

LOAD COVERING NEWSROOM

MAY / JUNE 2014



MANAGING YOUR TRANSPORTATION INVESTMENTS— It's not about the lowest price???

Total Cost of Ownership (TCO) is the single most important principle in all of supply chain management. It quantifies and measures costs. The principle of TCO has impacted commercial negotiations by expanding the narrow confines of Price to a vast field of opportunities for attaining Win-Win results. Anyone can get a lower price. **The objective of business is to attain the lowest TCO.**

In professional purchasing, we can reduce the essence of everything we do to a single word—Cost. Anything falling under the umbrella of Supply Chain Management can be expressed in terms of Cost. Value and Cost are related in that the Best Value means the lowest TCO.

Many business execs carelessly confuse the concepts of price and cost and use them interchangeably. To define them, price is the money coming in, cost is the money going out and profit is the difference.

What is TCO and how is it measured and how does it affect negotiation? The four elements of cost are:

Quality, Service, Delivery and Price (QSDP)

TCO = the sum of the cost elements in QSDP or :

TCO = Quality, Service, Delivery and Price

Several facts about TCO must be recognized and appreciated to conduct an effective negotiation:

1. Each element of QSDP has an impact on the TCO.
2. The importance of each element varies with the product or service being purchased.
3. The relative weight of each element depends on our assessment of the TCO impact on our business.
4. The identity and weight of each element is an ongoing part of the continuous negotiation process.

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At Load Covering Solutions we pride ourselves at understanding the end users business requirements. This ensures that we can help our customers make an informed decision on product selection as well as detailed design for their specialized trailer requirements.

Making sure that we understand your daily operation, load types, and the challenges your drivers or equipment face over the course of your business day helps us to work effectively with you to differentiate the products and the correct application of the Load Covering Solution.

When you are looking for innovation, engineering expertise, and the “out of the box” thinking to solve your loading covering problems... call LCS! We can help!

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).

Price is not only different from cost but is merely one element of cost. The impact of other elements usually dwarfs the impact of price. “Have I got a deal for you” means on the price...not on the cost.

With the stress on Quality in business today, is Quality always the most important element of cost? Often it is. Heart valves for heart surgery...if you were the patient quality would be the most important over price.

If you have an equipment breakdown... Delivery of a replacement part may be the most important factor.

Operating and Maintenance Costs over the time of equipment ownership may well be a determining factor for fleet owners and these could be a derivative of design and quality.

So when you are looking to replace or purchase new tarping systems... look beyond the price. As you can see it's only one component of the value statement . Don't forget the four elements of Cost!

Total Cost of Ownership =

Quality+Service+Delivery+Price

Load Covering Solutions Rocks the Mid-America Truck Show (voted “BEST BOOTH EVER” by its competitors)

Keeping the industry apprised of the latest in trucking innovations is what the Mid-America Truck show is all about. In 2014, Load Covering Solutions provided a show-stopping booth featuring “Dennis Anderson’s King Sling Mud Truck”. In partnership with “Spectrachrome”, the Load Covering Booth provided an awesome spectacle of sights and sounds with amazing video of the process, products and how the LCS team provided the best answer to the King Sling “MUD CREW” to date. By having the 102” trailer width available the Mud Crew no longer have to remove totter tires to load the Shine Truck onto the trailer. They can leave the big tires on saving 4 manhours of labour at each end of their journey! Check out our website www.loadcovering.com and click on King Sling to see the amazing video’s and Dennis’s testimonial.



“Trucking is tough.... So I went with a tough tarping system that is well build and easy to use” Glenn Bender, Shippensburg, PA.



After looking at many tarping systems on the market, I decided to go with The LOOK™ . The reason was because it is well constructed and the ease of operation. I like the simplicity of the system with features like the Loc' N Load™, the front lock mechanism, and way less wheels on the track. I especially liked the lower rubber seal below the stake pockets because of how flexible it is to pass your winch straps through in extreme cold temperatures.

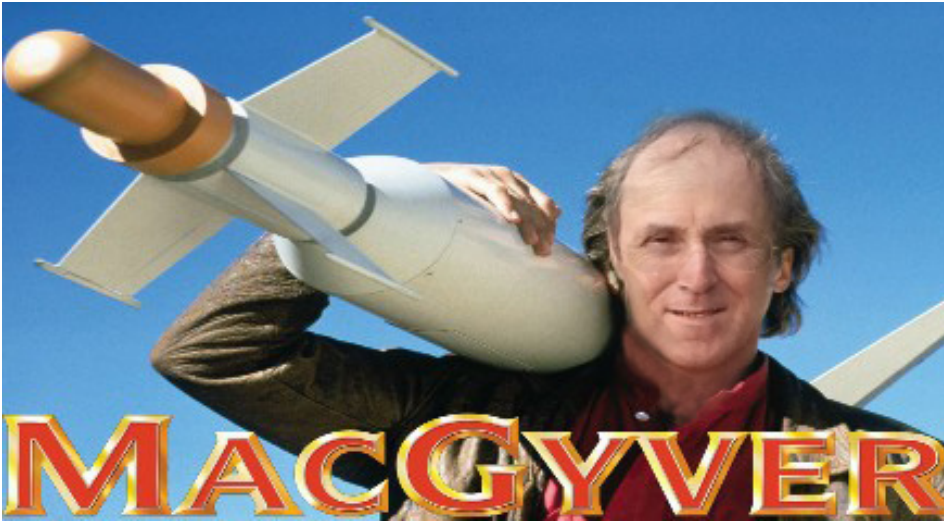
Other drivers with different systems comment on how nice my “LOOK™” is after seeing the many features like the front door latch, the Loc n'Load™ , the rear flap straps.

I've enjoyed working with the President, Brian Petelka on helping me spec the system out.

*Thanks LCS!
Glenn Bender
Shippensburg, PA*

Call the LCS team today to get the expertise you need to build the specifications for your system. When you're done with the rest...call the best: 1-877-790- 5665.





MacGyver has nothing on LCS's Bob Lannigan

Endorsed as the most knowledgeable technician among any of our competitors by our customers... Bob Lannigan has been an integral part of the LCS team for over 22 years. Bob is our Specialty Technician that our customers rely on for his in-depth product knowledge, expertise and exceptional problem solving capabilities.

Bob can find a solution to any problem and his caring and compassionate nature make him always willing to help someone with a problem or challenge. Bob can easily identify the reasons you are encountering operational problems...many of which arise from operator error such as not properly tightening the system or poor maintenance practices.

Bob is also our technical trainer for all our product dealers. Bob has been to many sites across North America to provide his knowledge and expertise in how to successfully install our products.

Bob is knowledgeable about what makes the LCS product line a better value purchase than our competitors. If you ever have a technical question, please don't hesitate to reach out to our "MacGyver" Bob Lannigan. He can be reached at bohl@loadcovering.com and at 905-335-2012.

Know your Wheels - they keep your system operating

Wheels come in all sizes and styles. What makes one different from another is construction, design, engineering, performance and maintenance. Looking at the picture to the immediate right, the LCS wheel (center) has a 2" bearing on a steel wheel. Both of the wheels (left and right of the center) are redesigned competitors wheels, where LCS has replaced their small bearings with a 2" bearing and completely sealed the back so the bearings are packed in grease. Plastic wheels will develop a flat spot if the bearings seize making operation of the system difficult if not impossible. The redesigned competitor wheels make our repairs on our competitors system better than new.

Just look at the number of wheels on this intermediate car plate from one of our competitors. Wheels and more wheels, triple of those that are needed on The LOOK™. That

sure looks like a maintenance headache and a great place to waste money over the life of the system if you are looking at your total cost of ownership "TCO".



Maintenance Corner

Total Cost of Ownership is what you should be thinking about when you think about your maintenance costs. Are you tracking your maintenance costs? At LCS we can and do provide that service for our large fleet customers.

Knowing which Drivers are causing or experiencing the most malfunctions or equipment problems may help you identify which drivers need more training on proper operation and maintenance of the equipment.

When you are comparing products, remember the number of wheels in the system will directly reflect on your maintenance costs for bearing jobs. Must less expensive to do on the LOOK™ 28 wheel system than on the competitors 80 wheel system.



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