

LOAD COVERING NEWSROOM

NOVEMBER/DECEMBER 2013



Load Covering Solutions Ltd.
CANADA



Load Covering Solutions Inc.
USA



The Stoffel Equipment Story... Andy Graves, Relocation Engineer, Stoffel Equipment

Stoffel Equipment Company Inc, based in Milwaukee, WI has been serving customer's material handling needs in Wisconsin and Michigan's UP since 1957. With Raymond lift trucks as our flagship line, Stoffel Equipment is a specialist in narrow-aisle warehousing providing solutions for lift equipment, rack storage systems, fleet management and warehouse layout with in-house CAD design service. Complementing the Raymond line are Komatsu gas and electric lift trucks, Haulotte industrial lifting platforms, and a fleet of rental and pre-owned equipment.

Choosing a new delivery vehicle was not an easy task. But because of the complex systems in battery powered lift truck that are susceptible to moisture and ultimately to provide better service to our customers we chose a covered trailer system. The combination of the Trail-Eze trailer and LCS's LOOK® engineered sliding system provided us great flexibility to tackle the many delivery challenges we have at Stoffel, but will also provide cost saving to us and our customers.

The trailer we chose, the Trail-Eze TE70XT, provided us the capacity we needed in number and width of load; an increase in the height of the unit; we were able to move "standing up"; and the ability to ground-load for customers without a loading dock or with loading dock doors too low to accept delivery of taller units.

We chose an LCS tarp system for many reasons. A rolling tarp system was the best choice for covering this type of trailer, giving us the most options for loading and protecting our and our customer's equipment. Our loads range from single pallet jacks to 15,000 lb. LP gas lift trucks, battery powered lift trucks up to 146" tall, and warehouse racking.

The LCS tarp system allows us to make full use of the trailer and because of the flexibility of its design, allowed us to not cover the moving tail section. This

design enables us to make 98% of our deliveries without moving the system back off of the tail section, saving



us time on each ground-load stop. The design also offers us over 122" clearance inside. We can now deliver taller units, "standing up" instead of

Servicing all your North American Load Covering Requirements

System is beautiful and works great! It met or exceeded all of our expectations!

....Stoffel Equipment



Designing a system to meet your load covering requirements...

(cont'd from Page 1)

laid down on a cradle, saving our customers "stand-up" costs and saving us the cost of "stand-up" in the field, all the while keeping rain, snow, mud and dirt off of equipment that may cost up to \$100K.

The other reasons for choosing **LCS** were a very informative website, the easiest to use and most adjustable tensioning system, the stainless steel track, number of years doing these systems, in house graphics, a close installation location (Elgin, IL), professional and prompt communications, availability of interior lights and a very competitive price.

We now have a standout delivery vehicle that truly represent Stoffel Equipment. The graphics grab your attention on the road and direct potential customers directly to our phone number or website. We have increased efficiency, customer service and satisfaction. The comments are steady and I'm sure will continue for some time. .. AG

Attention to detail makes the difference in customer satisfaction.

When the trailer arrived the LCS dealer installation team circle checked the trailer and realized there were some incompatibilities that would drastically alter the system install from what was originally anticipated. For example, the upper deck had all the rear hydraulic tailgate operating levers mounted in the gooseneck side rail, in the way of where the systems track needed to be installed. The side rail was not conventional to a traditional trailer stake pocket with rub rail but rather a main rail I beam and would require tracks to be spaced out and blocked. **Dave Martens of LS Logistics**, LCS's dedicated install dealer quickly assessed the situation and immediately made recommendations to make the necessary alterations for what became a seamless install for the customer.

At Load Covering Solutions our engineering experts, field technicians and install dealers have the creativity and expertise to solve every load covering problem and deliver a product that exceeds our customer's expectations. The pictures tell the story of the details that need to be considered in each installation to make sure the final product meets the customer's requirements.



Hydraulic levers in way of track



Non traditional side rail



Hydraulic tailgate

"We LOVE it" ...Stoffel Equipment

JUST WHEN YOU THOUGHT YOU'D HEARD IT ALL!

Unbelievable I know, but YES LCS is interested in buying back old "Conestoga" sliding systems that are in good working condition between 7—10 years old and apply a credit towards the purchase of a new LOOK®, SLIDE KIT® or ALCS Side Curtain system. Send pictures to info@loadcoveringsolutions.com or call our trained staff for more information and we will commence with making the right trade in assessment of your equipment.



the LOOK
engineered sliding systems



SLIDE KIT
Steel Haulers Sliding System



ALCS
SIDE CURTAIN SYSTEMS

Thinking of Upgrading into Sliding Tarp System but can't justify a new system at the present time...

Here's your answer! LCS is in the business of selling used sliding systems. As you read we are looking for good used Conestoga Systems that will be refurbished with a new 20 oz tarpaulin covering, new rear flap, new roller bearings, reconditioned stainless track insert, reconditioned locking mechanisms and offer back to the trucking industry for a very affordable price. LCS guarantee's that our reconditioned systems, though not new, will provide significant years of working life.



Used System Purchased



Reconditioned System for Sale

Do you need innovative solutions for storage and cargo control?

LCS also carries a complete line of load management accessories including underdeck side kit cross bow, panel & post storage all sold under our LOAD ARMOUR trademark.

Contact our parts desk to see how we can help you cost effectively manage your storage and cargo equipment needs!



Side Kit Bow Storage



Post & Panel Storage

Loc'N-Load Tensioning Mechanism

Yes, if your Older Conestoga Systems or even your new systems are just not staying tight, LCS has the solution for you. We have designed our Loc'N-Load to be specifically retrofitable to any Conestoga sliding system in the market today.

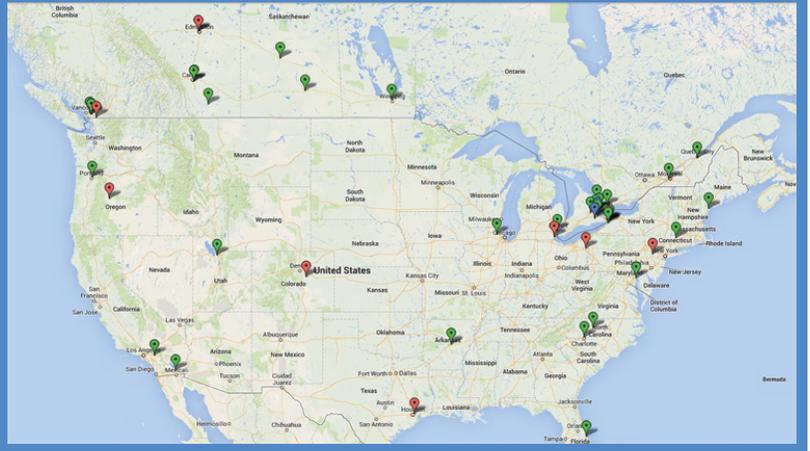
What are the Features, Advantages, and Benefits it brings to the operation of your system?

- The Safety Feature of a fully automatic Thrust Nut eliminates manual engagement.
- Correct tensioning of the system with a marked stop position so there's no question if it's tensioned properly.
- Ease of operation from ground position.
- The most compact system on the market measures under 14" in length and weighs approximately 6.5 lbs.
- Permanently mounts out of the way of the loading area and cargo.
- It travels with the car frame so you never lose it or drive over it like some other makes and models of locks.



Load Covering Solutions

Dealers, Service and Installation Locations



What flatbed load covering system is best suited for **your** transportation requirements???

Did you know that LCS is the only North American flatbed system manufacturer with the most diversified selection of load covering models to choose from?

In order to establish the correct product to meet your needs a trained LCS sales team requires these questions to be answered:

1. What products are you wanting to cover on your flatbed truck or trailer?
2. How wide & high are your loads? (**Did you know that the LOOK® sliding system is wider & higher on its interior frame than any other make of system?**)
3. What style of trailer or truck body do you currently have or are looking to purchase?
4. What is the overall trailer or truck body length and width?
5. What is the height of the deck of the trailer

at the front, rear and highest point of the arch of the deck (camber)?

6. What does the side rail of the trailer look like and does it have exterior pockets and rub rail?
7. Do you want the LCS aerodynamic nose cone and airtab package?
8. Tarp Colour? LCS has 17 colours to choose from.
9. What graphics do you require? Load Covering systems are recognized as the most visible advertising means in existence and should be leveraged to promote your companies corporate messaging or the messaging of your customers. **DO NOT LOSE OUT ON THIS OPPORTUNITY. LCS** can assist you in establishing a top notch marketing campaign for you or your customer.

Tarp Tensioning is one of the secrets to tarp longevity.

Tarp tensioning is a big issue with longevity of any systems tarp and frames. Loose tarps allow for wear of both the tarp and the frame components, specifically rollers and bearings. Insist that operators exercise their due diligence and bring these issues to fleet maintenance attention. NEVER drive with a tarp system where the tension is only snugged up because of multiple city drops and convenience of less work for the operator. Trailer cambers will deflect and will alter any tarp systems tension regardless of the make or model. LCS's "STAM" slack tarp adjusting mechanism is designed to provide additional tension capabilities. Make sure operators are trained on how to adjust when a trailer camber deflects to zero or a negative camber.



STAM

Maintenance Corner

DON'T GET JAMMED UP!!

When your driver's complain their system isn't operating correctly, check first to see if the routine maintenance has been performed. Regular track cleaning to remove grease build up, dirt and debris will assist in keeping your system rolling smoothly. ,

Once you've cleared the way, keeping your system properly lubricated is essential to ensure smooth operation.

Key lubrication areas on a LOOK® or SLIDEKIT®:

- Lubricate the Stainless Steel track insert with the LCS proprietary supplied lubricant.
- NEVER lubricate the wheels on any LCS sliding system and **stay away from high maintenance systems that insist you have to lubricate their wheels** (too much work).
- Lubricate the rear Loc'N-Load traveling lock and tension mechanism with LCS proprietary supplied lubricant "Premium Gold Spray Grease".
- Check the tarp tension regularly.
- Contact our Parts desk today to place an order for these important products that keep your system running smoothly.



LOC'N-LOAD Lube
Premium Gold
Grease \$13.62



Track Lube
SS Gold Grease
\$13.35



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