

Sales Guide for Distributor Reps



Cubitron™ 3
Performance Abrasives

Produce more, with less. 3M™ Cubitron™ 3 Belts, re-engineered.

3M™ Cubitron™ 3 Cloth Belt 1184F, 36+

Re-engineered 3M Precision-Shaped Grain takes the legendary speed and life of 3M™ Cubitron™ Performance Abrasives to a whole new level. This belt delivers up to 86% faster cut rate compared to crushed ceramic competitors—providing the ultimate in performance.



Target markets

- ▶ Casting and Forging
- ▶ Builders Hardware and Plumbing
- ▶ Hand Tools and Edge/Cutlery
- ▶ Primary Metal - Heavy Stock Removal
- ▶ O.D. Finishing - Heavy Stock Removal
- ▶ Medical Implants
- ▶ Foundry

Applications

For use on carbon steel and stainless steel for medium to high pressure applications.

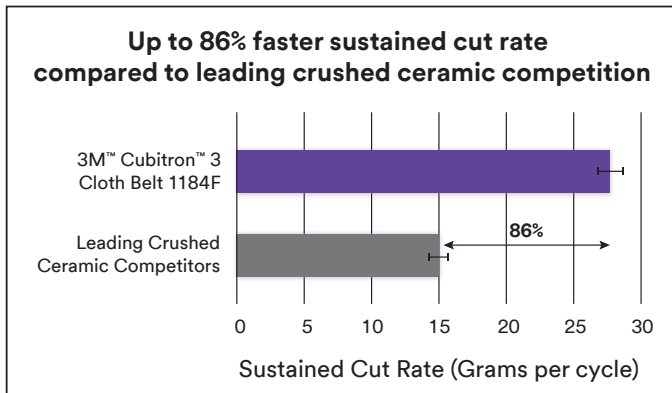
- ▶ Gate Grinding
- ▶ Heavy Stock Removal
- ▶ Robotic and Automated Grinding Systems
- ▶ Pipe Notching
- ▶ Rapid Grinding Systems
- ▶ Coarse Grade Grinding
- ▶ Beveling
- ▶ Weld Removal

SIC Code	SIC Description	NAICS Code	NAICS Description
Primary Target Markets			
3324	Steel Investment Foundries	331512	Steel Investment Foundries
3325	Steel Foundries, Not Elsewhere Classified	331513	Steel Foundries (except investment)
3369	Nonferrous Foundries	331529	Other Nonferrous Metal Foundries (Except Die-Casting)
3317	Steel Pipe and Tubes	331210	Iron and Steel Mills and Ferroalloy Manufacturing
Secondary Target Markets			
3842	Orthopedic, Prosthetic, and Surgical Appliances	334510	Electromedical and Electrotherapeutic Apparatus Manufacturing
3429	Hardware, Not Elsewhere Classified	332919	Other Metal Valve and Pipe Fitting Manufacturing
3432	Plumbing Fixtures Fittings and Trim		
3494	Valves and Pipe Fittings, Not Elsewhere Classified		
3499	Fabricated Metal Products, Not Elsewhere Classified		
3317	Steel Pipe and Tubes	331210	Iron and Steel Pipe and Tube Manufacturing
3799	Transportation Equipment, Not Elsewhere Classified	331529	Other Motor Vehicle Parts Manufacturing
3429	Hardware, Not Elsewhere Classified		

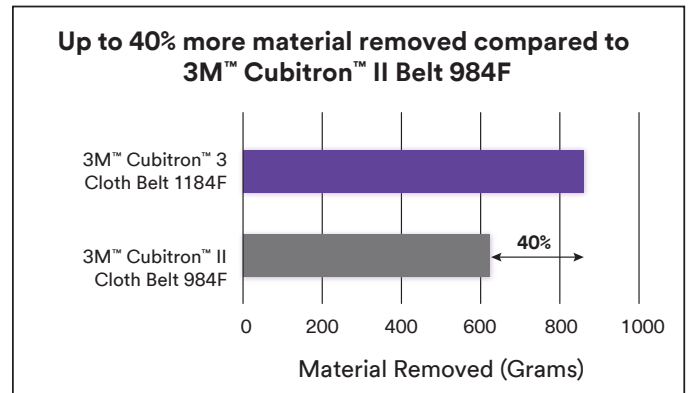
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A new spin on saving time and labor costs.

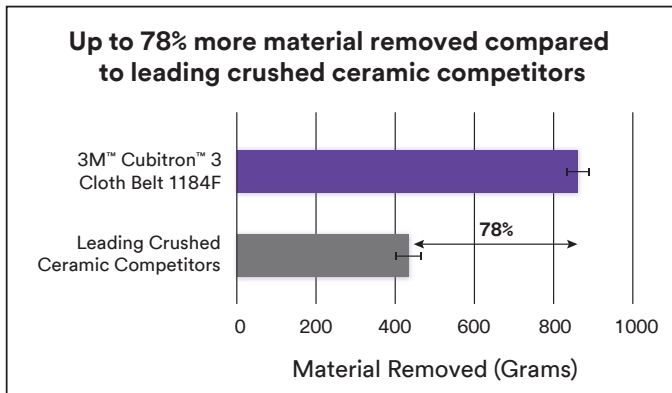
3M™ Cubitron™ 3 Cloth Belt 1184F features reshaped and improved 3M Precision-Shaped Grain for legendary cut rate and belt life.



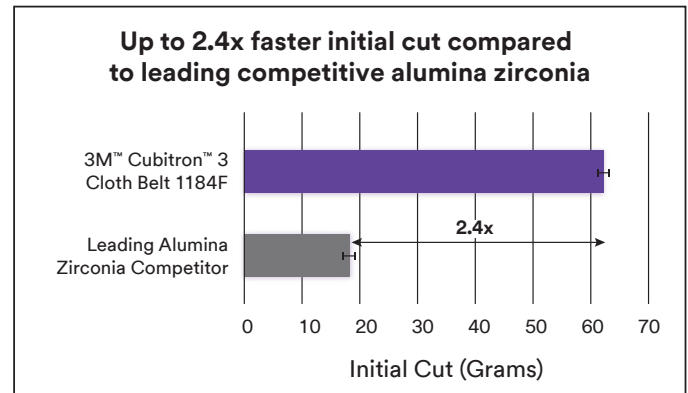
Results based on an automated, 10-minute grinding test on 304 stainless steel using 36" long belts. Error bars = 95% confidence interval. Cut rate: the total material removed in grams after 10 cycles minus total material removed in grams after 3 cycles divided by seven cycles. The unit is grams/cycles.



Results based on an automated, 10-minute grinding test on 304 stainless steel using 36" long belts. Total material removed: the total material removed in grams at 40 cycles.



Results based on an automated, 10-minute grinding test on 304 stainless steel using 36" long belts. Error bars = 95% confidence interval. Total material removed: the total material removed in grams at 40 cycles.



Results based on an automated, 10-minute grinding test on 304 stainless steel using 36" long belts. Error bars = 95% confidence interval. Initial cut: Total material removed in grams after 2 cycles.

When should I recommend 3M™ Cubitron™ 3 Cloth Belt 1184F vs. other 3M Abrasive Belts?

Legend: Abrasive belt guide	Product ID	Mineral	Backing	Grades	Application Pressure	Substrate
Premium Series						
3M™ Cubitron™ Belts	997F	Ceramic Precision-Shaped Grain	ZF-wt	36+	Very high	Stainless steel
	994F		ZF-wt	36+	Very high	Carbon steel, cast iron
	1184F		YF-wt	36+	Medium-high	Stainless steel, carbon steel, high nickel alloys
	984F		YF-wt	36+ to 120+	Medium-high	Stainless steel, carbon steel, high nickel alloys
	981F		YF-wt	36+ to 60+	Medium	Soft metals, aluminum, carbon steel
	784F		YF/XF-wt	36+ to 180+	Low-medium	Stainless steel, carbon steel, high nickel alloys
Advanced Series						
3M™ Belts	767F	Ceramic Precision-Shaped Grain	YF-wt	36+ to 120+	Medium-high	Carbon steel, stainless steel
	384F	A/O and Ceramic Precision-Shaped Grain	XF-wt	36+ to P400	Low-medium	Carbon steel

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What belt should I recommend?

3M has a full line of abrasive belts for use in a wide variety of metalworking applications.

For customers most concerned about minimizing initial abrasive spend:

Recommend a belt from the 3M Advanced Series, like 3M™ Cloth Belt 767F.

For customers who can measure abrasive performance and are looking to lower overall grinding costs:

Recommend 3M™ Cubitron™ 3 Cloth Belt 1184F or 3M™ Cubitron™ II Cloth Belt 784F, to help speed up your production process and lower your overall abrasive costs.

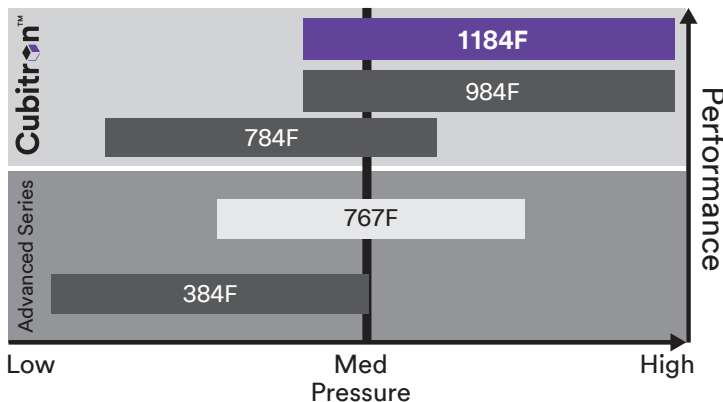
	Steel Foundry & Forging	Gray Ductile Iron Foundry	Medical	Plumbing Fixtures	Builders Hardware	Hand & Edge Tool
High Pressure Stock Removal	1184F 997F 767F	1184F 984F 767F	1184F 984F 994F	1184F 984F 767F	1184F 984F 767F	1184F 984F 767F
Medium Pressure Stock Removal & Blending	1184F 784F 767F 384F	1184F 784F 767F 384F	1184F 784F	1184F 784F 767F 384F	1184F 784F 767F 384F	1184F 784F 767F 384F
Low Pressure Blending	947A 784F 384F	947A 784F 384F	947A 784F 384F	947A 784F 723D	947A 784F 723D	947A 784F 723D

3M™ Cubitron™ 3 Cloth Belt 1184F ✓ For highest productivity in medium-high pressure abrasive applications ✓ Lowest overall production cost ✓ Lowest overall spend in medium-high pressure	3M™ Cubitron™ II Belt 984F ✓ For high productivity in medium-high pressure abrasive applications ✓ Available in 36+, 60+, 80+, 120+	3M™ Cloth Belt 767F ✓ For value-priced performance in medium-high pressure abrasive applications ✓ Low overall abrasive spend
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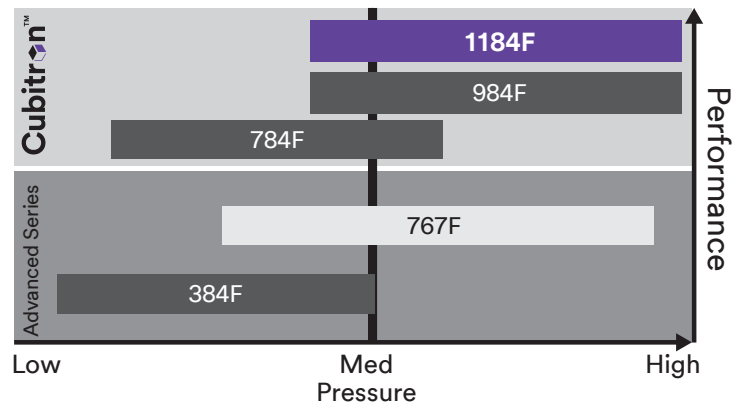
Premium Series and Advanced Series Abrasive Belts

Performance varies by the pressure of the application. Some belts are designed to perform best for low pressure applications – some are designed for higher pressure applications.

Stainless Steel



Carbon Steel



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Remember to use the proper safety equipment



▶ Safety Glasses



▶ Respirator



▶ Leather Gloves



▶ Leather Apron



▶ Hearing Protection

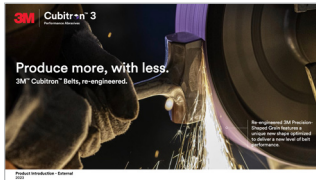


▶ Steel Toed Shoes or Boots

Sales Tools Available



▶ 3M™ Cubitron™ 3 Cloth Belt 1184F Brochure



▶ 3M™ Cubitron™ 3 Cloth Belt 1184F Sales Training Presentation

Get the belts that get more done at [3M.com/AbrasiveBelts](https://www.3m.com/AbrasiveBelts)



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