



DALTON®
gear company

GEARS • SPROCKETS • OVERLOAD SAFETY DEVICES

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In welcoming you to Dalton Gear Company, we cite our company's mission and position: Over 45 years of consistent growth due to our on-time meeting of customer requirements, product satisfaction and follow-up service. Dalton's excellence is an over-riding one, guaranteed by a blend of advanced technology, new equipment, well-maintained basic machinery and most significant of all, individual craftsmanship. Our main strength is the *human element* - a remarkably loyal and long-lived employee base. For each worker, the individual project is always Job One.

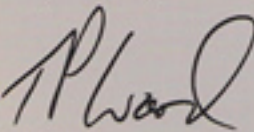
Veterans of our industry know full well how my father, Board Chairman Gene Wood, founded the company shortly after coming home to Minnesota after U.S. Navy Seabee duty in World War II. Among the *enduring values* he brought with him was the "can do" attitude which drove his branch of the service.

Today, as in the days of our founding, we remain a "complete" manufacturer of the principal kinds of major gears and sprockets. And now, as then, in rising to the *challenge* of innovation, we never depart from our

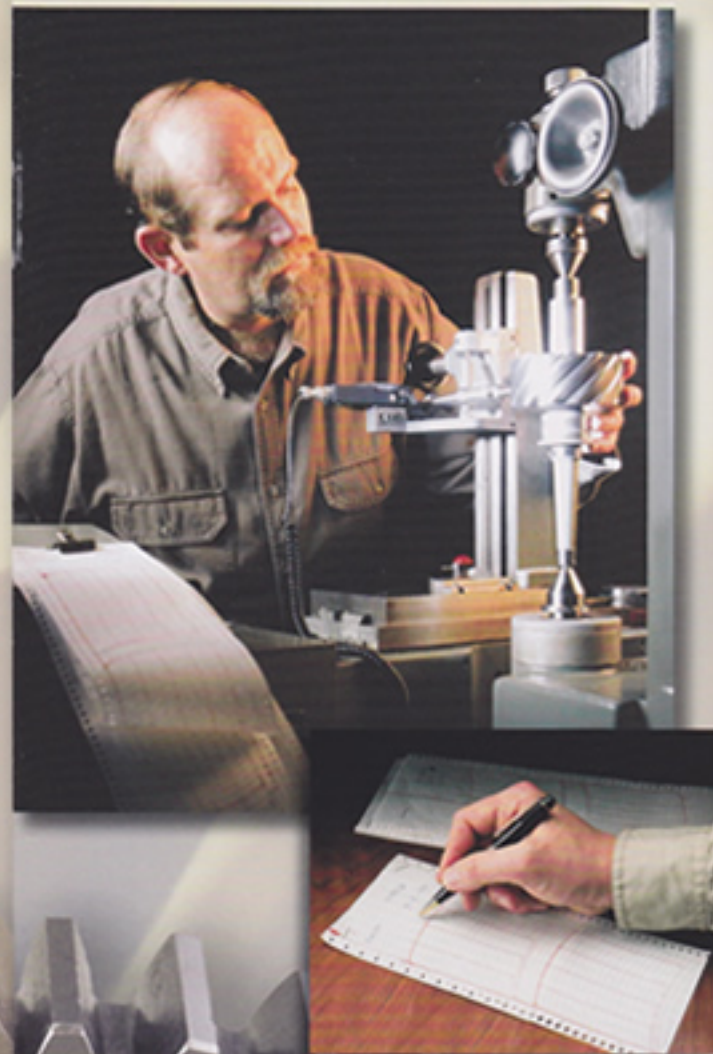
commitment to the *quick and reliable* delivery of customized products, no matter how small or modest the individual order.

We have crafted this brochure, like so many customized products, to help you, our customers (and potential ones) better understand the capabilities of Dalton Gear in meeting the increasing demands of modern power transmission. We truly value your questions and immediate requirements.

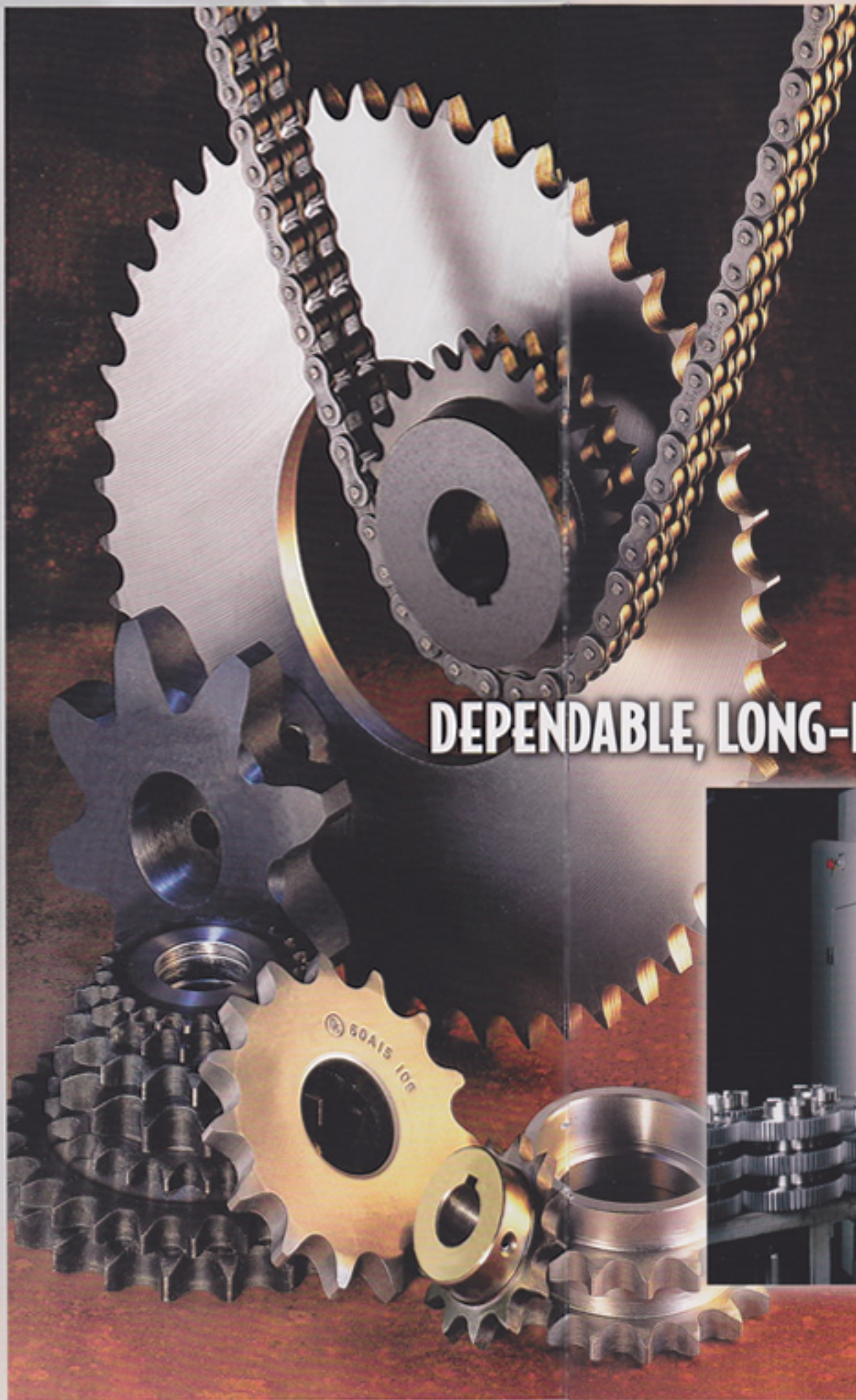
Very Sincerely,



Tim Wood
President and CEO
Dalton Gear Company



IN CHOOSING QUALITY GEARS YOU HAVE TO START HERE.



DEPENDABLE, LONG-LASTING, HIGH-QUALITY SPROCKETS.

A

As a complete manufacturer, Dalton has long-since extended its expertise beyond the basic four gears: spur, helical, bevel and worm, to sprockets, couplings (made-to-order, stock-bore, taper lock and shear pin), timing-belt pulleys, right-angle gear boxes and worm gear shaft-mounted and foot-mounted speed reducers. Throughout its 45 years, Dalton has reinvested much of its revenue in high tech gear-making equipment. That and product innovation have made it a company to work with in today's international marketplace. Dalton Gear's shop is an ultra-

modern CNC (for "computer numeric controls") machine center. It is comprised of manufacturing cells in which one operator can simultaneously monitor multiple machines that interact between the customers' blueprints and the high-precision equipment that



performs the intricate cutting, turning, milling and finishing true to ten-thousandths of an inch!



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D

Dalton's marketing strategy accurately reflects its operating philosophy, showcasing the ability to handle orders of any size and to meet tight delivery schedules. Its products are marketed in the U.S., Canada and Great Britain via a vast network of distributors. The company never

imposes a minimum number of units per order. "From one to 10,000," says President Tim Wood. "Many distributors need just one \$20 item. We wouldn't think of saddling them with more! You know the old saying: 'Making it convenient to buy is the best way to sell.'"

Another huge Dalton advantage is its historic dependability in meeting

delivery dates on time. The "big four" of U.S. gear distributors have long included the Twin City firm in their catalog pages, a powerful endorsement. Listed too are its proprietary OSD devices, credibility that brings the Dalton name to the entire gear-making universe via distributor sales promotion materials. Not to be ignored, is Dalton's experience in supplying original equipment

manufacturers (OEMs) with large volumes of gears and sprockets. Many distributors never tire of telling their customers how easy it is to contact Dalton. "Just dial 800-328-7485 to reach a key contact. There's no one more responsive than hands-on President Tim Wood. He often takes over incoming phone calls!"



THE SECRET OF OUR SUCCESS WAS KNOWING WHEN TO GEAR UP.



A CASE HISTORY

The Dalton Principle: That no product request is too modest to be rejected was rewarded in the mid-1960's when a customer favoring the design of the standard overload Safety Device Coupling had the unit redesigned because of space limitations. Dalton seized the opportunity by submitting blueprints and a quote that would safely meet the desired space requirements, while maintaining correct torque capacity. Dalton's "quick response" led to a now, long-standing relationship that made both companies successful.

Dalton Gear will go to any length to help solve a customer's problem. The gear business is a very personal business. Every customer is vital. Bureaucratic roadblocks will not interfere with total service before and after the sale.



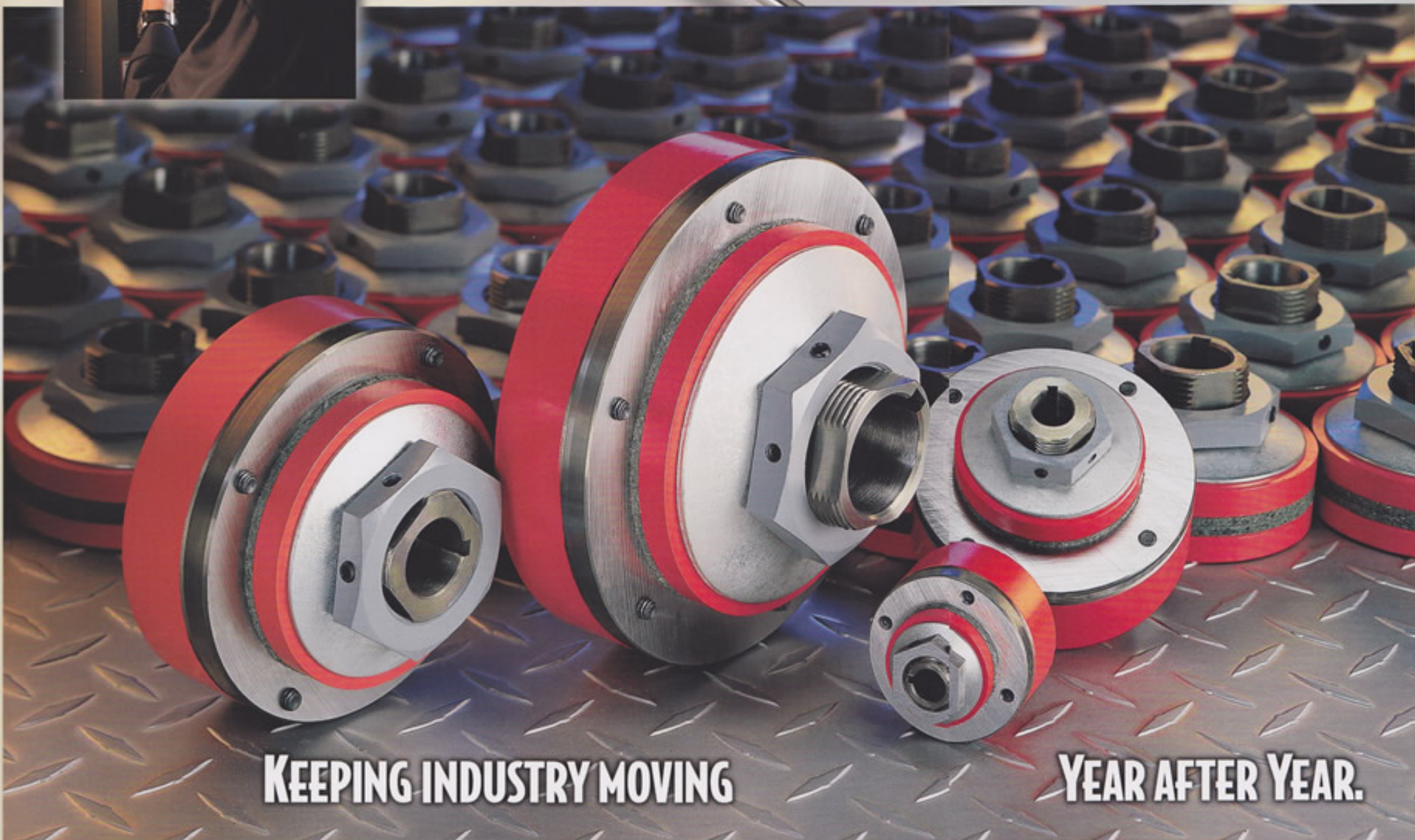
Dalton's variable-speed gearboxes are the standard of excellence in the lawncare industry, from home lawnmowers to heavy duty commercial landscaping equipment.



All of Dalton's products are crowned by our special, proprietary model OSD (Overload Safety Device), innovative torque limiters for which the firm is particularly well-known throughout the mechanical power transmission industry.

Dalton started work on OSDs in 1958, at a time of growing safety concerns, soon finding itself on the cutting edge of a growth that was phenomenal. Essentially, its OSDs succeeded by preventing costly breakdowns of equipment that tended to go beyond the overload point. However, with Dalton's innovation,

reaching maximum load did not result in burnout but caused a disengagement that was immediately restored upon elimination of the overload. Further, the unit is conveniently adjusted via torque wrench. It can be used with such varied couplings as sprockets, gears, belt-pulleys and flanges.



KEEPING INDUSTRY MOVING

YEAR AFTER YEAR.



*The true measure of a gearmaker is to deliver-
On Time, On Target, On Budget.*

DALTON MEETS THE CHALLENGE

This family-owned business has met the challenge of change by sharpening its historic emphasis on master craftsmanship and impeccable customer service via the digital revolution. In manufacturing, these advancements have been lumped under the acronym, CAD/CAM – “Computer-Assisted Design / Computer-Assisted Manufacturing.” These applications in data processing are now put to work in what used to be the drafting room and on the production floor. The two combine to design new products then assist software-driven machines to perform all of the intricate turning, milling, and finishing gear-making processes.

Commitment to this evolution has kept Dalton in the vanguard of ultra modern machine centers--one marked by in-line production in which one operator can monitor two or more machines at a time, thus guaranteeing its customers the highest cost-efficiency in manufacturing coupled with superior tolerances, durability and all-rounded performance of the product.

Says Dalton President Tim Wood: “The acid test of a gear-maker is its invariable on-time delivery of parts to the assembly line. Tardiness in delivery or failure in communication is simply *not acceptable* here. This is the creed that Dalton customers and our company have thrived on for longer than 45 years.”

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