

# CPX Pro Driver

COASTAL PACIFIC XPRESS NEWSLETTER

## A Sense of Optimism

By Scott McIntosh

From an economic perspective, the past 6 months have been the most extraordinarily negative times many of us have experienced in the trucking industry to date. All of us have been impacted emotionally to at least a certain degree and all of us have been impacted financially.

As we are well aware from the nearly constant media barrage preaching economic doom and gloom, it is not just our company or our industry that has felt the effects, it's the world economy. In fact, although it is not projected to do so - things could even sink a little further before the tide turns.

I think that it is critical at this exact time amidst the worst of it, to take a step back and realize where we are headed as an organization.

There are experts around every corner speculating and announcing opinions on when the end of this so called economic recession will arrive. Turn on the radio or the television and you'll hear anything from 3 months to 3 years. The only thing we know with absolute certainty is that it will get better. The world economy will strengthen, demand for goods and services will become greater, jobs will be recreated and we'll get back to a more normal economy. We may not see the staggering growth we enjoyed in the West over the past 10 years -

but it'll be a far cry from where we are today. There isn't even any mystery to what we are experiencing today, economies and markets are cyclical, they always have been and always will be, what goes up must come down, etc, etc.

Back to the positive note that is intended herein. We will emerge from the storm we are in today better prepared than most to capitalize on what will be in front of us. **I believe that the largest challenge we'll face in the future will be facilitating the growth we are faced with and handling the demand for the service we provide.** CPX is and will be uniquely poised to take advantage of a new economic reality that will see a fantastic surge demand on the transportation industry. There simply will not be enough capacity to go around - the trucking industry is not positioned to keep pace with the next economic surge coming out of what we are living today and we will be sitting at the ready.

continued page 2

### IMPORTANT DATES

June 4, 2009

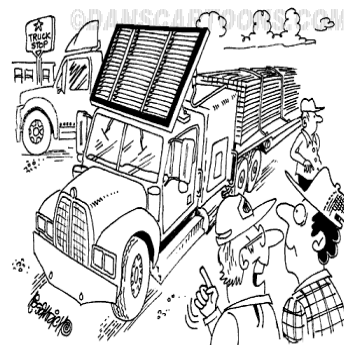
HO BBQ Day—Thursday

June 18, 2009

Hot Dog Day—Thursday

June 20/21, 2009

24 Hour Relay



"Aerodynamically it isn't so great, but you should see the fuel economy I get!"

Quote  
of the  
month

**Jumping at several small opportunities may get us there more quickly than waiting for one big one to come along.**

- Hugh Allen

A regular publication for the CPX drivers, documenting the relentless pursuit of service excellence.

From page 1

We've heard others touch on the strength of the CPX team through the past 4 months - but it really is staggering to consider. If this is what we look like when we are in the trenches, imagine what we'll look like faced with more opportunities than we can handle on a daily basis.

There should be no question, rumour, myth, mystery or ambiguity on what our future looks

like and what our long term intentions are as an organization. Our strategy and our intentions remain unchanged and unwavering. We are hyper motivated towards growth and we will continue to achieve long term, stable and strategic customer partnerships in the markets we choose to participate in.

I have never been more optimistic and excited about our future. □

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ROI STATS CPx COMPANY DRIVERS	
0.0 to 0.9	28 drivers
1.0 to 1.9	20 drivers
2.0 to 2.9	7 drivers
3.0 to 3.9	3 drivers
4.0 to 6.9	1 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!

You've got a lot of choices. If getting out of bed is a chore and you're not smiling on a regular basis, try another choice.

- Steven D. Woodhull

## Sleep Apnea Symptoms

By Joe McQueen

According to The Lung Association, if your sleep patterns change often, or if you sleep in the day and work at night, you are at higher risk for sleep apnea. People who work in shifts are more than twice as likely to get sleep apnea as 9-5 workers.

Here are some signs to help you determine whether or not you should be tested for sleep apnea.

The two main symptoms are:

1. You're very sleepy during the day, but you don't know why.
2. You snore and have pauses in your breathing while sleeping.

Some other signals are:

- You have high blood pressure.
- You're irritable.
- You can't concentrate.
- You have morning headaches.

If you think you have these symptoms or if you think you

have sleep apnea contact Joe (322) for free testing.





# What's Hot at CPx

By Joe McQueen

We are faced with different issues on a daily basis and sometimes it is not easy to communicate these issues to our drivers. In this article I will share with you some of the “hot” issues at CPx.



Over the last couple of weeks Sandy and I have been meeting with our U.S. drivers to discuss issues that pertain mostly to the US fleet. However, I believe it is worth pointing out some of these issues to everyone.

First, the new ID badges. These badges play an important role in meeting compliance for CTPAT certification. CTPAT stands for Customs-Trade Partnership Against Terrorism. If we do not meet the criteria for CTPAT we will be refused entry into the U.S.A. and as a result lose all business to and from the U.S.A.. **These badges must be worn while driving, at a customers location, in a CPx yard and in a CPx facility. Failure to do so risks CPx ability to trade in the United States.** We will be rolling out the badges to every driver

over the next several weeks.

The next item is Way points. It is very important for every driver to send status updates from all way points you pass. These way point are... Golden B.C., Kamloops B.C., Hinton AB., Medford Oregon, and Butte Montana. This information serves 2 purposes...

1. It helps dispatch to plan.
2. Dispatch can communicate arrival times to our customers.

Communication is, an important key to any teams success, so help CPx to be successful by providing regular on time way point communication.

And finally, let's touch on P.O.D.'s which stands for Proof Of Delivery. We have several customers that will not pay us

for work unless we give them a copy of the P.O.D.. Recently, we have had situations where we have not been paid for a load because we could not present a P.O.D. as the driver failed to get one. It is every drivers responsibility to have a original or a copy of a P.O.D. in every trip envelope.

Would you get major engine work done and not ask for a receipt? Of course you wouldn't. The receipt is your proof the work was done in case of a future problem. That's what a P.O.D. is to CPx, our proof of work done.

Please take the time to follow the procedures for these key itmes as they help CPx to maintain a professional and profitable business model. □

## Service Awards



Ken Rhodes  
Years of Service—10  
Independent Contractor

Fern Dunlop  
Years of Service—5  
Finance



Rose Belziuk  
Years of Service—5  
Driver Pay