

Sales Guide for 3M™ Cubitron™ II Hookit Clean Sanding Sheet Rolls 737U

As part of the supply changes from Atherstone to other 3M facilities worldwide during 2024/2025, the format of Cubitron II 737U abrasive sheets will change from loose sheets in a box, to sheets on a roll.

In the new format, sheets are dispensed from a pre-cut roll enabled by a unique “kiss cut” technology for perforation which allows multiple product lengths to be extracted from a single roll.

Existing Product (Phase Out material)



New Product (Phase In material)



Benefits

Performance:



Features 3M™ Precision-Shaped Grain, triangular-shaped grains that cut at least 30% faster and last at least 30% longer than other conventional ceramic abrasives

Versatile:



Our unique kiss cut scoring technology makes it easy to select whatever sheet length is best for the project

Dust Extraction:



Multi-hole pattern helps maximise dust extraction

Efficient:



3M™ Hookit™ hook-and-loop style abrasive attaches firmly, removes quickly for fast change-over

Compatible:



Sheets can be used on any Hookit™ block product

Inventory Management:



Less SKUs for channel partners and end users to carry

Key Information



When will this happen?

Phase in products will be available once the phase out product has been depleted.
As of May 2024, most of the phase in SKUs are active.

Will the price change?

The price of the phase in product is aligned with the April 2024 pricing of the phase out product, but in a different UOM (unit of measure). The phase out product was priced per SHEET, the phase in product is priced per ROLL.

Is the performance the same?

The performance of the product is the same, it is just the format that is changing.

Communication to Channel Partners

All channel partners have been sent a communication to make them aware of the PIPO activity.

3M Customer Service may contact channel partners if the phase out product is no longer available to suggest they order the phase in product. The alternative will also be suggested on the bCom website.

Samples of the phase in products are available to order via 3M Channel Managers or local sales representatives.

What are the part numbers of the phase in products?

Product details are below :-

Grade	Roll Size		
	70mm x 12M	80mm x 12m	115mm x 12m
80+	51430	35501	34462
120+	51431	35502	34464
150+	51432	35503	34465
180+	51433	35504	34466
220+	51434	35505	34467
240+	51435	31488	34468
320+	51436	31489	34469
400+	51437	31490	34470
P500 (334u)	51438	N/A	NA

