

For Immediate Release

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### **3M and Thales Announce Cooperative Marketing Agreement**

Austin, Texas, & Santa Clara, Calif. — November 17, 2004 — A locating method using GPS/GIS data collection to simplify mapping underground facilities becomes a reality today with the announcement of a cooperative marketing agreement between 3M and Thales' navigation business. No terms of the agreement were disclosed.

Using the Dynatel series of handheld electronic marker locators from 3M and the Thales MobileMapper GPS/GIS data collector, utility companies can significantly simplify the mapping process while using already-deployed field personnel. With the push of a single button on the Dynatel locator keypad, critical asset data is automatically transferred via serial cable to the Thales MobileMapper. This maps the electronic markers – both passive and ID types, 3M or other manufacturer – as they are located.

“This combination of products creates an easy-to-use system for real-time mapping of marker placement and saving of field information directly into CAD and GIS systems,” says Dave Soenen, 3M test and measurement business director. “It makes positive locates in the field easier than ever.”

3M ID markers contain a memory technology that can be programmed in the field to convey important features of each marked cable/pipe path and individual underground facility.

“The integration of the real-time GIS mapping on the MobileMapper device with the Dynatel locators enables utilities to reach new levels of efficiency in their data collection process, further maximizing their human resources and capital investments,” says Stig Pedersen, Thales GIS business director.

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3M ID marking technology enhances management of underground facilities for telecommunications as well as gas, water, sewer, CATV and electric power utilities. For more information on the Dynatel 1420, 2250M-iD, and 2273M-iD locators, visit [www.3M.com/dynatel](http://www.3M.com/dynatel). For more information on the Thales MobileMapper, visit [www.thalesnavigation.com](http://www.thalesnavigation.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 icons such as 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](http://www.3M.com).

### **About Thales**

Thales is an international electronics and systems group serving the defense, aerospace, services and security markets. The group employs 61,500 people worldwide and generated revenues of 10.6 billion euros in 2003. Thales' navigation business is one of the world's leaders in positioning, navigation and guidance equipment with global operations. Thales markets its Magellan brand GPS solutions in the consumer electronics, recreation, and automotive markets, and its GPS and GNSS professional products in the survey, GIS/Mapping, and OEM markets. Thales' navigation business is headquartered in Santa Clara, Calif., with European headquarters in Carquefou, France. For more information, visit [www.thalesnavigation.com](http://www.thalesnavigation.com).

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