

CONNECT

JUNE 2022

Smart Starter Technology Added to High-Volume Aftermarket Starters

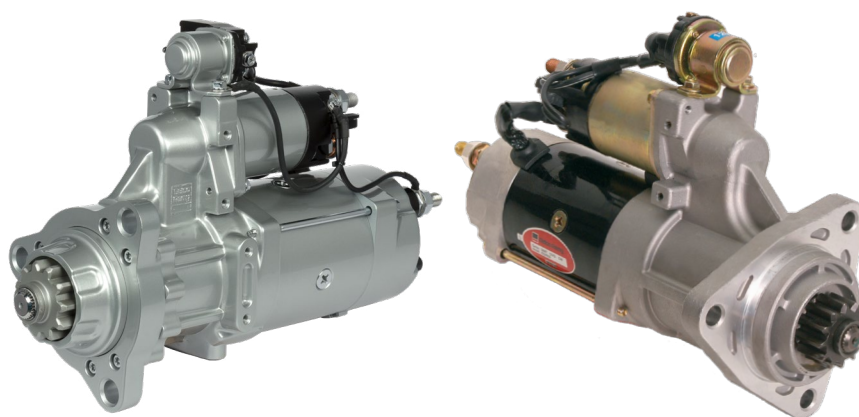
Work smarter, not harder.

That's exactly what our starters with the Smart Starter technology do! And now there's even more part numbers available for the aftermarket.

Our new Smart Starters have the Smart Integrated Magnetic Switch (IMS) plus the Integrated Overcrank Protection (IOCP). Current versions have an external OCP. In addition to updating the original Smart IMS part numbers to the newer Smart Starter ones, we're adding more part numbers for the aftermarket.

"The Smart Starter is an ideal solution if you have customers or a fleet population with repeated warranty claims due to operator error," says Brian Koehlinger, Senior Sales Manager. "It's designed to eliminate the six most common failure modes that are often due to operator error. That means it also prevents costly repair or replacement costs."

The protective feature has been added to seven of the most popular Delco Remy starters. Additionally, because it's backwards compatible, it can be used on a new truck or an older vehicle.



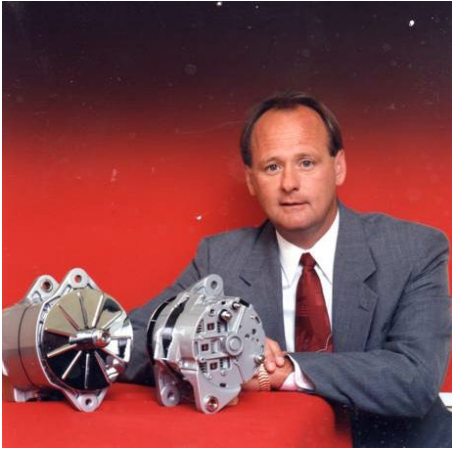
IOCP All Makes Smart Starters

Engine	Conventional Starter with IMS	Smart Starter	Model Series
Paccar MX-11 & MX-13	8201084	61015171	38MT+
DD 13/15/16 2016 and newer	61008898	61014406	39MT
DD 13/15/16 2015 and older	8200434	61014404	39MT
Detroit Diesel Series 60 (S60), CAT C9, C10, C11, C12, C13 & C15, Cummins ISM, M11, N14 & ISX 15, MaxxForce 15, Mack E7	8200308	61015172	39MT
Detroit Diesel Series 60 (S60), CAT C9, C10, C11, C12, C13 & C15, Cummins ISM, M11, N14 & ISX 15, MaxxForce 15, Mack E7	61003201	61015172	39MT
Cummins ISC & ISL, MaxxForce 9, 10, 11 & 13, Paccar PX-8 & PX-9, International DT466, DT530, DT570 & HT570	8200433	61014403	39MT
Cummins ISX12 & ISX12G	8200971	61014405	39MT

How Smart Starters Cut Down on System Errors, See Page 4

Smart Starter = Smart IMS + IOCP

Randy Andis: Truly One-of-a-Kind



The go-to guy. ■ A problem solver. ■ No one else quite like him.
Best-in-class. ■ An innovator in the commercial vehicle industry.

The face of Delco Remy.

These are just some of the ways colleagues describe Commercial Vehicle Sales Director Randy Andis, who is retiring at the end of June after 49 years devoted to the company.



Randy's career with the company began in 1973. As a young man on the brink of adulthood, he was trying to figure out his next steps. He learned that Delco Remy—then a division of General Motors—was offering a college co-op program. Randy decided

to enroll and spent the next 4-5 years getting a degree and working at the same time.

After graduation, he was initially assigned to a supervisory role in manufacturing. "It was really helpful to understand that side of the business," he says. "It helped inform a lot of decisions moving forward."

While his assignment in manufacturing gave him invaluable experience, Randy knew that side of the business wasn't where he wanted to stay. "I realized early that I wanted to be closer to people," he shares. "That energizes me, and it's where I can invest in the business and grow others."

By the early 1980s, he'd moved into a role better suited for his relational personality. He was serving as an account manager for OEMs and off-road highway applications, including Cummins and Caterpillar.



Launching Industry-Changing Reman Program

By the end of the decade, Randy was serving as the heavy duty sales manager for the brand. It was during this time that he made one of his most significant contributions to the business and the commercial vehicle industry: the reman program.

"Randy has long been known as the leader who really expanded our focus beyond OE," says Nick Tosie, National Sales Manager, Aftermarket - US & Canada. "And the heavy duty reman program was one of the first ways he did that. It changed the way we did business."

Randy agrees: "It really changed the industry in terms of product availability."

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Gaining a New Perspective

Randy continued in the heavy duty division into the 1990s. In 1996, looking for a new challenge, he took a position leading a Freightliner dealership. Randy's time at Freightliner was instrumental to how he'd eventually bring more innovation to the Delco Remy sales and service teams.

"My time at Freightliner was key to my own growth and that of Delco Remy," Randy says. "I had education and my time in the factory, with OEMs and heavy duty. But I didn't really understand fleet customers and retail sales until I worked for Freightliner. This caused me to rethink how we service our fleet customers."

It also gave him a point of distinction: Randy is one of just a few people in the entire commercial vehicle industry whose career experience reaches from manufacturing through every point in the distribution channel—giving him unique perspective and knowledge that helps with day-to-day operations and long-term planning.

Rethinking How Fleets were Serviced

After his time with Freightliner, Randy returned to the company in 2001. It was an exciting time—the introduction of the gear reduction starter happened in the early 2000s and transformed several Delco Remy product lines and the industry overall.

By the middle of the decade, Randy was serving as aftermarket National Fleet Manager and, eventually, heading up CV OE/OES Sales. It's this segment that Randy's lived and loved ever since.

With his experience at Freightliner top of mind, Randy set about rethinking how the company services fleet customers. The result was the fleet field team.

"Randy helped us see that fleet is our business, too," said Nick, "and the rest of the industry copied."

Building Up a Strong Team

Randy's greatest contributions, though, were internal—with his people. He's intentionally mentored his team so they could grow to be the best they can be. The examples are many, but here is what some of his current employees say they have learned from him:

- "We're a service and sales team," says Brian Thompson, National Fleet Manager, "but Randy helped us see we're more service than sales. He taught us to bring that perspective into our relationships. He always explains how and why we do things the way we do."
- "I am an engineer by training and really more of an introvert," says Brian Koehlinger, Senior Sales Manager. "Randy pushed me to build relationships and meet with customers, and it really helped me to grow in this role."
- "I was young and aggressive when I started," Nick recalls. "Randy helped me understand the importance of patience and playing the long game."
- "He's a really good communicator," says Rhonda Stephens, Sales Assistant. "We've learned a lot from him about communicating well to build relationships."

A Future of Possibilities

It's no surprise that Randy's had such an impact on the people he's worked with. Way back when he was in manufacturing, he knew he wanted to be close to people and help them grow. And today, when asked what he's most proud of during his career, Randy quickly answered: "The friendships and relationships."

The feeling is mutual. We'll miss Randy's wisdom, advice and never-give-up attitude.

But we're also excited for his next phase, which in the short-term includes summer lake days and time with family in Indiana and Texas. Randy's unsure of his longer-term plans; but, as we all know, with Randy, the possibilities are limitless!

IMS: Why You Should Never Remove It

If you are unfamiliar with the IMS, you may try to remove it—not realizing its many benefits.

Many of the Delco Remy brand starters come equipped with an Integrated Magnetic Switch, or IMS. The IMS provides a higher current draw for the motor. It does this by reducing voltage drop and controlling battery current. This ensures the solenoid receives the maximum available voltage in any starting condition.

If you are unfamiliar with the IMS, you may try to remove it—not realizing its many benefits. However, doing so would result in significant control circuit problems. It will also void your warranty. If an IMS is part of your gear reduction starter, you should never remove, bypass or uninstall it. And if the unit you are replacing has an external magnetic switch, then you have two options:

Option 1

Bypass the external magnetic switch—which is typically mounted on firewall—and connect the ignition wire directly to the starter-supplied IMS.

Option 2

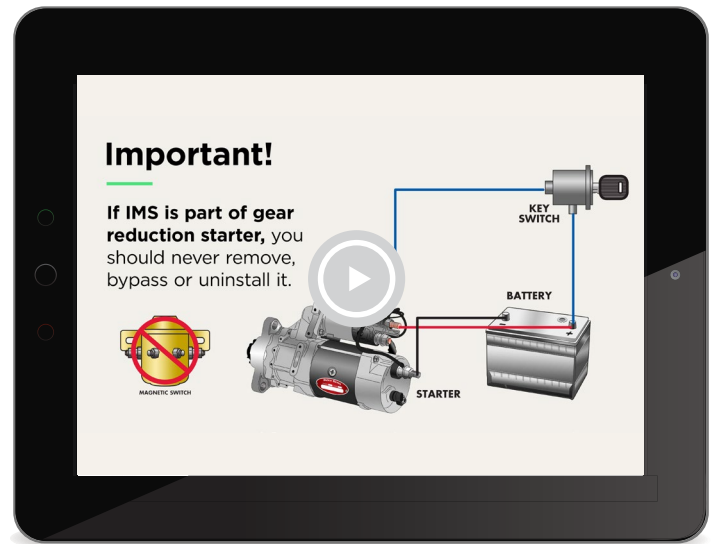
Connect the switch wire that goes to the starter motor solenoid switch terminal and connect it directly to the starter-mounted IMS.

Continued from Page 1

How Smart Starters Cut Down on System Errors

Smart IMS technology protects against common failure modes. For each failure mode, there is a protection feature in the Smart IMS to counter it and prevent the failure from occurring.

Potential Failure Mode	Smart IMS Protection Feature
Click-no-crank (driver annoyance)	Engagement monitor/ auto-retry
Solenoid prolonged power	Rapid re-engagement lockout
Damaged pinion & ring gear teeth	Running engine lockout
Engagement into running engine, damaged pinion & ring gear teeth	Low voltage lock-out
Overcrank and solenoid chatter due to low battery SOC	Time-limited crank
Overcrank	Auto-disengage at engine start
Extended overrun	



Learn more about the IMS in our most recent tech tip video.

OE Applications for Cummins

We have complete coverage for your Cummins engine needs. With starter and alternator options across the entire spectrum, we can meet any of your needs for commercial, construction and industrial applications.

Our high-quality starters and alternators are the ideal choice to be paired with Cummins' premiere engines. Thanks to the durability and reliability of our products, we've been one of the leading suppliers for Cummins for decades. Plus, with our vast service and technical support network, customers know they can count on us for the life of the product.

Cummins Starter Applications

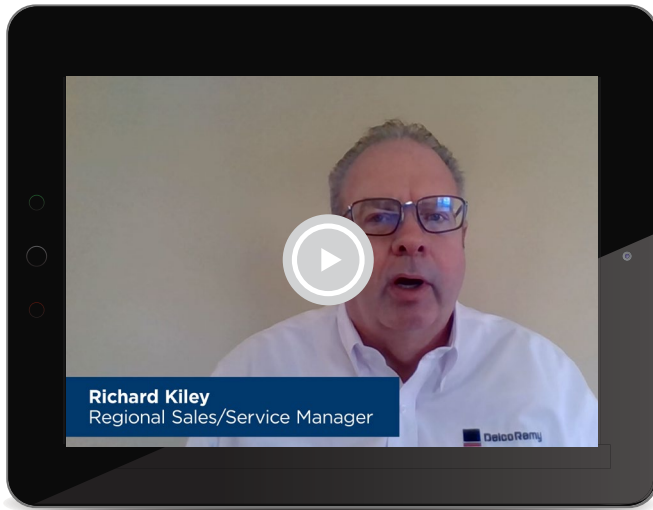
Starter Product Description	Cummins P/N	Delco Remy P/N	All-Makes P/N
39MT 12V	5367752	8201159	8200308
39MT 24V IMS	5367753	8201160	8200330
39MT 12V	5367754	8201161	8200308
39MT 24V	5367755	8201162	8200330
39MT 12V IMS	5367756	8201163	8200308
39MT 12V IMS	5367757	8201164	8200308
39MT 12V IMS	5367758	8201165	8200433
39MT 12V IMS	5367761	8201168	8300017
39MT 24V	5367762	8201169	8200321
39MT 24V IMS	5367763	8201170	8200321
39MT 12V	5367764	8201171	8200433
39MT 12V IMS	5367765	8201172	8200433
39MT 12V	5367766	8201173	8200433
39MT 12V	5367767	8201174	8200433
39MT 24V	5367768	8201175	8200435
39MT 12V	5367769	8201176	8200435
39MT 24V	5367770	8201177	8200435
39MT 24V IMS	5367771	8201178	8200435
39MT 12V IMS ROT FLG	5367772	8201179	8200308
39MT 24V IMS ROT FLG	5367773	8201180	8200330
39MT 24V IMS SOLENOID DOWN	5367774	8201181	8201181
39MT 12V (VOLVO APPL)	5367775	8201182	8200971
39MT 24V IMS	5474939	61001936	8200435
42MT 24V	4078515	10479111	8200330
42MT 24V	4078512	10479114	8200330
50MT 24V JSP	3636821	8200209	10479343
50MT 24V Hedgehog	2897905	8200830	8200830
50MT 24V Hedgehog	2897904	8200831	8200831
50MT 24V JSP	4348952	10478800	10478800
50MT 24V	3004699	10479126	10461739
50MT 24V	4906784	10479368	10479339
50MT 32V JSP	3650319	8201000	8201000
50MT 64V	3647039	8200828	8200828
50MT 64V RAIL	3644292	8200737	8200737

Cummins Alternator Applications

Alternator Product Description	Cummins P/N	Delco Remy P/N	All-Makes P/N
9SI 12V 95A	5293586	8600531	8600030
9SI 12V 95A	5293587	8600535	8600535
20SI 12V 60A	3016628	1117628	10459020
20SI 24V 35A	3016627	1117631	1117647
20SI 24V 35A CSA	4304747	8600549	8600549
22SI 12V 130A (REMOTE)	4003445	19020375	8600310
22SI 12V 130A	3935528	19020380	8600310
22SI 12V 160A	3935529	19020381	8600310
22SI 24V 70A (REMOTE)	4003446	19020376	8600388
22SI 24V 70A	3935530	19020382	8600388
24SI 24V 70A	5282841	8600504	8600017
24SI 24V 70A PAD	5282843	8600506	8600016
24SI 12V 130A	5523949	61008287	8600142
24SI 12V 130A	5482743	61008288	8600143
24SI 12V 160A	5482741	61008289	8600142
24SI 12V 100A	5282740	61008291	8600142
26SI 24V 50A	3078115	19010023	10459064
26SI 24V 75A	3078116	19010022	19010002
28SI 24V 110A PAD	3686047	8600423	8600764
28SI 12V 200A	5523955	61008116	8600426
28SI 12V	5523953	61008286	8600201
33SI 24V 100A	3400698	19011175	8600496
33SI 24V 105A	3332213	19011180	8600496
33SI 24V 75A	4000590	19011192	8600496
33SI 12V 110A	4000589	19011193	19011164
33SI 24V 100A	4078701	19011203	8600496
34SI 24V 75A	4057596	19011204	19011204
36SI 24V 105A PAD	3688268	8600528	8600497
55SI 24V 250A PAD	3643862	8600483	61006082
55SI 24V 250A PAD	3651785	8600739	8600739

Online Catalog: Search by Application

Most know that you can use the Delco Remy online catalog and search by part number, but the catalog also has a great application search feature—putting even more search power at your fingertips.



Watch this short video with **Richard Kiley, Regional Sales and Service Manager**, to learn when you may want to use the application search and how it can quickly generate the information you need



Nick Tosie (third from left), BorgWarner national sales manager, receives FleetPride's Supplier of the Year award on behalf of BorgWarner.

FleetPride Names BorgWarner Supplier of the Year

FleetPride named BorgWarner as its Supplier of the Year! BorgWarner has partnered with FleetPride in strategic planning and marketing support as well as proactively worked with FleetPride to ensure sufficient flow of product during a time of constrained supply.

“We are extremely honored to win such an award and we greatly appreciate the partnership with FleetPride,” says Nick Tosie, BorgWarner national sales manager for aftermarket in the U.S. & Canada. “The mutual collaboration and win-win attitude by both FleetPride and BorgWarner is what it takes to make great things like this happen.”

Penske Gives BorgWarner Top Award

Penske named BorgWarner Supplier of the Year. With our long relationship with Penske, it was a recognition we were honored to receive.



Rod Spangler (left), Application Engineering Manager, Randy Andis (middle), Director of OE, Aftermarket and Fleet Sales, and Brian Thompson (far right), Fleet Sales Manager, received the award from Penske.

BorgWarner Inc. | 13975 BorgWarner Drive, Noblesville, IN 46060

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