founded in 1987, SACO is a worldwide leader in the design and manufacture of high-performance light engines and large-format video screens using LED technology. It has provided many of the video screens at modern sports stadiums and arenas, as well as the giant NASDAQ screen in Times Square. SACO also specializes in the design and manufacture of industrial control systems used in hydroelectric and nuclear power stations.

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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