

DTI INTERCHANGE



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

The Russians are Coming...

Only their captured 'stuff' (armored personnel carriers, guns, tanks, tank retrievers and trucks) that is.

Shown here are several vehicles similar to the types used by Iraq during Desert Storm and the Taliban during Operation Enduring Freedom in Afghanistan. If the Russian equipment came from Afghanistan, it was probably first abandoned by them in 1980 and then used by the Taliban until the Northern Alliance captured it.

Most of this equipment is now becoming part of a military equipment display at the Marine Corps Yuma Proving Grounds Museum. It was originally used for familiarization and identification purposes as part of the 203rd Military Intelligence Battalion at Ft. Irwin. Some of this "iron" may go back to Israel's "6 Day War" in 1967. This unit is being deactivated and the "spoils" of war are being spread throughout the country. Six loads were transported by truck to the Marine Corps Logistics Base at Yermo, CA for transloading onto rail and shipped to the Aberdeen Proving Grounds in Maryland.

Dalton handled the movement of all 22 truckloads (plus the 6 more for transload) of which four were delivered by truck as far east as White Sands, New Mexico. Dalton's capacity to quickly respond to our customers needs was demonstrated again. At 1600 hours on a Thursday, we received a call from Ft. Irwin. "Could we have 22 trucks there tomorrow by 0700 to noon so a rented crane could load all of them that day?" "No problem!" was the answer from Arnie and the 'Can Do Team'. If you have an opportunity for Dalton to excel, call Arnie McMichael at ext. 562 or Bob White at ext. 561.



TOP LEFT: A Russian armored personnel carrier complete with (we think) a 51MM machine cannon mounted on top of a rotating turret. Light armor but it would stop a 7.62MM round.

TOP RIGHT: Two Russian built trucks, at 1.5 and 2.5 ton. The cabs have a vague Mack/Ford look with gas powered engines.

BOTTOM LEFT: Mobile Missile Launcher equipped dummy Scud type missile

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Doing What It Takes!

Conveyor Custom Designed and Built Specifically for Unloading Cottonseed

As the environmentalists get tougher on Southern California feed mills, our work at CCF expands. This year, we will be transloading about 84,000 tons of cottonseed and delivering it to dairies throughout Southern California.

Because of a combination of opportunities, our feed broker customers asked that we add extra capacity this past spring. Brokers need several months of lead time to forecast feed sales.

When a broker/customer calls, we begin to take action. Since our existing equipment could not handle the 84,000 ton volume, the management team designed a new flatbed service truck and unloading conveyor belt. This equipment in combination with a skid steer loader makes up the unloading system.

Dalton's welding shop designed and built a unique service truck bed.

This service truck was designed with many adaptations for the special needs of unloading cottonseed. A new cottonseed conveyor belt was built by AN-TO Services of Adelanto. This conveyor was subsequently redesigned at Dalton's shop to improve productivity.

Our skid steer loader uses the bed of the service truck as the platform to operate from. We shopped all the major manufacturers and opted for the New Holland LS160. This unit gives us the diversity and speed we need along with excellent serviceability. The entire process took us several months to get in full production. Today, this "Dalton design" unit is unloading 4-6 railcars per day of cottonseed. Our 800' leased siding on the Union Pacific Railroad at Crestmore is literally irreplaceable in the Inland Empire. No other available siding is

currently known for offloading cattle feed, chemicals and bulk minerals. Once our new facility in Fontana comes on stream, we will offer even greater efficiency.

Dalton has the solution to all your bulk transloading needs. Please don't hesitate to call Mike Young, Operations Manager for CCF at (909) 686-2832 or Gary Bruggeman, General Manager for Dalton Trucking, Inc. at (909) 823-0663, ext. 554.



High Efficiency Concrete Pavers

High efficiency concrete paver production began in the United States in the mid 1970's. Architects and landscapers embraced this type of concrete pavement because of the variety of colors and patterns as well as the pavers' strength and durability. By 1993, more than 3 billion feet of interlocking concrete pavement was being used throughout the world. The pavers are available in 200 different shapes and sizes and can be arranged in a countless number of patterns. About 20 different shapes are commonly used in North America; the most popular is the rectangle.

Interlocking concrete pavers, which are fitted tightly together with sand-filled joints, exhibit greater bearing and load spreading capacity than normal asphalt or concrete. The sand transfers loads to surround-

ing units reducing stress on the bedding sand, base and soil subgrade. Interlocking pavers also have more vertical area on their sides than slabs to distribute loads to their neighbors. Experience in North America has shown that pavers 3-1/8th inch thick are adequate to support street, industrial, port and airport pavement loads.

Because of the growing popularity of pavers, one of our most aggressive customers, Angelus Block, has built a new \$10,000,000 state-of-the-art paver plant in Rialto, CA to service the Southern California market. DTI has staffed two trucks full-time to deliver pavers. These units are late model 3-axle City Cab Conventionals with drop deck trailers and forklifts that are transported on the rear of the trailers.

For questions regarding pavers, contact Dave Quinn of Angelus Block at (909) 328-9115. For questions regarding hauling of block or other building materials, contact Gary Bruggeman of DTI at (909) 823-0663.



TXI Recycles Firebrick

Recently, DTI got a call from TXI Riverside Cement about some firebrick they needed screened and hauled to their plant in Oro Grande. The firebrick is a byproduct from doing maintenance on the kilns. The firebrick lines the kilns to protect the kiln drum from heat as the limestone rock is melted. Over time, TXI Crestmore had collected 7,500-cubic yards of scrap firebrick mixed with dirt and congealed clinker. TXI's solution was to hire DTI to both screen the material and haul the scrap firebrick to their Oro Grande plant. There the brick will be ground and used for its silica content.

WHAT IS PORTLAND CEMENT?

Portland cement, the fundamental ingredient in concrete, is calcium silicate cement made with a combination of calcium, silica, alumina and iron. Producing a cement that meets specific chemical and physical specifications requires careful control of the manufacturing process. The first step in the portland cement manufacturing process is obtaining raw materials. Generally, raw materials consisting of combinations of limestone, shells or chalk, and shale, clay, sand or iron ore are mined from a quarry near the plant. At the quarry, the raw materials are reduced by primary and secondary crushers. Stone is first reduced to 5-inch size (125-mm), then to 3/4-inch (19-mm). Once the raw materials arrive at the cement plant, the materials are proportioned to create cement with a specific chemical composition.

Two different methods, dry and wet, are used to manufacture portland cement. In the dry process, dry raw materials are proportioned, ground to a powder, blended together and fed to the kiln in a dry state. In the wet process, a slurry is formed by adding water to the properly proportioned raw materials. The grinding and blending operations are then completed with the materials in slurry form. After blending, the mixture of raw materials is fed into the upper end of a tilted rotating, cylindrical kiln. The mixture passes through the kiln at a rate controlled by the slope and rotational speed of the kiln. Burning fuel consisting of powdered coal, petroleum coke or natural gas is forced into the lower end of the kiln. Inside the kiln, raw materials reach temperatures of 2600°F to 3000°F (1430°C to 1650°C). At 2700°F (1480°C), a series of chemical reactions cause the materials to fuse and create cement clinker-grayish-black pellets, often the size of marbles. Clinker is discharged red-hot from the lower end of the kiln and transferred to various types of coolers to lower the clinker to handling temperatures. Cooled clinker is then combined with gypsum and ground into a fine gray powder. The clinker is ground so fine that nearly all of it passes through a No. 200 mesh (75 micron) sieve. This fine gray powder is portland cement.

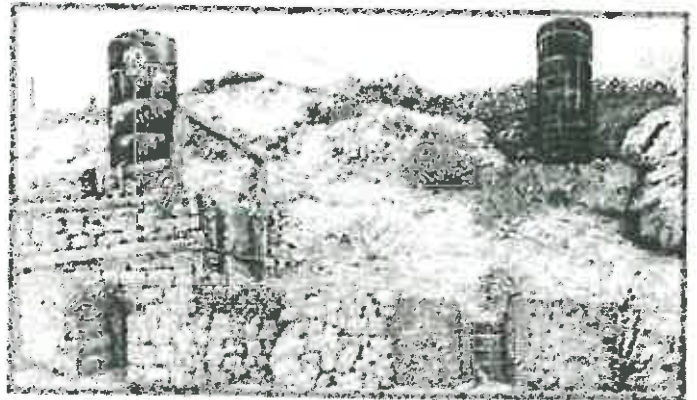
HISTORY OF PORTLAND CEMENT

In 1824, Joseph Aspdin, a British stonemason, obtained a patent for a cement he produced in his kitchen. The inventor heated a mixture of finely ground limestone and clay in his kitchen stove and ground the mixture into a powder to create a hydraulic cement – one that hardens with the addition of water. Aspdin named the product portland cement because it resembled a stone quarried on the Isle of Portland off the British Coast. With this invention, Aspdin laid the foundation for today's "portland cement industry."

If you have a need for screening material and/or hauling it, call Gary Bruggeman at (909) 823-0663 ext. 554.



After the brick was run through DTI's grizzly to sort the material, it was then hauled in semi-end dumps from their Riverside plant to their plant in Oro Grande.



Above is Oro Grande Vertical Lime Kiln built in 1849

So Many Uses for Salt!

Salt has a variety of uses from animal feed to water softeners. Because of our proximity to the Mojave Desert, we do a substantial volume trucking it. DTI hauls salt for five of the largest suppliers in Southern California. They are Cargill, Morton Salt, Pacific Salt, Salt Products and Superior Salt. Dalton has purchased a transfer truck and trailer with stainless steel boxes specifically built for hauling salt. We have also handled salt both pneumatically and on flatbeds.

SALT USES

HEALTH: Both animals and humans require both sodium and chloride for life and quality of health.

ROADS: Salt is the most effective, available and economical highway de-icer in use today. More than 40% of the dry salt produced in the United States is used from highway de-icing. In California however, it is a small percentage.

PULP & PAPER: Salt is used to manufacture chlorine and caustic soda. In papermaking, caustic soda is used to process wood fibers and chlorine is used to bleach the pulp. Sodium chlorate, also made from salt, is replacing chlorine as the primary chemical for bleaching pulp.

OTHER INDUSTRIES: Salt is used to fix and standardize dye batches in the textile industry; it is used in metal processing and secondary aluminum making, to remove impurities; rubber manufacturers use salt to separate rubber from latex; salt is used as a filler and grinding agent in pigment and dry-detergent processes; ceramics manufacturers use salt for vitrifying the surface of heated clays; soap makers separate soap from water and glycerol with salt; oil and gas drillers use salt in well drilling mud's to inhibit fermentation, increase density and to stabilize drilling in rock salt formations; hide processors and leather tanners use salt to cure, preserve and tan hides; and there are more.

CLOUD SEEDING FOR RAIN

Though perhaps not an "industrial use", salt has been used to "seed" clouds to produce rain in desert areas.

PRODUCTION METHODS

SOLAR SALT PRODUCTION

Solar salt is produced by the action of sun and wind on seawater or natural brine in lakes. The water evap-



orates in successive ponds until the brine is fully concentrated and salt crystallizes on the floor of the crystallizing ponds. Solar salt plants must be located in areas of low rainfall and high evaporation rates, and where suitable low-cost land is available.

SOLUTION MINING FOR SALT

Solution mining of salt or halite deposits is just like it sounds. Once the salt deposit is located, fresh and recycled water is injected through a well (or wells) drilled into an underground salt bed, usually between 150 and 1,500 meters (500 to 5000 feet) deep. Dissolution of the salt forms a void or cavern in the salt deposit. Salt brine is withdrawn from the cavern and transported by pipeline to an onsite evaporating

Continued on back page

Too Much Weight, Even For a Railroad!



When is a semi-van trailer loaded too heavy? When the bottom breaks out and endangers the load! This is what happened recently on a load of super sacks destined for export.

The Texas shipper evidently believes in really big loads. The railroad doesn't share the same opinion... and by the time the shipper gets done paying for the delay and damages, his outlook may change.

The load of sacks broke through the bottom of the van. Once this happened, it could not be moved. As a consequence, we brought in two cranes and lifted the van off the rail car. After it was on the ground, we shored it up in the middle so we could unload the van. We then reloaded the product into two other vans, which was used to deliver the

product to the harbor. We then braced the bottom of the van, banded it together and hauled the van to Los Angeles to be repaired.

If you ever have a railroad-related rescue project, be sure to remember the experts at DTI. Call Del Britton at ext. 568, Phil Moessmer at ext. 553 or Paul O'Brien at ext. 564.

DLS Becomes Part of the "Clean Air Team"

Wittke Waste Equipment is one of North America's largest manufacturers of alternative fueled waste and recycling equipment. They are located in Medicine Hat, Alberta, Canada, which makes transport of these large vehicles to the Southern California market a challenge. These units cost almost \$200,000 each, weigh approximately 36,000 lbs. empty and can carry 40 cubic yards of trash. The premium for LNG engines is over \$30,000 vs. diesel. The trucks require environmentally friendly liquid natural gas (LNG) and/or compressed natural gas (CNG) to run. Because there are a limited number of fuel supply stations between Canada and Southern California, driving them into California is impractical. The most economical and efficient way is to ship them via the Union Pacific Railroad on 80' flat cars (see picture). The cars are shipped by rail to a siding in Fontana where they are unloaded

onto Dalton Logistical Services' (DLS) specially built 44' portable dock trailer. Since the trucks are shipped with little or no fuel, they are towed to the various end user locations throughout the Southern California area.

In Southern California, the South Coast Air Quality Management District requires new fleets of trash trucks to be fueled by alternative fuels. Waste Management, another of our customers has helped lead the way. The demand for this equipment in the region is growing. Dalton Logistical Services, Wittke Equipment and the Union Pacific Railroad have become an efficient "clean air team."

If you have any inter-modal railroad related questions, contact Del Britton at (909) 823-0663 ext. 568.



Close "Ties" to the Alameda Corridor

The Alameda Rail Corridor Project is a 2.4 billion-dollar project that extends from San Pedro to downtown Los Angeles. The centerpiece of the Corridor is a 20-mile long high capacity rail line that will consolidate 90 miles of existing track and eliminate more than 200 at grade crossing. It is being built to handle unit trains of bulk commodities headed for export like coal and copper and high stacked trains of imported containers filled with products from Pacific Rim Nations.

To handle this traffic, only the very best materials were chosen for the railroad track considering initial costs vs. service life. As a result, concrete railroad ties were specified. These railroad ties are made by CXT of Spokane, Washington and are made of high strength reinforced concrete giving them a much longer life span than wooden ties.

The ties are loaded at CXT's manufacturing facility in Spokane, Washington into the Union Pacific Railroad gondola cars. They are shipped directly to the Union Pacific rail yard on 50th Street in Los Angeles. Once the cars are spotted, the Dalton unloading crew begins its process of inspecting and removing the ties to storage. The ties are stored and inventoried until they were ready to be released by the installation contractor.

When the Contractor calls for the ties, it usually took four to five trucks making four to five different trips to various locations on the Corridor.

Now that the project is completed, it is estimated that Dalton handled over 140,000 concrete railroad ties on this major transportation upgrade for the 21st Century.

For any information on rail service for any type of commodity, please contact Matt Klenske at ext. 560 or Del Britton at ext. 568.





Dalton Trucking Inc.

Announces the "Ground Breaking Ceremony" of our
new Rail-Served Intermodal Facility at

Dalton Logistical Services

Ground breaking for Dalton Trucking's new logistical service facility took place September 5th. This new transloading and warehouse facility is located adjacent to Union Pacific's west Colton yard in Fontana. This close proximity to the UPRR classification yard will reduce transit time (as compared to locations further west/south) and offer increased switch frequency.

Lumber, paper and steel products will be the core commodities handled. The facility sits on 12 acres and has a 30,000 sq. ft. concrete tilt up warehouse. A 2400 ft. siding with 4 turnouts can efficiently handle 24 cars.

Ultimately, approximately 20 people will be employed at this site. This will include forklift operators, inventory clerks, administrative and management personnel. A separate 1800 sq. ft. office will house management.

The facility is designed to reflect a combination of Mission-Packing house architecture. This combination incorporates Fontana's past involvement in citrus production with Southern California's Missions into a functional warehouse design. It should be operational by July 2002.

As you can see from the photos, our warehouse and office is almost complete. The engineering and installation of the rail spurs is also done. We will soon be ready for the Grand Opening.

For more information on storing your product, please contact Del Britton at ext. 568, Josh Klenske at ext. 506, Phil Moessmer at ext. 553 or Paul O'Brien at ext. 564.

Internet Inventory Access

We are pleased to announce the launching of our brand new "Internet Inventory Access" program. Using this Oracle based software, our customers can access their inventory warehoused by Dalton through the Internet. The program offers real-time status reports along with security for each individual user.

With this state-of-the-art inventory system, customers will be able to view and print their *Total Inventory* and *On Hold Inventory* (i.e. inventory already committed to a customer pending release).

We have insured privacy by using advanced encryption methods and will supply each customer with their own ID and Passwords. In the event an ID/Password is given to an employee and the need arises to

delete it, simply call DTI's I.S. Department at 1-(800)-333-2400.

The hardware required for this program is at least a Pentium 233 Mhz computer with a minimum of 64 MB RAM. Also needed will be a 56K modem with Internet access which will more than suffice with Internet Explorer 5.0 or Netscape 4.7 or higher. **PLEASE NOTE:** Internet access through a Proxy Server or Firewall should work, but may have to be adjusted by your I.S. department due to your security safeguards.

We will supply you with a CD ROM that will include all the detailed instructions as well as the newer versions of the aforementioned browsers.

Log onto our website at:



Stacy Console, pictured above, manages our customers inventory control concerns. She both enters inbound inventory and relieves outbound shipments. You can call her for shipping and release information at ext. 578.

http://www.daltonlogisticservices.com/dls_inv.html, click on "View Our Demonstration Slide Show" for a presentation of what the program offers.

Our Information Technology Department is available to help you work through any complication you may have during this period. Contact Roland Roberts at ext. 510.

Pole Dolly

Starting with an old van trailer under-carriage and two (2) different diameters of pipe, our Lowbed Welding Shop has created another 47' to 100' stretch pole trailer. We see an expanding need for this type trailer to handle beams, pipe and poles. As a consequence, our welders may get quite a bit of additional "stick" time building four- (4) more.

Paul O'Brien, Intermodal Asset Manager and former partner in OB's Industries, which merged with Dalton in February 1999, did the design work. If you have a unique request, please contact Del Britton at ext. 568 or Paul O'Brien at ext. 564 for a proposal.

The big advantage for the five (5) pole trailers we have built is that they tend to be lighter tare weight compared to conventional stretch trailers.



The inner pipe, 40' x 8" diameter, .50 thick wall, gives no indication of its future use.

Almost finished after sand blasting and paint. Wiring and tires were all that remained.



The running gear out from under an old 35' van semi-trailer.



One of several 80' loads gets a pre-trip inspection.



Import Experts

Question: How do you move thirty-one- (31) very large, fragile and expensive crates weighing 145,000 lbs from Long Beach Harbor to a Los Angeles Department of Water and Power (DWP) substation in North Hollywood efficiently and economically?.



At Berth 206, Long Beach, DTI drivers tied down the load and move out to unload at DWP North Hollywood.

Answer: Call Dalton Trucking's team of experts who will gladly assist with a packing list take-off to determine which of our many specialized trailers should be used to maximize the loads and minimize your cost



Offloading at the DWP facility. At rough terrain crane easily handles the sensitive parts.

In this case, we were able to consolidate all thirty-one- (31) crates on only five- (5) trucks that were picked up and delivered safely the same day.

For any assistance you may require on import or export shipments, contact Phil Moessmer at ext. 553 or Chris Bowman at ext. 590.

plant to make dry salt, or to a chemical processing plant for chlor-alkali or other chemical production. Solution mines located at the site of chemical plants are called captive brine wells.

A combination of the solar salt method and the solution mining system are what most of our customers use. The Mojave Desert has underground salt brine deposits that can be pumped into crystallizing ponds. The dried salt is then bladed up and screened or milled to size.

VACUUM PAN SALT REFINING

Table salt is typical of the fine, granulated-evaporated salt produced in vacuum pan evaporators. Virtually all food grade salt sold or used in the United States is produced by vacuum evaporation of brine. Prior to mechanical evaporation, the brine may be treated to remove minerals that can cause scaling in the evaporators and adversely affect salt purity. Chemical treatment of the brine, followed by settling, reduces levels of dissolved calcium, magnesium and sulfate. Sulfuric acid treatment or chlorination may be used to remove hydrogen sulfide and hydrochloric acid will neutralize brine used in diaphragm cell production of chlorine and caustic soda. Brine purification has become increasingly important to produce high purity salt for use in chlor-alkali production, particularly in Europe where dry salt is used extensively for this purpose.

We hope you found our summary of salt and its uses interesting. If you have a special haul or transportation need that may be similar to salt, call Gary Bruggeman at (909) 823-0663 ext. 554 or Buzz VanderHoop at ext. 552.



Rainy Day Delay

Inclement weather, muddy roads and slippery conditions delayed the delivery of three each Cat 657 scrapers. Cobra Equipment of Colton owns these units. They were successfully off-loaded two days after these pictures were taken.

Dalton has three of the specialized jeep and dolly combinations needed to haul 657's. The unique part is the booster axle attached to the basket dolly. This increases our gross weight capacity by 28,000 lbs.

The Cat 657 is their largest scraper. It can carry 44 cubic yards of material. The majority of all 657's are domiciled in California. The expense of moving these machines pretty much limits their competitiveness to large Orange County type "cut and fill" operations. Surface strip mining such as coal is another popular application.

For more information or a bid proposal on moving this type machinery, please contact Arnie McMichael at (909) 823-0663 ext. 562 or Matt Klenske at ext. 560.



The short scraper semi-trailer shown loaded with the head unit dwarfs our truck-trailer. Approximately 12,000 lbs. of weight is transferred on to the front axle resulting in a gross loading of 22,000 lbs.

This rear view of the three Cat 657's shows their rear engine assembly and hence the need for the third booster axle to handle the added weight.



Mission Statement

Dalton Trucking, Inc. is dedicated to providing professional services to our customers. We are committed to act responsibly toward our employees and the community at large. We are driven to meet our customers' expectations.

"Our customers' satisfaction is the fuel to our success."