

## **3M and Anest Iwata Form Strategic Alliance**

Firms Collaborate to Serve Aftermarket Painters with Sustainable Spray Gun Cup

3M and Anest Iwata today announced the two companies have entered into a strategic marketing agreement to sell the 3M™ Paint Preparation System (PPS), which reduces volatile organic compound (VOC) emissions.

Anest Iwata has been building up its sales network not only in Japan, the USA, and Europe but also in the economically growing countries of China, India, Russia, and Latin America, where it has set up sales subsidiaries and resident offices that enable it to perform focused sales activities. With this background and the trend of VOC reduction, it has started to introduce a variety of equipment such as environmentally responsive spray guns.

A recognized global company with operations in more than 60 countries, 3M produces masking tape, abrasives, compounds and other materials for auto after market.

The 3M Paint Preparation System is an innovative cup system for spray guns. It simplifies the painting process by enabling preparation and spraying with a single disposable cup. It maximizes the efficiency of the process and minimizes working time and the use of cleaning solvent. In addition, the PPS allows for spraying at any angle – up, down or sideways.

This alliance achieves the cooperation of Anest Iwata, the number one maker of spray guns in Asia including Japan with a growing business in the US and European market, with 3M, who has been successful in PPS business in the US and Europe. The collaboration is expected to achieve the synergy to expand environmentally responsive business in the global aftermarket.

As the initial step, Anest Iwata will incorporate 3M™ PPS into an introductory kit with their paint guns. They will start to sell the kit from January 2010 in the Japanese market, collaborating with Sumitomo 3M who is the largest supplier of all aftermarket products except paint materials and parts. This promotion will be expanded globally to regions including Asia, North America and Europe through Anest Iwata's sales channels.