

# Sales Guide for 1182C and 1187C Fibre Discs



**Cubitron™ 3**  
Performance Abrasives

## Produce more. With less.

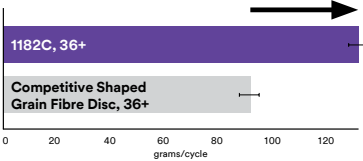
Breakthroughs in technology that are redefining the limits of cut rate and total stock removal, with a focus on prioritizing productivity, safety, sustainability, and optimizing automation.

### 3M™ Cubitron™ 3 Fibre Disc 1182C

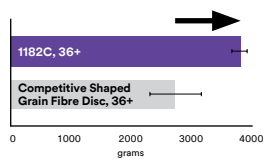
### Carbon steel grinding

Grade 36+

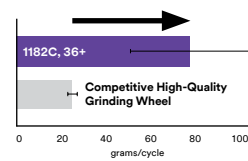
Up to **36%** Faster sustained cut rate<sup>1</sup>



Up to **34%** More total material removed<sup>1</sup>



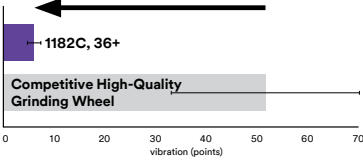
Up to **3X** Faster initial cut rate<sup>2</sup>



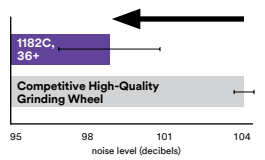
**Fraunhofer**  
Independent hazards testing performed by Fraunhofer.

Helps improve workplace safety without compromising productivity.

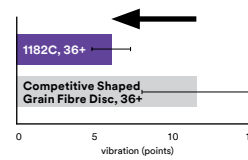
Up to **88%** Less vibration exposure<sup>2</sup>



Up to **70%** Less noise energy generated<sup>3</sup>



Up to **47%** Less vibration exposure<sup>4</sup>

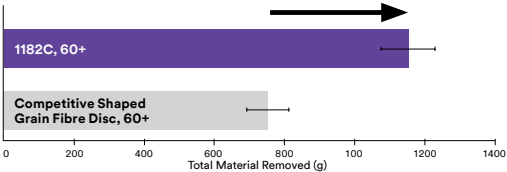


**Safety Built In**

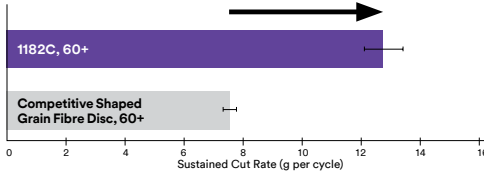
**Fraunhofer**  
Independent hazards testing performed by Fraunhofer.

New Grade 60+

Up to **53%** More total material removed<sup>7</sup>



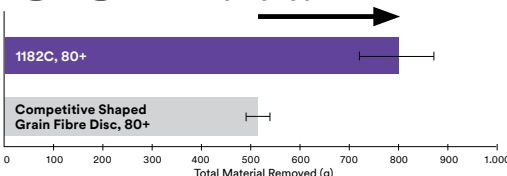
Up to **69%** Faster sustained cut rate<sup>3</sup>



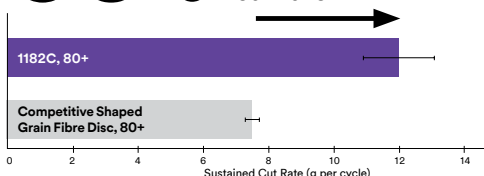
**Productivity Delivered**

New Grade 80+

Up to **55%** More total material removed<sup>7</sup>



Up to **60%** Faster sustained cut rate<sup>8</sup>



Error bars represent the results with a 95% confidence level.



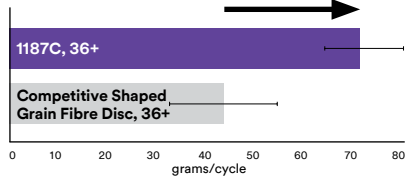
# Sales Guide for 1182C and 1187C Fibre Discs

## 3M™ Cubitron™ 3 Fibre Disc 1187C

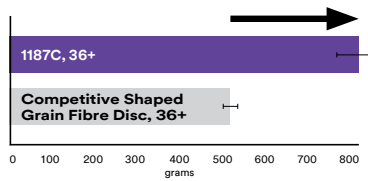
Stainless steel grinding

Grade 36+

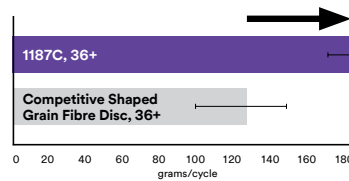
Up to **61%** Faster sustained cut rate<sup>5</sup>



Up to **52%** More total material removed<sup>5</sup>

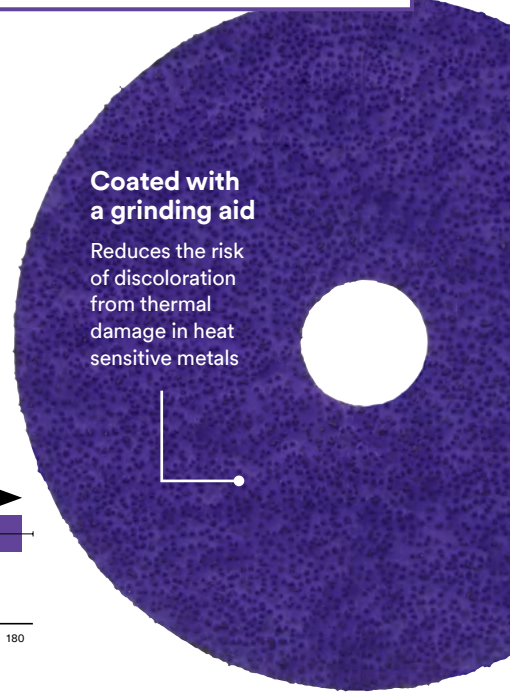


Up to **43%** Faster initial cut rate<sup>5</sup>



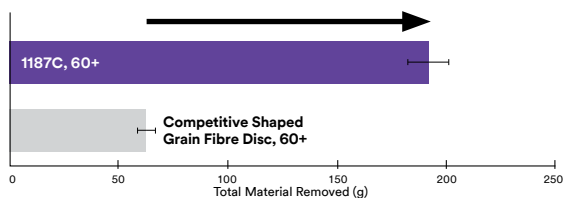
Coated with a grinding aid

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

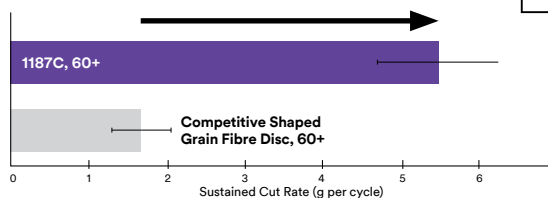


New Grade 60+

Up to **207%** More total material removed<sup>9</sup>



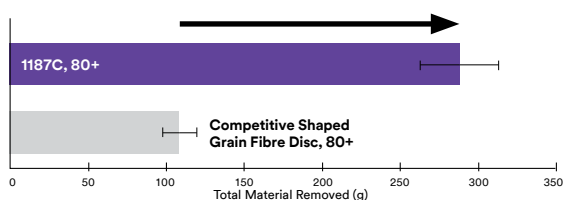
Up to **228%** Faster sustained cut rate<sup>10</sup>



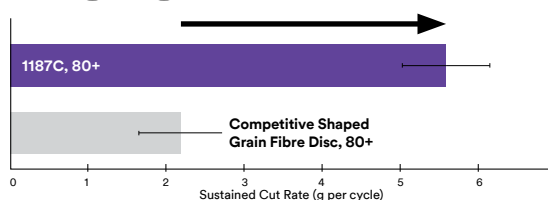
Productivity Delivered

New Grade 80+

Up to **166%** More total material removed<sup>9</sup>



Up to **155%** Faster sustained cut rate<sup>10</sup>



Error bars represent the results with a 95% confidence level.






# Sales Guide for 1182C and 1187C Fibre Discs




## Overview 3M™ Fibre Discs offerings

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

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

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

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

Existing business		
Grade	Recommendations	
36+	Upgrade to 11-series	<b>Important:</b> If existing business is not considering competitive testing, think about transitioning at least your KAs to 11 series
60+/80+	Upgrade to 11-series. If needed discuss value/price options for 9-series	
120+	Discuss value/price options for 7-series	
Customer scenario examples		
Large customer is using 982C 36+/60+ and is considering competitive testing	 <b>Upgrade with:</b> <ul style="list-style-type: none"> <li>▶ 1182C 36+/60+</li> <li>▶ Discuss value/price options for 9-series if needed</li> </ul>	
Small customer is using 987C 36+/80+ and is considering competitive testing	 <b>Upgrade with:</b> <ul style="list-style-type: none"> <li>▶ 1187C 36+/80+</li> <li>▶ Discuss value/price options for 9-series if needed</li> </ul>	
Customer is using 982CX Pro	▶ Transition customer to 1182C, 36+ urgently	
Customer is using 987C 80+ and is not considering competitive testing	▶ Consider to upgrade with 1187C 80+ all your biggest customers	

# Sales Guide for 1182C and 1187C Fibre Discs

Offer your customers the full system advantage.



Ideal use: Grade 36+



Ideal use: Grades 60+ and 80+



## 3M™ Pneumatic/Electric 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 Pads. Ribbed, Extra Hard, Hard and Medium

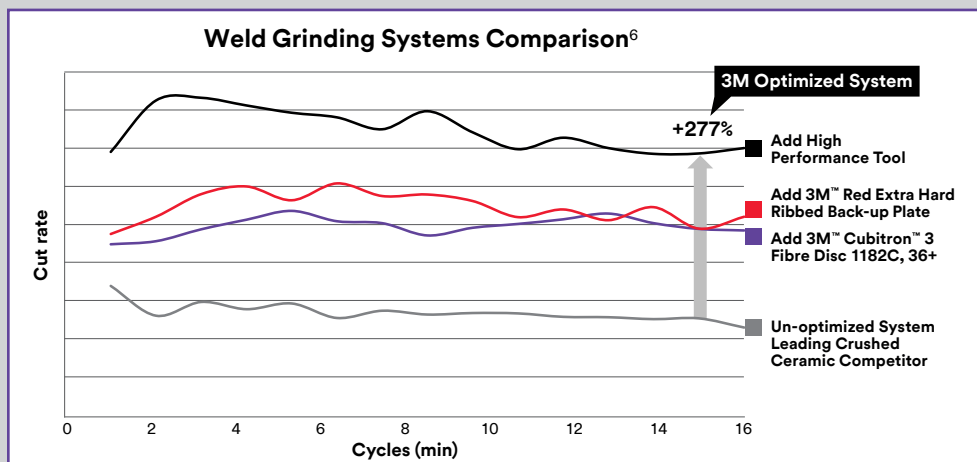
Combining the power of 3M™ Disc Face Plates and Disc Pad Hubs into one, convenient and easy-to-use design:

- ▶ Helps maximize performance on 3M™ abrasive discs
- ▶ Offered in 4", 4.5", 5", 6"\* and 7" sizes (\*coming soon)
- ▶ Key Applications: Weld grinding, Beveling, Heavy deburring, weld removal, surface grinding for next steps preparation
- ▶ Convenient, one piece back-up pad, and Mounting Kit (both sold separately)

### TECH TIP:

- ▶ A 36+ fibre disc needs a rigid back-up pad to ensure 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.



# Sales Guide for 1182C and 1187C Fibre Discs

## 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 <b>plus</b> faster cut, etc.
Fibre discs come at a higher cost, and operators are not fully utilizing 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 for next steps prep
- ▶ Weld grinding removal
- ▶ Heavy deburring

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 Fibre Disc. Results are based on an automated, 30-minute, high pressure test on 1018 steel using 7 inch 36+ grit fibre discs and 3M™ Disc Pad Face Plate Ribbed 80514 on a servo motor.
2. Performance testing in a typical weld preparation process; 3M™ Cubitron™ 3 Fibre Disc 1182C, 36+ average compared to the average result of 10 globally selected high-quality competitive type 27 grinding wheels including ceramic grain products, according to independent testing by Fraunhofer Institute. January 2024.
3. Noise energy operator exposure testing in a typical weld preparation process; 3M™ Cubitron™ 3 Fibre Disc 1182C, 36+ average compared to the average result of 10 globally selected high-quality competitive type 27 grinding wheels including ceramic grain products, according to independent testing by Fraunhofer Institute. January 2024.
4. Performance testing in a typical weld preparation process; 3M™ Cubitron™ 3 Fibre Disc 1182C, 36+ average compared to the average result of 5 globally selected high-quality competitive fibre discs including ceramic shaped grain products, according to independent testing by Fraunhofer Institute. January 2024.
5. Compared to Competitive Shaped Grain Fibre Disc. Results are based on an automated, 10-minute, high pressure test on 304 steel using 7 inch 36+ grit fibre discs and 3M™ Disc Pad Face Plate Ribbed 80514 on a servo motor.
6. Testing completed internally at 3M with 4.5 inch discs to measure cut (g/min) per cycle. 3M Optimized System includes a 13A Tool, paired with 1182C and 3M™ Red Extra Hard Ribbed Back-up Plate. 3M™ Red Extra Hard Ribbed Back-up Plate tested with an 11A tool and 1182C, 36+ disc. Fibre Disc 1182C tested with 11A Tool and Gray Back-up Pad. Un-optimized System was tested with an 11A tool, Crushed Ceramic Competitor fibre disc and Gray Back-up Pad.
7. Total Material Removed: 60+ Carbon Steel: The 'total material removed' claim is determined by averaging the amount of metal ground over 100 cycles, approximately 42 minutes of grinding. 80+ Carbon Steel: The 'total material removed' claim is determined by averaging the amount of metal ground over 70 cycles, approximately 30 minutes of grinding. Units for carbon steel will be Grams. Each cycle for the carbon steel test method = 25.3 seconds of grinding per cycle
8. Sustained Cut Rate: 60+ & 80+ Carbon Steel: The 'sustained cut rate' claim is determined from averaging the cut/cycle from cycles 11-50 (40 cycles total, which is approximately 17 minutes of grinding)
9. Total Material Removed: 60+ Stainless Steel: The 'total material removed' claim is determined by averaging the amount of metal ground over 40 cycles, approximately 8.5 minutes of grinding. 80+ Stainless Steel: The 'total material removed' claim is determined by averaging the amount of metal ground over 72 cycles, approximately 15 minutes of grinding. Units for stainless steel will be Grams. Each cycle for the stainless steel test method = 12.7 seconds of grinding per cycle
10. Sustained Cut Rate: 60+ & 80+ Stainless Steel: The 'sustained cut rate' claim is determined from averaging the cut/cycle from cycles 5-24 (20 cycles total, which is approximately 4 minutes of grinding). Units for stainless steel will be (Grams/cycle)



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