

# Aftermarket Product in Focus



**MERITOR**

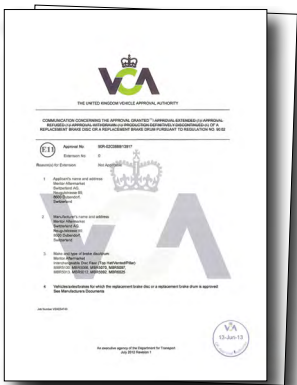
December 2014

## MERITOR Brake Pad Sets

### PROVEN PERFORMANCE

#### Meritor M520 friction material and features delivers

- Excellent braking performance in high temperatures over 500 degrees
- Consistent and reliable brake performance
- Lower operating costs
- Reduced levels of disc wear
- North American and European applications
- Sheer strength exceeded the industry standard
- A long life product manufactured to the highest standards
- Supported by the one year aftermarket warranty



### ECE R90 CERTIFICATION

Quality is always at the forefront of Meritor's philosophy. All MDP3000 Series pads are ECE R90 certified, according to the VCA (Vehicle Certification Agency) and ECE R90 requirements.

### TOP SELLING BRAKE PAD SETS

Part Number	WVA (Trade Number)	Caliper
MDP3126K	29126	WABCO PAN 19-1
MDP3171K	29171	KNORR SK7000
MDP3087K	29087	KNORR SB7000
MDP3125K	29125	MERITOR D DUCO
MDP3174K	29174	MERITOR ELSA 225-3

# Aftermarket Product Bulletin



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## NEW PRODUCTS

Part Number	Description	List Price **
LRG562	Caliper Assy D-3 - LH Kassbohrer	\$3,551.72
LRG563	Caliper Assy D-3 - RH Kassbohrer	\$3,551.72
18N446111X	End Yoke	\$495.61
17N46021X	End Yoke	\$632.74
18TYS38-15	End Yoke Assy 54 Spline	\$288.17
250N7018X	SPL250 Strap Kit	\$77.34
A3235V3012	IAD Assy RD2014X Less Oil Pump	\$810.72
MDP5990	Kit Brake Pad suits Meritor Caliper on Higer Bus	\$1017.80

All parts displayed above will be available for immediate ordering. **Lead times apply for the listed items.**

Please contact Meritor Customer Service on (03) 8353 6050 for further information.

Not all parts are available to Independent Customers. Please contact Meritor Customer Service for availability.

Please visit [http://meritorpartsonline.com.au/Documents/PartsBulletins/Supersessions/supersessions\\_comprehensivelist2014.pdf](http://meritorpartsonline.com.au/Documents/PartsBulletins/Supersessions/supersessions_comprehensivelist2014.pdf)

\*\*All list prices are correct at time of printing and subject to change.

# Aftermarket Special Notices



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## MERITOR CVA CHRISTMAS AND NEW YEAR CLOSURE



We would like to take this opportunity to thank you for your support throughout 2014 and look forward to continuing this through 2015 and beyond.

We would also like to wish you and your families a safe and Merry Christmas. For those who are travelling through this period, please travel safely.

Please see below for closure dates for Meritor CVA (Derrimut) over the Christmas period.

DECEMBER 2014						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
			24		26	
			31			
JANUARY 2015						
				1		

### Legend

	Open until 12:00pm (AEDT - Australian Eastern Daylight Time)
	
	Closed
	Trading

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## MERITOR ANNOUNCES GLOBAL AXLE AND BRAKE CAPABILITIES AT IAA GERMANY

Meritor has showcased the versatility of its axles, brakes and drivelines for the global trucking industry at the 65th IAA Commercial Vehicles 2014 show in Hannover, Germany recently.

Meritor exhibited its global capabilities for light, medium and heavy duty applications with regional specifications.

“Industry professionals from around the world can learn about Meritor’s solutions for commercial vehicle applications in North and South America, Europe and Asia Pacific,” said Jay Craig, president and chief operating officer for Meritor. “We set ourselves apart by designing components that consistently add high value for end customers.”

### **Asia Pacific Footprint**

Meritor engineers and manufactures products for multiple markets in the region featuring higher payload capacity, performance and mobility with better serviceability across applications, including the increasingly popular light commercial vehicle segment:

- **MS10X™ axle:** Built with a power-dense design, the MS10X is compact and light but can handle higher payloads. Its unique banjo design increases ground clearance, and oil-lubricated wheel-end allows easier serviceability.
- **MX610™ front-drive axle:** Engineered for extreme demands, the axle is designed and manufactured in India for 4x4, 6x6, 8x8, 10x10 and 12x12 applications requiring maneuverability and high ground clearance; built for higher payload, performance and mobility
- **ELSA 225H™ air disc brake:** Featuring a European platform localized for China, the air disc brake is engineered for high durability and reliability and best-in-class wear performance.

“We’re uniquely positioned to offer product solutions that are adaptive to the unique needs of commercial vehicle customers around the world,” Craig said.

With more than 100 years of product knowledge and a presence in 18 countries, Meritor engineers products to meet industry demand for fuel-efficient commercial vehicles that are durable and flexible across a wide range of applications in global markets.

\*Not all models will be available in Australia.

# Aftermarket Behind the Scenes



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## STAFF THAT MAKE MERITOR A SUCCESS

### **Employee Profile: Craig Mullen**

Meritor CVA - Derrimut, Victoria

Role at Meritor: Sales Representative

Year Joined: 2011



#### **What is your background in Automotive Sales?**

I began in the industry in 1976 from the age of 16 working for a small truck and tractor dealership in Bendigo. I have since worked in various dealerships as Parts Manager and sales was always part of my role. In 1985 I joined Whitehorse Trucks (later Westar). I gained extensive experience and product knowledge with Nth American, European and Japanese OEM parts as well as All Makes and Trailer parts. I spent 18 months of my employment at Westar as a parts representative before joining Meritor as a full time sales representative in 2011.

#### **What are your main responsibilities as a Sales Representative?**

Promoting Meritor / Euclid Products, and problem solving, the role has changed over the last 12 months as I also liaise with Sales and Service Departments as well as visits to fleets and workshops.

#### **What do you enjoy most about your role at Meritor?**

Customers. Whether it is at a dealership level or the end user, as well as the invaluable relationships that you build within this role.

#### **How does your role impact on the relationship between the customer and sales?**

Product awareness still remains a challenge as a lot of people still do not know what we stock at Meritor, Customers relate to Meritor as only selling Brake and Axle parts and are surprised at what else we can offer. My role is to ensure that clients know about everything we sell and promote Meritor as being the one stop shop for their aftermarket parts.

#### **With over 150 accounts, how do you organise your day around clients?**

I plan my visits 8 weeks in advance, around this time of the year I am already looking to the end of January. When I am in the office, it is day to day, but planning is the key.

#### **What are your interests and hobbies outside work?**

Football, Motor Sport, fishing and relaxing with the family.