

Internal Sales Guide for 11-Series Fibre Discs

3M Internal Use Only



Cubitron™ 3
Performance Abrasives

Produce more. With less.

Breakthroughs in technology that are redefining the limits of cut rate and total stock removal, with a focus on prioritizing productivity, safety, sustainability, and optimizing automation.

3M™ Cubitron™ 3 Fibre Disc 1182C, 36+

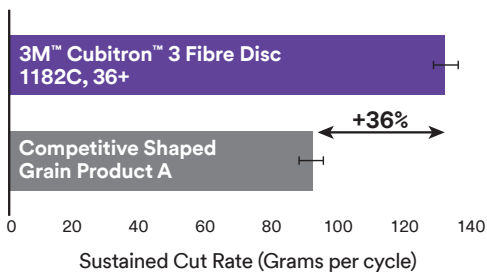
Carbon steel grinding

Cut rate:

Up to

36%

Faster sustained cut rate^{1,2}

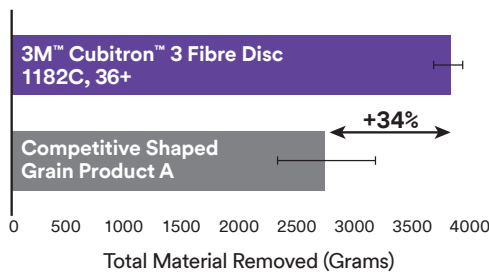


Abrasive life:

Up to

34%

More total material removed^{1,3}



3M™ Cubitron™ 3 Fibre Disc 1187C, 36+

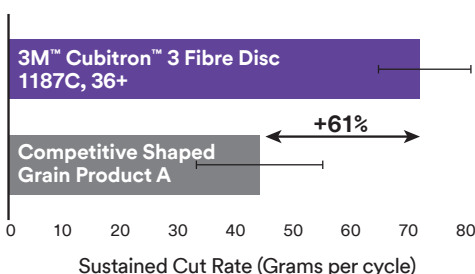
Stainless steel grinding

Cut rate:

Up to

61%

Faster sustained cut rate^{4,5}

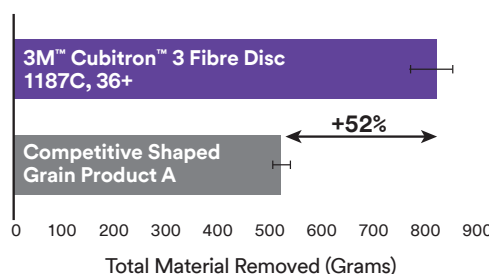


Abrasive life:

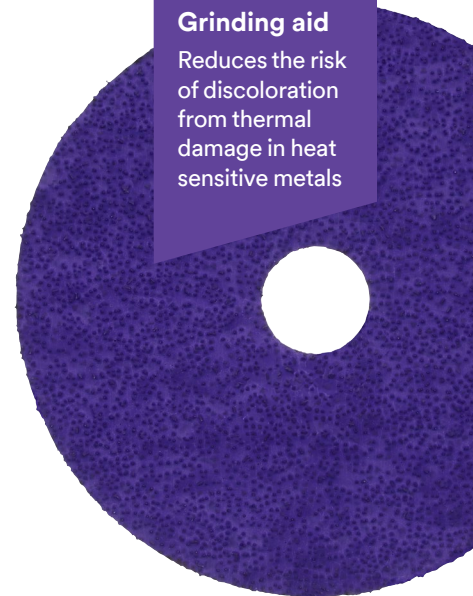
Up to

52%

More total material removed^{4,6}



Grinding aid
Reduces the risk of discoloration from thermal damage in heat sensitive metals



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Overview 3M™ Fibre Discs offerings

Carbon steel grinding			
Grade	11-Series	9-Series	7-Series
36+	1182C	982C	782C
60+	Coming soon	982C	782C
80+	Coming soon	982C	782C

Stainless steel grinding			
Grade	11-Series	9-Series	7-Series
36+	1187C	987C	787C
60+	Coming soon	987C	787C
80+	Coming soon	987C	787C

When should I recommend 3M™ Cubitron™ 3 Fibre Discs?

New business 	
Grade	Recommendations
36+	Lead with 11-series
60+/80+	Lead with 9-series
120+	Lead with 7-series
<p>If value isn't measured and price is paramount lead with 7-series</p>	
Customer scenario	
Customer requires a 36+/60+ finish on carbon steel and is able to measure value	<p> Lead with:</p> <ul style="list-style-type: none"> ▶ 1182C 36+ ▶ 982C 36+/60+
Customer requires a 120+ finish on small stainless steel TIG welds, unable to measure value	<p> Lead with:</p> <ul style="list-style-type: none"> ▶ 787C to 120+ ▶ If coated products not an option try Precision SC
Small customer is beveling mild steel, and they might be able to measure value	<p> Lead with:</p> <ul style="list-style-type: none"> ▶ 1182C 36+ ▶ 982C/782C 36+/60+ if value issues
Customer is using a competitive grinding wheel to bevel	<p> Lead with:</p> <ul style="list-style-type: none"> ▶ 1182C 36+

Defending existing business 	
Grade	Recommendations
36+	Upgrade to 11-series
60+/80+	Discuss value/price options for 9-series
120+	Discuss value/price options for 7-series
<p>Important: If existing business is not at risk — Do nothing</p>	
Customer scenario	
Large customer is using 982C process 36+/60+ and is under threat from a competitor	<p> Defend with:</p> <ul style="list-style-type: none"> ▶ 1182C 36+ ▶ 982C 60+
Small customer is using a 987C process to 36+/80+ and is under threat from a competitor	<p> Defend with:</p> <ul style="list-style-type: none"> ▶ 1187C 36+ ▶ 987C 60+/80+
Customer is using 982CX Pro and is not under threat from any competitor	<p>No need to defend</p> <ul style="list-style-type: none"> ▶ Maintain business as is
Customer is using 987C 80+ and is not under threat from any competitor	<p>No need to defend</p> <ul style="list-style-type: none"> ▶ Maintain business as is

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Offer your customers the full system advantage.



3M™ Pneumatic Angle Grinder or 3M™ Pneumatic Sander

Featuring superior performance and world-class ergonomic designs, these tools are built with robust components for durability and reliability in the harshest industrial conditions.

TECH TIPS:

- ▶ Hold the tool at 5–10 degree angle with respect to the substrate
- ▶ The fibre disc cuts faster so the operator should be cautious when in use
- ▶ The ergonomic design of the grinder allows for less pressure to be applied which can help reduce hand-arm vibration (apply 5 lbs. of pressure instead of the typical 10 lbs. of pressure)

3M™ Disc Back-up Pad, Ribbed, Extra Hard

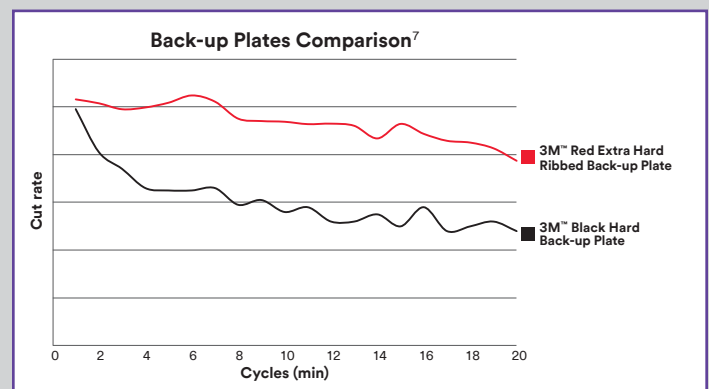
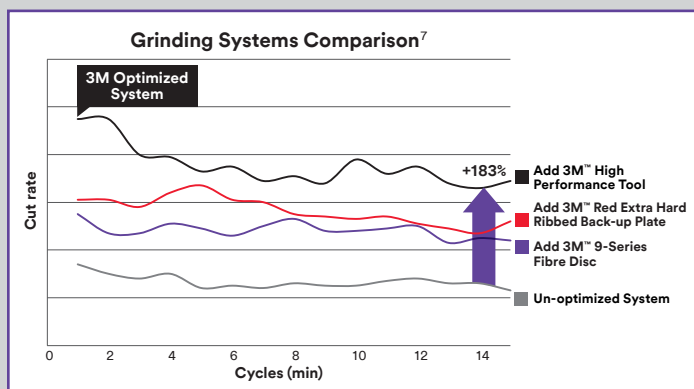
Combining the power of 3M™ Disc Face Plates and Disc Pad Hubs into one, convenient and easy-to-use design:

- ▶ Helps maximize performance on 3M™ Abrasive Discs
- ▶ Offered in 4.5", 5" and 7" sizes
- ▶ Key Applications: Weld grinding, Beveling, Heavy deburring
- ▶ Convenient, one piece back-up pad, and Mounting Kit (both sold separately)

TECH TIP:

- ▶ A 36+ fibre disc needs a firm back-up pad to get proper mineral break down
- ▶ Keep discs in the closed, resealable foil bag to help maintain disc shape and quality when not in use

See the difference when using the full system.



TECH TIP:

When your customers combine the 3M™ Cubitron™ 3 Fibre Disc with a 3M™ Pneumatic Angle Grinder or Sander and 3M™ Disc Back-up Pad, Ribbed, Extra Hard, they're setting themselves up to realize a new level of productivity. Each component of this system has been engineered to optimize abrasive life, cut rate and consistency — helping to improve productivity and lower overall costs.

For ordering information related to fibre discs, accessories and grinders please scan QR code.



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Primary customer objections and 3M responses:

Customer objection	Reason	Response
Customer is currently using a portable bonded wheel and is not open to switching to a 3M™ Fibre Disc.	They don't think fibre discs last as long or cut as fast as a portable bonded wheel.	Lead with safety enhancements, e.g., lower noise, less hand-arm vibration plus faster cut, etc.
Fibre discs come at a higher cost, and operators are not fully extending their lifespan.	The customer is not receiving the full value of the fibre disc.	Pair the fibre disc with a higher power 3M™ Angle Grinder and the 3M™ Disc Back-up Pad for improved results; using an incorrect back-up plate may cause the disc to breakdown too slowly or result in sub-optimized performance.

Target markets

- ▶ Metal fabrication
- ▶ Machinery manufacturing
- ▶ Shipyards

Applications

- ▶ Beveling
- ▶ Flame cut smoothing
- ▶ Surface grinding
- ▶ Weld grinding

NAICS Description	NAICS Code	SIC Code
Fabricated Structural Metal Mfg.	332312	3441, 3449
Ship Building and Repairing	336611	3731
Boat Building	336612	3732
Iron and Steel Pipe and Tube Mfg. from Purchased Steel	331210	3317
Support Activities for Rail Trans.	488210	4013, 4741, 4789
Railroad Rolling Stock Mfg.	336510	3743, 3531
Machine Shops	332710	3599
Plate Work Mfg.	332313	3443
Construction Machinery Mfg.	333120	3531
Industrial Machinery and Equip. Merchant Wholesalers	423830	5084
Military Armored Vehicle, Tank and Tank Component Mfg.	336992	3711, 3795
Heavy Duty Truck Mfg.	336120	3711

NAICS Description	NAICS Code	SIC Code
Sheet Metal Work Mfg.	332322	3444
Metal Tank (Heavy Gauge) Mfg.	332420	3443
All Other Misc. Fabricated Metal	332999	3537, 3499
Fabricated Pipe and Pipe Fitting Mfg.	332996	3498
Air-Conditioning and Warm Air Heating	333415	3585
Construction Machinery Mfg.	333120	3531
Special Die and Tool, Die Set, Jig	333514	3544
Oil and Gas Field Machinery and Equip.	333132	3533
Food Product Machinery Mfg.	333241	3556
Farm Machinery and Equip. Mfg.	333111	3523, 3559
All other Misc. General Purpose Machinery Mfg.	333999	3569, 3599
Conveyor and Conveying Equip. Machinery	333922	3535
Industrial Truck, Tractor, Trailer	333924	3537, 3799

1. Compared to Competitive Shaped Grain Product A. Results are based on an automated, 30-minute, high pressure test on 1018 steel using 180mm 36+ grit fibre discs and 3M™ Disc Pad Face Plate Ribbed 80514 on a servo motor.
2. Carbon Steel: the 'sustained cut rate' claim is determined from averaging the cut/cycle from cycles 7–20 (which is 14 minutes of grinding). Error bars represent the results with a 95% confidence level.
3. Carbon Steel: the 'total material removed' claim is determined by averaging the amount of metal ground over the entire test method (30 cycles or 30 minutes of grinding). Error bars represent the results with a 95% confidence level.

4. Compared to Competitive Shaped Grain Product A. Results are based on an automated, 10-minute, high pressure test on 304 steel using 180mm 36+ grit fibre discs and 3M™ Disc Pad Face Plate Ribbed 80514 on a servo motor.
5. Stainless Steel: the 'sustained cut rate' claim is determined from averaging the cut/cycle from cycles 3–6 (which is 4 minutes of grinding). Error bars represent the results with a 95% confidence level.
6. Stainless Steel: the 'total material removed' claim is determined by averaging the amount of metal ground over the entire test method (10 cycles or 10 minutes of grinding). Error bars represent the results with a 95% confidence level.
7. Tested internally offhand in weld grind simulation.



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