

DTI Interchange



A Forum of Communication Between Dalton Trucking, Inc. and its Customers

Cleaner Trucks are Costly



The California air Resources Board (CARB) has mandated that all on-highway trucks utilized in the state begin upgrading their engines. Depending upon the year of a truck, its engine make and model these upgrades cost between \$8,000 and \$15,000 each. The alternative is to buy a new \$100,000 plus truck to meet CARB compliance. Moreover, these new regulations have served to ruin

the residual value of used trucks. Most trade values have fallen by 50%. Combine this with workloads that are down by an average of 30% and you can see how hard it is to justify new trucks. The industry has appealed these new regulations and asked for additional time to meet the compliance deadlines. But yet, despite all the economic problems, the key points of CARB's new regulations remain unchanged.

Into this hostile climate Dalton has been forced to venture. The problem is simply put, "We must either start down the compliance road now or quit in 2013". We can't delay replacing our entire fleet until 2012. There wouldn't be enough time to replace all our trucks then or money enough to do it.

In order to meet these challenging deadlines, starting in 2008, we began replacing our oldest power units. Last year we purchased six truck and pup chassis, three truck and transfer chassis (all nine are part of our OMYA Arizona fleet), four flatbed tractors and three heavy duty lowbed tractors.

This first order of 16 new trucks all come with CARB mandated 'diesel particulate filters' (DPF) at an up-charge of about \$9,000 each. This year we again purchased another 16 new power units including eight truck and pup chassis, two truck and transfer chassis (all 10 for our OMYA Arizona work), four flatbed chassis and two heavy duty lowbed chassis. These 32 power units represent approximately 30% of our fleet. That leaves 70% to be up-graded over the next three years.

Trying to be a compliant business has so far cost Dalton Trucking Inc (DTI) \$3.6 million dollars in new truck purchases. That breaks down to about \$65,000

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Making a Safe Harbor



Prior to departing from Cemex at Black Mountain, these stones must be carefully placed on the trailer and because of their irregular shapes; sometimes four or five chains each must be used. Often as in this case, drivers will help each other tie down

The Army Corps of Engineers (ACE), working through their contractors, is continuing to work on making Ventura Harbor safer for shippers. Cutting Edge Construction (CEC) located in Victorville is one of those contractors that is helping the ACE accomplish its objectives.

Working in partnership with Cemex at their Black Mountain quarry, CEC has provided 50,000 Tons of ACE specified rip rap used for breakwater barriers. These barrier rocks break up the strong wave action of Pacific Ocean storms. This significantly improves the safety of ships utilizing this harbor facility by providing weather protection from wave surges, when they are being worked loading and unloading. Both the military and commercial users benefit.



Our 55,000 lb capacity Clark forklift makes handling 7-17 Ton shot rock for breakwater look easy. Note the 13.5 Ton weight of the rock spray painted on it. By pre-weighting these stones, our operator can quickly choose the correct ones needed to yield a maximum legal payload.

Although CEC is typically thought of as a high desert aggregate producer, they have expanded their operation to include owning both the barge from which the 7 to 17 ton stones are placed into the ocean and the tug boat that provides the transportation. Talk about being vertically integrated!

Well not quite. In addition to daily providing 15-20 step deck semi trailers and three axle tractors, Dalton Trucking, Inc. (DTI) also supplies a 55,000 lb forklift for loading the stone in a safe and highway legal manner. All DTI driver/operators are Mine Safety Administration (MSA) trained and certified, carry MSA cards and have Transportation Worker Identification Cards (TWIC) for working in the various ports.

If you have a haul that could benefit from our doing the loading or require MSA trained drivers and/or TWIC cleared drivers, remember to call Matt Klenske at 909/823-0663 ext 1560.

Adelanto Terminal Management

Our Adelanto Terminal was established in 1999. Our Management team mainly handles 30-40 roundtrips a week of trucking to Arizona loaded eastbound with pharmaceutical grade limestone and returning with decorative landscaping rock. Approximately 30 units of truck and pup, truck and transfer, bottom dump and flatbed semi's are operated from this location. Call us at 760/246-4141

Pictured from left to right are Mike Kalinowski, Shop Foreman; Jim Swegles, Asset Manager; Karen Robinson, Billing Clerk; and Darren Whicker, Parts Manager/Data Entry



100' Slinkys—Dalton Trucking Engineers a Solutions

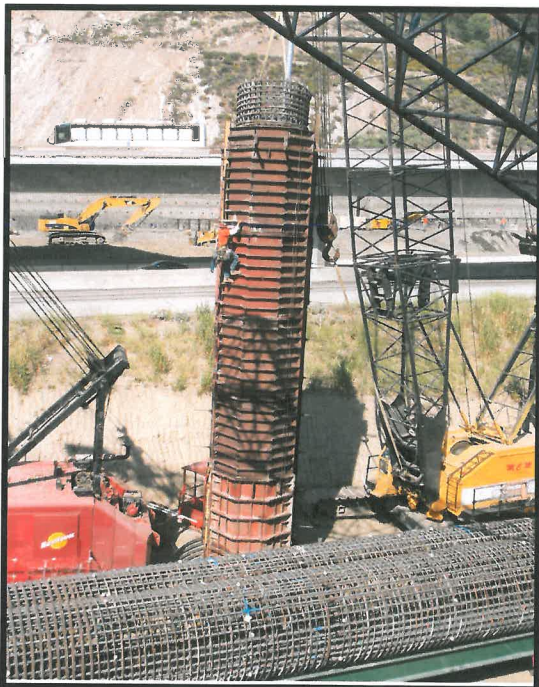


Step 1 (above) the Rebar Cage arrives safely at the I-5 and 14 Castaic job site. Note the MCM crew rigging the rebar cage for lifting.

Step 2 (right) the rebar cage lifted into a vertical position next to a CAT 966 loader. Notice the completed column to the right.



Moving 120' to 140' long rebar cages to form the columns for freeway flyovers is a little like handling a giant slinky. You know the kids wound-up coil spring type toy? Except these won't compress and they have to be supported their entire length!



Step 3 (above) forms enclose the rebar cage. Concrete will be pumped into the jacket created around the rebar cage. This is what creates the rigidity upon which the flyover column bases its design. Note the man climbing up the column to install new forms.

When CMC Fontana Steel approached Matt Klenske, Flatbed/Lowbed General Manager to see if he had any ideas for hauling these, he jumped at the opportunity. The first thing Matt did was to survey our Whittram yard to see if we were warehousing anything that might work. Sure enough, Versa Steel had a stockpile of heavy duty I-Beams that could form the main rail backbones of a rebar cage carrier. Soliciting design help from Fontana Steels' outside consultant, Matt confirmed that with proper lateral x-member support, the design would be more than adequate.

The 100' long beam assembly was fabricated in Dalton's shop for use with one of our 32 tire, 4-axle, steerable and interchangeable dolly's. Our initial project was transporting the cages to form the flyover columns at the 215/60/91 interchange in Riverside. This job was for Fontana Steel. At the time, these were the largest pre-fabricated cages moved in California. It was a learning experience but the entire project was completed without incident.

Pictured for this article was a recent project for United Steel Placers of Rancho Cucamonga, Ca. The job is the new truck bypass at I-5 and RTE 14 in Santa Clarita.

If you have an interesting opportunity, call our Heavy haul team, Matt Klenske, Mike Bigham and Todd Peirce. We'll engineer a solution. Call 909/823-0663 and ask for Matt, Mike or Tod.

Dalton's Dump Truck Division Can Service Your Needs

Our Dump Truck fleet consists of 15 Truck and Pup combinations and 16 Truck and Transfer combinations. We service the western United States with regular hauls to Phoenix, Arizona where we bring back materials such as decorative rock to meet the needs of various Southern California decorative rock yards. If you need material from Arizona or if you have Arizona intrastate material delivery needs, call John James, our Bulk Division General Manager at extension 1556 for a quote. You might find out that our rates are more competitive than others because our trucks are already positioned in your area.

Our Light weight Truck and Pup combinations can legal up to 26.5 tons per load. This means you get more tonnage in less time. Time is money!

Call Jim Swegles at our Adelanto Division at 760/246-4141, or call Andy VanSchaik at our Fontana Division at 909/823-0633.



Pictured above shows our Truck and Pup dumping into a yard stock bunker. We can also deliver two different commodities (one in each box) to suit your needs.



Above is one of our drivers operating the controls to place the transfer body inside the truck's dump body shell. Our transfers are just what you need for tight areas where you can't get a pup or semi trailer.

Highway Portable Docks Can Save the Day

The Union Pacific Railroad (UPRR) has learned to expect the unexpected. As a consequence, they have asked contractors like Dalton Logistical Services (DLS) to meet these unanticipated needs. One such need is cargoes shifting inside boxcars rendering them unsafe to move any further.

When that happens, Del Britton often gets a call to bring either one or both of our 44' portable docks to a remote location. At that point, the shifted load is either transferred to another boxcar (by setting up both docks end-to-end so our forklift can exit one car and then enter a second without leaving the docks or putting down the freight), stack the cargo on the dock and then restack back into the boxcar or simply load a truck.



Pictured above: Note the tilt on this boxcar. This product was not properly braced. When this fiberboard shifted, it caused the car to lean dangerously. Our crew removed the shifted MDF 'bunks' and then re-loaded them right back into the same car.

Note the 'legs' that support the dock after it has been folded out to make a 16' wide work area.

Diverse commodities such as transferring frozen chicken feet going to China from one refer (with a bad unit) to another; offloading appliance that somehow caught fire (to save the rest of the load); and re-stacking barrels of imported beers are among the various uses these docks have seen.

Our portable docks are available on short notice. If you have a problem, just call Del Britton at 909/823-5663 ext 2100.

LAX Terminal Upgrade

Los Angeles International Airport has just embarked on a major upgrade of its terminal. The project, known as LAX Taxiway Field Project is a \$120 million dollar undertaking to replace old, cracked taxiways with new ones.

R & L Brosamer of Walnut Creek, CA was the successful bidder for the initial replacement project. This concrete paving job will require around 200,000 tons of rock and sand. Vulcan Materials is producing the sand at its Reliance/Irwindale plant. Rock is trucked from their Corona plant. Daily volumes can be from 2000 to 3500 tons depending upon Brosamer's paving schedule.

This haul has presented some unusual challenges. There are truck curfews from 7-9:00 am and again from 4:30-6:30 pm. Scheduling trucks around these idle periods takes fulltime coordination by our Site Manager, Flash Imamura.

If the trucks aren't efficiently run, neither our drivers, subhaulers or Dalton can make any money. Our goal is to keep the trucks clear of the curfew area until 9:00 am and then have them all finished delivering by 4:30 pm. If you are faced with a demanding schedule, remember to call the "Can Do Crew" of Andy Van Schaik, John James and/or Flash Imamura at 909/823-0663.



Above is one of our lightweight bottom dumps (hauling around 27 tons) pulled over a raised drive over grizzly hopper which feeds a radial stacker. This high volume system can handle over 20 trucks per hour.

(Right) Our site Manager, Flash Imamura, keeps detailed notes of trucks used and tonnage delivered. His being on site allows our customer to adjust volumes of rock vs. sand during the day.



Lifting Problems; Gondolas' vs. Forklifts

Railroad regulations state an overload must be corrected as soon as discovered, even if that railcar has traveled across the country. This happened recently when a load of steel slabs was discovered overloaded at UPRR's Colton scale. That's where DLS in Bloomington comes in.



Above is our 5' diameter magnetic crane suspended from a 35,000 lb forklift. The genset, sitting on top of the forklift generates the power to energize the magnet. After one end of the slab is picked up, a cable is slid under it and then connected to a spreader bar attached to a 55,000 or 65,000 lb forklift for hoisting out of the gondola. Note trash/scrap on the floor of the rail car.

Even when we all speak the same language, sometimes mistakes in conversation take place. Like making sure the car is empty before loading it. Recently our UPRR representative contacted Del Britton, General Manager of Dalton Logistical Services (DLS) to determine if DLS had a solution for offloading a 48,000 lb steel slab from a gondola with sides 5' high. It seems that the shipper assumed that the gondola was empty of trash/dunnage. It wasn't, and as a consequence the railcar ended up overloaded. Back east shippers and receivers have overhead rail served magnetic cranes for picking up 24 ton slabs. They do in Indiana, Ohio and Pennsylvania. But not so much in California.

Anyway, Del had a solution. We could pickup one end of each slab with our 20,000 lb electric magnetic, slip a cable choker under each end, attach them to our spreader bar and then hoist both ends up with one of our 55,000 or 65,000 lb forklifts. Easy as pie! Set the slab on a flatbed semi and then delivered to the customer.

Unusual challenges are part of every day life at DLS. The next time you face a unique opportunity, think of DLS. We have a 12 acre paved yard with four spurs and 40 car spots on the property for rail car loading and unloading, and a concrete tilt-up warehouse with fire suppression sprinkler system, rated (ESFR) for lumber and paper. Call Dalton's main number 909/823-0663 and ask for Del Britton at ext 2100.

CTA Golden Jubilee Club Award

Dalton Trucking Inc.'s President, Terry Klenske, was recently awarded the California Trucking Association's "50 Year Golden Jubilee Club" award at its Annual Management Conference which was held in Santa Barbara in February 2010.

Terry has been President of Dalton Trucking, Inc (DTI) for the last 33 years.

Gerald Dalton originally started Dalton in 1932. He moved the business from Arkansas to California in 1948 and incorporated the company in 1970. Terry bought the four truck operation as a hobby in 1977 and has grown the company from a 2 acre facility to three locations with a combined 50 acres and 120 truck/tractors.



Pictured above at the awards ceremony are, from left to right, CTA's 1st Vice President, Al Garcia, Terry Klenske and CHP Commissioner Joe Farrow.

Unusual Lifts



Pictured here is our 36,000 lb Hyster forklift dumping approximately 45,000 lbs of metal alloy from a sea container.

Our thirty year customer Hickman-Williams and Company (HW) was faced with an unusual situation. Among other activities, HW acts as a distributor of some very expensive imported metal alloys. These alloys are melted into “heats” of shredded auto bodies/frames to make product like rebar steel rods. Because the base metal may not contain all the components necessary to meet various ASTM standards, these alloys are often added to assure performance standards are met or exceeded.

The problem for HW was efficiently getting the alloy out of the 20’ sea van containers in which the product arrived. Using a small skid steer loader would be costly because of the limited weight lifting capacity of a machine small enough to fit in a container. Shoveling out by hand was out of the question.

The problem for HW was efficiently getting the alloy out of the 20’ sea van

Dalton’s solution was straight forward. Simply design a special forklift/5th wheel attachment to lock into the container chassis’ 5th wheel pin and then lift it up. The design attached to the forks and is easy to install/remove. All that is really necessary is a minimum 35,000 lb capacity forklift. As it turns out DTI has four of them.

In addition to being efficient and inexpensive, the advantage of the forklift dump approach is all the product ends up in a 4’ high stockpile. This saves space and time in additional handling afterward.

If you have a unique need for a large capacity forklift, remember to call either Del Britton (ext 2100) or Matt Klenske (ext 1560) at 909/823-0663.

Tire Shop at Dalton Trucking, Inc.



In order to provide maximum equipment up time and hence customer service, our shop is open Monday through Friday 24 hours per day, Saturday and Sundays from 7am to 5pm. These shop hours are supported by high quality mechanics and an adequate parts and tire inventory.

Merrit Kinne, our vice President of Maintenance supervises over 30 mechanics of various descriptions from journeymen mechanics to a body/paint staff to four master welders.

J Klenske Fabrication & Manufacturing

Dalton Trucking used J Klenske Fabrication & Manufacturing for this custom designed 6' deck extension for Dalton's 9 axle Aspen combination rated at 80 tons and with 18" T-1 main rails and 4" pins.



Pictured to the left standing next to the Custom Designed 6' Deck Extension is Josh Klenske, the fabricator who owns J Klenske Fabrication & Manufacturing.

Josh does general fabrication and machining specializing in heavy haul component manufacturing. They will make anything from airplanes to steam locomotives.

- ◆ J Klenske Fabrication & Manufacturing's Specializes in Heavy Haul Trailer Structural Repair and Modifications
- ◆ Manufacturing of Specialty Heavy Haul Trailer components such as Saddles for loads, Adapters, Turn-Tables, Bolster Plates, Deck Extensions.
- ◆ Fabrication and Installation of Truck Components, Truck Ramps, Low Profile Electrical & Air Mounts, Deck Plates, Chain / Tool Boxes.

E-mail josh@jklenskefabrication.com Phone # 1-909-702-5176

(Continued from page 1) Cleaner Trucks are Costly per month in new payments.

Unfortunately, the initial high cost of these units is compounded by higher maintenance expense and lower payloads (because the DPF's weight about 400#'s more than a muffler). The trade off is truck payments versus higher repairs. In a slow economy higher repairs are often easier to handle compared to fixed monthly payments.



For 2010, we are making tentative plans to begin to address the needs of our 2-axle tractor bulk commodity fleet. Unfortunately, 2010 tractors will be over \$9,000 more expensive compared to a 2008/2009 units. This is because of an additional new device called Selective Catalytic Reduction (SCR). SCR requires the use of a liquid urea based product called Diesel Exhaust Fluid (DEF) that must be added via a separate DEF tank. This equals more labor, additive expense and less payload.

It should almost go without saying if a new truck costs \$20,000 more with DPF and SCR (plus the cost of financing - 'interest'), takes more to maintain (DPF cleaning and SCR additives) and carry's less payload due to increased tare weights, the cost to operate it is going to be more. That's the key reason industry has been fighting these onerous new CARB regulations.

How much more? Most trucking economists are privately predicting increases of 4-6%. No OEM manufactures has precisely stated what they believe the up-charge will be. A little quick 'drivers seat' math reveals that \$20,000 at 6.5% interest for 5 years results in an increased payment of just under \$400 per month. Assuming a truck grosses \$12,500 per month, that's just over 5% more needed to cover cost once extra maintenance and reduced payloads are considered. Like the TV ads say, "Actual results may vary".

We have already had a few of our customers ask us about our commitment to servicing their future needs. If your firm has a concern in this area, may we suggest that you start a dialogue with your Dalton representative. Remember, our bank will only let us spend capital improvement dollars where we will get a return.