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**BULLS EYE NOVEMBER 2016**

**PRODUCT IN FOCUS - KSMA Brake Shoe Kits**

As an innovation leader in the commercial vehicle industry, Meritor is committed to bringing you the best in braking solutions. Our KSMA Brake Shoe Kits provide premium performance and reliability, backed by the best support in the industry. When the time comes to replace your brake shoes, look no further than Meritor.

**Performance Advantages**

- Correct shoe table arc and dimensions are engineered to OEM specifications
- Original Meritor approved non asbestos lining material
- Anchor pins and rollers made from case hardened steel according to Meritor standards
- Corrosion resistant paint
- All kits contain 2 shoes + hardware for 1 wheel end
- FF rated friction material
- Designed and tested to perform under demanding conditions
- To suit all makes brake types



**Only Meritor offers a comprehensive range of OE and Aftermarket drum and disc braking products.**

Meritor is the largest independent axle and braking system manufacturer in the world. Meritor supplies more than 2 million drum brake assemblies globally to OE truck manufacturers every year.

		MERITOR		COMP. A	
		OE	AFT	OE	AFT
DRUM	Brake Assembly	✓	✓	x	✓
	Drums	✓	✓	x	x
	Brake Shoe Kits	✓	✓	x	✓
DISC	Brake Calipers	✓	✓	x	x
	Brake Pads	✓	✓	x	✓



## **NEW PRODUCTS & SUPERSESSIONS**

### **NEW PRODUCTS**

Part Number	Description
M810625	Auto Slack Tool
R806025A	Auto Slack Adjuster
E-4027	Spring Kit

### **SUPERSESSIONS**

Old Part Number	Description	New Part Number
A63200B2082411	Carrier Assy RS1228B	A63200B2082463
A3256R1188	Tool Bushing Instalation MTA	A3256F1228
17NYS3838A	End Yoke	17N47771X
E-11401A	Kit Auto Slack	E-11401
1229R2592	Ring Snap	1229N5422

All parts displayed in New Products & Supersessions will be available for immediate ordering. Lead times apply for the listed items. Not all parts are available to Independent Customers. Please contact Meritor Customer Service on (03) 8353 6050 for further information. For full list of supersessions, [CLICK HERE](#)



## GETTING TECHNICAL - WHEEL SEALS

### Features & Benefits

- Standard wheel seals feature a nitrile compound rubber (NBR) for the sealing lip
- Premium wheel seals feature a hydrogenated nitrile butadiene rubber (HNBR), offering additional advantages of higher temperature capability, greater wear resistance and compatibility with all known synthetic lubricants
- The multi-zone labyrinth design and low-friction barrier deliver unmatched durability and protection against dirt, grime, water and other contaminants
- The bumper transmits the fitting force from the front of the seal to the outer diameter, and acts as the first defence against contaminants
- The seal provides outstanding lubricant retention and protection against contaminants, but they are also easier to install, which significantly decreases the potential for damage during installation



### Advantages

- 1 Four outside diameter seal points to ensure secure fit in the hub
- 2 Unique multi-zone labyrinth design provides the best protection and the lowest friction
- 3 Stiffer profile and thicker steel to withstand fitting forces
- 4 Rubber front face protects from brake heat
- 5 Unique low friction bumper significantly reduces run-in period, reduces required torque and keeps the seal cool from the outset
- 6 Large crumple zone/safety gap prevents internal damage
- 7 Wide inside diameter with three rubber-ribbed points to ensure proper sealing capability



### Quick Reference Guide

MERITOR PART NUMBER	INDUSTRY CODE	APPLICATION	GRADE
MER0113	47697 47693	Trailer	Standard
MER0123	42623	Trailer	Standard
MER0136	35066	Steer	Standard
MER0143	46305	Trailer	Standard
MER0173	47697	Drive	Standard
MER0223	42627	Trailer	Premium
MER0236	35058	Steer	Premium
MER0243	46300	Trailer	Premium
MER0273	47692 47691 ABS	Drive	Premium



## **EMPLOYEE PROFILE - TIM ANDREW**

Role at Meritor: Account Manager  
Year Joined: 2016

### What is your background in Automotive Sales?

Previously, I worked for Agco (agricultural equipment & machinery) in Marketing & Product Management for 3 years. Prior I was employed in various sales & marketing roles with John Deere (6 years). I also hold a Bachelor of Mechanical Engineering degree from RMIT and an MBA from Melbourne University.

### What are your main job responsibilities?

Functionally, my role is the primary point of contact for all of Meritor's OEM customers, and most of the large national aftermarket distributors. My main responsibilities are to remain the drivetrain supplier of choice by optimising the solution being provided to our OEM partners and also increase our share of the aftermarket business by growing our competitive offering through our national partners.

### What do you enjoy most about your role as an Account Manager?

Dealing with our various key accounts is definitely the highlight. We supply to all of the North American truck brands in Australia, as well as some of the European and Asian brands. On top of this we have some other niche customers such as coach and crane manufacturers that help to mix it up. Each of these customers has their own opportunities and challenges, and it is a great experience to be involved with them all. It is fantastic to be involved in an industry that is bucking the trend being set by GM, Ford and Toyota by continuing to manufacture world leading product, which is competitive in a global market, here in Australia.

### What's your biggest sales challenge?

My biggest challenge in sales is to offer the best of Meritor to each of our customers, that all require something different to achieve their goals. Sometimes these requirements are clear and simple, other times these requirements are grey and vague. It is providing the correct solution to turn grey and vague into clear and simple that is the greatest challenge, and highest reward.

### What are your interests outside work?

Outside work I enjoy travel, snow skiing, 4 wheel driving and family life.



**RUN**  
WITH THE **BULL**



## ADVERTISING

Don't forget to check out our latest ad on Meritor Driveline products in the next edition of Big Rigs.

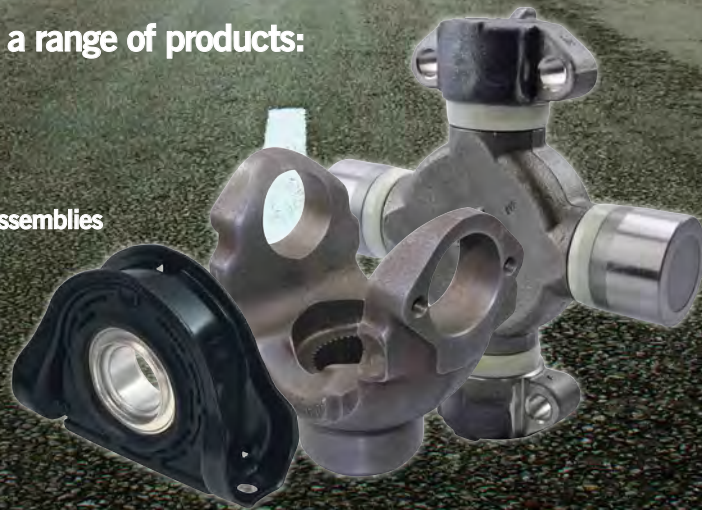
# RUN WITH CONFIDENCE. RUN WITH MERITOR DRIVELINE PARTS.

**Don't just replace your driveline and components.  
Install an improvement.**

**Meritor is fully aware that today's demanding commercial vehicle market requires vehicles that provide a competitive advantage. And reducing cost is always an advantage. So to keep your vehicle operating efficiently for longer with less down time and lower maintenance costs, choose Meritor driveline solutions.**

**Meritor stocks a range of products:**

- **Universal Joints**
- **Centre Bearings**
- **Tube Shafts**
- **Other parts and assemblies**



**Run with the best. Run with the bull.**

Meritor ideas drive results in greater distances, lower maintenance and greater ROI. From Permalube™ RPL drivelines which are greaseless for life to Meritor XTended Lube (MXL™) which halve lubrication costs. Uni joints, self-aligning centre bearings and yokes, Meritor components give you the payback you expect, plus the total Aftermarket support you deserve.

For more information, visit [www.meritorpartsonline.com](http://www.meritorpartsonline.com) or speak with your local OE dealer or call Meritor Customer Service on 03 8353 6050.



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