



FULL FIBER DISC OFFERING

A CONCERT OF COLOR BECOMES A Powerful Portfolio

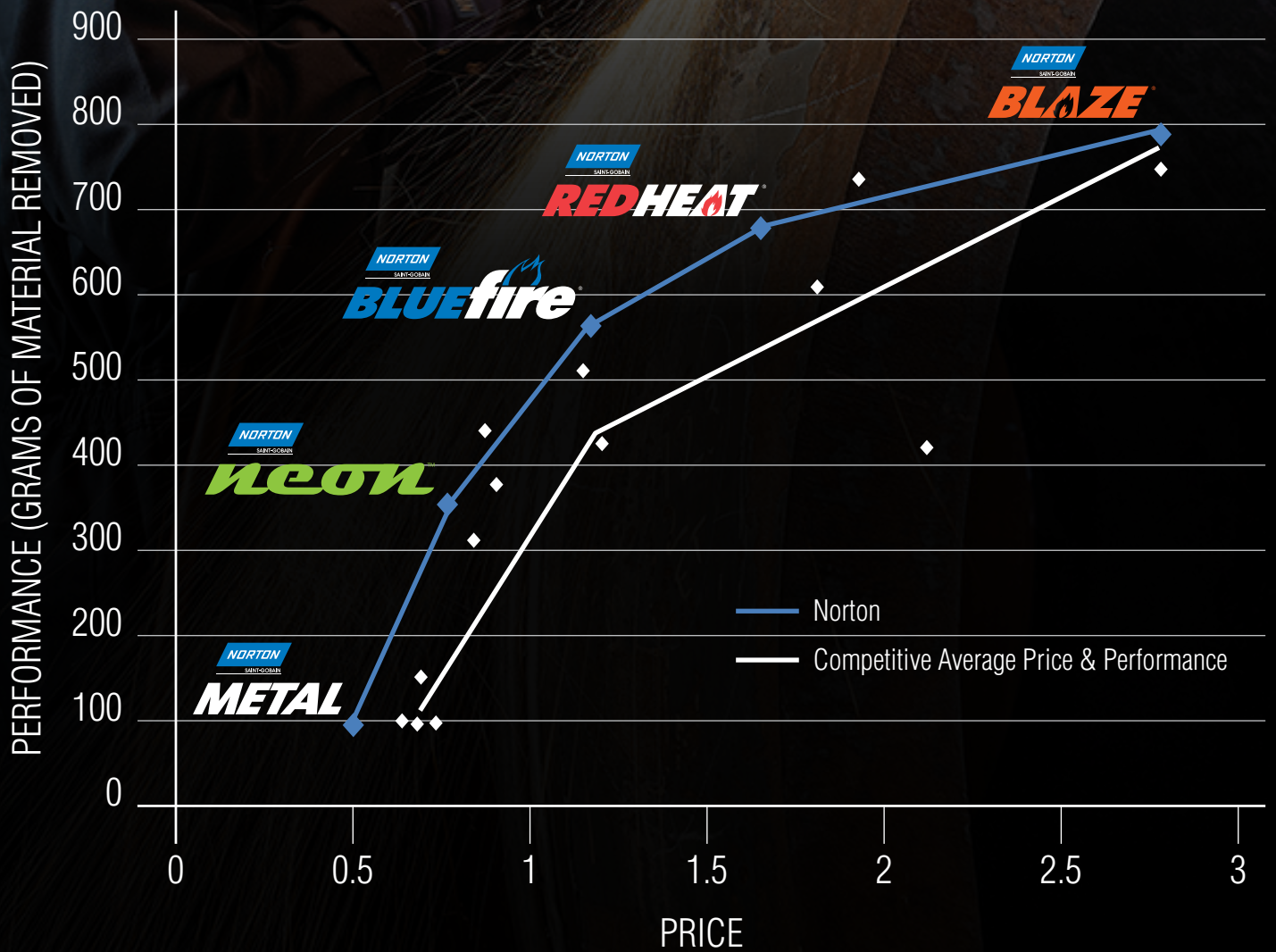


STOCK REMOVAL | EDGE CHAMFERING | WELD BLENDING | DEBURRING / DEFLASHING | CLEANING AND FINISHING

www.nortonindustrial.com



Performance Vs. Price






WHY SELL NORTON BLAZE F980?

- ✓ Competitively priced
- ✓ Proprietary SG grain provides superior performance for ultimate customer value and satisfaction;
 - increased productivity with faster grinding action
 - more parts per disc

BEST NORTON BLAZE F980

BEST CHOICE/HIGHEST PRODUCTIVITY FOR STAINLESS STEEL, INCONEL, TITANIUM, SUPER ALLOYS AND CARBON STEEL

FEATURES & BENEFITS

- Proprietary, 100% ceramic alumina grain delivers superior performance with high cut rate and life over competitive blended/low ratio ceramic alumina discs
- Improved resin bond system and extra heavy-duty backing improve grain adhesion for longer life
- Self-lubricating, advanced supersized grinding aid minimizes heat and loading on stainless steel, titanium and super alloys
- Vendible 10 per package in select diameters/grit sizes, ideal for small jobs and carrying to a job site

Product Overview

MARKET: Welding and Metal Fabrication
COMPETITOR: 3M 985C, SAIT 9S, SIA Bite
MATERIALS: Stainless steel, Inconel, titanium, super alloys, carbon steel




WHY SELL NORTON RED HEAT F981 & F981S?

- ✓ Exceptional performance on carbon and stainless at a competitive initial price
- ✓ Supersize and non-supersize version allows the ability to grind on a variety of materials and achieve optimum value
- ✓ Wide range of availability

BEST NORTON RED HEAT F981 & F981S

BEST CHOICE/HIGHEST PRODUCTIVITY FOR MILD CARBON STEEL (F981), STAINLESS (F981S) AND FERROUS METALS

FEATURES & BENEFITS

- New, premium 100% ceramic alumina grain excels on mild carbon, stainless steel and other hard-to-grind alloys
- F981: competitively priced with excellent performance on carbon steel
- F981S: supersized grinding aid minimizes heat and loading on stainless steel and aluminum

Product Overview

NEW LINE: New best tier product replacing Norton GreenLyte F968
MARKET: Welding and Metal Fabrication
COMPETITOR: 3M 988C & 983C, SAIT 8S, SIA 4515, Arc Predator
MATERIALS: Carbon steel (F981), stainless steel (F981S), aluminum (F981S)



WHY SELL NORTON BLUEFIRE F826P?

- ✓ New lower initial price with the same leading performance!
- ✓ 30% faster cut rate and longer life over competitive zirconia products

BETTER

NORTON BLUEFIRE F826P

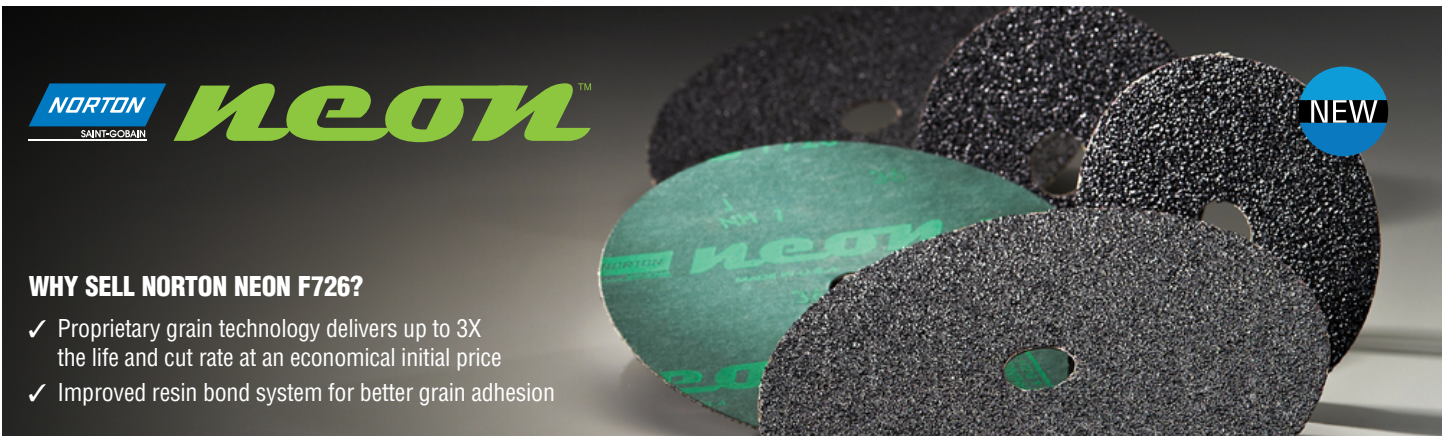
BETTER CHOICE FOR STAINLESS, TITANIUM, SUPER ALLOYS, STEEL, CAST IRON AND HIGH-PRESSURE APPLICATIONS

FEATURES & BENEFITS

- New, improved blend of patented ceramic alumina and zirconia alumina abrasive delivers up to 3X the life and cut rate over competitive zirconia products
- Self-sharpenes with use
- Vendible 10 discs per package, ideal for small jobs and carrying to a job site.

Product Overview

- MARKET:** Welding and Metal Fabrication
- COMPETITOR:** 3M 501C, SAIT Z, SIA 4819 and other zirconia fiber discs
- MATERIALS:** Aluminum, carbon steel, stainless steel



WHY SELL NORTON NEON F726?

- ✓ Proprietary grain technology delivers up to 3X the life and cut rate at an economical initial price
- ✓ Improved resin bond system for better grain adhesion

GOOD

NORTON NEON F726

THE GOOD CHOICE FOR ALUMINUM AND CARBON STEEL APPLICATIONS

FEATURES & BENEFITS

- Proprietary blend of aluminum oxide/ceramic alumina delivers up to 3X the life and cut rate at an economical price point
- Upgraded from Norton Metalite F226 with new low initial price
- Improved resin bond system and heavy-duty fiber backing improve grain adhesion
- New! Vendible 10 discs per package, ideal for small jobs or carrying to a job site

Product Overview

- NEW LINE:** New good tier product replacing Norton Metalite F226 and Norton Neon F766
- MARKET:** Welding and Metal Fabrication
- COMPETITOR:** 3M 381C, SAIT 3A, VSM KF808, Walter Coolcut, any aluminum oxide fiber disc
- MATERIALS:** Carbon steel, aluminum

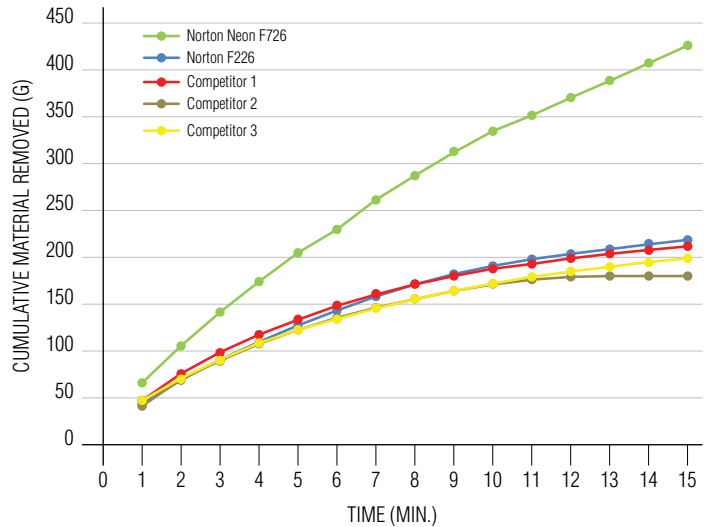
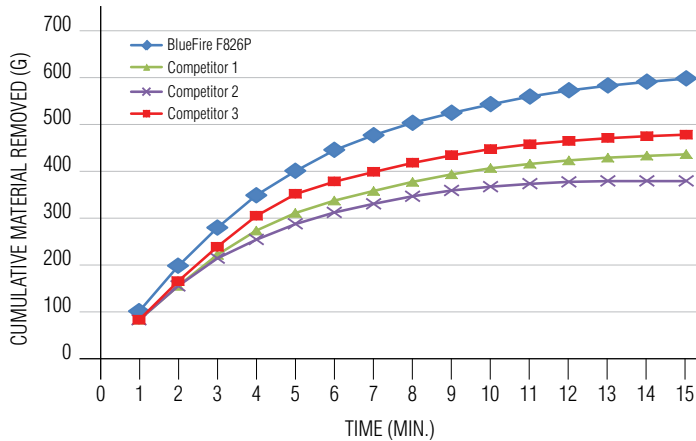


FULL FIBER DISC OFFERING



BETTER NORTON BLUEFIRE F826P

GOOD NORTON NEON F726



WHY SELL NORTON METAL F240?

- ✓ When customer is 100% price driven and the lowest initial price is needed

OPENING PRICE POINT NORTON METAL F240

GOOD STARTING CHOICE FOR CARBON STEEL

FEATURES & BENEFITS

- High-performance aluminum oxide at a low initial price that delivers consistent performance

Product Overview

- NEW LINE:** Opening Price Point product replacing the Norton Merit A/O line while retaining existing part numbers
- MARKET:** Welding and Metal Fabrication
- COMPETITOR:** 3M 381C, SAIT A, Camel A/O, Walter Coolcut, any low cost aluminum oxide fiber disc
- MATERIALS:** Carbon steel

Material to Product Recommendation

STAINLESS STEEL / HARD-TO-GRIND ALLOYS



Typical Applications

Grinding on stainless generates a considerable amount of heat; always use a supersized (grinding aid) disc to improve cut, finish and reduce heat or burn. Typically, a coarse grit disc is used when grinding MIG welds where a finer grit disc is used when grinding TIG welds.

CUSTOMER FOCUS	OPTION 1	OPTION 2
Performance	Norton Blaze F980	Norton Red Heat F981S
Price	Norton BlueFire F826P	Norton Neon F726

Typical Accounts

- Food processing equipment
- Food processing machinery
- Cutlery
- Pressure vessels
- Brewing/distilling equipment
- Hot water tanks
- Ship containers
- Exhaust systems
- Surgical/medical equipment

MILD STEEL / CARBON STEEL



Typical Applications

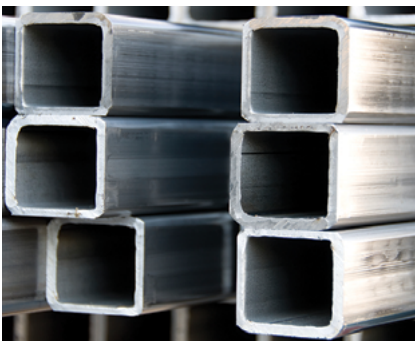
Using a supersized disc is not necessary on carbon steel due to less heat generated than that produced on stainless steel. Mild steels are much softer so the abrasive disc will naturally last longer.

CUSTOMER FOCUS	OPTION 1	OPTION 2
Performance	Norton Red Heat F981	Norton Neon F726
Price	Norton Neon F726	Norton Metal F240

Typical Accounts

- Plate steel/structural steel
- Propane tanks
- Military vehicles
- Farm equipment
- Civil/construction equipment

ALUMINUM / BRASS / BRONZE



Typical Applications

Grinding causes loading on aluminum and other soft metals and can significantly reduce disc life. Ceramic discs usually are not used due to loading and the affect on disc life.

CUSTOMER FOCUS	OPTION 1	OPTION 2
Performance	Norton Blaze F980	Norton Red Heat F981S
Price	Norton BlueFire F826P	Norton Metalite F220

Typical Accounts

- Trailers
- Dry boxes
- Fencing
- Boat repair

AVAILABILITY



SIZE (D x H)	GRIT	STD. PKG.	PART #	PART #	PART #	STD. PKG.	PART #	STD. PKG.	PART #	STD. PKG.	PART #
4" x 5/8"	24	25						10	66623395000	25	5539510595
	36	25					10	66623395001	25	5539510594	
	50	25					10	66623395002	25	5539510593	
	60	25					10	66623395003	25	5539510592	
	80	25					10	66623395004	25	5539510591	
	100	25					10	66623395005	25		
	120	25					10	66623395006	25		
4-1/2" x 7/8"	24	25	69957398000	77696008400	77696008462	25	66261138457	10	66623395007	25	66623353309
	30	25	66254425334								
	36	25	69957398001	77696008401	77696008465	25	66261138456	10	66623395008	25	66623353306
	36					10	66623377276*				
	50	25	69957398002	77696008402	77696008466	25	66261138454	10	66623395009	25	66623353310
	50					10	66623377277*				
	60	25	69957398003	77696008403	77696008467	25	66261138453	10	66623395010	25	66623353311
						10	66623377278*				
	80	25	69957398004	77696008404	77696008470	25	66261138452	10	66623395011	25	66623353312
	80					10	66623377279*				
	100	25		77696008405				10	66623395012	25	66623353313
120	25	66254425332	77696008406				10	66623395013	25	66623353314	
5" x 7/8"	16	25								25	05539510684
	24	25	69957398005	77696008407	77696008480	25	66261138563	10	66623395016	25	66623357276
	24	50	66254464822#								
	30	25	66254425333								
	36	25				25	66261138562				
	36	25	69957398006	77696008412	77696008481			10	66623395017	25	66623357277
	36	50	66254464821#			10	66623377283*				
	50	25	69957398007	77696008413	77696008482	10	66623377284*	10	66623395018	25	66623357278
	50	25				25	66261138561				
	50	50	66254464820#								
	60	25	69957398008	77696008414	77696008483	25	66623355601	10	66623395019	25	66623357279
	60					10	66623377285				
	80					10	66623377286				
	80	25	69957398009	77696008422	77696008484	25	66261138600	10	66623395020	25	66623357280
100	25		77696008423				10	66623395021	25	66623357281	
120	25	66254409084	77696008425				10	66623395022	25	66623357282	
7" x 7/8"	16	25								25	05539510693
	24	25	69957398010	77696010018	77696010006	25	66261138594	10	66623395029	25	66623357283
	30	25	66254420653								
	36					10	66623377287*				
	36	25	69957398011	77696008429	77696010007	25	66261138593	10	66623395030	25	66623357284
	50					10	66623377289*				
	50	25	69957398012	77696008430	77696010008	25	66261138592	10	66623395031	25	66623357285
	60					10	66623377290*				
	60	25	69957398013	77696008431	77696010009	25	66261138591	10	66623395032	25	66623357286
	80					10	66623377291*				
	80	25	69957398014	77696008432	77696010011	25	66261138590	10	66623395033	25	66623357287
	100	25		77696008433				10	66623395034	25	66623357288
	120	25	66254411528	77696008436				10	66623395035	25	66623357289
	9-1/8" x 7/8"	24	25	69957398015	77696008437	77696010012	25	66261138584	10	66623395036	25
36		25	69957398016	77696008440	77696010013	25	66261138583	10	66623395037	25	05539510701
50		25	69957398017	77696008444	77696010017	25	66261138582	10	66623395038	25	05539510700
60		25		77696008449				10	66623395039	25	05539510699
80		25		77696008452				10	66623395040		
100		25		77696008453				10	66623395041		
120		25						10	66623395042	25	05539510695

Note: Fiber discs must be used with back-up pads, see catalog for accessories
 # Shrink-wrap foil pack: 10 discs per pack, 5 packs per standard package
 * Vendible 10 per standard package



Speed Change Discs

These fiber discs feature Norton quick, tool-free, twist-on and off Speed Change fasteners. Discs lock to standard back-up pads with a unique nut design and are easily removed, increasing your productivity with more time to grind.

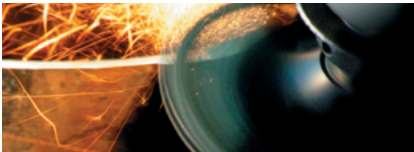
AVAILABILITY

TIER:	BEST	BEST	BETTER	GOOD
BRAND:	Norton	Norton	Norton	Norton
TRADENAME:	Blaze F980	Red Heat F981	BlueFire F826P	Neon F726
ABRASIVE:	Ceramic Alumina	Ceramic Alumina	Ceramic Zirconia	Aluminum Oxide/ Ceramic Alumina

OTHER: Supersize

SIZE (D x H)	GRIT	STD. PKG.	PART #	PART #	STD. PKG.	PART #	STD. PKG.	PART #
4-1/2" x 5/8"-11	24	25	66261023269	77696009735			10	77696009702
	36	25	66261185294	77696009737			10	77696009703
	50	25		77696009739			10	77696009704
	60	25		77696009740			10	77696009712
	80	25		77696009741			10	77696009715
	100	25		77696009746			10	77696009716
	120	25		77696009747			10	77696009723
5" x 5/8"-11	24	25	66254425336	77696009748	25	66261138797	10	77696009725
	36	25	66261185801	77696009749	25	66261138796	10	66623395014
	50	25		77696009750			10	77696009727
	60	25		77696009752			10	66623395015
	80	25		77696009753			10	77696009728
	100	25		77696009754				
	120	25		77696009755			10	77696009729
7" x 5/8"-11	24	25	69957349782	77696009759	25	66261138819	10	66623395023
	36	25	66261029863	77696009760	25	66261138818	10	66623395024
	50	25		77696009761	25	66261138817	10	66623395025
	60	25		77696009762	25	66261138816		
	80	25		77696009767			10	66623395026
	100	25		77696009771			10	66623395027
	120	25		77696009772			10	66623395028

Note: Speed Change fiber discs must always be used with back-up pads, see catalog for accessories



AVOS Fiber Discs and Speed-Lok Back-up Pads

- Patented, see-through design allows interrupted cut which reduces heat up to 30% over standard discs
- The scooped holes create air flow to pull swarf away from grinding zone; cool cutting and extended product life
- 15° back-up pad for full use of disc – no gouging
- Quick, tool-free, twist-on and off Speed-Lok fasteners

AVAILABILITY

TIER:	BEST	BEST	BETTER
BRAND:	Norton	Norton	Norton
TRADENAME:	Blaze F980	Red Heat F981S	BlueFire F826P
ABRASIVE:	Ceramic Alumina	Ceramic Alumina	Ceramic Zirconia

SIZE	GRIT	STD. PKG.	PART #	PART #	PART #
4-1/2" Speed-Lok (3 hole)	24	10	66254468389	77696008454	66261129718
	36	10	66254468390	77696008456	66261129719
	50	10	66254468391	77696008457	66261129720
	60	10	66254468392	77696008459	66261129721
	80	10	66254468393	77696008460	66261129722
5" Speed-Lok (3 hole)	24	10	66254468385	77696008471	66261126556
	36	10	66254468386	77696008474	66261126557
	50	10	66254468387	77696008475	66261126558
	60	10	66254468388	77696008477	66261126559
	80	10		77696008478	66261126560
7" Speed-Lok (6 hole)	24	10	66254468381	77696008485	66261137454
	36	10	66254468382	77696010001	66261137455
	50	10	66254468383	77696010002	66261137456
	60	10	66254468384	77696010003	66261137457
	80	10		77696010005	66261137458

Note: AVOS fiber discs must be used with AVOS Speed-Lok back-up pads, see catalog for accessories

BEST
NORTON Blaze, NORTON Red Heat

BETTER
NORTON BlueFire

GOOD
NORTON Neon, NORTON Metal

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