

# Sales Guide for Distributor Reps

## 3M™ Fibre Discs 782C and 787C

### An unbeatable combination of performance and value

This new class of value-priced fibre discs is designed to make conventional ceramic abrasives obsolete! Positioned to win against the competition, 3M™ Fibre Discs 782C and 787C are powered by the legendary speed, long life and unmatched performance of 3M precision-shaped grain technology. These discs offer a high initial cut and the durability to outlast conventional ceramic fibre discs – giving our customers an outstanding value.



### Customer problems

Customer needs to accelerate production

Customer needs to improve throughput, produce more parts per shift

Customer needs to improve performance for operators

Customer's current fibre disc is wearing or glazing too quickly

### ▶ The 3M solution

- **Fast cut:** 3M precision-shaped grain stays sharper longer than conventional ceramic fibre discs, helping produce more parts per hour, reduce labor and shop time per part – and boost profitability.
- **Versatility:** Ideal for fast surface preparation, weld grinding, beveling, deburring and finishing.
- **Long life:** Longer lasting than conventional ceramics or AZ discs, helping produce more parts per disc and lower the cost per grind.
- **Durability:** Fibre backing helps withstand the toughest applications
- **High initial and sustained cut:** The sharpness of 3M precision-shaped grain delivers a high initial cut, with less grinding pressure.
- **Smooth operation:** Smooth-running feel
- **Consistent cut:** 782C and 787C fibre discs are designed to wear evenly. Optimize performance with 3M™ Fibre Disc Backup Pads (see following page).

### Applications

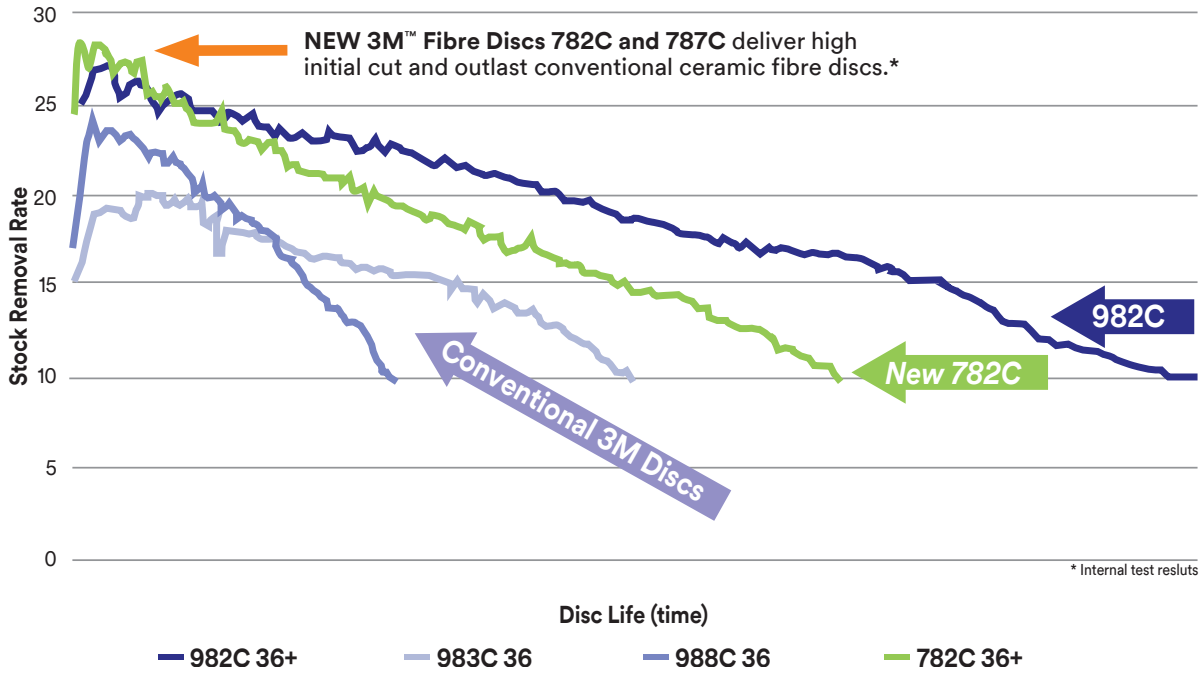
- ▶ Grinding
- ▶ Weld removal
- ▶ Beveling
- ▶ Edge chamfering

Features	Advantages	Benefits
3M precision-shaped grain	High initial and sustained cut	Faster cut with less pressure More parts per shift More parts per disc
Durable resin fibre backing	Stands up to the demands of aggressive grinding	Greater disc life
Grinding aid for heat-sensitive alloys (787C)	Long life versus conventional ceramic discs	Reduced bluing or warping of work piece

Metal Fabrication	NAICS	Machinery Manufacturing	NAICS	Transportation	NAICS
Fabricated Structure Metal Manufacturing	332132	Construction Machinery Manufacturing	333120	Ship Building and Repairing	336611
Plate Work Manufacturing	332313	Oil & Gas Field Machinery & Equipment	333132	Military Armed Vehicle/Tank	336992
Sheet Metal Work Manufacturing	332322	Food Product Machinery Manufacturing	333294	Boat Building	336612
Metal Tank (Heavy Gauge) Manufacturing	332420	Farm Machinery and Equipment Manufacturing	333111	Heavy Duty Truck Manufacturing	336120
Machine Shops	332710	Conveyor & Conveying Equipment Machinery	333922	Industrial Truck, Tractor, Trailer	333924
Fabricated Pipe and Pipe Fitting	332996				



# 3M™ Fibre Discs 782C and 787C



## Competition

Manufacturer	Ceramic	AZ (Aluminum Zirconia)	AO (Aluminum Oxide)
Norton	Blaze F980 F968 Red Heat	Blue Fire F826P	Gemini F226
VSM	XF885, XF870, XF760	ZF714, ZF713	KF808, KF708
United Abrasives/SAIT	9S, 8S, 7S	3Z	2A, 3A
Hermes	CR456	RB414	RB314

## Target Applications and Backup Pad Recommendations

Target Application		U.S. Backup Pad System Plate Recommendation per Disc Size	
		4 and 4.5 inch	5, 7 and 9 inch
Edge chamfering, edge removal and beveling	36+	Black (Hard)	Red (Extra Hard)
Large weld removal	36+	Black (Hard)	Red (Extra Hard)
Small weld removal	60+	Black (Hard)	Black (Hard)
	80+	Gray (Medium)	Gray (Medium)
General sanding, grinding, finish refinement and blending	80+	Gray (Medium)	Gray (Medium)
	120+	Gray (Medium)	White (Soft)

## Tech Corner

Always review used or discarded discs.



**Pad is too soft**  
 ▶ Shiny metal capped mineral on disc



**Pad is too hard**  
 ▶ Shelling or minimal contact area with high wear



**Pad is optimal**  
 ▶ Uniform fracturing of mineral

## Making the call

### Key questions to ask yourself

Q: How do I determine whether to sell 3M™ Fibre Discs 782C/787C or 3M™ Cubitron™ II Fibre Discs 982C/987C?

A: Utilize the new 3M Fibre Discs 782C and 787C when Cubitron II discs 982C and 987C do not provide an adequate value proposition.

Q: What if the customer still pushes back on price?

A: Sell 3M Fibre Discs 782C/787C when the price jump from the competitive product to Cubitron II is too dramatic, or when the customer is concerned that operators may not fully utilize the extremely long lasting Cubitron II discs.

Q: What is my key target for competitive conversion?

- A:
- All competitive crushed ceramic and AZ fibre discs! New 3M™ Fibre Discs 782C and 787C outperform crushed ceramic and are priced right for your customers to improve performance over AO, AZ and Ceramic Fiber Discs.
  - Where you haven't won with Cubitron II discs 982C/987C.

### Answering the customer's questions

Q: How do I know which fibre disc to use on what substrate?

A: 782C is used for carbon steel. 787C is used for stainless steel and other non-ferrous alloys such as aluminum and titanium.

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

A: Applications such as beveling, edge chamfering, large and small weld removal, grinding and blending are prime for NEW 3M Fibre Discs 782C and 787C.

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

- 3M Literature: Brochure (61-5002-8423-9)
- 3M Fibre Disc Video
- Value Analysis training is available
- 3M Guaranteed Trial Order (GTO): Utilize 3M's GTO offering to allow your customer to try 3M Fibre Discs 782C and 787C for an extended period with no risk. 3M guarantees performance and will provide a credit if necessary. Put these discs to the test today!
- Single packs (4.5 in.): 3M™ Fibre Disc 782C (PN 87254), 3M™ Fibre Disc 787C (PN 87256)
- Single packs (7 in.): 3M™ Fibre Disc 782C (PN 87255), 3M™ Fibre Disc 787C (PN 87257)

