



FACT SHEET

3M's Houston Oil and Gas Customer Center

- 3M's Oil and Gas Customer Center is a first of its kind, 8,000-square-foot facility located in Houston, Texas. The center is dedicated to accelerating application development, and highlights 3M's proven applications and innovative technologies in the oil and gas industry.
- The facility hosted its first customer in September 2007. As of April 2008, 78 customer groups have toured the facility. These groups include owner/operators, equipment manufacturers, distributors and engineering companies. Approximately 50 percent of the meetings have global impact in terms of products specified for companies and projects in multiple international markets.
- The Customer Center includes laboratory, meeting and demonstration space to showcase, demonstrate and develop solutions for the industry.
- The Customer Center application showcase includes 3M's proven applications for oil and gas for buoyancy and insulation, well stimulation, low density drilling fluids and cements, facility safety, personal safety, corrosion protection, facility maintenance, metal fabrication, electrical construction and maintenance, fire protection, seal and gasket materials, liquid filtration, pipeline marking and locating, signage and vehicle graphics, and asset management.
- The Customer Center labs focus on four application development areas with both upstream and downstream applications: drilling fluids, low density cement, liquid filtration and pipe insulation.
- The 3M Oil and Gas Customer Center allows for synergy and interaction between customers and technical experts in a laboratory setting to delve into the challenges companies face that match 3M's offerings.
- Several lab-scale projects are underway in the application development labs. These include fundamental application development and customer project applications of 3M's glass bubbles and CUNO filtration products.
 - Engineers are developing the use of 3M's glass bubble technology for lightweight drilling fluids. Some of the fundamental work in progress includes research into the behavior of bubbles in both oil-based and water-based drilling fluid systems.
 - CUNO, a 3M company, launched its High Flow product line last year and is working on customer applications of the product. Use of the product in water treatment systems has been shown to protect treatment membranes from particulate contamination.
- 3M's Oil and Gas business has operations in more than 30 countries and is a reliable supplier of thousands of products that are used in virtually every aspect of the industry including exploration, production, refining, transportation and marketing.

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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 \$24 billion in sales, 3M employs 75,000 people worldwide and has operations in more than 60 countries. For more information, visit www.3M.com.

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