

Sell and Win with 3M.

Scan the code
to learn how to
sell and win!



See This



Welding Helmet



Grinding
Wheels and
Flap Discs



Right Angle Grinder

Say This



- Are you aiming to speed up grinding tasks without new tools or training?
- Do you have newer operators on your team, and would you be interested in seeing how they could produce more parts?
- How much abrasive material remains on your flap disc at the end of life, and would you want to hear about how to get more out of a flap disc?

Sell This



3M™ Cubitron™ 3 Flap Disc 1169F 40+ (tested on carbon steel)



Additional grades are available in 60+ and 80+

Up to

82%



more
material
removed

Up to

85%



faster
sustained
cut rate

vs. competitive alumina zirconia flap disc grade 40

Results are based on an automated, 37.5 minute, medium pressure test on 1045 steel using 4.5 inch 40 grit flap discs on a servo motor.

Intended for industrial/occupational use by persons with the knowledge and technical skills to use such information. For additional information, including important safety and warranty information, regarding 3M Abrasives products, visit: 3M.com/Metalworking

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Win This!



A new customer utilizing flap discs is worth \$5,300 per year!

Address any concerns

Customer Concern:

"We're currently satisfied with our existing flap disc solution from another brand."

Response:

"You may be happy with your current product, but what do your operators think? If we could make their job easier and improve their productivity, what would that mean for your team? Our 3M flap discs feature re-engineered Precision-Shaped Grain to help cut faster and last longer, reducing changeovers and minutes per part to lower abrasive and labor costs. Would you be interested in seeing a side-by-side comparison against leading flap disc products?"

Here's how we perform on carbon steel against a competitive alumina zirconia flap disc grade 40:

- Up to 82% longer life
- Up to 85% faster sustained cut rate

Here's how we perform on carbon steel against a competitive ceramic flap disc grade 40:

- Up to 69% longer life
- Up to 75% faster sustained cut rate

Customer Concern:

"We're satisfied with our current 3M flap disc and don't feel the need to upgrade."

Response:

"I'll quickly tell you about the new flap disc features..."

Our Cubitron 3 Flap Disc 1169F features our re-engineered precision-shaped grain with a polyester backing, perfect for medium-high pressure applications. It offers long life and speed while requiring less operator pressure. Additionally, it includes a grinding aid for high performance and extended life on stainless steel and other heat-sensitive alloys.

Here's how we compare on carbon steel to one of our previous flap discs, our 3M Cubitron II Flap Disc 969F:

- Up to 49% more material removed and up to 46% faster sustained cut rate."

Customer Concern:

"Well your flap disc is more expensive."

Response:

"Yes, it could be a little more expensive but here's why it's worth it. Our flap disc is designed to increase life and speed. The backing is engineered to wear down properly, ensuring a sustained cut rate throughout the product's life. This results in increased overall cutting performance without the issue of glazing. In the long run, these features can lead to better results and potentially lower costs due to less frequent disc changes."

Customer Concern:

"My operators are so new or so frequently replaced that I don't think they'll know how to get the full value out of this 3M flap disc."

Response:

"3M designed this flap disc for repeatable results from a wide skill range of operators. It lasts up to 82% longer than a competitive alumina zirconia flap disc grade 40. However 3M also offers a more value priced option for flap discs, called 769F. Can I provide a quote of this product for you?"

Offer to give samples and/or schedule a demo.

Reminder to follow up frequently.

Limited Warranty & Limitation of Liability: 3M warrants this product will meet 3M specifications at the time of 3M shipment. Except as required by applicable law, 3M MAKES NO OTHER WARRANTIES OR CONDITIONS INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. If there is a breach of this warranty, your exclusive remedy shall be product replacement or repair, or refund of purchase price. 3M will not be liable for any direct, indirect, special, incidental, or consequential damage related to the product. For industrial/occupational use only. Not for consumer sale or use.

Flap disc to end of life

