

3M and ANEST IWATA Form Strategic Alliance

Firms Collaborate to Serve Aftermarket Painters with Innovative Technology and Design

3M and ANEST IWATA today announced the two companies have entered into a strategic marketing agreement, effective immediately. Under the agreement, ANEST IWATA will incorporate the 3M™ Paint Preparation System (PPS) into an introductory kit with their paint guns, including the new SUPERNOVA WS-400 / LS-400 spray guns.

Bringing the strength of these two products together into one convenient, easy-to-use kit will give aftermarket painters a package with both a high-performing spray gun and sustainable paint preparation system. Designed by famed Italian designer, Pininfarina, the SUPERNOVA WS-400 / LS-400 is ergonomically designed to reduce painter fatigue while offering compatibility with today's new waterborne paints. The 3M Paint Preparation System simplifies the painting process for body shop workers with patented technology that reduces volatile organic compound emissions, minimizes clean up, and decreases paint waste. In addition, the 3M Paint Preparation System allows for spraying at any angle – up, down or sideways.

“Working with ANEST IWATA is a great opportunity for our two companies to cooperatively apply their know how in advanced paint systems,” said Ian Hardgrove, vice president and general manager of the 3M Automotive Aftermarket Division. “Our customers will reap the benefits of ANEST IWATA’s new SUPERNOVA gun utilizing 3M’s PPS technology to provide end users with increased productivity and profits. We look forward to a start of a very productive relationship.”

The synergy between the two brands will broaden ANEST IWATA’s customer base to expand their line to benefit the aftermarket body shops.

“ANEST IWATA has supplied environmentally friendly spray guns to the global market in an effort to reduce harmful VOC’s. This strategic alliance with 3M to provide a kit which consists of our spray gun and 3M’s PPS™ is a great opportunity to provide a greater range of environmentally conscious products to our customers,” said Takahiro Tsubota, president of ANEST IWATA Corporation. “We will be supplying these kits in the global market place, not only in Japan, Europe and US, but also in emerging markets such as China and India.”

ANEST IWATA currently offers a portfolio of aftermarket products, ranging from spray guns to air brushes to painting equipment. 3M has been familiar to body shop owners and technicians for decades as the preferred source of total solutions that increase shop efficiency and profitability. 3M leverages cutting-edge technology into all of their repair solutions from abrasives to masking tape to car care products.

About ANEST IWATA

ANEST IWATA Corporation in Japan is a leading manufacturer specializing in painting equipment, turnkey coating systems, air compressors and high-end dry vacuum pumps. As a part of the world-class operation, ANEST IWATA strives to exceed the highly advanced needs of industries with innovative, state-of-the-art technologies and services. Visit www.anest-iwata.co.jp.

About 3M

A recognized leader in research and development, 3M produces thousands of innovative products for dozens of diverse markets. 3M’s core strength is applying its more than 40 distinct technology platforms – often in combination – to a wide array of customer needs. With \$25 billion in sales, 3M employs 75,000 people worldwide and has operations in more than 60 countries. For more information, visit 3M.com.

3M Public Relations and Corporate Communications Colleen Harris, 651-733-1566 <http://www.3m.com/PressContact>

<https://news.3m.com/2009-11-30-3M-and-ANEST-IWATA-Form-Strategic-Alliance>