

LOAD COVERING NEWSROOM

NOVEMBER / DECEMBER 2014



OVERSIDE LOAD REQUIREMENTS???

Doug Pettitt, is an Owner/Operator with Contrans' flatbed division in Hagersville, Ontario for the last seven years with over 32 years experience in the trucking industry. Doug started hauling steel coils on Side Kit B-Train trailers between Montreal and Toronto eight years ago, but more recently elected to run drywall, lumber and steel coils to Western Canada. He constantly had to set up his trailers with side kits to weather protect coils of steel and then tear them down for the back haul to manually tarp loads of drywall and lumber.



One rainy day this past spring in Guelph Ontario, Doug almost had what could of resulted in a near fatal accident. Being forced on top of a load of drywall to manually tarp so not to tear his tarps on corners of the load, his hands slipped from the lumber tarps he was wrestling, causing him to fall back on to the load, landing inches from the edge and nearly rolling over onto the ground. (Most doctors agree that falling from anything over 6 feet in height can be fatal or as a minimum result in a serious injury.) *"That's it", Doug remarked, "no more manual tarping of loads as my safety comes first."*

Doug took the next month contacting different manufacturers of sliding tarp systems thoroughly evaluating the various makes and models available to find the product best suited to cover his oversize load requirements. However, what Doug discovered is that most manufacturers offered generic specifications and were not willing to accommodate his specific needs. So Doug turned to the experts at **Load Covering Solutions.** (see page 2)



"The Load Covering TEAM took the challenge & customized my Super B train Trailers with a sliding tarp system designed specifically to accommodate my oversize load requirements" ...Doug Pettitt, Owner/Operator Contrans

Today's trucking industry has shippers demanding carriers to load the highest and widest loads possible. Doug's trailers required his 28 foot lead trailer to carry covered loads longer than the trailer length. Load Covering Solutions (LCS) designed a bulkhead that cantilevers 12" ahead of the nose of the trailer. On the 30 foot pup trailer some loads can exceed the length so LCS suggested a flap front versus a solid bulkhead, allowing loads to fit within the overall trailer deck length when the flaps were down. LCS installed an adjustable rear car frame that allowed Doug to lengthen his tarp system to accommodate longer loads. This was an optional but unique feature called the STAM (Slack Tarp Adjusting Mechanism).

Now equipped with the LOOK™ engineered sliding system LCS set up Doug's Super B-trains with a 105-2/5" "Canadian" approved interior width and a completely interior upper square corner for maximum load heights

"I can haul drywall 54" & 48" wide x 8 feet high and 91,000 pound lumber loads ranging from 102" - 104" high X 96" wide.

Another key selling point in the decision making to choose the Load Covering Solutions tarp system over the rest is there are no interior or exterior ratchet posts or bulky A-Frame locking mechanisms. The LCS patented Loc'N-Load™ tensioning mechanism travels with the car frame and does not sacrifice any interior load clearance.



I pull into western lumber yards and shippers can't believe I can haul the loads that I do inside a load covering system! Only LCS can achieve these clearances"... Doug Pettitt



Loc'N-Load™ tensioner

Contact a Western Certified LCS Install Dealer that can meet your oversize load covering requirements.

• WW Trailers	Portland Oregon	503-821-6000
• Maverick Trailers	Edmonton, Alberta	780-489-2120
• Horizon Trailers	Lethbridge, Alberta	403-381-7929
• Quality Trailers	Winnipeg, Manitoba	204-632-5300



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Industry Growth and Driver Shortages

Amidst the job losses of the past decade and the overqualified, inexperienced worker saturated market, the trucking industry still faces a driver shortage. The demand for truck drivers is actually increasing despite the dragging recession. Trucking industry trends show that, in addition to a shortage in qualified drivers, the need for drivers is increasing further exacerbating the deficit. It is unclear why so many valuable jobs are being left vacant even in the recent deep recession. Although over the road trucking is known for being isolating, there are many benefits, additionally, many companies are putting drivers into teams in order to combat the 2010 hours on the road restrictions. Although many employers are concerned about what the trucking industry statistics are revealing about the current situation, there is the potential for more people to become interested and pursue trucking careers, if they are informed of the host of benefits associated with transportation sector employment. More fleets are now representing themselves as exhibitors at all North American trade shows, focusing on driver recruitment.

The demand for truck drivers is only going to keep growing according to many trucking industry statistics. There has been a projected growth of 1.1 million jobs just in the material moving occupations sector through 2014. With the economy slowly rising, and 80% of all transportation goods moved by truck drivers, the current shortage is going to drive prices on consumer goods up unless transportation companies can find drivers to move the freight. In addition, trends are showing that many current drivers are reaching the age of retirement. With experienced drivers retiring, there will be even more jobs that need to be filled. According to the Bureau of Labour and Statistics the trucking outlook is positive, and growth of up to 21% is expected through 2020. The shortage of qualified truck drivers is now the biggest check on the expansion of trucking capacity—not the ability to purchase or finance equipment.



"YEAH, THEY'RE SMALLER, BUT TRAFFIC IS THE SAME."

"Reduce highway congestion by capitalizing on a 2 for 1 trailer to haul van loads on a flatbed with the purchase of a LCS sliding tarp system"

Criteria for evaluating your next sliding system purchase

There are many different sliding systems on the market today for customers to choose from. How do you make an *INFORMED* decision on the best product to meet your load covering requirements?

Key factors to consider are :

1. Product Value—Over cost
2. Ability to customize the product to meet your load covering dimensional requirements
3. Engineering & Design expertise for manufacturing
4. Reduced Maintenance costs and service frequency
5. Innovative Problem Solving Abilities
6. Warranty
7. Modular parts reducing part replacement costs

LCS has proven to be a leader in product innovation and design over the last 35 years.

We have helped all of our customers with their unique tarp covering requirements to ensure the end product meets

their unique needs. Consulting with FEMA, U.S. Navy, NASA, Boeing, U.S. Army, just to name a few, identifies us as a trusted business partner to solve the most complex of load covering requirements.

LCS continues to drive forward with engineering innovation, design, creativity, research and development. We listen to our customers ideas and concepts about how we can improve our product and work to bring those improvements to the marketplace.

Our Certified Dealers can install your next system within convenient reach of your home location and service your product when it's required.

LCS has a proven track record in training many fleets on how to install, service and repair their own sliding tarp systems. Let LCS come to your door and eliminate the cost of shunting trailers back & forth to our facility.

Call an LCS expert today to solve your load covering needs. 1-877-790-5665 or check out our website at www.loadcovering.com.

SEMA SHOW – LAS VEGAS November 4–7, 2014

Staying abreast of trends in the market place is a key activity for Load Covering Solutions. If you like to dream big and are an automotive enthusiast this is the show for you.

In November staff attended the SEMA show (Specialty Equipment Manufacturers Association) where over 100,000 of the industry leaders, with over 2000 new products showcase their wares. Over 60,000 buyers attend this show where they showcase both products and final products of all types that have been tweaked to perfection with after-market makeovers from horse power and transmission changes, interiors, wheels and tires, then paint, chrome and accessories.

LCS was partnered with Spectra Chrome and Dennis Anderson of Grave Digger and King Sling fame to showcase how LCS's custom tarping system suited the needs of Dennis Anderson's mud crew. By providing the correct system his Mud Crew doesn't have to remove the Giant Mud tires and replace with smaller totter tires when loading his extreme Mud Truck up onto the trailer.

This change in tarping system, reduced Dennis's loading and unloading time from 4 hours at each end of transit to just minutes.

Using a sliding system to protect your precious cargo is important for more than the trucking industry. Think exotic cars, boats, and recreational vehicles. Dennis happily endorses the Load Covering Solutions TEAM to engineer a solution for your application. Let us do it for you!



**Four time Monster Jam World Champion
Dennis Anderson – "Grave Digger"**

Check out Dennis's video endorsement at www.loadcovering.com. Contact our tarping experts : info@loadcovering.com or 905-335-2012 or 1-877-790-5665. WE CAN HELP!



Dennis autographs LCS brochures at SEMA 2014

