

MERITOR® REACH THE NEW SERVICE GARAGE NETWORK



MERITOR®

Service Point

USEFUL INFORMATION FOR DISTRIBUTORS

Meritor Service Point signage is a way to increase your business with your customers and at the same time, increase their loyalty to the Meritor and TruckTechnic brands.

How does it work?

The best garages that service vehicles with Meritor and TruckTechnic spare parts and in areas which are sensitive to the signage concept, may be eligible for Meritor Service Point signage to display at their premises.

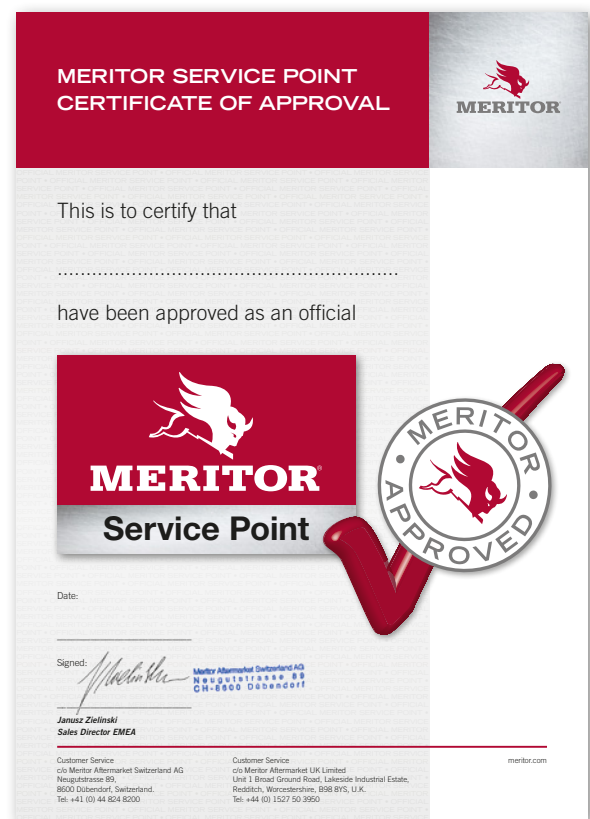


However, the following needs to be considered before a garage is selected:-

1. The Meritor team will audit the garages that you propose.
2. Garages will need to sign an agreement covering the terms and conditions of Meritor Service Point signage.
3. The distributor that sponsors the garage and the garage itself will enter into a promotional and service agreement, with bonuses available for meeting sales targets.

WELCOME PACK AND MORE..

After When the contract is signed, the garage will be presented with an official Service Point certificate and accompanying signage.



...together with a special welcome package that includes the following:

- Meritor caps
- Meritor mugs
- Meritor pens
- Meritor key rings
- Meritor flags



(items subject to change)

SUPPORT



Meritor will also schedule a special technical training session with each garage and will also provide literature such as catalogues, brochures and technical information. Garages will also be given access to...

MERITOR SERVICE POINT DEDICATED WEBSITE!



BENEFITS FOR YOU:

- Pull effect
- Sales increase
- Improved contact with the best garages in your country
- Win new customers
- Profit from Meritor's own investment to promote its brands and its Meritor Service Point network
- Specific Meritor Service Point Newsletter
- Added value to offer to garages and increased sales
- Raised your business profile as a Meritor distributor
- Access to special promotions dedicated and exclusive to the Meritor Service Point network
- Receive training and provide Meritor training to garages
- Specific end year rebate, exclusive to the Meritor Service Point network program
- Benefit from Marketing Coop programs
- Attendance to a general Meritor Service Point congress once a year





MSP2015EN

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Issued 12-20 Publication MSP2015EN

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