



The Great Atlantic & Pacific Company of Canada Limited
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TO WHOM IT MAY CONCERN

For the past 17 years The Great Atlantic & Pacific Company of Canada (A&P) has utilized Travel-Sure Load Restraint Devices on trailerloads of dry grocery, perishable and frozen food products shipped from our Toronto distribution centres to our 240 retail stores throughout the Province of Ontario;.... a weekly distribution network representing 970 trailerload shipments, performing 2600 store deliveries over a distance of 200,000 miles.

A&P Canada recognized that the Travel-Sure Cargo Restraint Devices were a valuable shipping tool because they ultimately benefited the three components of our distribution network:

- 1) Distribution Centres
 - the in-plant pride of building a well assembled pallet of product now had a device which secured the integrity of the load to the destination point.
- 2) Transport
 - drivers no longer had to taper down loads between deliveries on multiple stop trailerloads.
- 3) Stores
 - store employees no longer had to re-pile products prior to pulling palletized product off trailers.

The use of the load locks (as we refer to them) quickly became adopted by our US operations who have purchased over 3500 units during the past several years.

The load locks presently used by A&P are designed to be very durable while respecting the safety and ergonomic concerns of our warehouse, store and transport employees and are applied to all trailerloads leaving our distribution centres.

The Travel-Sure Load Restraint Devices have become and will continue to be an integral operational part of A&P's distribution network.

Wm. Cowan
Manager Distribution Services
Traffic & Transportation