

3M and Russell NDE/PICA Announce Strategic Marketing Alliance

Alliance promises holistic assessment and rehabilitation processes, improved asset management, reduced cost when compared to pipe replacement and customized pipe renewal for water utilities

3M and Russell NDE/PICA Corporation announce a strategic marketing alliance that offers utilities a holistic approach to trenchless drinking water pipe rehabilitation and asset management. The alliance, in which the companies will co-market each other's products and services, covers the United States, the United Kingdom and Canada. The products and services available through the alliance enable trenchless and minimally disruptive water main infrastructure repair.

PICA offers direct condition assessment on ferrous pipe materials such as ductile iron, cast iron and steel. "I think the marketplace has been yearning for this type of partnership," said Bill Jappy, director of sales and marketing for PICA. "We can help our customers avoid a lot of the guesswork by basing the selection of rehabilitation technologies on accurate pipe condition assessment data." PICA's patented remote field technology inspection tools make it possible to determine actual remaining wall-thickness and condition without the need to dig trenches or follow other less accurate, more costly practices.

3M offers 3M™ Scotchkote™ Pipe Renewal Liner 2400 for drinking water pipe rehabilitation, installed as a non-structural corrosion coating (BS EN ISO 11295:2010 class D/AWWA class I), semi-structural lining (BS EN ISO 11295:2010 class B), or AWWA Class IV rehabilitation solution meeting the material properties of ASTM 1216-09 after 50 years.¹ Megan Selby, global business director of 3M's Infrastructure Protection Division, said: "This alliance allows 3M to provide value to our customers by combining direct condition assessment with customized drinking water pipeline renewal. Our goal is to enable water utilities to target their pipe rehabilitation program spend on renewal solutions that match localized network needs."

About Russell NDE/PICA Corporation

Russell NDE/PICA provides accurate measurements of remaining wall thickness in cast-iron, ductile-iron and steel pipelines. Their unique, patented technology can "see" through liners, scale and tubercles to detect graphitization and pitting, erosion and cracks. Tools use electromagnetic technology which does not require the sensors to be in contact with the pipe wall inside the pipe. The tools have equal sensitivity to wall-loss regardless of whether it is on the inside or outside of the pipe. For more information, visit www.picacorp.com

About 3M

3M captures the spark of new ideas and transforms them into thousands of ingenious products. Our culture of creative collaboration inspires a never-ending stream of powerful technologies that make life better. 3M is the innovation company that never stops inventing. With \$30 billion in sales, 3M employs about 88,000 people worldwide and has operations in more than 70 countries. For more information, visit www.3M.com or follow [@3MNews](https://twitter.com/3MNews) on Twitter.

3M's Infrastructure Protection Division (ISPD) provides a diverse set of solutions for protecting, assessing and renewing the world's infrastructure. Through its products, services and multiple technology platforms, ISPD helps customers protect valuable assets above ground and underground in water, energy, civil, transportation and telecom infrastructure. For more information, visit www.3M.com/water

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¹ 3M used the following test methods to test methods to validate: ASTM D638-08, ASTM D790-07, ASTM D2990-08 and ASTM D1599-99.

3M Colleen Harris, 651-733-1566

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