



1st July, 2015

Dear Valued Customer,

Welcome to the GeNEWine Meritor Carrier Program.

Please accept our sincere thanks for the outstanding success you have achieved in the sales of our range of GeNEWine Meritor Carriers (or Drive heads). These were formally known as “reman” carriers.

But guess what!!

They are actually BRAND NEW and manufactured in Meritor plants using GENUINE NEW Meritor parts. Every carrier is now equipped with the latest design improvements/updates. This has been the case for a number of years.

So what has changed now?

We are asking that the selling dealer destroy the core in accordance with the attached instructions. Once this is done and proof is provided to Meritor we will mark it off our register and a core fee will be avoided. Examples of our accepted destruction requirements are attached.

Why destroy the core you may wonder?

Cores are an essential resource for the remanufacturers i.e. your competitors. By making the core available to remanufacturers to rebuild you are creating direct competition to your own business.

Once the destroyed core is approved by Meritor, the Dealer can then scrap the core with the local metal recyclers and receive the scrap value for their dealership.

What happens if a core is not destroyed?

If Meritor does not receive notification that the core is destroyed or still in stock, then we would issue a debit note for \$1500 + GST to the selling PDC who will then on-charge to the affected dealership.

- Unlike others in the marketplace Meritor does not charge an upfront core fee at the time of purchase avoiding messy credits and pending claims.
- We also give sufficient time - 30 days from the date of installation into the vehicle to return the GMC paperwork (formerly known as MRCA).

Effective dates:

The above changes will be implemented from 1st July 2015.

If have any queries or need more information on the changes outlined above, please call Meritor on (03) 8353 6000 or contact customer service via email: cvaau.sales@meritor.com

Yours Truly,

Meritor Australia.