

## NEW 3M™ Cubitron™ II Flap Discs 969F

The ideal choice for one-step grinding and finishing. Featuring a tough polyester backing, to hold up under demanding applications like heavy grinding, edge deburring and beveling.

### Customer problems

Customer needs to accelerate production

Customer needs to reduce abrasive spend

Customer needs to improve performance for operators

Customer's flap disc is wearing out too quickly



### The 3M solution— 3M™ Cubitron™ II Flap Discs 969F

- **Cuts fast:** 3M precision shaped grain stays sharper longer than conventional flap discs, helping increase throughput and produce more parts per shift.
- **Long life:** Durable polyester backing withstands the toughest applications.

- **Versatility:** The fast cut rate and long life helps you to get more work done with one product.
- **Range of applications:** Ideal for surface preparation, grinding, beveling, and finishing.

- **Smooth operation:** 3M precision shaped grain provides a smoother cut and feel, helping operators to go the distance with ease.
- **Ease of use:** Allows for a variety of applications without sacrificing finish.

- **Durability:** 969F features a rugged polyester backing, making it suitable for the most demanding applications.



### Applications

- ▶ Beveling
- ▶ Edge chamfering
- ▶ Weld grinding
- ▶ Spatter removal
- ▶ Deburring
- ▶ General edge work or clean-up

### Target Markets

- ▶ Ship building and repairing
- ▶ Fabricated structure metal manufacturing
- ▶ Fabricated pipe and pipe fitting
- ▶ Construction machinery manufacturing
- ▶ Oil and gas field machinery and equipment
- ▶ Food product machinery manufacturing
- ▶ Farm machinery and equipment manufacturing
- ▶ Industrial truck, tractor, trailer

### Tech Corner



## Making the call

### Key questions to ask the customer

Q: What applications would you use a flap disc for?

A: Applications such as beveling, sharp edge deburring, or weld removal are prime for 3M's new Cubitron II 969F Heavy Duty Flap Disc. The previously released 3M™ Cubitron™ II Flap Disc 967A is geared for Medium Duty applications.

Q: Is finish important to you?

A: One of the unique advantages of a flap disc is that it provides a better finish than other products such as resin fibre discs and grinding wheels.

Q: What do you consider to be the end point for your current flap disc? When do you change it?

A: Understanding the end point is critical to selecting the right Cubitron II flap disc for your customer's application. Flap discs work by exposing new abrasive mineral as the flaps wear away. Too much wear may mean you need a heavier duty backing, such as the Heavy Duty 969F disc. If you're using a 969F disc and it is not wearing properly, you may want the Medium Duty backing of 967A. It's all about getting the right tool for the job!

### How do I sell this product?

Q: What are the main Features, Advantages, & Benefits of the new 3M™ Cubitron™ II Flap Disc 969F?

- 3M's proprietary precision-shaped ceramic grain enables faster and sustained cut rates.
- The polyester backing provides added durability for the toughest applications.
- Operators may comment on the fast cut and smooth "feel" of the 969F discs.

### What tools do I have to help me?

- 3M Literature: Brochure (61-5002-8424-7)
- Value Analysis Tool: Contact your local 3M Rep to assist you and your customer with an Abrasive Performance Analysis
- Single Pack: 3M™ Cubitron™ II Flap Disc 969F (4.5 inch) PN 87258
- 3M Guaranteed Trial Order (GTO): Utilize 3M's GTO offering to allow your customer to try Cubitron II flap discs 969F for an extended period with no risk. 3M guarantees performance and will provide a credit if necessary. Put 969F discs to the test today!
- Flap Disc Large Buy (extra discount)
- 3M Flap Disc Video
- Contact your local 3M Rep to assist you and your customer with an Abrasives Plant Survey

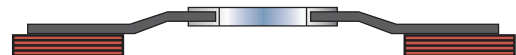


## Competition

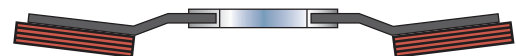
Competitor	Performance		
	Tier C	Tier B	Tier A
<b>Norton</b>	<ul style="list-style-type: none"> <li>• Norton Neon R766</li> <li>• Norton Metal R828</li> <li>• Norton Charger R822</li> </ul>	<ul style="list-style-type: none"> <li>• Norton Blue Fire R884P</li> <li>• Norton Red Heat R961</li> </ul>	<ul style="list-style-type: none"> <li>• Norton Blaze R980P</li> </ul>
<b>Merit</b>	<ul style="list-style-type: none"> <li>• Metal</li> </ul>		
<b>CGW</b>	<ul style="list-style-type: none"> <li>• Z-Flex Economy</li> <li>• Z-PCE Economy</li> <li>• A3 Aluminum Oxide</li> </ul>	<ul style="list-style-type: none"> <li>• Z3 Zirconia</li> <li>• Z4 Compact Zirconia</li> </ul>	<ul style="list-style-type: none"> <li>• C3 Ceramic</li> </ul>
<b>Weiler</b>	<ul style="list-style-type: none"> <li>• Vortec Pro Fast Cut</li> <li>• Tiger X</li> </ul>	<ul style="list-style-type: none"> <li>• Tiger Paw</li> <li>• Tiger Premium</li> </ul>	<ul style="list-style-type: none"> <li>• Saber Tooth</li> </ul>
<b>Walter</b>		<ul style="list-style-type: none"> <li>• Enduro-Flex™</li> <li>• Enduro-Flex 2-N-1™</li> <li>• Enduro-Flex Stainless™</li> </ul>	<ul style="list-style-type: none"> <li>• Enduro-Flex Turbo™</li> <li>• Enduro-Flex 2-N-1™ Turbo</li> </ul>
<b>Pferd</b>	<b>Universal Line PSF</b>	<b>Special Line SG-Plus</b>	<b>Performance Line SG</b>
	<ul style="list-style-type: none"> <li>• PSF Zirkon-Trim</li> <li>• Polifan PSF A</li> <li>• Polifan PSF Zirkon</li> <li>• Polifan PSF Zirkon-Extra</li> </ul>	<ul style="list-style-type: none"> <li>• Polifan SGP Zirkon-Strong</li> <li>• Polifan SGP Co-Strong-Freeze</li> <li>• Polifan SGP-Curve</li> <li>• Polifan SGP Zirkon-Extra</li> <li>• Polifan SGP Zirkon-Cool</li> <li>• Polifan SGP Co-Cool</li> </ul>	<ul style="list-style-type: none"> <li>• Polifan SG A</li> <li>• Polifan SG Zirkon</li> <li>• Polifan SG Zirkon-Compact</li> <li>• Polifan SG-CO</li> <li>• Polifan SG A-Cool</li> <li>• Polifan SG ZA</li> <li>• Polifan SG SiC</li> </ul>
<b>DeWalt</b>	<ul style="list-style-type: none"> <li>• Flap Disc Type 29</li> <li>• HP Flap Disc Type 27</li> </ul>	<ul style="list-style-type: none"> <li>• XP (Extended Performance)</li> <li>• FlexVolt</li> </ul>	<ul style="list-style-type: none"> <li>• XP Ceramic</li> </ul>

### Flap Disc Types

Select 3M flap discs are available in the following configurations:



Type 27 is designed for flat surfaces or outside edges. It is ideal for smooth finishes.



Type 29 is angled for aggressive stock removal and fast cutting on both flat and curved surfaces.



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