



**A specialized operation,  
rugged terrain, and a duty to  
serve local farmers requires  
specialized equipment AND  
URGENT CUSTOMER SERVICE.**



**KRIS-WAY TRUCK LEASING INC.**



*Kris-Way Truck Leasing, Inc. is:*

Locally owned and operated since 1978.

The largest independent truck leasing company in New England.

Operating over 1,500 pieces of equipment for 130 customers in Maine, New Hampshire, Vermont, and Massachusetts.

A member of NationalLease providing access to over 700 locations in the United States and Canada.

The most responsive and consistent service provider in markets we serve.

L.L.Bean



## Who are the Dairy Farmers of America?

Founded in 1998 when leaders of four of the nation's leading milk cooperatives came together.

A leading milk marketing cooperative and dairy food processor offering programs and services including logistics and transportation, making it easier and more profitable for members to farm.

4,000 employees.

Nearly 13,000 members in 48 states.

DFA owns and operates 33 manufacturing plants that produce a wide variety of products.

Products include Borden Cheese, Cache Valley Cheese, Keller's Creamery Butter, Plugra` Butter, Breakstone's Butter, Kemps, Guida's Dairy, and Oakhurst.

## Dairy Farmers of America in the Northeast.

1,432 member dairy farms.

3.1 billion pounds of milk produced annually,

Members provide milk for leading companies such as Chobani, Inc., Dean foods, Farmland Dairies, Hershey Foods, HP Hood, Great Lakes Cheese, Kraft Foods, Leprino Foods, and Sorrento/Lactalis.





*“Our job is to deliver our farmer’s milk to the plant. If the tanks are full and we’re not there to pick up the farmer starts losing right away. When a farmer isn’t producing, that farmer is losing.” - Tim Riel, DFA Area Supervisor*

**Challenges faced by DFA Northeast:**

1. Challenging terrain. DFA tractors often face grades of over 10% while hauling a 99,000 lb. combination.
2. Farmers rely on DFA to handle the logistics and transport of their product. DFA must not only be timely, they must be logistically efficient while dealing with a production schedule that is not regular. “We’ll keep producing, it’s up to DFA to haul it when we’re full.” - Kevin Morrill of Morrill Farm, Alstead, NH.
3. Challenging weather. Northern New England is notorious for its winters. Snow and ice are a constant hazard. “The hardest part is telling a new driver when it’s snowing and the weather is getting worse that you still have to go”. - Gene Ladd, DFA Driver Supervisor
4. Challenging schedules. DFA runs the tractors in 2 shifts. The 2nd shift returns to the plant around 3 AM. The first shift then goes back out by 6 AM.
5. DFA needs professional and detailed drivers focused on their job, not bogged down with tractor issues. DFA drivers not only have to properly operate a tractor trailer, they also have to be the face of DFA with the farmers and also run tests on the milk they’re picking up.



NO TWO KRIS-WAY CUSTOMERS HAVE THE EXACT SAME OPERATION...AND SO OUR CUSTOMERS ALL NEED UNIQUE EQUIPMENT AND SERVICE PROGRAMS



***Kris-Way Solutions:***

1. Kenworth T800 tractors with specifications to meet the demands of DFA's operation while at the same time providing driver comfort and performance.
2. Responsive customer service through a strong knowledge of the customer's operation and needs. Kris-Way salespeople take the time to learn DFA's day to day routine even doing a drive around on DFA routes. Kris-Way Concord, NH service personnel understand DFA's urgency, routes, and schedule and can react accordingly.
3. Driver training. DFA drivers work hard both on behalf of the farmers they serve and DFA as a whole. Kris-Way strives to improve their experience and the performance of the vehicles with aggressive training on fuel economy, driving habits, and the operation of the new vehicles to maximize safety and efficiency.
4. Proper substitute trucks. Kris-Way provides vehicles for substitution that are registered for 99,000 pounds, wired for DFA's trailers, and built to handle DFA's operational demands.
5. A Full Service Lease Plan tailored specifically for DFA that provides flexibility and long term financial reward including IFTA fuel tax reporting, washing, and regulatory services.



*“Kris-Way’s Sales Staff really took the time to learn our operation, even going so far as to ride along with our drivers on their routes.” - Tim Riel, DFA Area Supervisor*

***Kenworth T800 - Extended Day Cab***

- Cummins ISX 450 horsepower 1550/1750 “smart torque” engines that electronically detect the load factor and adjust accordingly to conserve fuel.
- 4 batteries with 2800 CCA’s to make sure the trucks start on cold days.
- Eaton Fuller 18 speed transmission for a extra help on the steep inclines and declines the DFA drivers face everyday.
- 14,600 lb. front axle and 46,000 lb. rear axle with full wheel differential lock to handle the terrain coming in and out of farms.
- Aluminum rims and bumper for weight savings allowing for additional pounds of milk to be carried per load.
- Double steel frame to handle the rough terrain.
- Extended day cab adding 6” to the height and depth of the cab for driver comfort including the “quiet cab” package.
- Heated mirrors including heated convex fender mounted mirrors to prevent ice buildup.
- Halogen spotlight and floodlight to assist the drivers while making nighttime and early morning runs.



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John Williams

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ACCESS ROAD TO MORRILL FARM, ALSTEAD, NH



Kris-Way New Hampshire Locations  
Manchester, Concord

Kris-Way Maine Locations  
Bangor, Waterville, Portland, South Portland, Auburn, Saco