

LOAD COVERING NEWSROOM

JANUARY/FEBRUARY 2014



December 2013 – Canadian flag at half mast to recognize the passing of Jerry Collis

Farewell to our Friend—Jerry Collis “Papa Jer” Transport Trailer Sales by Brian Petelka

The reality that everyone’s friend , Papa Jer, is no longer a part of our every day personal and business life has not yet sunk in for many and particularly for me.

I’ve known Jerry, Sharon and their five children for almost 35 years. We have shared the best of times over the years with births, and birthdays, weddings, anniversary’s, sporting events and numerous casual get togethers where Jerry would entertain us with his wit, humor and superior cocktail making skills.

When that shocking email came in early that morning after an enjoyable dinner out with Jerry, Sharon and our other mutual friends, that our beloved comrade was rushed to the hospital shortly after returning home from dinner we were all stunned. I had the unsettled feeling that our lives were about to change... little did I know then, our now memorable night out, shared with laughter, great food and fine wine would be our very last supper together... especially as we were planning our next outing while we were paying the bill.

Although, Jerry started out as my loyal and trusted customer way back when, he turned into a terrific friend immediately. He was the kind of man that if you needed someone to visit or talk too, Jer always made time for you.

He was a close enough friend that if he

didn’t agree with your decision whether business or personal, he would call you on it and immediately open your eyes to the alternatives. In most cases I ended up taking his advice.

Jer was reluctant to seek retirement in his later years, he wanted to remain as everyone’s friendly trailer account representative whereby he adopted the name as “Papa Jer”. I know all that were close to Jer looked up to him as a father figure as he always provided sage advice.

I can’t express the sadness that I feel or the emptiness in my heart of not having his presence around me today, and I know I’m experiencing an infinitesimal amount of sadness compared to that of his loving wife and family that are missing him deeply. Jerry was a real family man and loved spending time with his wife, kids, and grandkids. Even when he wasn’t directly in your company, you always felt like he was somewhere close to you.

I will always deeply miss “Papa Jer”, his bubbly personality, his uplifting perspective on life and his sense of humor. I will never forget the friend that he was to me and how lucky I am to have known such a remarkable man that has enriched my life forever. I miss you Papa Jer.....

Brian W. Petelka, President—Load Covering Solutions.

The Life & Times of the Trailer Legend 1938 – Gerald Edward Collis – 2013

Born in Montreal in 1938, Jerry had a full life as a great baseball player, wing-ding pitcher and coaching football for many years, a trailer expert and family man.

He started his career with Firth Brown Steel and joined Highway Trailers in Montreal. Jerry had 3 sons, Danny, Michael and Kevin. When he married Sharon on 1980 he inherited 2 beautiful



daughters, Tracey and Regan to make a family of 7 along with his wife Sharon.

When Highway Trailers closed in 1980, Jerry pursued his love of house painting before getting back into the trailer business for Thru-Way Trailers and then Transport Trailer Sales from which he retired in October 2013.

Jerry was one of the “Original Six” that organized and attended the annual trek to Detroit to see the Thanksgiving Day football game for over 18 years. This event was always greatly anticipated by the truck and trailer industry as they had so much fun at that event.

Jerry was diagnosed with IPF (Idiopathic Pulmonary Fibrosis) in the spring of 2011 which restricted his activities but did not deter him from what he loved to do.

Jerry was an avid Blue Jay and Montreal Canadian fan. His philosophy in life was not to worry about things you couldn’t control and he lived this way right to the end carrying on with dignity and grace. He will be greatly missed by all who knew him. - Sharon Collis & Family

*In the blinding snowstorm, I was the **envy** of all the other drivers... and so thankful for my new Load Covering Solutions **the LOOK** tarping system... Arthur Breslau, owner*



Dodging inclement weather while improving efficiency and driver safety.

Inclement weather, driver safety and loading and unloading speed are the 3 main reasons my wife and I decided to purchase the **LOOK** from Load Covering Solutions. We saw the **LOOK** product at the Mid-America Truck Show in Louisville, KY last March. After speaking with the president, Brian Petelka, we were convinced that we had to have the tarping system.

Later in the year, a near fall from a tarped load of lumber prompted us to make arrangements to proceed with the purchase and installation.

“We dropped the trailer at Load Covering Solutions and four days later, we had our tarp system. It was the best \$300.00 bucks a month I have ever spent in the trucking industry. No more throwing of tarps in the wind, rain and snow. Secure the load, pull it shut... done!!” *A Thankful Arthur Breslau, O/O.....Morris, NY.*

Let your wife sleep peacefully at night too. A sliding system will keep your feet safely on the ground and keep your back in good repair by no longer having to throw heavy tarps over your load – especially during inclement weather and high wind situations.

Call us today and inquire about a Load Covering Solution to keep you safe and your load covered.



Did you know that LCS can provide you with competitive financing? For not much money per month you can own a Load Covering System.

Call us today at 1-877-790-LOOK (5665).

Engineering Marvels for Specialized Requirements.... YES.... LCS does have the creativity and brain power to solve your Load Covering requirements



Complex Load Covering Requirements? Load Covering has the ingenuity to solve your dilemma!

When customer's require out of the box thinking to better maximize their company's business operations, they turn to the design team at LCS. Load Covering Solutions puts it's 35 years as a company and a combined 72 years of expert staff experience in resolving customer's problems.

We work diligently with each customer's specialized requirements to design a product that meets their discrete needs. This includes venting, hatches, doors and access panels, and climate controlled environments. From mobile water & waste treatment plants, to airplane & helicopter fuselage to expensive on site command centers..... LCS Finds a way!!!! Just ask SpectraServ!

Another Satisfied customer

When I first contacted Load Covering Solutions and expressed my need for a tarp system to protect a very expensive piece of equipment that I had mounted on a drop deck trailer, I recall Brian Petelka telling me "We can make any kind of tarp system you want". At first I thought it was the remark of a charlatan. A few days later we spoke again about the design, the cost and the delivery and installation of the **LOOK** sliding system. I realized through those discussions that Brian was for real, and that they could truly design and build the tarp system that I was looking for.

Brian was very helpful and always available to my phone calls in finalizing the little details before I placed my order. He followed up with reminders about the shipping and installation dates which were all met as we had agreed upon.

The installation performed on site at Spectraserv went as smooth as it could go. Two very knowledgeable technicians, who seemed to be able to put this tarp system together with their eyes closed. You could tell that they had installed lots of tarp systems together. Completion was on schedule and very professionally done by these technicians. No little details was overlooked.

My equipment has been on the road now for a few months, and I have the complete assurance that it is well covered and protected with the **LOOK** sliding system. A tarp system designed and installed by the folks at LOAD COVERING SOLUTIONS Inc. My trailer also does **LOOK** good with this new tarp system on.

Thanks for a job well done, on time and within my budget ...Mr. Amador Lopez – SpectraServ.... Kearny, NJ.





OOPS –There goes the roof!

Knowing your overall finished height is critical when ordering your trailer and load covering system. Please communicate this to the trailer or truck body dealer and load covering solution expert you are buying from. The finished deck height of an unloaded trailer will influence and determine your options for an overall finished interior height that is available to accommodate your load requirements.

You can ask for maximum height but it still may not be sufficient to receive your load based on the deck height of the trailer or truck body. Know what your requirements are ahead of time and discuss in great detail what equipment you need to purchase. When your load has to fit inside a load covering system, let LCS assist you in defining the overall dimensions of your trailer deck. Call us first!



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Retract-A-Strap



Introducing the
1st Ever Recoiling winch strap
for flatbed trailers and truck
bodies.

- Recoil a 30ft. Strap in seconds
- Saves Time
- Saves Money
- Promote Driver Recruitment with easy to operate equipment.
- Easily adapts to existing winches while on the trailer (Welding Required).



Maintenance Corner

When Choosing a Sliding Tarp System there are two very important factors that should drive your purchase decision:

Wheels - It should be obvious the least amount of wheels on a system should win the order. Too many systems have 54-84 plastic or rubber wheels with low quality bearings. Some Manufacturers have grease nipples that you need to maintain. In comparison LCS has (28) Maintenance FREE Steel wheels with sealed bearings on a 48 foot trailer. Did you know we are in test mode with all stainless steel wheels and bearings with a proposed LIFE TIME WARRANTY on both wheels and bearings?

Track - The foundation of any structure is the most important feature when building a system. Track failure amongst our competitors systems is frequent, costly, and leads to long down time of equipment. What trucking company has the time to take mechanics away from truck and trailer maintenance to service inferior sliding system track and wheels. LCS has the **ONLY LIFE TIME** Warranty on its stainless rolling track insert.

CALL THE EXPERTS... SEE HOW LCS CAN LOWER YOUR COST OVER THE LONG HAUL.



Keeping our lips sealed over our booth

Mid-America Truck Show
Louisville, KY
March 27,28,29

Look for us at the Show for some really spectacular surprises at our booth.

And the chance to win the NEW Retract-A-Strap.