



CONNECT

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DEL COREMY.COM

SPEC IT RIGHT: KNOW YOUR OPTIONS BEFORE PLACING A NEW TRUCK ORDER

Whether you are an owner/operator purchasing a single truck or managing a large fleet, it's important to equip your vehicles with the best options available.

The "Spec It Right" guide offers option codes to help you optimize your new truck and ensure it meets electrical system requirements effectively.

Even if Delco Remy is not standard equipment on a particular truck platform, you still have the option to select our starters and alternators. When it is standard, you can upgrade the electrical system to boost performance and overall durability.



Need Help Selecting the Right Product?

Our fleet sales managers are available to help you figure out the best product for your fleet. Call us to discuss:

- Electrical load requirements
- Operating conditions
- Engine size
- Output capacity
- Efficiency



Download our Spec It Right brochure.

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Our dedicated fleet team can guide you through this important purchase process by helping you select the right Delco Remy starter and alternator to match your requirements.

STARTERS

	38MT	38MT+	39MT	150MT
International	08WTK		08WTL	New Product *
Kenworth		1832042 (MX)	1832039 (Cummins)	New Product *
Peterbilt		2522040 (MX)	2522010* (Cummins)	New Product *
Freightliner/Western Star			155-055 (Cummins) 155-076 Non-OCP (DD 13/15/16)	New Product *
Mack			NCXA5X	New Product *
Volvo			NCXA5X	New Product *

*Special quote

ALTERNATORS

	28SI	36SI	38SI	40SI
Freightliner/Western Star	200 Amp: 124-1E1 180 Amp: 124-1D9	124-1DJ	124-1G3	240 Amp: 124-1E8 275 Amp: 124-1E7 300 Amp: 124-1G1 320 Amp: 124-111
International	160 Amp: 08GHP 200 Amp: 08GHU	08GGG		240 Amp: 08GHK* 320 Amp: 08GHJ
Kenworth	200 Amp: 1812400	1812162*	SQ	240 Amp: 1812430* 275 Amp: 1812440* 300 Amp: 1812450 320 Amp: 1812451
Mack	200 Amp: 1329007	132-1233 No Remote Sense 132-1235* 132-1237*	SQ	240 Amp: 132-9006* 320 Amp: 132-1239
Volvo	200 Amp: PJXMRX	PJXM3X	PJXMXX	240 Amp: PJXM7X 275 Amp: PJXM9X 300 Amp: PJXNAX 320 Amp: PJXNCX
Western Star	160 Amp: 124-1D7			
Peterbilt		2511400	SQ	240 Amp: 2511480* 275 Amp: 2512100 300 Amp: 2512120 320 Amp: 2511470*

*Special quote (SQ)

DRIVING INNOVATION: CÉSAR MARTINEZ POWERS UP THE AFTERMARKET IN LATIN AMERICA



César Martinez loves waving the Delco Remy banner in Mexico. He is passionate about our starters and alternators and helping customers find the right ones.

In his 13 years representing Delco Remy alternators and starters, he's developed a deep knowledge of the region's aftermarket needs.

César joined the company as a design intern. Before long, he became an application engineer. His engineering roles continued in manufacturing, light and heavy-duty applications and sales. César transitioned to sales a few years ago and today serves as an aftermarket account manager for LATAM.

Trained as a mechanical automotive engineer with a master's in business administration in finance, César is well suited for his "jack-of-all-trades" role as an account manager for three distinct regions.

"I am responsible for aftermarket sales in Mexico, Central America and South America—regions that use our repair kits a lot," he explains. "In this role, I have lots of conversations with customers, provide tech support, help cross-reference parts and check pricing. What I enjoy most, though, is helping customers resolve all their technical, product and application questions."

Sometimes, those resolutions lead César to draw upon his extensive engineering background to help discover "new" applications.

"If we don't have a product for a particular application, we explore existing product modifications—like a change to the pinion or housing—to make a product work for that application. With enough interest and volume potential, we can make it a new Delco Remy solution," he says.

Regional Differences

César oversees eight representatives in the LATAM region, serving 90+ customers. One of their main challenges is addressing the specific needs of each country.

"The regions have different economic activities and restrictions," César says. "Plus, different policies apply to each country."

Mexico and Central America are like the U.S. market, with many of the same applications. The most popular products are the 39MT and the 24SI.

In contrast, South America has more Chinese and European applications—sometimes making it more complicated to have products available for these vehicles. Additionally, the region is more of a "fix-and-repair" market versus the replacement marketplaces that are more commonplace in the U.S., Mexico and Central America.

From Gearhead to Family Man

César enjoys his job and takes pride in representing the Delco Remy brand.

"It feels good to talk about these products with customers," he explains. "Talking about performance and reliability is easy when you know that is true. I know we sell the best option in the market."

He also appreciates working for a reputable company that has provided him with a meaningful career and the ability to support his family. César has been married to his wife, Elizabeth, for 10 years, and they have two daughters, Mia and Eimy.

In his free time, he enjoys watching soccer games and attending muscle car shows but mostly spending time with his family.

IMPULSANDO LA INNOVACIÓN: CÉSAR MARTÍNEZ IMPULSA EL MERCADO DE REPUESTOS EN AMÉRICA LATINA



A César Martínez le encanta representar a Delco Remy en México. Le apasionan nuestros motores de arranque y alternadores, siempre ayuda a nuestros clientes a encontrar el modelo adecuado.

En sus 13 años de experiencia representando alternadores y motores de arranque Delco Remy, ha desarrollado un profundo conocimiento de las necesidades del mercado de repuestos en su región.

César se incorporó a la empresa como becario de diseño. Poco después, se convirtió en ingeniero de aplicaciones. Sus funciones de ingeniería continuaron en las áreas de manufactura, aplicaciones de servicio ligero, pesado y ventas. César se incorporó al área de ventas hace unos años y actualmente se desempeña como gerente de cuentas de posventa para Latinoamérica.

César, cuenta con un título en Ingeniería Mecánica Automotriz con Maestría en Administración de Empresas con especialización en Finanzas, por lo cual es ideal para su rol como Gerente de Cuentas para tres regiones distintas.

“Soy responsable de las ventas del mercado de repuestos en México, Centroamérica y Sudamérica, regiones donde nuestros kits de reparación son muy utilizados”, explica. “En este puesto, mantengo conversaciones frecuentes con los clientes, brindo soporte técnico, ayudo con los cruces de referencia de piezas y revisión de precios. Sin embargo, lo que más disfruto es ayudar a los clientes a resolver todas sus dudas técnicas, de producto y de aplicación”.

A veces, esas resoluciones llevan a César a recurrir a su amplia experiencia en ingeniería para descubrir nuevas aplicaciones.

“Si no tenemos un producto para una aplicación específica, exploramos modificaciones existentes, como un cambio en el piñón o la carcasa, para que un producto funcione para esa aplicación. Si hay suficiente interés y potencial de volumen, podemos convertirlo en una nueva solución de Delco Remy”, afirma.

Diferencias regionales

César supervisa a ocho representantes en Latinoamérica, atendiendo a más de 90 clientes. Uno de sus principales desafíos es abordar las necesidades específicas de cada país.

“Cada región tiene diferentes actividades económicas y restricciones”, afirma César. “Además, cada país aplica políticas diferentes”.

México y Centroamérica son similares al mercado estadounidense, con muchas de las mismas aplicaciones. Los productos más populares son el 39MT y el 24SI.

En contraste, Sudamérica tiene más aplicaciones chinas y europeas, lo que a veces dificulta la disponibilidad de productos para estos vehículos. Además, la región se caracteriza por un mercado de reparación, a diferencia de los mercados de reemplazo, más comunes en EE. UU., México y Centroamérica.

NEW 50MT™ PART NUMBER EXPANDS AFTERMARKET COVERAGE



We've just expanded the Delco Remy 50MT™ Heavy Duty Straight Drive Starter coverage for the aftermarket, making it easier to compete in the construction/agriculture market.

This new 50MT part number, which replaces several privately branded ones, provides coverage for over 130,000 units in the field.

"This one part number helps our aftermarket dealers better serve customers," says Brian Koehlinger, Senior Sales Manager. "It allows dealers to minimize inventory while maximizing the number of construction units they can service."

DID YOU KNOW?

Our 24 volt program provides more than 120 part number cross-references, targeting high-volume applications with only 26 Delco Remy part numbers.

Koehlinger says that the new part number is specifically designed to accommodate multiple differences in the OE versions such as IMS position, so one part number can replace multiple OE part numbers.

Reference #	Delco Remy OE#	Delco Remy AM#
618-5625	61020214	61032288
349-6606	8200543	
349-6530	8200534	
350-1614	8200577	
594-8720	61014999	
349-6523	8200532	
594-8719	61014998	
594-8718	61014997	
349-6554	8200538	
372-7792	8200769	
594-8721	61015000	

Five Things to Love about the 50MT

The Delco Remy 50MT starter motor is a heavy-duty, straight-drive starter designed for large engines and demanding applications.

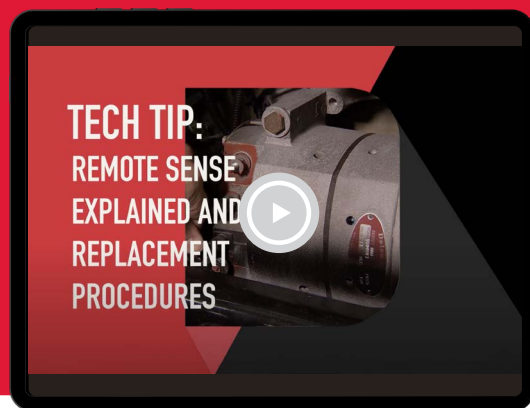
1. Available in 12-, 24-, 32-, and 64-volt models
2. Consistently engages the pinion with the ring gear before starting for reliable performance
3. Starts diesel engines with displacement up to 29.5 liters and sealed for use in wet applications
4. Rotatable drive housing with 12 or 24 positions, allows for flexible mounting and easy repositioning of solenoid
5. May be used in tandem for very large engine applications

TECH TIP: REMOVING AND REPLACING ALTERNATORS EQUIPPED WITH REMOTE SENSE

Remote sense—a popular feature on many Delco Remy alternators—utilizes a small sense wire that reads the actual battery voltage and signals the regulator to increase voltage output as needed, ensuring constant battery voltage.

When you remove and replace an alternator with remote sense, you need to follow an exact removal and replacement sequence to avoid damaging the internal resistor and voiding your warranty. Our Tech Tip video helps you understand the proper steps for removing and installing the alternator equipped with remote sense without damaging it. It also explains why damage can occur when installations are not completed properly.

Remote Sense Explained & Replacement Procedures



Click the link below to view a short Tech Tip Video on remote sense:

youtube.com/watch?v=t2A1NgxhP_8



Use this quick checklist for removing and installing an alternator:

Removing Remote Sense Alternator

1. Remove all battery grounds.
2. Remove the alternator ground.
3. Locate and remove the remote sense fuse.
4. Remove the B+ cable from the alternator positive post. Then, remove the remote sense terminal wire. And finally, remove the alternator itself.

Installing Remote Sense Alternator

1. Mount the alternator.
2. Insert the remote sense wire.
3. Install the remote sense fuse.
4. Put the alternator positive cable in place.
5. Install the alternator ground cable. And, last, install all battery grounds.

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De fanático de los engranajes a hombre de familia

César disfruta de su trabajo y se enorgullece de representar la marca Delco Remy.

“Es un placer hablar de estos productos con los clientes”, explica. “Hablar de rendimiento y confiabilidad es fácil cuando sabes que es cierto. Sé que vendemos la mejor opción del mercado”.

También valora trabajar para una empresa de renombre que le ha brindado una carrera significativa y la posibilidad de mantener a su familia. César lleva 10 años casado con su esposa, Elizabeth, y tienen dos hijas, Mía y Eimy.

En su tiempo libre, disfruta viendo partidos de fútbol y asistiendo a exhibiciones de coches clásicos, pero sobre todo pasa tiempo con su familia.



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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.



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