

Meritor Bulls Eye

March 2015

In this issue

- Product In Focus
- Local Meritor News
- Global Meritor News
- New Products
- Supersessions
- Getting Technical
- Employee Profile
- Advertising

Product In Focus

MERITOR®

ALLFIT SHOCK ABSORBERS

Introducing the new AllFit Shock Absorber Range

With more than 1500 OE applications for the Australian market, choosing the AllFit brand brings great benefits in durability, performance and comfort.

The quality of our AllFit Shock Absorbers range is backed up by a 1 Year /Unlimited Km Warranty. The AllFit Range is manufactured in the USA at a TS16949 / ISO14001 quality approved factory.



3 Stage Adjustable Shocks to choose between Comfort and Performance ride

Gas Cell Double Seals, for avoiding leaks and maintain performance and durability

Hydraulic Extension Stop delivers up to 5 times more force absorption at full extension

Hydraulic Energized Piston Seal for extended damping performance life

Fast Moving Shock Absorbers

Meritor Standard	Meritor Premium	Application	Compare Number
M85323	M89436	Hendrickson trailer Intraax-HT	P126
M85902		KW rear Airglide 200 10.5" ride height	P153
21228392		Rockwell	
M85724	M89443	Airliner rear FASII	P101
M85310	M89423	KW rear Airglide 100	P705
M85003	M89411	TMC - York Trailer	P171
M85013	M89414	Hendrickson rear HAS230-HAS400-HAS460	P42013
M85053	M89442	Western Star Steer	P198
M83121		Hendrickson rear HAS AIR	P42013M4

Local Meritor News



Meritor Supports a 'Good Start'

The Meritor, Victoria, operations are situated near the local primary school that runs a “Good Start Breakfast Program” for pupils that would otherwise attend school having missed out on breakfast.

As part of our Core Value of “we are socially & environmentally responsible” Meritor team members volunteer to help out on a weekly basis to prepare breakfast for the children. Fund raising conducted at Meritor is also contributed to support the Good Start program.

Pictured helping with the breakfast is Charles Camilleri (OE Operations) and Julia Zlatanovski (Aftermarket Customer Service).



Meritor Around The Globe



Meritor Showcases New Products that 'Fuel Change'

Meritor has introduced a new product at the Technology & Maintenance Council (TMC) 2015 Annual Meeting & Transportation Technology Exhibition in Nashville, Tennessee.

- MTIS™ Tyre Inflation System for Trucks, the industry's first automatic tyre inflation system for linehaul tractors that helps extend tyre and wheel component life, increase performance and fuel efficiency and reduce tyre wear and maintenance.

“Each product on display at TMC is helping fuel change in the industry,” said Chris Villavarayan, president, Americas for Meritor. “Meritor is leading the trend on delivering products that make OEM vehicles more efficient by saving fuel, increasing uptime and reducing maintenance costs. These solutions, combined with DriveForce™, our industry-leading service and support team, will positively impact how fleets do business.”

The following Meritor products have also been launched:

- RPL35™ driveline, designed to handle the higher torque imposed on drivelines from downspeeding engines for fuel economy in linehaul applications.
- Meritor Q+™ and STEELite X30™ drum brakes and EX+™ air disc brakes for truck and trailer applications, engineered to deliver performance and serviceability.

New Products



Part Number	Description	List Price **
E-2420	Spindle Nut H Series	\$21.96
E-2422	Spindle Nut H Series	\$23.83
A63200B2082463	Carrier Assy RS1228B 4.63 Ratio	##
E805.M	Gearset RS1228B 4.63 Ratio	\$5640.05

Supersessions



Old Part Number	Description	New Part Number	List Price **
R801071	AY-ASA 1.50-28	R803111	\$141.66
1228G1723	Bearing	A1228R2254	\$30.38

For a full list of supersessions, please [Click Here](#).

All parts displayed above will be available for immediate ordering. Lead times may apply for some of the listed items. Not all parts are available to Independent Customers. Please contact Meritor Customer Service on (03) 8353 6050 for further information.

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

Please contact your local OE Dealer for pricing information.

Getting Technical



A Guide to Inspecting TRUCK Shock Absorbers

Regularly scheduled shock maintenance doesn't cost in the long run - it saves!!

Like most other chassis components, a program of regular scheduled maintenance for shock absorbers will help to avoid overall maintenance costs.

The role of a shock has changed dramatically. Not so many years ago, most suspensions had heavy, multi-leaf springs with limited travel and a great deal of inherent friction. These suspensions quickly self-damped and therefore limited the amount of work the shock needed to perform.

Low friction suspensions such as air and taper leaf have dramatically changed the shock's role. Shocks now play a critical role in dampening suspension vibration.

Properly functioning shocks maintain stopping distance and can help reduce the wear of more expensive suspension components such as air bags, while assisting in the reduction of tyre wear and vibration through the cab and chassis. They also aid in reducing driver fatigue. Worn shocks simply cannot assist in providing control over today's sophisticated suspension systems and can extend the stopping distance.



When should shocks be replaced?

There are many tell-tale signs that indicate it may be time to replace shocks.

- Uneven tyre wear - balance should be checked first
- Excess Vibration
- Sagging Taper Leaf Springs - This is not caused by weak shocks
- Ride Deterioration
- Premature Wear - Cab, electrical and cooling system components
- Broken or Torn Air Springs - Shocks will only affect this if they are broken or are missing

Getting Technical - cont'd



A Guide to Inspecting TRUCK Shock Absorbers

Leaking vs. Misting Shocks

Misting shocks are often misdiagnosed as failures. Misting is the process whereby very small amounts of shock fluid evaporate at high operating temperatures through the upper seal of the shock. When the "mist" reaches the colder outside air, it condenses and forms a film on the outside of the shock body. When mixed with road debris and dust, a grime will often coat the entire body of the shock. Misting is a perfectly normal and necessary function of the shock. The fluid which evaporates through the seal area helps to lubricate and prolong the life of the seal.

Many technicians find it difficult to differentiate between a misting shock and a true leaker which needs to be replaced. A leaker will show clear signs of fluid leaking in streams from the upper seal. These streams can most easily be seen when the shock is fully extended and one inspects as far up the main body of the shock (underneath the dust cover or tube) as possible.



Light Misting -

Light oil film on upper damper body. No action required - do not remove.

Medium Misting -

Medium oil film on upper damper body. No action required - do not remove.

Heavy Misting -

Heavy oil/dirt film on upper damper body. No action required - do not remove.

Leaking -

Oil leak path lines visible on damper - remove and replace.

Employee Profile - Ivan Cassar



Role at Meritor: Territory Manager, Aftermarket Australia

Year Joined: 1997

What is your background in Automotive Sales?

My first job was with Rockwell just before it became Meritor in 1997 so was straight out of high school. I started as a parts interpreter, answering phones and entering orders then worked my way up into a sales role after 5 to 6 years.

What are your main job responsibilities?

My focus and passion is customer support. I collaborate closely with customers to provide quotes and identify parts, arrange promotions and bulk deals. I promote Meritor products and training opportunities during dealer visits and fleet visits throughout my region, which covers Australia's southern states, Southeast Asia and New Zealand. The Asian customer base think highly of Meritor products. There is aftermarket growth potential in that region.

What do you enjoy most about your role as Territory Manager?

I enjoy traveling and meeting up with customers I have spoken with primarily on the phone and meeting new people. I also enjoy being able to help customers with their inquiries and promote the Meritor brands to them.

What's your biggest sales challenge?

One major challenge is competition from non-genuine products, such as brakes and driveline components, imported from Asia. We face ongoing pricing pressure in the global environment but to our advantage, we offer quality sales and support that competitors can't match.

What are your interests outside work?

I am a keen off-road motorcycle rider. I enjoy watching Australian football and soccer and love travelling with my wife. I have recently become a father for the first time and love spending time with my family.

Advertising



Look out for the latest ad released in the current editions of Owner Driver and Big Rigs, featuring our Meritor AllFit Shock Absorbers!

IDEAS DRIVING RESULTS
SOLUTIONS THAT LAST FOR ROADS THAT DON'T.

**WHEN THE GOING GETS ROUGH,
ONE SHOCK KEEPS GOING.**

Meritor® AllFit shock absorbers feature class-leading technology along with unsurpassed service and support. While low-friction suspensions minimize highway vibration and improve ride, they also require shocks in order to better control roll. Meritor® AllFit shock absorbers meet this demand, delivering a comfortable ride for the driver and providing maximum protection for the cargo.

For more information on Meritor® AllFit shock absorbers, visit www.meritorpartsonline.com, speak with your local Meritor distributor or contact Meritor Customer Service on 03 8353 6050.

MERITOR
ALLFIT