

# CPx Pro Driver

COASTAL PACIFIC XPRESS NEWSLETTER

## The Road Ahead

By Jim Mickey

As I review the state of our business prospects in 2009, I am often drawn to the striking difference in our CPx world this January 2009 as compared to last January 2008.

In the past year we have seen two of our largest customers radically change the way they do business to the point where we now do less than half the work for them that we did last year. We have seen our “over the road” long haul in Canada shrink by nearly 60%, if we define long haul as spending a night away from home every trip. Our “local” work has grown by over 600%, as defined as a trip where the driver will be home in his own bed at night rather than sleeping in a truck.

While our sales are as large as they have ever been in our history as measured by dollars billed, the composition of the work is barely recognizable. I am sure some of those in our world have been affected personally by these changes, and **I appreciate the patience and adaptability everyone has displayed through this radical period of change.**

In the past year, through acquisition, we have established new permanent CPX facilities in Nanaimo and Saskatoon. We have greatly expanded our presence in our existing market

areas of Calgary and Edmonton, While adding drivers and equipment in Winnipeg, Yorkton, and Regina.

Although we have shuffled up our top five customers on the list, the only unfamiliar name is that of Catalyst Paper, as they rocketed from zero sales right to the #4 spot the day we commenced work for them in June....and continue as #5 into 2009. The acquisition of Calac in Saskatoon gave us a brand new #1 customer by way of Loblaw's, but they were hardly a new face in that we have served that venerable organization for more than 15 years. However, three CPX customers in our top five 2008 list continue forward with us into 2009 (Costco, Future Shop, and Overwaitea Foods) in much the same order as they were in the past. The largest changes we have seen have come from our concentrated effort to move away from the competitive Canadian longer haul market. We see major carriers committing corporate suicide by making long term commitments to haul at a money losing rate.

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### IMPORTANT DATES

Feb. 2, 2009  
HO BBQ Day—Monday

Feb. 17, 2009  
Hot Dog Day—Tuesday

Mar. 2, 2009  
HO BBQ Day—Monday

Quote  
of the  
month

**One's philosophy is not best expressed in words; it is expressed in the choices one makes. In the long run, we shape our lives and we shape ourselves. The process never ends until we die. And, the choices we make are ultimately our own responsibility.** -Eleanor Roosevelt

# We Get Paid, You Get Paid.

By Joe McQueen

We have customers (many) who will not pay us without either the original or at least a copy of a POD or BOL. This is a real problem costing us real dollars. That's where all our professional drivers come in.

Because, without all of you making sure we get this paperwork in your trip envelopes we risk not getting paid for the trip. And ultimately, that could result in a driver not being paid for the trip either.

The best way for both CPx and the drivers to ensure they continue to get paid is to [make sure every driver includes all paperwork in every trip envelope for every trip](#). We all need

to do our bit as fiscally responsible professionals during these times of financial challenge as many other trucking companies cut prices to get any business they can including ours. Let's not compound things by failing to include paperwork which translates into us doing the work for free.

We all need to be on the same page in order to succeed. Let's make this a non-issue in 2009. □

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CPx chose a different path in the spring of 2008, and intends to continue down that other road in 2009. We are positioning ourselves in markets where price is not as large an issue, but rather good solid service and an appreciation for top-notch truck drivers, equipment, and systems carries the buying decision.

CPx's top management team joins me in expressing appreciation for the gung-ho attitude we have seen you display during this year of change. It could not have been done without a full team commitment from the frontline of this company. We are going to a good place and we will weather these tough years ahead because of your attitude, commitment, and quality of work. □

ROI STATS CPx COMPANY DRIVERS	
0.0 to 0.9	18 drivers
1.0 to 1.9	15 drivers
2.0 to 2.9	12 drivers
3.0 to 3.9	7 drivers
4.0 to 6.9	8 drivers
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!

## Team Play

By Sandy McDonald

My time in trucking has been focused on, for the most part, driver happiness, safety and drivers who are team players. I have a great deal of respect for those who would do anything, go anywhere and do it with a smile and within the guidelines of safety.

These are true PROFESSIONALS!

There is another group of professionals that help drivers and CPx to be successful, the dispatch group. It takes extraordinary ability to deal with many activities and conflicting demands while making it all work seamlessly. Dispatch is at the centre of the action.

The dispatcher's job is tough, working daily to meet the needs of the driver, customer and CPx. Our professional drivers can help the dispatchers by accepting the load or trucks offered without debate.

[If ever there was a time to be a team, that time is now! The economy is tough, and the competition is even tougher.](#) We must all be willing to do a little

more or someone else will. So when your dispatchers asks you to do a little extra, remember, they ask you because the customers need it and they have asked CPx to do it when many others want the business.

We have, over the years, offered to pay drivers a day's wage to come see the dispatchers in action. To help them understand the issues a dispatcher deals with. Very few drivers have taken us up on the offer. Think about doing this as it might help you to understand and appreciate the job your dispatchers do.

In closing, I thank all those drivers who make all our jobs easier whether it's the DRC, DSC, warehouse or dispatch. □

# Buying Fuel & Understanding IFTA

By Bob Unger



How do you buy your fuel? Yes I know, you swipe your card, stick your nozzle in the tank and pump. It's so simple a truck driver can do it! Right? Well yes and no. Reality is that many do buy their fuel that way without giving it a second thought. If I told you that paying a little attention to how and where you fuel could save you big dollars per year, would you keep reading?

I hope so. The key to buying your fuel as cheaply as possible is IFTA, and it is really not that complicated. Every litre/gallon of fuel includes a fuel tax (except Oregon). As far as fuel tax is concerned, it doesn't matter where you buy your fuel, it only matters where you burn it. If you buy too much tax (buy more fuel than you

burn in a particular jurisdiction) you will get a refund. And at CPx your fuel tax and fuel bill get reconciled every month so you don't have to worry about certain areas holding on to your money until the end of the quarter.

Tax rates vary between provinces/states and from quarter to quarter so stay informed. You can find

fuel tax rates on the internet. One thing you can count on is that the difference in fuel tax probably will not be reflected in the pump price. Alberta and B.C. are good examples of this. As I write this the price at Husky in Hope is \$.6999/lt and at the Husky in Calgary it's \$.6699/lt. One might think fuel is 3 cents cheaper in Calgary, but the reverse is true. You see in B.C. a litre of diesel has 15 cents of fuel tax whereas Alberta only has 9 cents. So when you do the math...

BC  $$.6999 - $.15 = $.5499$   
Alta  $$.6699 - $.09 = $.5799$

**Remember, you pay the fuel tax where you burn the fuel not where you buy it. Take the time to do the math and buy the fuel where it is cheapest without the fuel tax.**

CPx sends us the current fuel prices over the satellite, we need to do the math. If you run Vancouver to Calgary and can go from Hope to Calgary and back without fueling (1050 mi) you can save big dollars by fueling in B.C. (at these prices).

I would rather put money in my jeans than give it to the oil companies.

I'll see ya in the Slow Lane. □

## Adverse Weather and Your ELogs

By Michael Demers

When dealing with adverse weather or road conditions this winter season it is important to remember what is required in your elogs. Any time you encounter adverse conditions you need to make a record of it in the "Remarks" section of your eelog. This includes situations such as heavy snow and icy roads as well as road closures due to accidents or mudslides.

At the first safe opportunity to do so, make an entry in "Remarks" with a brief description of what is happening. For example, a CPx driver recently entered this in his Remarks while stopped at a brake check:

"roads are bad - slow go for last 2 hours"

This short, simple description does two things. In the case of an hours

violation it helps explain why the violation occurred. In the case of an inspection it shows the driver is aware of his situation and is taking steps to remain safe. **Keep in mind, you are not going to remember everything that happens every day. When something out of the norm occurs enter it in the "Remarks" for future reference.**

Get in the habit of remarking on bad weather and road conditions and it will pay off down the road. □

### DEDUCTIBLE BUY DOWN PROGRAM

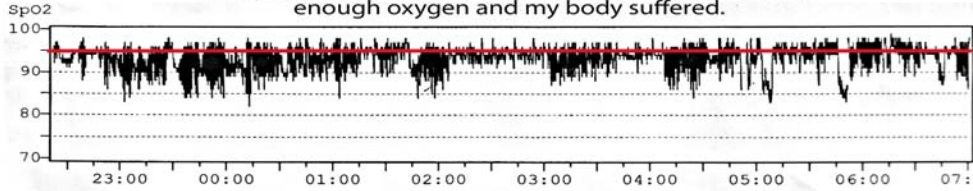
This program helps minimize the amount of money you will pay out of your pocket if you have an accident or cargo claim. If you are not currently in the program contact Kevin Johnson for more information.

It's worth it!

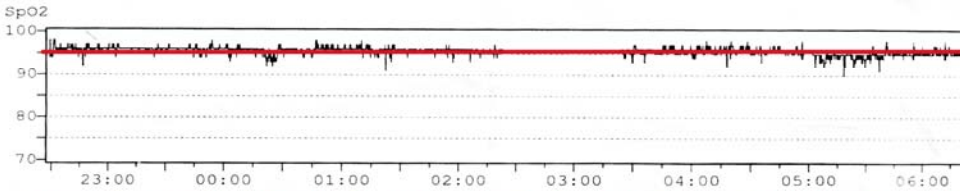
# Sleep Apnea, Do You Have It?

By Joe McQueen

I thought I was sleeping OK, yet I was always tired.  
I was tested for sleep apnea,  
every dip below the red line was bad, I was not getting  
enough oxygen and my body suffered.



After I was tested and started using the CPAP machine  
look at the change. Now I sleep deep and am rested  
in the morning.



Every time your body fights for oxygen your body is at risk for a heart attack or stroke.  
Not to mention, you are never properly rested and then you head out and drive  
and you're still tired. How safe are you?

Please get tested, it's free!

Contact Joe (extension 322) for details

# Great Job!

By The CPx Team

THE LAST 2 WEEKS OF  
DECEMBER AND THE FIRST 2  
WEEKS OF JANUARY SAW  
SOME OF THE WORST WINTER  
WEATHER IN YEARS.

It seemed no matter where  
CPx drivers drove they  
encountered bad weather.  
However, the true  
professionalism of our driver  
shone through as we had  
very few issues on the road.  
And even though there were  
some long delays all our  
drivers made it home safe.

We like to say we have the  
best drivers, well those four  
weeks proved that this  
statement is true!

Thanks from all of us. □

# Service Awards



Narinder Sidhu  
Years of Service—2  
Independent Contractor



Paul Fareham  
Years of Service—2  
Company Driver



Surinderpal Kehal  
Years of Service—2  
Independent Contractor



Mike Harbottle  
Years of Service—2  
Company Driver



Jaswinder Brar  
Years of Service—2  
Independent Contractor



Rob Reiersen  
Years of Service—2  
Company Driver



Dzhemal Bakuridze  
Years of Service—2  
Independent Contractor

Affinity Employee Family  
Assistance Program Services  
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Calgary—403-266-1605,  
Edmonton—780-482-4357

For peace of mind for you  
and your family.

