



CONNECT

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DELCOREMY.COM

SPECIALIZED SOLUTIONS FOR SPECIALIZED APPLICATIONS: MARINE, INDUSTRIAL, AGRICULTURE EQUIPMENT

For highly specialized applications, you need a solution built to match. That's why this Delco Remy starter and alternator program provides expertly crafted products for the unique demands of marine, forklift, genset and agriculture equipment.

These niche applications come with unique requirements, and we've designed products specifically to meet those needs while ensuring both safety and performance. Boats, fishing vessels, forklifts and other industrial applications have enclosed engines that can cause sparks and combustion, so protecting both the application and the person operating it is paramount. These applications must also withstand harsh environments—saltwater for marine applications, and dirt, dust and moisture on forklifts. Finally, they need to deliver high power even at low engine speeds.



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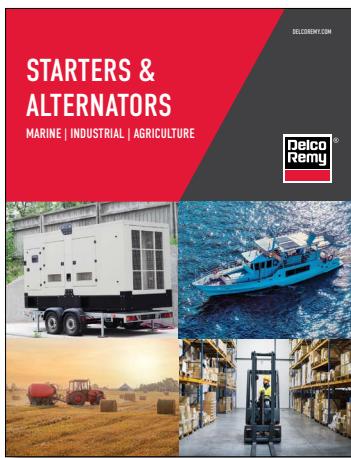
"To ensure they can meet all these considerations, we test them to the highest standards—OE standards," says Brian Koehlinger, Senior Sales Manager. "They're tested to the highest level, and our products meet or exceed industry standards."

Many of the part numbers available from this program are SAE J1171 certified—meaning they are ignition-protected for the prevention of explosions from fuel vapors that can accumulate in confined engine spaces.

From OE to Aftermarket: Quality You Can Trust

The Delco Remy products for this program aren't new—they're already being used on OE applications. Now, though, they're available for the global aftermarket.

"Aftermarket customers worldwide can have confidence that they're purchasing a solution that is OE-quality, not an 'off-the-shelf' product that doesn't offer the same quality," says Koehlinger.



[Download the
program brochure.](#)



PG260 SPECIFICATIONS

Engine Size	Up to 8.1 L
Rotation	CW
Mounting	Pad
Pinion Data	11T
Output	1.8 kW
Weight	8 lbs
Diameter	73.2 mm
Engagement System	Positive Shift



7SI SPECIFICATIONS

Performance Output	70 A
Rotation	CW
Maximum Speed	15,000 RPM
Temperature Rating	105 °C
Mounting	J180, Spool
Weight	8 lbs



9SI SPECIFICATIONS

Performance Output	95 A, 115 A
Rotation	CW
Maximum Speed	15,000 RPM
Temperature Rating	105 °C
Mounting	Spool
Weight	12 lbs

All of these products are backed by our standard warranty.

DRIVING GROWTH IN THE EMEA REGION



Reinout Meijers likes being part of the team representing the Delco Remy brand in Europe, the Middle East and Africa—or EMEA, for short. After all, it's where he started.

Meijers joined Remy International in 2001 as a materials scheduler in the company's logistics department. He also served as a commodity manager in purchasing before joining the marketing team. He worked as a product manager before becoming the director of marketing and product development for the European aftermarket.

After the company was acquired in 2015, he decided to expand his experience outside of the company. But nearly four years ago, he rejoined the brand team he loved. Since then, he's been helping PHINIA expand its commercial vehicle starter and alternator aftermarket presence and remind the industry why the Delco Remy brand is a name they can trust.

Partnering for Progress

As the marketing and commercial lead for starters and alternators, Meijers is proud of the progress he and the team have made but believes there is still untapped potential. Sales continue to grow in the aftermarket thanks in part to the team's deep understanding of the complex EMEA market.

"EMEA is very fragmented, consisting of multiple countries and regions—not to mention, many different languages, multiple smaller players and several unique challenges," he explains.

While English is spoken in many countries, Meijers says most customers prefer their native language, making in-country teams all the more essential to PHINIA's success.

The team, though, has been navigating it well, thanks in part to the already existing PHINIA sales team. The teams jointly sell Delco Remy's electric rotating systems and a vast array from the Delphi aftermarket portfolio.

"By offering a more complete package, we're able to serve our shared customers better and build relationships with new customers we may not have originally been exposed to—it's a great way to provide more 'one-stop shopping' for our customers," he says.

A Commitment to OE-Grade Solutions

Today, the EMEA team offers one of the most comprehensive offerings, with commercial vehicle starters and alternators for all major European OE application replacements:

- 400+ SKUs across Europe
- 10M+ vehicles covered
- 100% interchangeable with OE

"Our main focus has traditionally been the off-highway segment," says Meijers. "Last year, we launched products for European trucks, too. When customers are looking for an aftermarket replacement, we're a quality option, especially compared to the substitutes offered by many independent aftermarket companies."

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Meijers says the Delco Remy brand offers products on par with OE. Additionally, the Delco Remy all-makes starters and alternators meet the ISO 9001 and IATF 16949 standards, and all components are interchangeable with the OE unit.

Even more, he says, our rigorous research and development and manufacturing technology practices mean long-lasting starting and charging performance—something every customer desires.

"It's hard to beat our product and engineering knowledge stemming from our OE pedigree," he says. "Customers know our products provide quality, durability and reliability."

When Meijers isn't covering the expansive EMEA region, the Belgium resident enjoys cycling, skiing and reading.



NEW TO RANGE

CHECK OUT THE EMEA WEBPAGE AT DELCOREMY.COM/EMEA AND DOWNLOAD OUR CATALOG OF NEW TO RANGE PRODUCTS.

RESOLUTE

We are single-minded in our mission to design, engineer and manufacture nothing less than the best electrical systems on the market. We believe so adamantly in the quality of our products, we will not hesitate to put them toe-to-toe with any other.

TECH TIP: FLASHING THE FIELD

If you've installed an alternator and it won't charge, don't remove it just yet. Here's why: most Delco Remy alternators have an "auto start" capability that doesn't require a separate wire to excite the alternator to charge.

During the manufacturing or remanufacturing process—when each alternator is tested for performance—a residual magnetism is generated in the alternator, so it begins charging as soon as the vehicle starts.

On rare occasions, the alternator can become demagnetized when it's been on the shelf for a prolonged period of time. When that happens, the voltmeter indicates battery voltage instead of the typical alternator charging voltage.

Before you remove the alternator, first try to determine if a loss of residual magnetism is causing the loss of voltage. You can do this by **flashing the field**:

1. With the vehicle ignition in the "off" position, remove the rubber boot from the alternator battery terminal and the rubber grommet from the small "R" terminal.
2. Take a small piece of wire and touch one end of it to the battery alternator terminal. Then touch the other end to the small "R" terminal. (Note: This may create a small spark, which is normal.)
3. Remove the wire and start the vehicle. The voltmeter should now increase its voltage reading to around 14 volts.
4. If the alternator isn't charging, then recheck all connections and belt tension before removing the alternator.
5. Put the rubber boot and the rubber grommet back on.

Flashing the Field in Action

[Watch our Tech Tip video to see how easy it is to flash the field.](#)



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