

NEW PRODUCT ANNOUNCEMENT



RESIN FIBER DISCS



CERAMIC
ALUMINUM
ZIRC
ALUMINUM OXIDE

INTRODUCTION DATE – JULY 1, 2017

Weiler Abrasives Group announces the expansion of its resin fiber discs (RFDs) offering to include five new products for varying performance requirements: Tiger® Ceramic, Zirc and Aluminum, and Wolverine Zirc and Aluminum Oxide. These discs are designed to provide an aggressive cut rate and a smooth finish on tool steel, aluminum and any material in between. The products are ideal for heavy stock removal, edge chamfering, weld blending, grinding, and surface preparation and finishing.

As part of the expansion, Weiler will re-brand Saber Tooth™ to Tiger Ceramic and Al-tra CUT to Tiger Aluminum. With a product offering that now totals 237 skus, Weiler RFDs provide metal fabrication professionals a broad selection to get the toughest jobs done right and done fast.

SABER TOOTH 15 Skus	▶		# OF SKUS: 40 DIAMETERS: 4.5, 5, 7, 9 GRITS: 24, 36, 50, 60, 80
TIGER (ZIRCONIA) 15 Skus	▶		# OF SKUS: 42 DIAMETERS: 4.5, 5, 7 GRITS: 24, 36, 50, 60, 80, 100, 120
AL-TRA CUT 7 Skus	▶		# OF SKUS: 36 DIAMETERS: 4.5, 5, 7 GRITS: 24, 36, 50, 60, 80, 120
VALUE LINE (ZIRCONIA) 0 Items	▶		# OF SKUS: 56 DIAMETERS: 4.5, 5, 7, 9 GRITS: 24, 36, 50, 60, 80, 100, 120
TIGER (AO) 29 Skus	▶		# OF SKUS: 63 DIAMETERS: 4, 4.5, 5, 7, 9 GRITS: 24, 36, 50, 60, 80, 100, 120

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PRODUCT DESCRIPTION

When an aggressive cut rate and smooth finish are a must, Metal Fabricators turn to a resin fiber disc (RFD). Faced with the challenge of working on everything from pressure vessels to roller coasters, professionals need a solution they can count on. That's why we've expanded our line up to deliver the options needed to optimize grinding time on a wide variety of applications. With premium grain mixes that aggressively remove metal and a superior design that locks the grain in, Weiler Tiger and Wolverine RFDs are designed to deliver serious grinding solutions.

Whether you're grinding tool steel, aluminum, or anything in between, Weiler RFDs deliver the options you need to get the job done right, and fast.

- **Advanced grain formulas** designed to maximize cut rate on metals
- **Superior design** minimizes loading, glazing, and grain stripping
- **Heavy duty vulcanized fiber backing** holds up to the toughest jobs
- **Quick change hub option** reduces down time and eliminates interference from adapter rings
- **Spiral molded backing pad design** runs cool by increasing airflow and fits on all right-angle grinders

COMMON APPLICATIONS:

Heavy Stock Removal, Edge Chamfering, Weld Blending, Grinding, Surface Preparation & Finishing



"Definitely impressed with the cut rate and life of these Ceramic discs."

- **Dusty M.**, Metal Fabricator, ID

NEW PRODUCT ANNOUNCEMENT

SUPERIOR LIFE & CUT: MAX PERFORMANCE **TIGER CERAMIC**

With Tiger Ceramic, there's no more compromise. Now you can maximize your time on the job with a superior combination of life, cut rate and overall cost of use. Advanced Ceramic grain removes material effortlessly while a top coat grinds cool and eliminates loading and heat buildup. For those that put a premium value on getting work done faster and optimizing disc usage, Tiger Ceramic delivers.

THE CERAMIC ADVANTAGE

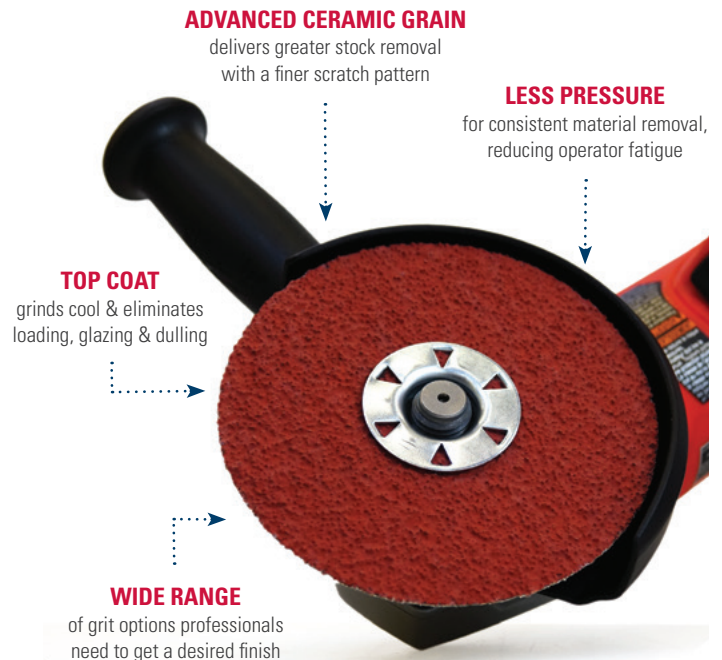
Advanced Ceramic grain leverages a crystalline structure that is significantly finer than standard Ceramic. Additional fracture points result in a more aggressive grain that self sharpens at a higher rate. The performance advantages gained include a higher material removal rate, lower grinding temperatures, and reduced friction.

FEATURES:

- Advanced Ceramic grain delivers greater stock removal with a finer scratch pattern
- Top coat grinds cool, reducing metal discoloration, minimizing heat related stress cracks, and eliminates loading, heat & buildup
- Less pressure required to achieve consistent material removal rate, reducing operator fatigue
- Wide range of grit options professionals need to get a desired finish

BEST ON:

Armored Steel, Stainless Steel, Tool Steel, Inconel, High Nickel Alloy, and Titanium



NEW PRODUCT ANNOUNCEMENT

LONG LIFE & FAST CUT: HIGH PERFORMANCE TIGER ZIRC

A high performance resin fiber disc, Tiger Zirc leverages a unique blend of self-sharpening Zirconia and Ceramic Alumina grains to deliver a fast cut rate and exceptional consistency on the toughest jobs. A superior design extends disc life by minimizing grain shedding and promotes cool grinding on steel and stainless. From light to heavy pressure grinding applications, Tiger Zirc delivers proven productivity and a sustained high cut rate at an exceptional total cost.

BEST ON:

Steel, Stainless Steel, Structural Steel, Cast Iron, and Inconel



NON-LOADING: HIGH PERFORMANCE TIGER ALUMINUM

Tiger Aluminum is specifically designed for high performance grinding on aluminum and other non-ferrous metals. Top coated, Tiger Aluminum releases lubrication while grinding, reducing heat buildup. Lower grinding temperatures delay melting, allowing metal to shed, which results in higher cut rates, long life and a superior finish.

BEST ON:

Aluminum and Non-Ferrous Metals



NEW PRODUCT ANNOUNCEMENT

FAST CUT: VALUE LINE **WOLVERINE ZIRC**

Self-sharpening Zirconia Alumina grain delivers a fast cut rate and consistent performance over the life of the disc, resulting in a great value when grinding on steel and stainless. Wolverine is an aggressive, get it done product line for every day general purpose use.

BEST ON:

Carbon Steel, Stainless Steel, Iron, and general purpose metal use

WOLVERINE™
ZIRC



FAST CUT: VALUE LINE **WOLVERINE AO (ALUMINUM OXIDE)**

Premium Aluminum Oxide grains provide an even, sharp, clean cut rate and consistent performance at a great value for everyday, general purpose use on metal.

BEST ON:

Carbon Steel, Iron, and general purpose metal use

WOLVERINE™
ALUMINUM OXIDE



RESIN FIBER DISC PRICING

TIGER CERAMIC

Diameter	Grit Size	7/8" Arbor Item No.	List Price	5/8"-11 Hub Item No.	List Price
4-1/2"	24	69850	\$3.75	69880	\$4.70
	36	69851	\$3.36	69881	\$4.31
	50	69852	\$2.64	69882	\$3.59
	60	69853	\$2.24	69883	\$3.19
	80	69854	\$2.04	69884	\$3.00
5"	24	69857	\$4.20	69887	\$5.15
	36	69858	\$3.75	69888	\$4.70
	50	69859	\$2.97	69889	\$3.92
	60	69860	\$2.52	69890	\$3.47
	80	69861	\$2.24	69891	\$3.19
7"	24	69864	\$6.95	69894	\$7.75
	36	69865	\$6.21	69895	\$7.00
	50	69866	\$4.90	69896	\$5.69
	60	69867	\$4.15	69897	\$4.95
	80	69868	\$3.78	69898	\$4.57
9"	24	69871	\$12.51	69901	\$13.30
	36	69872	\$11.15	69902	\$11.95
	50	69873	\$8.82	69903	\$9.61
	60	69874	\$7.47	69904	\$8.26
	80	69875	\$6.81	69905	\$7.61

TIGER ZIRC

Diameter	Grit Size	7/8" Arbor Item No.	List Price	5/8"-11 Hub Item No.	List Price
4-1/2"	24	59731	\$1.87	59931	\$2.60
	36	59732	\$1.71	59932	\$2.44
	50	59733	\$1.59	59933	\$2.32
	60	59734	\$1.42	59934	\$2.15
	80	59735	\$1.32	59935	\$2.05
	100	59736	\$1.27	59936	\$2.00
	120	59737	\$1.22	59937	\$1.95
5"	24	59701	\$2.23	59901	\$2.96
	36	59702	\$2.04	59902	\$2.77
	50	59703	\$1.88	59903	\$2.61
	60	59704	\$1.68	59904	\$2.41
	80	59705	\$1.55	59905	\$2.28
	100	59706	\$1.49	59906	\$2.22
	120	59707	\$1.44	59907	\$2.17
7"	24	59711	\$4.11	59911	\$4.84
	36	59712	\$3.74	59912	\$4.47
	50	59713	\$3.43	59913	\$4.16
	60	59714	\$3.02	59914	\$3.75
	80	59715	\$2.79	59915	\$3.52
	100	59716	\$2.66	59916	\$3.39
	120	59717	\$2.55	59917	\$3.28

TIGER ALUMINUM

Diameter	Grit Size	7/8" Arbor Item No.	List Price	5/8"-11 Hub Item No.	List Price
4-1/2"	24	60400	\$1.48	60600	\$2.21
	36	60401	\$1.46	60601	\$2.19
	50	60402	\$1.45	60602	\$2.18
	60	60403	\$1.43	60603	\$2.16
	80	60404	\$1.41	60604	\$2.14
	120	60406	\$1.40	60606	\$2.13
5"	24	60410	\$1.66	60610	\$2.39
	36	60411	\$1.63	60611	\$2.36
	50	60412	\$1.61	60612	\$2.34
	60	60413	\$1.58	60613	\$2.31
	80	60414	\$1.57	60614	\$2.30
	120	60416	\$1.55	60616	\$2.28
7"	24	60420	\$2.69	60620	\$3.42
	36	60421	\$2.64	60621	\$3.37
	50	60422	\$2.60	60622	\$3.33
	60	60423	\$2.55	60623	\$3.28
	80	60424	\$2.52	60624	\$3.25
	120	60426	\$2.61	60626	\$3.34

WOLVERINE ZIRC

Diameter	Grit Size	7/8" Arbor Item No.	List Price	5/8"-11 Hub Item No.	List Price
4-1/2"	24	62002	\$1.28	62052	\$2.01
	36	62003	\$1.15	62053	\$1.88
	50	62004	\$1.12	62054	\$1.86
	60	62005	\$1.05	62055	\$1.78
	80	62006	\$1.01	62056	\$1.74
	100	62007	\$1.00	62057	\$1.73
	120	62008	\$1.00	62058	\$1.73
5"	24	62012	\$1.53	62062	\$2.26
	36	62013	\$1.37	62063	\$2.10
	50	62014	\$1.35	62064	\$2.08
	60	62015	\$1.26	62065	\$1.99
	80	62016	\$1.21	62066	\$1.94
7"	100	62017	\$1.20	62067	\$1.93
	120	62018	\$1.20	62068	\$1.93
	24	62022	\$2.69	62072	\$3.42
	36	62023	\$2.46	62073	\$3.19
	50	62024	\$2.40	62074	\$3.13
9"	60	62025	\$2.28	62075	\$3.01
	80	62026	\$2.18	62076	\$2.91
	100	62027	\$2.13	62077	\$2.86
	120	62028	\$2.05	62078	\$2.78
	24	62032	\$5.55	62082	\$6.28
	36	62033	\$4.81	62083	\$5.54
	50	62034	\$4.67	62084	\$5.41
	60	62035	\$4.40	62085	\$5.13
10"	80	62036	\$4.30	62086	\$5.04
	100	62037	\$4.22	62087	\$4.95
	120	62038	\$4.08	62088	\$4.81

WOLVERINE AO (ALUMINUM OXIDE)

Diameter	Grit Size	7/8" Arbor Item No.	List Price	5/8"-11 Hub Item No.	List Price
4"	24	59491	\$0.93		
	36	59492	\$0.90		
	50	59493	\$0.87		
	60	59494	\$0.84		
	80	59495	\$0.82		
	100	59496	\$0.79		
	120	59497	\$0.79		
Diameter	Grit Size	7/8" Arbor Item No.	List Price	5/8"-11 Hub Item No.	List Price
4-1/2"	24	59571	\$1.10	59971	\$1.83
	36	59573	\$1.02	59973	\$1.75
	50	59575	\$1.00	59975	\$1.73
	60	59576	\$0.96	59976	\$1.69
	80	59577	\$0.93	59977	\$1.66
	100	59578	\$0.93	59978	\$1.66
5"	120	59579	\$0.93	59979	\$1.66
	24	59501	\$1.28	61501	\$2.01
	36	59503	\$1.23	61503	\$1.95
	50	59505	\$1.00	61505	\$1.73
	60	59506	\$1.11	61506	\$1.84
	80	59507	\$1.09	61507	\$1.82
7"	100	59508	\$1.07	61508	\$1.80
	120	59509	\$1.07	61509	\$1.80
	24	59521	\$2.29	61521	\$3.02
	36	59523	\$2.11	61523	\$2.84
	50	59525	\$2.07	61525	\$2.80
	60	59526	\$1.98	61526	\$2.71
9"	80	59527	\$1.90	61527	\$2.63
	100	59528	\$1.86	61528	\$2.59
	120	59529	\$1.86	61529	\$2.59
	24	59541	\$4.77	61541	\$5.50
	36	59543	\$4.63	61543	\$5.36
	50	59545	\$4.44	61545	\$5.17
10"	60	59546	\$4.29	61546	\$5.03
	80	59547	\$4.15	61547	\$4.88
	100	59548	\$3.82	61548	\$4.55
	120	59549	\$3.82	61549	\$4.55



NEW PRODUCT ANNOUNCEMENT

COMPETITIVE CROSS REFERENCE GUIDE

WEILER	TIGER CERAMIC	TIGER ZIRC	TIGER ALUMINUM	WOLVERINE ZIRC	WOLVERINE AO
3M	Cubitron II	785C	—	—	381C
Norton	Blaze, Greenlyte	BlueFire F826	Metalite F228	BlueFire, Neon	Metalite F226
CGW	Ceramic	Premium Zirc	AO Top Size	Zirc	AO
Flexovit	Flexon CG	Flexon CG Lite	Flexon Super Lite	Flexon	AO High Performance
Pferd	CO-Cool	Z	—	—	AO
Klingspor	FS 966	CS 570	—	CS 565	CS 561
Sait	7S, 8S, 9S	Z	9S	3Z	3A
Pearl	SRT Max	Cool Max, Redline CBT	—	Zirconia	Silverline AO

COMMERCIALIZATION TOOLS & ACTIVITIES

The launch of Weiler's RFD program will be supported with the following tools and activities.

COMMERCIALIZATION TOOLS

- RFD Launch Kit Folder
- New Product Announcement
- Product Presentation
- Item Set Up Matrix
- Product Brochure – WC582
- Reference Guide – WC746
- Tiger Ceramic RFD Sample Pack – 69851 SAMPLE
- Tiger Aluminum RFD Sample Pack – 60401 SAMPLE
- Website Landing Page
- Metal Fabrication Catalog (Digital) – WC163
- Master Catalog (Digital) – WC244

COMMERCIALIZATION ACTIVITIES

- Risk Free Buy In Bonus Promotion
- Email Announcement
- Print Advertising
- Digital Advertising

NEW PRODUCT ANNOUNCEMENT

FREQUENTLY ASKED QUESTIONS

1. Who are the “main” competitors?

Weiler’s tiered program is now positioned very well against all competitors with a Metal Fabrication line. Main competitors are 3M, Norton, Sait, Pearl, and CGW.

2. Who is our target competition for Tiger Ceramic?

Tiger Ceramic was focused directly on the 3M Cubitron II, Norton Blaze, and Sait 9S.

3. Why is it better?

Ceramic grain utilizes a crystalline structure that is designed with millions of fracture points that self-sharpen at a higher rate than other grains. The result is higher material removal, sustained maximum cut rate, and reduced friction with less effort – reducing operator fatigue.

4. Is Tiger Ceramic better than the competition?

Tiger Ceramic will perform as well or better than any Ceramic disc on the market from Norton, Pearl, Sait, CGW, Klingspor, or Pferd. Depending on the application, Tiger Ceramic may not have the same cut rate as Cubitron II, however Tiger Ceramic allows end users to go down 1 or 2 grit sizes for a more aggressive cut rate while still providing a superior scratch pattern.