



CONNECT

OCTOBER 2018

Introducing the 31MT™ Commercial Vehicle Starter

We're excited to introduce the newest starter in our robust portfolio: the Delco Remy 31MT Starter.

Developed from the 29MT™ design—of which there are more than 1.25 million OE units installed—the 31MT model family provides a wide range of coverage for the Class 6 & 7 commercial vehicle aftermarket.

This new starter—which provides 10% more peak power than the competition—is ideal for medium-duty commercial vehicle applications because of its durability and reliability.

“BorgWarner continues to invest in new products for the commercial vehicle business, and the 31MT is especially exciting because it expands our footprint in the medium duty aftermarket,” says Brian Koehlinger, Senior Sales Manager. “The 31MT is ideal for applications that have lots of starts and stops or work in a variety of

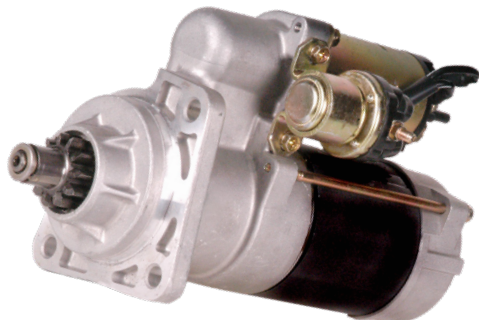
stressful driving conditions. It offers strength, power, durability—and affordability.”

A Legacy of Reliability

“It was built from a reliable platform—but offers improvements that increase performance (kW output), durability and corrosion resistance,” he explains.

Key improvements include:

- Silicon lamination armature increased cranking power
- Improved commutator and new bearing with O-ring for greater starter durability
- Stainless brush springs and new plated brush holder for increased corrosion resistance, performance and starter durability



With only seven part numbers, the 31MT provides coverage for more than 750,000 medium duty vehicles in operation in the U.S.

(VIO source Polk 9/18)

SPECIFICATIONS

Engine Size	12V up to 9 liters
Rotation	Clockwise
Mounting	12V: SAE #1
Pinion Data	10 tooth, 10-12 pitch 10 tooth, 8-10 pitch 9 tooth, mod 3-metric
Output	12V peak at 4.1kW
Weight	8.4 kg / 18.5 lbs.
Diameter	90 mm / 3.5 inches
Engagement System	Positive shift engagement

(continued on page 3)

Tech Tip: Cleaning Off-Highway Equipment to Avoid Water Damage, Corrosion

If you manage a fleet of off-highway equipment, you know they get dirty—sometimes really dirty. That's what they're made for—to endure the rough elements off the main roads. Cleaning off-highway equipment is a regular part of maintaining it. But did you know that if you are pressure washing, steam cleaning or using chemical degreasers, you could end up with a problem far worse than dust and dirt if you don't clean it properly? That problem is corrosion of the starter or alternator.



While both the Delco Remy branded starters and alternators are laboratory tested to withstand salt spray, muddy water, dust, high pressure water and chemical exposure, it's important to avoid contamination during cleaning. Direct exposure of the starter or alternator to high pressure water, steam or chemical cleaners will shorten the service life of these electrical products by increasing circuit resistance and heat.

Much too often, we've seen this happen when equipment is cleaned and immediately put away in storage. Days, weeks or months later, when it is taken out again, the starter or alternator is damaged or fails completely. Sometimes parts are even bonded together—metal to metal. All the result of water damage and corrosion.

Next time you pressure wash your equipment, follow these simple steps.

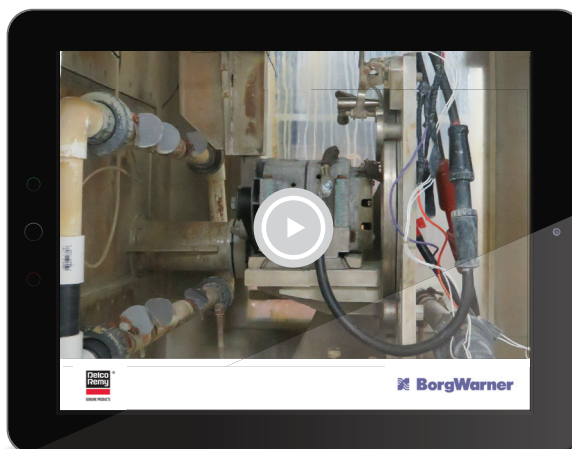
- **Avoid directly spraying the starter or alternator.** If direct spray cannot be avoided, shield or cover the alternator/ starter to avoid moisture intrusion and other contamination.

- After you're done washing the vehicle, then start it. Let it run several minutes. This will help the components dry out.

Generally, we advise letting it run between 10 to 15 minutes. When deciding how long to run the engine so the components can air out, consider things like the size of the equipment,

the RPM, the amount of airflow where you're at, and even the air temperature.

Just taking a little extra preparation before cleaning and time on the back-end will help you avoid headaches—and unwanted repairs—when you're ready to use your equipment again.



Watch our Tech Tip video to learn more about the impacts of improper equipment washing. Visit tinyurl.com/DelcoRemyYouTube today!

Ryder Recognizes BorgWarner's Long-term Support of Tech Competition



As one of the longest-supporting suppliers of the annual national competition, BorgWarner was presented with Ryder's Appreciation Award at the competition this summer.

"It's been an honor to be invited to participate every year," says Randy Andis, Director of Aftermarket Operations. "We've been part of practically every Top Tech competition with Ryder—the only heavy duty electrical components manufacturer to participate year after year."

Andis says the award demonstrates the close trust and partnership the two companies share.

"Ryder trusts the Delco Remy brand—and that's about our people as much as it is our products," he explains.

Sponsored Test Station

BorgWarner sponsored and judged the Delco Remy branded electrical diagnostics station where contestants had to identify and resolve a heavy duty electrical component issue.

"We give them everything they need to diagnose and solve the issue," says Brian Thompson, National Fleet Manager who designs and organizes the station. "We evaluate their success on both the sequence of steps and the speed with which they execute those steps."

About the Ryder Competition

Eligible participants are selected from Ryder's team of nearly 6,000 U.S. and Canadian-based technicians. They are measured on technical training qualifications, outstanding customer service performance and quality workmanship. The Top Tech final competition consists of 10 rigorous hands-on skill tests, including vehicle electronics, preventive maintenance and air conditioning.

A Natural Extension of BorgWarner Training

BorgWarner's participation in competitions like the Ryder's Top Tech is really just an extension of the training we provide to customers throughout the year.

"We regularly provide training so our customers have the most up-to-date skills and know-how to address problems, minimize maintenance costs and increase time on the road," Andis says. "At the Ryder competition, we see what the culmination of years of training produces: these techs are highly skilled, the best of the best—and it's exciting to watch them."

Introducing the 31MT™ Heavy Duty Starter (continued from page 1)

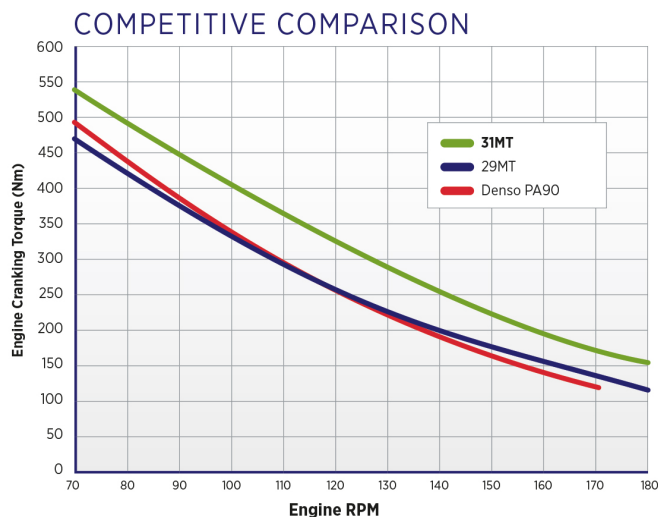
Plus, this model features a positive shift engagement system. In the case of tooth abutment, the armature rotation in full power clears the abutment to allow pinion engagement. The benefit is zero click-no-cranks. This is well suited for high start/stop vehicle applications.

Add New 31MT All-Makes P/Ns to Inventory

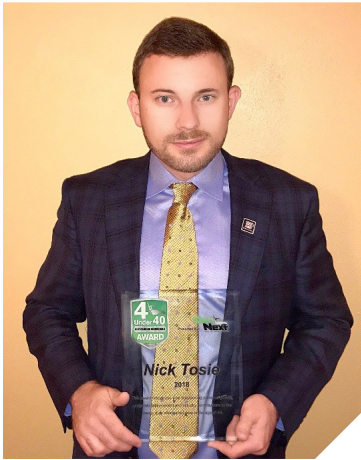
Download our new 31MT product brochure today to see application coverage and the top competitor part number cross references.

Ideal Applications

- Delivery vehicles
- Waste disposal vehicles
- Emergency vehicles
- Recreational vehicles
- School and shuttle buses
- Tow and haulers
- Generation sets and compressor units



GenNext Recognized Nick Tosie with “4 Under 40” Award



GenNext awarded four aftermarket professionals with its first-ever “4 Under 40” Award— including our very own Nick Tosie, National Accounts Manager, Aftermarket at BorgWarner Inc. Awards were presented at the opening session at the Commercial Vehicle Solutions Network’s (CVSN) Aftermarket Distribution Summit. Sponsored by *Truck Parts & Service*

magazine, the awards recognize younger individuals for their personal growth, corporate achievements and industry contributions to the heavy duty aftermarket prior to the age of 40. Tosie and the other award winners were chosen from almost 50 nominees.

Follow Us Online

Stay connected to what’s happening with Delco Remy genuine starters and alternators on the BorgWarner social media pages.



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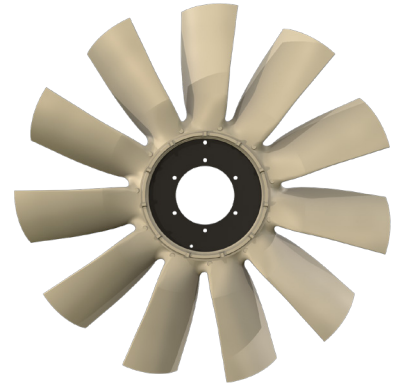


Twitter:
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Thermal Part Numbers Expanding to Include Fans

We are excited to announce the addition of fans as part of the thermal product offering. Fifteen new fan part numbers will be offered, covering more than 250 applications for Freightliner, International, Kenworth, Mack, Peterbilt, Sterling Truck and Western Star chassis.

The fans will be available for sale this month, adding to the growing number of BorgWarner thermal part numbers available to the commercial vehicle aftermarket.



New Part Numbers



Go to The Latest at **delcoremy.com** to find the following:

- Newly released heavy duty starters
- New part number cross references
- Most frequently searched competitor part number cross references

