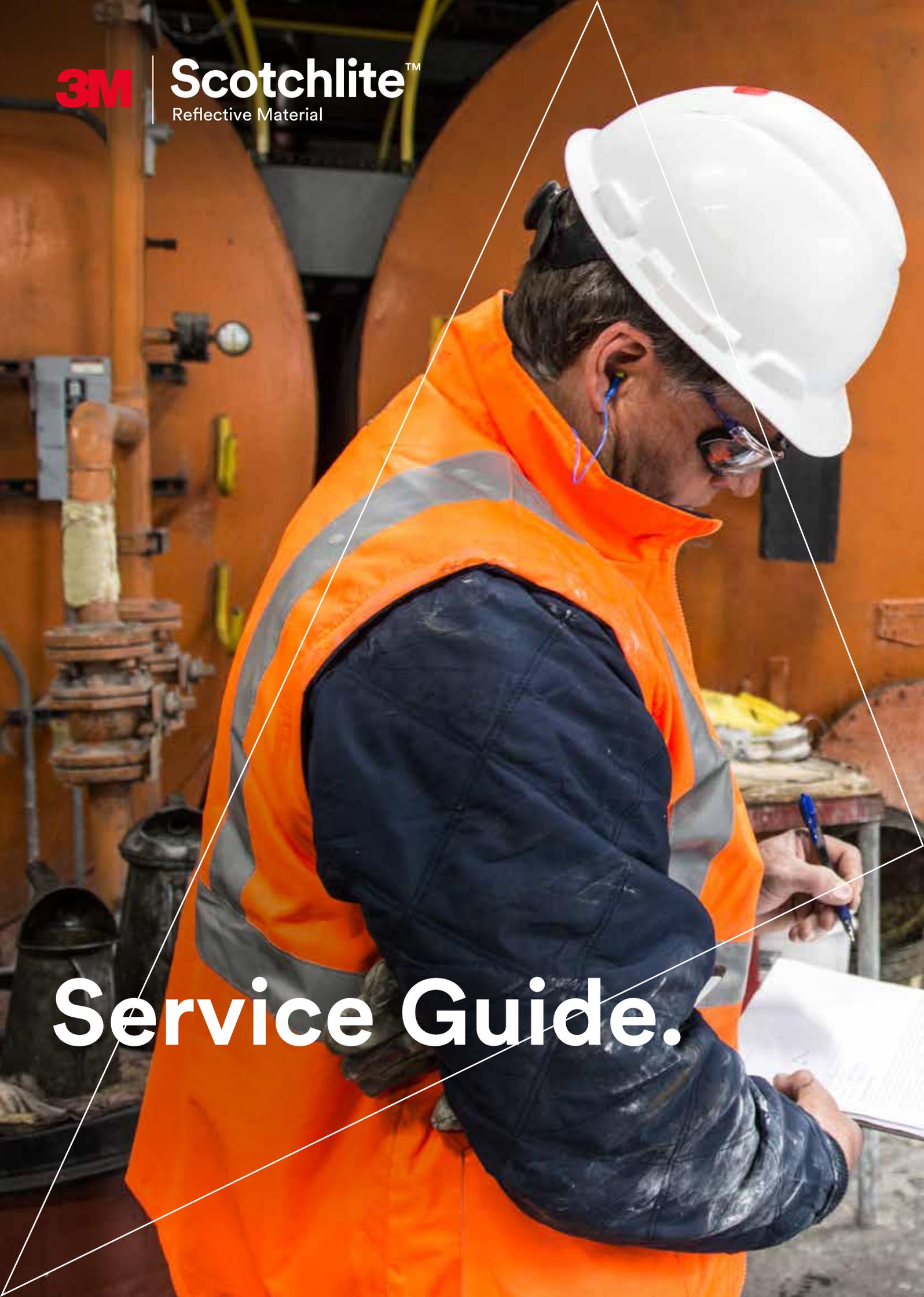




Scotchlite™

Reflective Material



Service Guide.

Reflect the light.

In 2013 we successfully launched our “Reflect the light” campaign which presents the 3M™ Scotchlite™ Reflective Material brand in a whole new way and gives you as manufacturer the possibility to successfully position yourself in the reflective material sector..

The 3M™ Scotchlite™ Reflective Material technology is more state-of-the-art than ever before. Hereby thousands of small glass beads, packed tightly together, reflect the incident light back to the light source.

3M™ Scotchlite™ Reflective Material has proven itself exceptionally well in work and protective clothing. It is up to you how you incorporate the 3M™ Scotchlite™ Reflective Material in your company's manufacturing process and, in doing so further enhance each of your high quality products.

We are continuously raising awareness of the 3M™ Scotchlite™ Reflective Material brand in the long term and, with this, ensure increased demand for work and protective clothing featuring 3M™ Scotchlite™ Reflective Material.

Use the strength of the brand also for your communication. We offer active support and provide all the necessary tools. Don't make any compromises – trust the market leader and make the most of the cooperation for the benefit of your company.



3M™ Scotchlite™ Reflective Material stands for:

- Brand awareness
- Consistent high product quality
- Research and development in Germany
- Comprehensive expertise in high visibility work clothing
- Exert advice on standards and regulations
- Pragmatic service and all-round product service

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Our product portfolio.

We differentiate between 3M™ Scotchlite™ reflective fabric and reflective transfer film. The fabric can be easily sewn onto/into other fabrics. In contrast, the transfer film is bonded to the clothing material by means of a heat activated adhesive and is, for example, used when a membrane is sewn into clothing or a reflective company logo applied.

	Product	Home Wash	Industrial Wash	Tunnel-finisher	Tumbler	Ökotex	Flame resistant	Dry Cleaning
Fabrics	8912	60 x 60 °C	-	-	-	YES	-	-
	8925	75 x 60 °C	-	-	-	YES	-	50 x
	8935	50 x 60 °C	-	-	-	-	YES	30 x
	8940	50 x 60 °C	25 x 75 °C	YES	YES	-	YES	30 x
	9910	100 x 60 °C	30 x 75 °C	-	YES	YES	-	50 x
	9920	100 x 60 °C	40 x 75 °C	YES	-	YES	-	30 x
	9925	100 x 60 °C	50 x 75 °C	YES	YES	YES	-	50 x
Transfer films	8711	25 x 60 °C	-	-	-	YES	-	25 x
	8712	25 x 60 °C	-	-	-	YES	-	25 x
	8725	50 x 60 °C	-	-	-	YES	-	30 x
	8735	50 x 60 °C	15 x 75 °C	YES	YES	-	YES	-
	8787	-	-	-	-	-	-	-
	9720	50 x 60 °C	25 x 75 °C	YES	YES	YES	-	50 x
	5807	50 x 60 °C	-	-	-	YES	-	30 x
Segmented transfer films	5510	50/75 x 60 °C	-	-	-	YES	-	25/30 x
	5510 M	50/75 x 60 °C	-	-	-	YES	-	25/30 x
	5530	50 x 60 °C	15 x 75 °C	YES	-	YES	-	-
	5535	65 x 60 °C	15 x 75 °C	YES	YES	-	YES	-
Fire market products	8986 NFPA	-	-	-	-	-	YES	-
	8987 NFPA	-	-	-	-	-	YES	-
	9687 N	50 x 60 °C	-	-	-	-	YES	30 x

Our focus markets.

High visibility protection.

Wearers of high visibility clothing are usually in critical road situations where it is important that they are seen by others on the roads as early as possible. High visibility clothing signals: there are people in a dangerous area. A high degree of day and night visibility is, therefore, required. Fluorescent colours and 3M™ Scotchlite™ Reflective Material on the clothing ensure that people are not overlooked in such critical situations.

High visibility clothing needs to be durable, resilient and, of course, depending on the area of use, industrially washable. 3M Scotchlite Reflective Material withstands the toughest conditions – long term! For more than 40 years, 3M Scotchlite Reflective Material has been the first choice for reflective materials on high visibility clothing.



Industry.

Different markets have different requirements. Every target group in industry requires a suitable detail solution although all employees in production and warehousing need to be sufficiently visible.

Your requirement profile states which properties of 3M™ Scotchlite™ Reflective Material you want to use in your industry clothing. 3M manufactures a range of flame resistant reflective materials which fulfil various requirements in use.



Firefighters.

For many years, 3M™ Scotchlite™ Reflective Material has been the first choice for reflective materials for firefighting clothing. Only flame resistant products with the highest degree of durability can be used here.

Today the triple trim developed by 3M is synonymous with the firefighting industry. Only the original – 3M™ Scotchlite™ Reflective Material – stands for the high quality and best properties.

It has been designed especially for application on fire protective clothing and flame resistant workwear, it is particularly robust and durable and ensures an optimal day and night visibility.



Rescue.

The action force of the rescue service are frequently exposed to confusing situations. Therefore, it is important, that the „rescuers“ be seen early, especially in twilight and at night. Retroreflective materials on the rescue uniform are standard, here it depends on high quality and durability.

The experts for enhanced visibility in the workwear market recommend 3M™ Scotchlite™ Reflective Material 9925 for the use on Rescue Service Apparel. It assures excellent washing performance, even after 50 cycles disinfected wash.



Our partnership.

The market for work and protective clothing is highly competitive. You are amongst the best manufacturers in this sector. You stand for consistent high quality in all areas – from the design to the finished product. We are proud that, with your company, you are actively furthering the 3M™ Scotchlite™ Reflective Material brand and are incorporating reflective materials in your collections. We would like to thank you for this and will provide you with a wide range of measures to help you secure a long term competitive edge.

3M

Authorised Garment Manufacturer Scotchlite™

The market for work and protective clothing is highly competitive. You are amongst the best manufacturers in this sector. You stand for consistent high quality in all areas – from the design to the finished product. We are proud that, with your company, you are actively furthering the 3M™ Scotchlite™ Reflective Material brand and are incorporating reflective materials in your collections. We would like to thank you for this and will provide you with a wide range of measures to help you secure a long term competitive edge.

If you, too, would like to become an “Authorised Scotchlite Garment Manufacturer” and you fulfil certain criteria, please contact us!

3M

Authorised Service Partner Scotchlite™

To give you the assurance that you are working with fabricators who know our products well and work closely together with our application engineers and our laboratory, we launched the “Scotchlite Authorised Service Partner”. This offers you reliable and long term help on everything concerning trim, lettering, logos and screen printing on reflective materials.

Contact us and we can help you choose the right service partner for your application.



Comprehensive support which makes you strong.

Our support is as individual as your market. What an annual, major event is for one, may be continuous advertisement placement in publications important for the market for the other. Others, meanwhile, might choose to address target groups directly via mailings. No matter what your choice is – we actively support you.

Personal support

- Support for your sales team with the end customers
- Product recommendations
- Development of optimum reflective strip designs with support from the 360 degree measuring
- Campus events in the 3M Research and Development Centres
- Night-time demo

Technical support

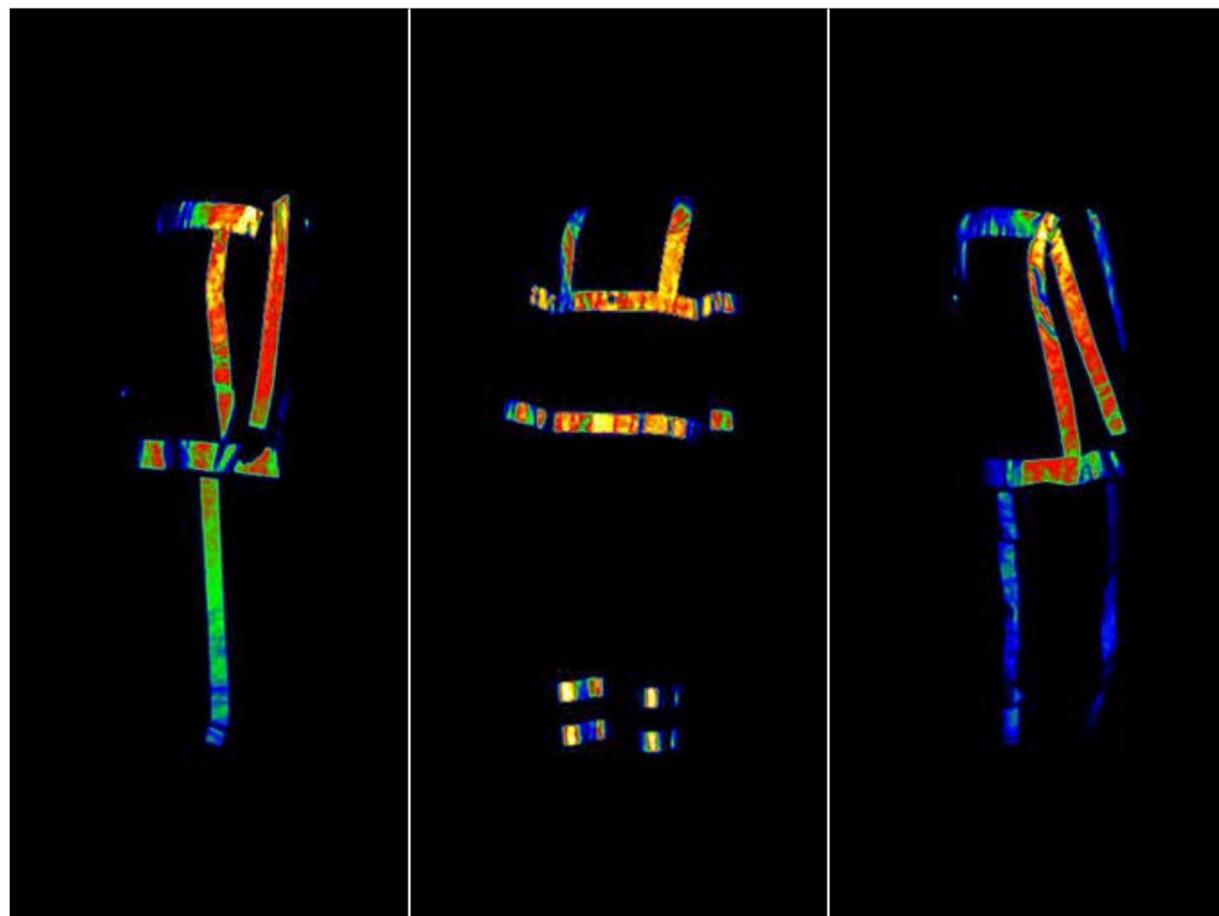
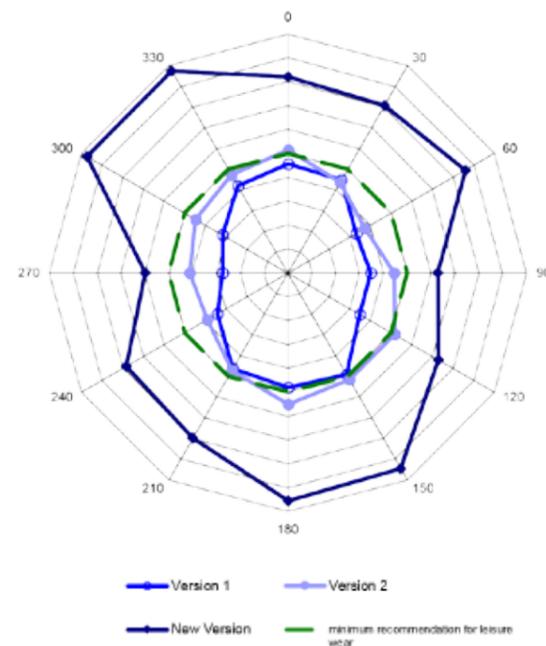
- Technical on-site/local service
- Patch and sew tests – parameter recommendation
- Wash tests
- Measurements – Ret, RCT, retroreflection, fluorescence
- Provide extensive technical documentation



360 degree measuring.

We leave nothing to chance and therefore want to know the exact reflective effect of clothing which incorporates reflective material. As if this weren't enough, we look at this from all angles. The technique used here compiles a so-called spider diagram which enables the clear analysis of the brightness.

Contact us if you would like us to measure your current collection in order to optimise the visibility.



3M Campus events.

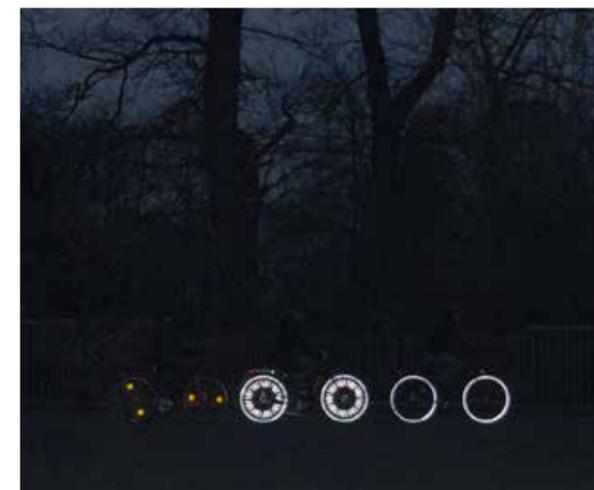
Your customers are sure to be impressed. Invite your customers to the 3M Safety Centre in Neuss and experience occupational safety and 3M™ Scotchlite™ Reflective Material in a whole new way.

Together with you we create a professional manner and practice-oriented training program, focused on individual solutions and discussions. We can help with the organisation – use our service department for the invitation management.



Night demo.

Retroreflection live! Offer your customers the opportunity to see 3M™ Scotchlite™ Reflective Material in use. In agreement with you, we can arrange a night-time demo which will astound those involved.





3M Europe
Personal Safety Division
Hermeslaan 7
1831 Diegem
Belgium

www.Scotchlite.com

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