

LOAD COVERING NEWSROOM

OCTOBER/NOVEMBER 2013



LCS "Patented" Steel Haulers Sliding System.

Reduces Wind Drag / Better Fuel Economy / Better Road Handling & Stability / Increase Driver Safety.



AGING WORKFORCE POSES CHALLENGES TO TRANSPORTATION INDUSTRY

Retention of experienced drivers is a must for transportation business success

Keeping drivers behind the wheel longer is a key performance indicator for most companies, as they struggle to find both new drivers to expand their fleet and replace retiring drivers.

A key way of doing this is to improve the operability of their tarping systems and improving driver safety by providing a different type of tarping system.

Replacement of older style side kits or flat tarps with new innovations such as our retractable "the LOOK", "SLIDEKIT" or "ALCS Side Curtain

systems for flatbed trailers are key ways to retain drivers, reduce Workman's Compensation claims, and reduce loading and unloading time improving operational efficiency.

In fact, this issue has become so prevalent in some of the U.S. States the States Worker's Compensation Boards are providing grants for transportation companies to convert old style tarping systems to sliding systems. Some businesses are replacing a high percentage of their Side Kits / Rack & Tarps with retractable systems.

So contact LCS and inquire about how we can get you into a LOOK or Slide Kit today.

President's Message:

"LCS" launches an informative newsletter to the industry. It will include timely and relevant information on new products in the "LOAD COVERING" world, emerging issues fleets and O/O need to be aware of and how they can be addressed effectively, information on fuel efficiency options, fleet maintenance tips on their load covering systems, dealer and installation network expansions and new products and services that are being offered. We invite you to contact us for more information on any of the articles in the newsletter or to find out how our products can meet your needs. Call Brian direct at 1-716-514-6419 or at brianp@loadcovering.com to discuss your needs in detail.

Servicing all your North American Load Covering Requirements

FUEL SAVINGS

"Aerodynamics"
www.airtab.ca

Airtab FUEL SAVERS



Airtabs are still the best kept secret for truck & trailer aerodynamics. Not only are they the most economical device but they have zero maintenance. They peel and stick on a truck or trailer in an hour. Go green and reduce wind drag by putting out less emissions into the environment.



Wind Skirts: No one ever thought to equip flatbed trailers with side skirts but LCS has successfully installed a modular skirt for flatbed trailers. System flexes with the high camber of aluminum trailers and is an absolute must if your equipped with a sliding tarp system or soft side curtain trailer. Call LCS for details...

"LCS" is a Load Covering Solutions company that has paved the road for 34 years in solving load covering issues for Canadian/U.S. Transportation Industry. We should not be confused with other companies as we provide logical common sense and engineered alternatives to keeping driver's safe and increasing your overall efficiency when your cargo needs to be delivered on time.
www.loadcoveringsolutions.com



IT'S ALL ABOUT AERODYNAMICS - sound decision making - Recently in our sales travels LCS was taken back in time with fleets seriously looking to revert back to old technology and trade their sliding tarp systems in for "Side Kits / Rack & Tarps". As rates to haul freight seem to go down while cost of fuel increases no wonder fleets and O/O are thinking like this.

STOP! In 2008 LCS listened to the needs of a well respected Canadian & American steel hauling fleet that wanted to keep their sliding systems in order to attract drivers but reduce wind drag and fuel costs. With new product innovations being our passion LCS designed and tested in less than 6 months what would become the birth of the patented SLIDE KIT. With a cambered roof line and wind tunnel software designed nose cone the next generation of sliding system took on a distinctive "Bullet-like" appearance.

FACTS:

- Slide Kit weighs approx. 600 lbs more than a side kit.
- Instant improved road handling
- Promotes Driver health and safety
- Increased fuel economy – Drivers report 0.25 MPG better fuel economy with a 7'-6" high SLK vs. a 6 ft/ square box slider
- Snow load reduction on cambered roof is an added bonus

Side Kit Considerations:

- Side Kit posts increase drag – decrease fuel efficiency
- Warped panels increase side wind turbulence – decrease fuel efficiency
- Side Kit tarps are never drum tight causing an increase in drag, wear and tear, and a decrease in fuel efficiency





KNOWLEDGEABLE CONSUMERS CHOOSE LOAD COVERING SOLUTIONS

Aluminum trailers are providing fleets and O/O's with a much longer life expectancy compared to steel trailers where a complete sand blast and repaint is expected once in its life expectancy.

Therefore when selecting the correct load covering system an educated consumer will prevail over one that thinks all makes and models are the same. LCS competes with those manufacturers that will copy others design and cheapen it up to provide an attractive price. If the consumer really wanted cheap then I guess aluminum trailers would have never gotten off the ground. Don't be fooled.....inquire to LCS trained sales staff to truly understand and compare the real Features, Advantages and Benefits of any one of our load covering systems to our competition.

A knowledgeable consumer can better align their tarp system with their trailer's life expectancy by choosing a Load Covering Solution system over all other competitors! Why? We have a lifetime warranty on our steel wheels and stainless steel track insert. Our systems are 95% all aluminum eliminating costly corrosion issues. Some load covering tarpaulins have clear coat finishes on them for prolonged life.

When other sliding systems become maintenance nightmares after 5 years the LCS-"LOOK" & "SLIDEKITS" only require a retarp, 28 wheel bearing replacement, clean track, adjust system and send it back on the road. If you want to repeat the process after 10 years then by all means our sliding system will stand the test of time, GUARANTEED!

Lower Your Maintenance Costs with "Over the Road Advertising"



Digital Print 4 color processing on the side of your soft side trailers can help lower your operating costs.

- 1) By reducing your need to advertise as it's a rolling billboard. You can reach a broader market based on where your trucks travel and reach out to new customers in different geographic locations.
- 2) If you are a dedicated hauler, why not advertise for your customer and put their advertising on your trailer and charge them a monthly advertising fee. You can use this as an offset to their load rates or profit to your bottom line or offset increasing fuel charges.
- 3) With modular individual panels on sliding systems you can revolve your advertising whenever you like. Sell advertising on each panel to a variety of your customers to maximize your ROI. Example a 48ft / 53ft sliding system offers up (13) 8'x8' ad campaign opportunities.
- 4) - Average monthly 8-1/2"x11" colored ads in most publications will cost \$2500.00. Average the cost over 3-5 years and compare it to the cost of digital print on your load covering system and you will see very quickly how \$60 -100.00 / mth makes better sense.
- 5) Promote your brand with enthusiasm and people will remember your name when they are looking for your products and services..

Buy LCS Now or Pay LCS Later!

Maintenance Corner

Organize your return on investment through proper preventative maintenance practices:

Bi-Weekly maintenance – Sliding System

- Inspect & repair tarp damage
- Ensure tarp is tensioned properly. Never tension beyond the red indicators located on the track. Over-tightening can result in damage to the Coil Thread Shaft and Traveling Thrust Nut.
- Lubricate the Coil Thread Shaft and Thrust Nut with LCS proprietary "Premium Gold Spray Grease" located in a holder in the bulkhead.
- Clean Stainless Steel track and lubricate with LCS lubricant.
- Inspect Lower Tarp Pleating Tube to ensure tarpaulin is pleating away from the loading area and eliminating possible pinching between car frames causing tarp damage.
- Check foam seal around bulkhead for cuts and tears. Replace as necessary.
- Check all nuts and bolts on bulkhead, track and car frames and tighten if loose.
- Check bulkhead alignment with front car frame.

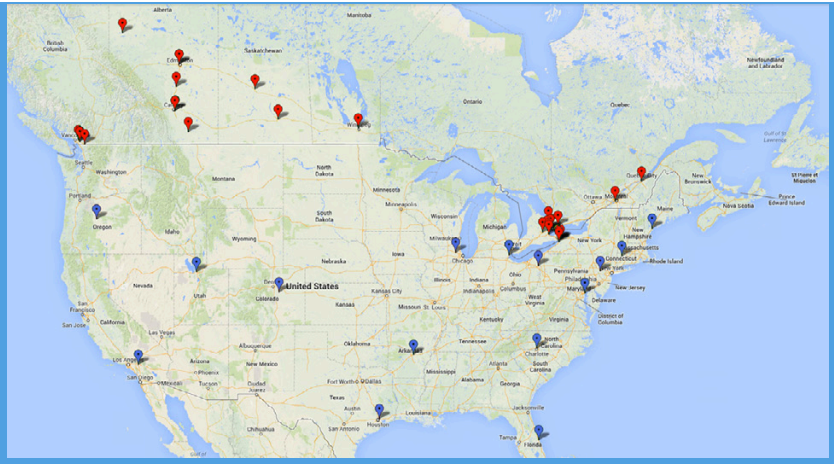
BLOW OUT SALE on Chain Racks!

\$99.00!



Load Covering Solutions

Dealers, Service and Installation Locations



KEY FACTS THAT MAKE US THE INDUSTRY LEADER

Load Covering Solutions prides itself on being the industry leader in innovative problem solving for the most difficult and challenging loads.

We have dedicated experts with a combined field design experience of over 90 years.

Our experts are highly sought after to deliver a customized “end use” for every trailer type in the market. While other competitors say “this is the product we have, as is”, we make all the detailed modifications you need to tailor your system to your exact specifications.

From covering mobile archeological exhibits to helicopter transport, mobile sewer treatment plants to exotic cars

we’ve covered it all and know how to resolve your unique load covering requirements.

Coupled with this we continue to spend considerable time in our Research and Development Dept. We continuously look at ways to make a better mousetrap so that we can better serve the needs of our customer, improve driver safety, optimize fuel efficiency, reduce overall production and installation costs to meet budgetary requirements.

Our focus is on customer service. In fact we are so focused on customer service we created a one stop shop for service and repair and stock some of our competitors’ key components so that if you need service on a product that is NOT ours we can help you.

The Burlington, ON location is open 7am to 7pm Saturday and Sunday for service and repair so that our customers can reduce down time and keep the trucks on the road as much as possible.

So when you have those Non-Standard load covering requirements, after hours customer service or repair needs call Load Covering, the leader in innovative problem solving and customer service.

Announcing new Service Repair Facility: Caledonia, Ont., Canada



KEY FACTS THAT MAKE LCS AN INDUSTRY LEADER.

- LOAD COVERING PRIDES ITSELF ON INNOVATION, PROBLEM SOLVING AND QUALITY PRODUCTS.
- LCS HAS 90 YEARS OF DIRECT LOAD COVERING INDUSTRY FIELD DESIGN EXPERIENCE TO BETTER UNDERSTAND OUR CUSTOMER'S REQUIREMENTS.
- WHILE SOME COMPETITORS WILL STATE; "WE DON'T MANUFACTURE IT WE JUST SELL IT" LCS HAS A TEAM OF DEDICATED EXPERTS THAT WILL ALWAYS THINK OUTSIDE THE BOX AND OFFER UP CHANGES IF BETTER SUITED.
- LOAD COVERING SOLUTIONS OVER THE YEARS HAS COVERED INDUSTRIES SUCH AS AVIATION, MILITARY, AEROSPACE, ENVIRONMENTAL, AUTOMOTIVE, STEEL, LUMBER, AGRICULTURAL, AGGREGATE, WASTE, SCRAP, RECREATIONAL, FILM, AND CELEBRITY REQUIREMENTS TO NAME A FEW.



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