

# CPX Pro Driver

COASTAL PACIFIC XPRESS NEWSLETTER

## The Greatest of Assets: Devoted Customers

By Jim Mickey

CPX is pleased to confirm we have recently renewed our transportation services agreement with Marine Harvest Canada for the upcoming year, and we are confident the relationship will bring us the same solidity and stability on our southern lanes in the year ahead as it did in the recent past. We are pleased to have had the level of support from our US owner operators by way of financial participation in our response to the economic realities of the marketplace, as it positions us well for the future with this customer.

This large honor and very valuable piece of our world is earned day by day over many long years of service, and is a direct reflection of the work of many men and women. Heather Morais heads a superb team that is directly responsible to coordinate the deep CPX resources that deliver this customer satisfaction, and she and those she works with deserve to take a moment to bask in this great success in our challenging times. The entire dispatch team, the finance and admin and IT group, the driver management group, our close associates at both Aqua Trans and Sure Cold, and of course the stellar drivers on these lanes all play their part and Glen and I are proud to be associated with such spectacular individuals.

We are also very happy to announce we have recently been awarded the continuation of our work with the Future Shop Best Buy Canada organization for another year for the stores in both BC and AB. This flagship account has defined us for many years and we are closely aligned with them in our business processes. We think we are both well served to continue the relationship well into the future as partners. Once again we were up against formidable and competent competing bids from dozens of the finest carriers in our industry. In the

end the hard work and quality of service from many long years of demonstrated value carried the day. We are certain the good work and sacrifice of our drivers, ops and support staff, the Blue Chip staff, and our partner carriers played a large factor in the decision.

Coming closely after last month's affirmation of the inbound Costco produce increases for 2009, CPX now has our next year well decided and we can devote attention to new business and the lean and efficient operation necessary to prosper and grow in these challenging times. It is expected we will have more than a few reasons to generate some excitement with the direction we grow in this year, as we have some unique opportunities to pursue and some large motivation to build for the future. We have something that is of great value in today's marketplace, the enduring solid quality of caring and competent men and women with customer service ingrained into each one. Valuable service is never out of style and never more necessary than in trying times for our customers, as they have enough issues of their own to deal with. They know with our crew on the job, it is one less thing they need to be concerned with.

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2009 Freightliner

Co-Owners;

Hardeep Sohi—3yrs  
Paramjit Sarao—2yrs

### IMPORTANT DATES

July 3, 2009

HO BBQ Day—Friday

July 17, 2009

Hot Dog Day—Friday

Affinity Employee Family  
Assistance Program Services

B.C.— 604-530-2660,  
Calgary—403-266-1605,  
Edmonton—780-482-4357

For peace of mind for you  
and your family.

Quote      **Adversity has the effect of eliciting talents which,**  
of the      **in prosperous circumstances, would have lain dormant.**

month

- Horace (Quintis Horatius Flaccus), Satires

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It is critical we have this ongoing business to carry us across the rough water of 2009 and into the better economic times of the year to come. We all need to have a certain volume of work to give us the opportunity to

earn a living while we wait for the general improvement in our world. It is safe to say we have that certainty now, and this great asset will only improve as the year continues. □

While Others  
Get  
Smaller...



"Due to the price of fuel, the company I work for has gone to a smaller, more cost-efficient truck."

CPx  
Will look to  
Grow  
&  
Prosper



LoadedTruck.com

The importance of  
Load Securement

ROI STATS CPx COMPANY DRIVERS

0.0 to 0.9	29 drivers
1.0 to 1.9	19 drivers
2.0 to 2.9	8 drivers
3.0 to 3.9	5 drivers
4.0 to 6.9	1 driver
7.0 and higher	1 driver

WHAT DO THE NUMBERS MEAN?

Drivers will achieve their bonus based on the following scoring criteria.

0.0 to 3.9 = 100% of bonus

4.0 to 6.9 = 50% of bonus

7.0 and higher = 0% of bonus

Great Job Everyone!

# The Computer Changed My Status!

By Michael Demers

The Auto Duty Status Change function in Elogs is designed to make life easier for the driver by automatically changing to Drive when the truck moves more than half a mile and On Duty when the truck stops for at least five minutes.

While these automatic changes are useful they can become a problem if the driver forgets to change his status to Sleeper Berth or Off Duty. **To avoid this issue you need to develop the habit of updating your status before leaving the driver seat.** This is important when you are splitting your Sleeper Berth time and will ensure you have the correct Driving time available when you wake up.

A common mistake made by new drivers to CPx (and some experienced drivers as well) is to forget

to change their status to Off Duty at the end of a trip before going home to rest. The Elog will stay On Duty while the driver is away from the truck and will show no Drive time available when he returns. If this happens to you please contact by truck email or phone either Michael (ext 350) or Lori Ann (ext 396) so we can fix your log.

The easiest way to avoid this problem is to always remember to select Off Duty as your last status before Logout and going home. □



One's action ought to come out of an achieved stillness; not to be a mere rushing on.

- D.H. Lawrence

# Truckers Retiring Early

By Bob Unger



I see evidence that this is happening all the time. Just walk past a row of trucks and you will see it too. Look at the drive tires on many trucks and you will notice that there is a mix of tread patterns and tread depths. There is only one explanation for this, many truckers are re-tiring early. They do not manage their single biggest maintenance expense wisely and pay the price by replacing tires sooner than they should. Forget the excuses, tires never just “go bad” without a good explanation.

The keys to good tire management are to have the right tools and a good routine. A good quality truck-style pressure gauge, a “Valve Pal” (to reach the valve caps on the inside wheel), a tread Depth gauge and an air line with a glad hand on one end are the tools. Now you just need to invest half an hour a week and you will be well on your way to getting the most miles you can out of those skins.

Heat is the number one killer of tires. High operating temperatures are caused by high speed and low pressure. The only way to accurately measure PSI is with a gauge. You need to get into the habit of doing this every week. Using a hammer is OK throughout the day as you

walk around your truck but it doesn't tell you much. You wouldn't be very impressed with Kal Tire if you paid \$1300 for a new set of steers and they just sent you on your way after “thumping” the tires, would you? They use a gauge because it is the only accurate way of checking if a tire has enough air in it. I recommend 105 PSI on every tire, checked at normal ambient temperature (not in Calgary at -20!).

Periodically you will need to measure tread depth. Measure in several places across the tread and take note of what is happening. On the drive tires, if the tread is deeper in the middle you are running too low a PSI, if it is shallower, you might want to drop the pressure by 5

pounds and keep an eye on it to see if starts to even out. As you check your tires regularly, you will notice that drive tires usually wear faster on the rear axle and on the rear of a tread block than they do on the front of the same block. As the difference between the front and the rear tires gets to 2/32 of an inch, you will need to cross rotate them. Keep the tires in their original pairs and move the left front to the right rear and so on. By doing this you will ensure that your drives will all wear out at the same time. The increased tire life will more than make up the cost of rotating them.

Cross rotating is a very important thing because if you replace tires on one axle and not the other you will effectively run 2 different gear ratios and cause the inter axle differential to work harder than it needs to. A new 11R 22.5 drive tire turns 496 revolutions per mile, by the time it is worn out it is turning 517 times, a 4% difference. When you lock in the power divider the worn tires will force the new ones to go faster than they are turning. That's right, you will cause those new tires to skid down the road. I won't point out the obvious. Next time we'll look at steer tires.

I'll see you in the slow lane, Bob Unger □

## Time to Pay Attention

By Sandy McDonald

All of us at CPx want to be known as the best fleet in Canada. To that end, we are all going to be putting a greater focus on safety and reducing both our NSC and DOT points.

We will be paying very close attention to all violations with added attention on speeding and log violations. Summer is typically the time of the year we see the most amount of

speeding tickets. Also the summer season is when drivers feel they can get in an extra run here and there as it stays lighter longer and the roads (for the most part) are dry.

Please do not allow the weather and longer days to change your safe driving patterns. Be safe and let's reduce our points together. □

# What is the Cost of Safety?

By Joe McQueen

CPx has always promoted safe driving from a family and professional point of view. In this issue we would like to share another reason for safe driving, insurance premiums, and introduce you to some true Professionals.

As a result of 10 years safe driving while with CPx these five PROFESSIONALS will now pay \$0.00 for their insurance. During their 10+ years with CPx they have had no at-fault accidents.

So the answer to the question "what is the cost of safety?" is NOTHING! Your reward for safety and no at-fault claims will be continued reduction in insurance until you no longer pay for insurance after 10 years.

When you see these PROFESSIONALS make sure you congratulate them for achieving this elite status. □



**Danny Siegle**  
Years of Service—10  
Unit # - 5985



**Joe McNally**  
Years of Service—10  
Unit # - 7846



**Gene Konchuk**  
Years of Service—10  
Unit # - 3900



**Sumer Khangura**  
Years of Service—10  
Unit # - 2908



**Ken Rode**  
Years of Service—10  
Unit # - 5909

## Service Awards



**Dennis Babiuk**  
Years of Service—5  
Independent Contractor



**Norm Falkowsky**  
Years of Service—5



**Trevor Osborn**  
Years of Service—5

## Tips for Better Fuel Economy

By Joe McQueen

1. If buying a new truck, choose an aerodynamic model which can give up to 20% better fuel economy.
2. Ensuring the trailer gap is set at 38" will improve fuel economy by 1-2%.
3. Add a roof fairing, this can improve fuel economy between 5-10%.
4. An under hood air cleaner vs. cowl mounted increases fuel economy by 1-2%.
5. Maintain proper tire inflation.
6. Replace fuel filters at proper intervals.
7. Keep all axles properly aligned.
8. Repair body damage which can create additional drag.
9. Use cruise control when safe to do so.
10. SLOW DOWN , between 55 & 60 mph, 50% of fuel is burned to overcome air resistance.