

BULLS EYE 2019

AFTERMARKET MAR 2019

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MERITOR



BULLS EYE 2019

PRODUCT IN FOCUS MERITOR® MXL™ U-JOINT

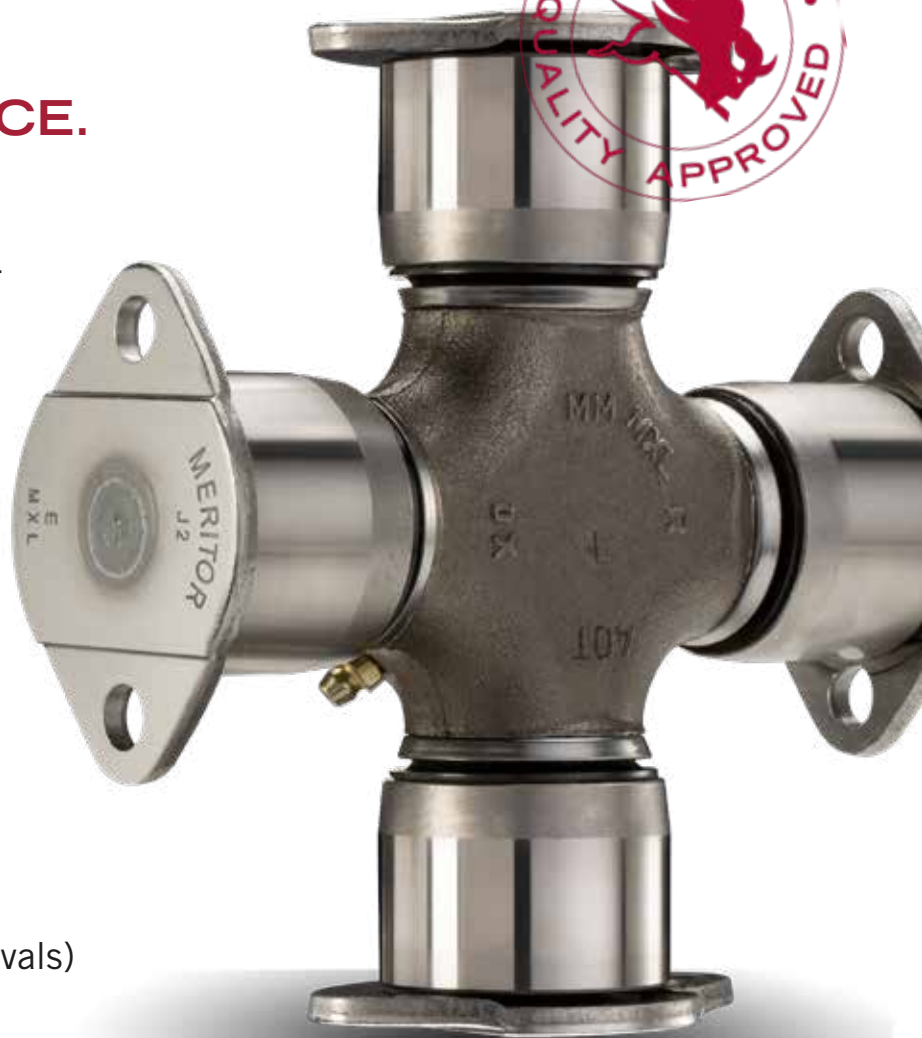


**MORE DISTANCE.
LESS MAINTENANCE.**

MERITOR® Universal Joint components have been linking Transmissions and Drive Axles for trouble-free driving for decades and continue to innovate with 100-plus years of Driveline technology development experience.

Product Overview

- Quality Components
- Durability
- Proven Performance
- Reduced Costs (extend lube intervals)
- Interchangeable
- 2-year unlimited KM warranty (parts only)



NEW

Find out more



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SPECIAL NOTICE **MERITOR MXL UJ & KING PIN KIT** **NOW WITH 2-YEAR UNLIMITED WARRANTY**

MERITOR Aftermarket is now offering 2-YEAR UNLIMITED KM WARRANTY on MXL UJ & KING PIN KITS

For purchases made after January 1, 2019, we warrant all Meritor MXL Universal Joints and King Pin Kits (parts only) for two years from date of shipment to the buyer against defective material or workmanship (but not against damage caused by accident, abuse or improper installation, maintenance or repair) when such parts are used on vehicles the specifications of which have been approved by our Engineering Department.



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TECH TIPS COMMON COMPONENT FAILURES

1. U-Joint Shockload



Cause of Failure

Shock load applied a sudden and powerful force to the u-joint, which caused it to fail. For example, the operator backed under a trailer with excessive force, or the vehicle's spinning wheel hit dry pavement.

What to look for?

A rough, crystalline surface has formed on the u-joint at the fracture point.

Prevention

Teach drivers how to correctly operate a vehicle.

2. U-Joint Maintenance



Cause of Failure

The u-joint failed because it wasn't maintained according to Meritor's maintenance practices and intervals. Galling, a type of surface fatigue, can also occur when two unlubricated metal surfaces rub against each other. Galling is also called "metal transfer".

What to look for?

Heat and friction caused by insufficient lubricant, or installing an incorrect lubricant, caused a u-joint to wear through the side of its bearing cap. A u-joint requires a high-quality extreme pressure (EP) lubricant.

3. Drive Shaft Tube



Cause of Failure

The figure shows that shock load occurred on a drive shaft tube.

What to look for?

You'll see that the tube is twisted and bent, but didn't fracture or separate from other components, which is the usual result of shock load. The drive shaft tube is the only driveline component that's affected this way by shock load.

Shock loads to drive shafts usually do not break or crack the shaft, but cause it to twist.

TECH TIPS COMMON COMPONENT FAILURES

4. YOKE Broken



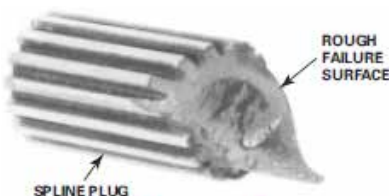
Cause of failure?

Instantaneous shock load applies a sudden and powerful force to the yoke, which caused it to fracture and fail. For example, instantaneous shock load occurs when a vehicle's spinning wheel hits dry pavement.

What to look for?

The yoke fracture is a clean break and rough crystalline surface has formed at the fracture point.

5. Splined Shaft



Cause of failure?

Torsional fatigue caused excessive twisting that weakened the splined shaft and caused it to fail.

What to look for?

Torsional fatigue has damaged the splined shaft (see image). The fracture started at the base of each spline. As the splines continued to weaken, the metal formed a star-shaped, radial pattern, which eventually broke the shaft at the centre.

Prevention

Operate a vehicle within its approved application and weight limits. Follow Meritor's recommended maintenance practices and service procedures.

6. Trunnion Wear



Cause of failure

Brinelling which is a type of surface fatigue, caused the needle rollers to wear deep grooves into the trunnion surface, and in some cases, the bearing cap.

What to look for?

This roller bearing shows the effects of brinelling which causes the needle rollers to wear grooves into the surface of the trunnion.

To determine if the condition you see is brinelling, check the trunnion with your fingertip. Do you feel deep grooves? If so, brinelling has occurred.

Prevention

Operate a vehicle within its approved application and weight limits, follow recommended maintenance practices.



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NEW PRODUCTS & SUPERSESSIONS

NEW PRODUCTS

PART NUMBER	DESCRIPTION
A3282Z1040	CLUTCH HOUSING ASSEMBLY
3108200	CONTROL BOX ASSY PSI – MERITOR TIRE INFLATION SYSTEM
E793299U5195	BRACKET BRAKE CHAMBER
E793299V5196	BRACKET BRAKE CHAMBER
MBD2071	DRUM BRAKE FRONT 335PCD
R930176	PRESET REBUILD KIT – TN TRAILER (Ref: #10081730)
A73235U1945	DIFFERENTIAL CASE ASSEMBLY - CARRIER ASSY, STD DIFF
R802487	SLACK ADJUSTER 28SP 6" TRAILER AUTO
68491107	BRAKE CHAMBER T24/24
MLF21221307	AIR SPRING ROR VARIOUS
MLF21222442	AIR SPRING ROR FLEXAIR FL9000
MLF21229214	AIR SPRING ROR CS9
KIT4428-HD	KIT BEARING 160 FWD HEAVY DUTY

SUPERSESSIONS

OLD PN	DESCRIPTION	NEW PN
15X1892	U BOLT M20x159x1.5	2297P9246

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](#)



CUSTOMER SERVICE PROFILE

AFTERMARKET CUSTOMER SERVICE MEET OUR FRIENDLY CUSTOMER SERVICE TEAM



Gordana
Customer Service Manager



Craig
Senior Parts Interpreter



Peta
Parts Interpreter



Tania
Customer Service Specialist



Diane
Customer Service Specialist



Angelina
Customer Service Specialist

WE LOOK FORWARD TO HELPING YOU

(03) 8353 6050

CVAU.SALES@MERITOR.COM

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EMPLOYEE PROFILE KHOA D. NGUYEN (TONY)

ROLE AT MERITOR: Vietnam Country Manager
YEAR OF JOIN: 2018



1. How did you come to become Meritor's territory manager in Vietnam? Please explain.

I knew Meritor through HR2B (Meritor's agency). When I looked into Meritor, I thought this is a new horizon for my future with the scope of position. When I had the interview with Michael, I knew I had the right boss who supports me in developing the Vietnam market.

2. Please describe for us the current trucking market in Vietnam.

The population of trucks is around 1 million. The major brands of truck market are Korea (Hyundai, Kia), Japan (Hino, Isuzu) and China (Dongfeng, Chenglong, JAC et.) The minority are American and European trucks (Freightliner, Navistar, Pro Star, MAN, Volvo Iveco etc). The population of American trucks is around 80K in the Vietnam market with the two main areas being Ho Chi Minh and Hai Phong city.

3. What are the opportunities for Meritor in Vietnam. Do we have opportunities on the OEM and aftermarket sides of the business? Please explain.

American truck distributors import second hand trucks for the Vietnam market. Meritor Australia discussed with Navistar to set up the channel of OEM and after market through truck dealers. This is a big project for future and ties in with our goals. We currently supply Meritor parts through our distributors who sell to part shops, garages and fleets.

4. What challenges do you face as territory manager as you work to Meritor's goals in Vietnam?

Meritor is one of the leading brands in the world with high quality, however we are facing low quality brands and copied parts from China so we have to support and communicate to our customers. It is difficult for Meritor Australia to change the mindset of customers to using new genuine parts in this region.

5. Do you have a sales team that reports to you? If so, how many and do they cover the entire country?

Meritor supplies to our customers in Vietnam through distributors. I do not have a sales team in Vietnam. However, I have great support from customer service, the marketing team and higher management in Australia.

6. What do you enjoy most about your job?

I enjoy the entrepreneurship and empowerment as if I am working for my own company.

7. What do you do when you're not working? Do you have any hobbies or interesting outside activities?

I spend time with my family, visiting relatives and helping my daughter's studying. I want the younger generation to have a better future. My other hobbies are swimming and badminton.



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