

# Meritor Bulls Eye

June 2015

## In this issue

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

## Product In Focus

# MERITOR®

## WHEEL BEARING & SEAL KITS - MERKITS

Introducing our Wheel Bearing & Seals Kits - MERKITS



- A convenient and easy way to order wheel end bearings and seals for heavy truck and trailer applications.
- Meritor AllFit wheel bearings combined with our wheel seals and other components ensure you have the total package.
- Reductions in cost and time by simplifying the stock range, cross referencing and product handling.
- Hydrogenated Nitrile (HNBR) rubber seals to withstand higher temperatures and synthetic lubricants (MER02XX series).
- Meritor branded bearings offering outstanding performance and quality.
- 1 year unlimited km warranty.

Meritor Part No.	Seal	Inner Bearing	Outer Bearing	Cap Gasket & Lock Tab	Application	
MERKIT001	MER0136	MERSET413	MERSET406	E-03009 R002298	Steer Axle	Dana-Eaton-Meritor FG941
MERKIT002	MER0164	MERSET423	MERSET424	E-03009 R002659	Steer Axle	Meritor FL941 - MFS73
MERKIT003	MER0273	MERSET403	MERSET401	2208E1123 1229F4634S	Drive Axle	Dana-Meritor
MERKIT004	MER0243	MERSET414	MERSET413	E-03009 E-2237	Trailer Axle	General Purpose
MERKIT005	MER0223	MERSET415	MERSET415	E-1559 (Split pin) E-05500 (O ring)	Trailer Axle	Fruehauf-Pro Par

## New Products



Part Number	Description	List Price **
92NYS332	End Yoke 2.75' x 10' Spline 92N Series	\$1,434.27
M44D76617	Rotor suits Bendix # 802082	\$1,048.39
MERKIT001	Wheel Bearing & Seal Kit	\$154.52
MERKIT002	Wheel Bearing & Seal Kit	\$197.68
MERKIT003	Wheel Bearing & Seal Kit	\$232.29
MERKIT004	Wheel Bearing & Seal Kit	\$191.19
MERKIT005	Wheel Bearing & Seal Kit	\$250.71

## Supersessions



Old Part Number	Description	New Part Number	List Price **
A23102H34A	Torque Rod 535mm	A13102R44A	\$434.76
A13102H8A	Torque Rod 560mm	A13102U47A	\$982.34
A23102G7A	Torque Rod 535mm	A13102R44A	\$434.76
1069375	Magnet	2297W8733S	\$8.99

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



## How to Read Brake Shoe Graphs

### Test Results

The FMVSS 121 Lining test results can be a little confusing but understanding them as well as it's implication is important. These graphs show the results of a test procedure that simulates real highway conditions. When comparing graphs, it is important to compare the exact same test parameters, otherwise you are not comparing apples with apples.

The Test has 4 steps:

- Cold / Hot Burnish
- Retardation
- Brake Power (Fade)
- Recovery

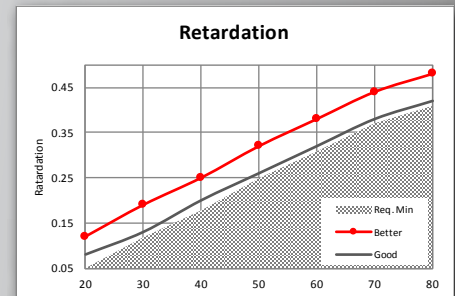
**A) Burnish:** The objective of this process is to provide a good lining to drum contact.

### B) Brake Retardation Force:

**Meaning:** This is a measurement of resistance, like friction. A material that offers higher force across all pressure settings offers better retardation to decelerate the vehicle.

**What to look for:**  
The higher, the better.

**How is it tested?**  
7 stops from 50mph at increasing air pressure.



## Getting Technical Cont;

## How to Read Brake Shoe Graphs

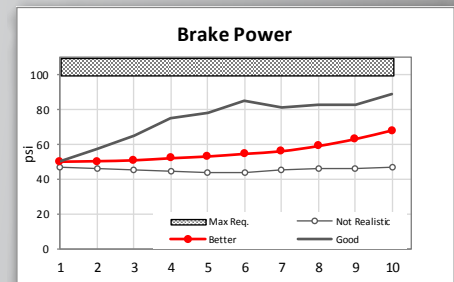


### C) Brake Power (also referred to as Fade):

**Meaning:** This indicates how much pressure from the brake chamber is required to decelerate. The less pressure required means the brake material performs better.

**What to look for:** Less is better. An ascending curve is preferred because as temperature increases, the friction decreases. A semi-flat curve is not realistic.

**How is it tested?**  
20 stops from 30pmh at a rate of 12ft/s<sup>2</sup>, two minutes after the brake power test. This test is conducted in 60 second cycles.

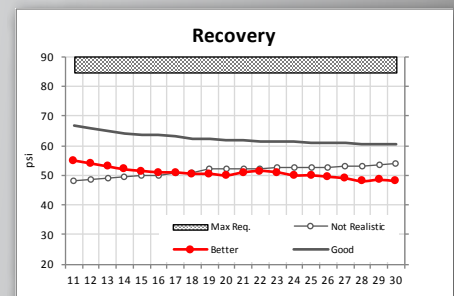


### D) Recovery:

**Meaning:** This test measures how a lining material improves its performance as it starts cooling.

**What to look for:** Less is better. Ideally, it should be a descending curve and at lower than the brake power.

**How is it tested?**  
20 stops from 30pmh at a rate of 12ft/s<sup>2</sup>, two minutes after the brake power test. This test is conducted in 60 second cycles.



**Make the smarter decision, choose Meritor Brake Shoe Kits.**



## Around The Globe



### Meritor® Named Doleco USA Master Distributor

Meritor announced a master distribution agreement with Doleco USA, Inc. to sell Doleco's cargo restraint products for flatbeds and van trailers to North America warehouse distributors (WDs) and original equipment dealers, effective immediately.

***"Doleco has had an excellent reputation for designing and building high-quality cargo restraint solutions since 1935,"*** said Aaron Bickford, director, Brake and Wheel-End, Aftermarket for Meritor™. ***"They do much more than just sell products; they offer customized solutions rather than strictly selling off-the-shelf parts – and this is what makes them a valuable partner."***

Doleco cargo restraints, which are offered through the Meritor and Euclid™ product lines, maintain Doleco branding. The new line initially includes more than 600 part numbers to meet customer demand, with more to be added in the future.

Bickford said Meritor was seeking a supplier to help better serve all customers, including those with non-conventional applications. WDs have greater ordering flexibility because any Doleco product can be added to an existing stock order with no minimum dollar requirement. Smaller WDs, for example, that need only a small number of cargo straps can custom order these products and bundle them into their orders for other Meritor parts.

***"Meritor, which has a strong industry presence, a vast distribution network and an experienced aftermarket salesforce, is the ideal resource for our shared customers,"*** said Ralph Abato, president and managing director, Doleco USA.

Doleco products will be available through Meritor's distribution centers in Florence, Kentucky and in Edmonton, Alberta and Brampton, Ontario, Canada.

The distribution of Doleco parts by Meritor Australia will be announced at a later date.

**For more information regarding Meritor Australia's distribution of Doleco products, please contact Sanjay Bhat, Product Development Manager -Meritor Aftermarket on (03) 8353 6040 or email [sanjay.bhat@meritor.com](mailto:sanjay.bhat@meritor.com).**

### About Dolezych

Founded in 1935 in Dortmund, Germany, Dolezych is a leading manufacturer and supplier of lifting equipment, slings, ropes and load-securing technologies. Dolezych offers secure and reliable solutions for the lifting and transportation of goods – whether it's on-site in production plants, on construction sites, or by transportation via road, rail, sea, and air cargo. In addition to its most recent expansion in the USA, Dolezych also has operations in Poland, Switzerland, China, Chile, Ukraine, Russia and Turkey with more than 600 employees worldwide.

Doleco USA started operations in the United States in 2013 and is the first sales, distribution and manufacturing presence in North America for Dolezych, an 80-year-old, family owned, German-based manufacturer.

## Local Meritor News



### 2015 Brisbane Truck Show Wrap Up

Meritor Aftermarket and Truck were part of the recent Brisbane Truck Show held last month. The sun was shining and it was another successful turnout with many enquiries on parts and visitors to the stand. We also ran a competition for a Waeco fridge. Visitors needed to answer a few questions on the product videos to be in the draw.



Pictured: Staff members from Meritor Australia & International. **(from front left)** Matt Wolfe (MD - Meritor Australia), Renzo Barone (Field Sales - Truck), Russell Kerr (Marketing), Ivan Cassar (Aftermarket Sales - Asean), Scott McGregor (Director of Finance - Meritor International), Michael Snell (Sales Manager), **(far back)** Joseph Plomin (President - Meritor International), Craig Mullen (Field Sales - Aftermarket), Sanjay Bhat (Product & Marketing Manager - Aftermarket), Wayne Pulford (Field Sales - Aftermarket)



### And the winner is...

Congratulations to Chris Blanchard of Herb Blanchard Haulage in Queensland, who is our lucky winner of the Waeco fridge drawn at our stand at the Brisbane Truck Show. Thank you for your support Chris.



## Employee Profile - Craig McDowell



**Role at Meritor:** Technical Support - Customer Service

**Year Joined:** 2012

### **What is your background in automotive technical support?**

I have over 20 years industry experience, working with major European and American OEM's in retail, wholesale and dealer support roles.

### **What are your main job responsibilities?**

I assist and educate all dealers and PDC staff in sourcing the correct parts for all Meritor related components. A key element is ensuring that VOR (emergency) orders are dispatched accurately and on time.

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

I like being the first hand contact for truck and trailer industry people from retail staff to wholesale and manufacturing.

I get a lot of satisfaction from helping people and leaving a positive impression of Meritor, the Meritor team and myself.

### **What is your biggest challenge in this role?**

The biggest potential challenge is Meritor Australia branching into new and diverse businesses such as European carriers and braking and the expansion of our trailer products and new All Fit shock absorber range. With such a diverse new product range it is vital that we stay on top of any new developments to ensure that we can share product knowledge with our large client base.

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

Family takes up most of my spare time as I am recently married with a gorgeous new wife and 2 beautiful little girls under 2 years old. I also enjoy motorbike riding, fishing and catching up with mates for a chat, food and a drink.

## Advertising



Look out for our latest ad on KSMA brake shoe kits appearing in Owner Driver.

**IDEAS DRIVING RESULTS**

**WILL YOUR SHOES PERFORM WHEN IT REALLY MATTERS?**

**Premature wear can be a result of inferior quality brake shoes.**

As the market leader in drum brakes, Meritor genuine 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.

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