

# BULLS EYE 2021



## AFTERMARKET

DEC 2021

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## SPECIAL NOTICE CHRISTMAS & NEW YEAR'S TRADING

As we head into the festive season wrapping up another year with Meritor, please be advised on the following dates below affecting our operations.

### Commercial Vehicle Services (Sunshine facility)

Planned last day of production concludes

**Thursday 23 December 2021**

First day of production commences

**Monday 10 January 2022**

### Commercial Vehicle Aftermarket (Derrimut facility)

**DECEMBER 2021**

**Friday 24** (8am to 12pm)

**VOR ORDER CUT OFF** 10am

*(Standard lead times apply)*

**PICK UP CUT OFF** 11:30am

**Monday 27 Closed**

**Tuesday 28 Closed**

**Wednesday 29** (8am to 4:30pm)

**Thursday 30** (8am to 4:30pm)

**DECEMBER 2021**

**Friday 31** (8am to 12pm)

**VOR ORDER CUT OFF** 10am

*(Standard lead times apply)*

**PICK UP CUT OFF** 11:30am

**JANUARY 2022**

**Monday 3 Closed**







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## ACTIVITIES INLAND TRUCK CENTRE PROMOTION

Inland Truck Centre is running a promotion over the duration of October through to December 2021 for a chance to win a Weber BBQ & Patio Cart with any Meritor purchases made during the promotional period at each of their branches based in New South Wales. The branches have come up with creative ideas to promote the prize and Meritor products as shown below.







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## ACTIVITIES

### TRP SOMERTON GRAND OPENING EVENT

Third time's the charm for TRP Somerton after having to postpone their grand opening event not once but twice due to lockdowns in Melbourne. After much anticipation the event was held on Friday the 3rd of December; one of the first customer events our sales representative Craig Mullen had attended after being in the most locked down city in the world! As such this was a fantastic way to end the year where customers and suppliers had the opportunity to interact face-to-face and celebrate with giveaways and deals on the day.





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## PRODUCT IN FOCUS

### RED DRUM RANGE

### ARE YOU RED-DY?

- Lightweight construction with 20% weight reduction compared to cast drums for increased payload capacity and improved fuel consumption
- Single piece steel shell, machine balanced with no weld seams and balance weights delivers superior concentricity and better road handling
- Meritor tested, validated and quality approved with 1 year unlimited kilometre warranty for added peace of mind

\*Available to order now



8.62" TRAILER\*



7" DRIVE & GP TRAILER



5" STEER

Part No.	Brake Size	PCD (Bolt Circle)	Bolt Holes	Bolt Hole Size	Overall Depth	Brake Surface Width	Pilot Diameter	Weight	Type	GAWR
MBD136L	16.5" x 5"	11.25" (285mm)	10	1" (25.4mm)	9.23" (234mm)	5.83" (148mm)	8.78" (223mm)	77lb (35kg)	Balanced	14,600
MBD190L	16.5" x 7"	11.25" (285mm)	10	1" (25.4mm)	10.38" (264mm)	7.6" (194mm)	8.78" (223mm)	88lb (40kg)	Balanced	23,000
MBD282L	16.5" x 8.62"	11.25" (285mm)	10	1" (25.4mm)	11.04" (280mm)	9.15" (232mm)	8.78" (223mm)	100lb (45kg)	Balanced	23,000

Find out more





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## NEW PRODUCTS RED BRAKE CHAMBERS

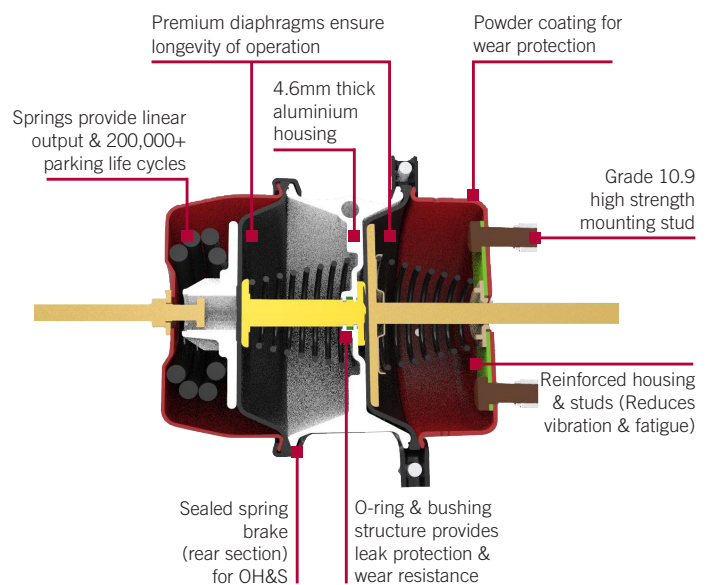
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- Tested to meet SAE standards ensuring optimal reliability across applications
- Heavy-duty powder-coated housing finished in Meritor Red for longer life
- Includes release tool, mounting hardware and clevis for ease of installation

\*Available to order now



Part No.	Specifications
MBC2430	Size 2430, 2.5" stroke SAE J1469 & J2318 compliant Standard Service, Emergency port holes (3/8-18 NPTF) & distance between mounting studs (4.75")
MBC3030	Size 3030, 2.5" stroke SAE J1469 & J2318 compliant Standard Service, Emergency port holes (3/8-18 NPTF) & distance between mounting studs (4.75")



Find out more







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## QUICK REFERENCE KING PIN KIT TOOLS

Specially made tools to make installation of Meritor no-ream king pin kits quick and easy.

### BUSH DRIVER TOOL

Part No.	Application
R213005	Suits Meritor FG941/MFS66/MFS14 & Dana/Eaton E1320I
R213007	Suits Meritor MFS73/MFS16/FL941
R213011	Suits Dana/Eaton E13221W/E14621W
R213012	Suits Dana/Eaton I-140S/I-140W

**Installation instruction:** <https://graphicvillage.org/meritor/mm2.pdf>



### FASTSET™ SPIRAL BUSH T HANDLE TOOL

Part No.	Application
R212087	Suit all FastSet™ spiral bush kits

**Installation instruction:** <https://graphicvillage.org/meritor/TP1634.pdf>



### WATCH NO REAM KING PIN KIT INSTALLATION VIDEO

**Click the link view:** <https://www.youtube.com/watch?v=GBkCOLyWgk8>

Find out more





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## CAREERS AT MERITOR PRODUCT MANAGER (AFTERMARKET)

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#### About the Position

Reporting to the Product & Marketing Manager the key responsibilities include:

- Be the main driver for product development or brand positioning from initial concept, development, testing, procurement and marketing from concept through to life cycle conclusion.
- Develop marketing programs and incentives to ensure that Meritor products and brands maximise sales and profitability.
- Take a lead role in developing future business and product introduction plans.
- Lead and manage required activities between internal departments to ensure the success of product sales plans.
- Develop strong working relationships with key local and overseas distributors including counterparts at major truck and trailer OEM's (Original Equipment Manufacturers)
- Oversee creation of technical marketing literature for a portfolio of products and maintain existing technical marketing literature.
- Maintain a current offering at part number level by initiating system change requests.
- Carry out market analysis to ensure Meritor offering is competitively positioned while ensuring overall product line portfolio profitability
- Maintain effective industry networks.
- Assist in preparing annual sales forecasts and marketing plans
- Support the company's products with customer visits and represent the company at industry shows and customer events.

For more details on the job description please email [cvaau.marketing@meritor.com](mailto:cvaau.marketing@meritor.com)  
Please send your expressions of interest by 24 December 2021.







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## STANDARD OPERATION PROCEDURE

### #21-002 - STANDARD PACK QUANTITIES (SPQ)

Meritor continues to strive towards providing our customers with improved service and performance. We have identified an area of improvement in the service we can provide by moving to “Standard Pack Quantities” (SPQ).

#### What does this mean?

We will be providing small parts such as hardware components in pre-packed defined multiples (SPQ) offering the following benefits for Meritor and our customers:

#### Improved efficiency through:

- Removal of double handling (unpack and re-pack)
- Ease with handling small parts
- Part identification on the package
- Removal of small loose parts from orders reducing mix ups and/or loss

#### Waste reduction:

- Less packaging going into land fill

#### Quality improvement:

- Reduced risk for counting errors
- Packaging integrity maintained
  - Minimising risk of part deterioration
  - Minimising risk of part damage
- Maintaining quality of packaging

The change to “Standard Pack Quantities” will commence from 1 January 2022.

Orders received in January 2022 for parts on the list which do not match the defined SPQ will be adjusted to match the defined multiple

If you require further assistance please speak with your Meritor Customer Service or Sales representative.

Find out more





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