



# Lip-Service

## December 2015

SEASON'S GREETINGS & HAPPY NEW YEAR

CELEBRATING 50 YEARS IN 2016!

## Letter from Glenn Lipsett

Hello everyone,

I hope this letter finds everyone in good health, as it is December and the flu season is here.

I want to inform all of you of some things that you need to be aware of. First off there will be no Christmas party this year. This is because Lipsett Cartage is celebrating its 50<sup>th</sup> Anniversary in 2016. The office staff and I have decided to have a summer celebration instead. It will be a weekend event at my farm. Dancing, drinks, supper and a lot of fun. We have not decided on a date yet but count on it being in July.

That does not mean that we won't have the Safety Bonus Draw; it will be made in the office and we will let the winner know.

Now to some more serious matters. As you all know our industry has become much tighter in the past few months and

as a result we are having to dig much harder. You are going to see some rate

changes in the coming months to keep us competitive. As you know fuel has dropped largely and as a result we will have some room to work on rates. This is not because we want to, it is because we NEED TO. We will always strive to be higher than the competitor, but we also need to give better service than the competitor.

What this means –

- On Time Pickups & Deliveries
- Tarping your loads
- Making sure your equipment is in good shape
- No avoidable accidents

And these are just the customer's needs

Lipsett Cartage Ltd. also needs everyone; office staff, lease operators, drivers and shop staff to be professional. Speeding and log book tickets will not

be tolerated. Load security, tire checks, load checks, paperwork, all need to be



For the most part many of you do that and I am very proud of you working for Lipsett Cartage Ltd. And for those of you that do not want to do a great job, you will not be here and I will not let the carelessness of a few spoil things for everyone else.

Well, that's about all for now. I want to thank all of you for the job that you do and have done in the past. I hope that you all have a great Christmas and a Happy New Year for yourselves and your families.

Until next time...

Glenn Lipsett

PS. Make sure to take time this month to have a coffee with the staff, I know

there will be a lot of Christmas treats around.



assure you that we are doing everything we can think of to keep wheels turning and revenue generated. We have been doing a lot of “thinking outside of the box” to come up with some of our plans but that is what it is going to take.

## *Billing & Receipts*

### *Administration -*

As the holiday season is not to tell everyone how thank Cartage for all the hard work all shown over the past year even with the challenges we are presently facing with the downturn in the economy. Christmas time also reminds us that it is snow time joined by wind time and really poor driving conditions time please be extra careful.

As professional drivers it is up to you to have proper paperwork but it seems that many of you do not consider your authority book upkeep as necessary. **IT IS NECESSARY AND CAN RESULT IN FINES IF YOU CANNOT FIND THE PERMIT YOU ARE LOOKING FOR.** I will be doing random checks of your authority books in the New Year please get them in order.

The company calendars will be arriving shortly remember to put some in your truck to hand out to customers. Do not forget to give one to the people who load and unload your freight as well. Also during this holiday season please take the time to say thank you to these people for using Lipsett Cartage as we really appreciate their business. A positive attitude equates positive results do not focus on the negative always look for a solution that makes a situation better. Stay happy and healthy and have a very Merry Christmas and a Happy New Year. Zoe

Just want to thank everyone for taking the time to send pictures of your trucks for our 2016 calendar. The calendar is in the process of being printed and once again is looking great.

Please be reminded to drop off your paperwork whenever in Regina or going through, sometimes getting back to Regina doesn't happen as often as we might expect. This will prevent paperwork from getting lost, customers calling for copies of bills of lading and delays in payroll. The cut off dates for company drivers is the 5<sup>th</sup> and 20<sup>th</sup> of each month.

I would like to wish everyone a Merry Christmas and all the best for 2016. Drive safe.



**Make sure you get a few, give them to our guys**

### *Dispatch – Richard Sandstra, Ken Kowalyszyn, Keith Lipsett & Trevor Taylor*

First, we in dispatch would like to thank you all for the patience and understanding you have shown us during this economic downturn. It has not been easy this past month and that is also the case for us here in the office as well. We can

Thankfully we have not been punished with frigid temperatures or high diesel prices, like we have in the years past. This certainly helps keep our operating costs down and increase profit margins. On that same note, we have been already and will be required to give a little on our rates in order to stay competitive in our market. We certainly strive to maintain the highest possible freight rates and justify it with our quality of service.

Please do your part in continuing to provide our customers with the level of service they are accustomed to when they use Lipsett Cartage.

We cannot stress enough that we need to do the work that we do get during this slow period, both safely and professionally. The quality for our work becomes more apparent when it is slower too.

Truthfully, all indications are that it is going to be a slow December as well, so we will continue to do the best we can for you, our operators and drivers. Some good news is that January looks like it will be a busy month again with winter bookings from a few of our Alberta customers.

We hope that you and your families will have an enjoyable Christmas & New Year's so that we can all start renewed and refreshed for 2016!

### *Safety – Trevor Taylor*

We at Lipsett Cartage strive to maintain a safe working environment. So as drivers, it is your duty to complete and hand in all log sheets and delivery documents to the office on a regular basis. It is also required that regular Maintenance sheets are submitted to the office, no later than the 15<sup>th</sup> of the following month. At the start of the New Year, late submission of paperwork will be reflected in your safety bonus. Failure to hand in log sheets etc. after the 15<sup>th</sup> of the next month will result in loss of your safety bonus – NO EXCUSES.

With the winter season upon us, we remind you to ensure your windows, mirrors and lights are kept clean. It is only common

sense that you can see where you are going and arrive safely to your next destination. We at Lipsett Cartage will not tolerate any avoidable tickets or infractions from drivers that do not comply with standard safety rules or regulations. With that being said, every driver pulls the same trailer(s), so you should know your gauges of those trailers and



therefore overweight tickets should not ever become an issue. If you are assigned a new trailer(s), it is your job to weigh your tractor/trailer unit to know your maximum weight. As well, find your maximum weight allowable on your gauges of that trailer(s).

Lipsett Cartage's safety report card has improved over the last 6 months. But we are still seeing a number of tickets for photo radar, log book infractions and overweight load configurations. It is not one driver that affects our overall safety health, it is all of us as one company that can reflect a bad image. Let's all do our part to be safe, mind the road and be courteous to other drivers. The safety office is here to help you, feel free to ask for help on any issue you may be experiencing out on the road.

All the best to you and your families this festive season!



### How to cut idling costs, humanely

**1. Idle Shutdown** Automatic idle shutdown could be considered the "first tier" of idle reduction. The ability to program the engine to shut down after five minutes of idling (or less) is available from all truck makers.

### 3 Easy Ways to Prevent Cargo Securement Violations

By Jim Park, Today's Trucking

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TORONTO — What you don't know will hurt you. That bit of generally good advice can be applied to things like bull fighting, firearms and cooking. And cargo securement too, it seems.

For years, the most pervasive law governing cargo securement was good old-fashioned common sense. That's no longer good enough, and in fact may cause you even more problems. What may seem intuitive to most could be an infraction to the trained eye of an inspector. It's as often incorrect procedures that will get you into trouble as inadequate tools.

Regulations governing cargo securement are among the most complex of all the rules we have to follow. In many cases, specific rules govern specific types of cargo. And where no specific rules can be made to apply, inspectors refer to a combination of

- We had a reduction in our premiums for Great West Life coverage for a second time
- A reduction in the number of accidents which improved our SGI Carrier Profile rating
- Increase in fleet size and a healthy owner operator retention
- Fuel costs decreased
- Landscaping and paving the yard

These may appear to be small achievements, but every one of them is due to our commitment to be a great company. We are working safe, making it an enjoyable place to work, doing our part to work smart and save that extra dollar, and mostly, take pride in the company we represent.

As we move into another financial year, there are ever changing variables on how we do business. Things we are considering may include a change in our benefits provider, whereas to offer a retirement package to all employees/owner operators. A new website to make it easier for our customers to interact with us as a company. Introducing more safety training so we can all work safe at our jobs.

We are all professionals and part of a great team. I want to wish everyone a very Merry Christmas and an even Better 2016!



### *Accounting – Angie Evans*

very quickly and now we are starting a new. It has been a great overall year working with all the owner operators and staff of Lipsett Cartage. I know the New Year will be even better.

There are some mini celebrations throughout the year to mention.



## Top 5 Money Saving Tips For Truck Drivers

The **Healthy Trucker** posted an article about five simple, but smart ways that truck drivers can save a little extra that will go a long way over the year. **How do you prevent yourself from spending too much on the road?**

Since we all know that truck driver pay rates aren't in line with the hours of work you do, truckers are forced to find creative ways to safeguard their cash stash. Knowing that many travel stops take advantage of the need for convenience, they have no problem pushing prices to a premium, especially on things that truck drivers consider vital.

However, the solutions can be really simple (almost common sense, if you think about it) and don't really take much planning. Here's the five money saving tips:

1. **Make a Budget** – Don't spend your money blindly – that's how people get into debt.
2. **Skip fast food chains** – Value meals may look cheap, but they really aren't. They're also very unhealthy.
3. **Make a list of where free WiFi signals are** on your regular routes. Or download free mobile apps that tell you where they are.
4. **Take advantage of deals like Driver Loyalty Cards** – They can help you save on simple things like showers and maintenance.
5. **Avoid getting cash advances on your paychecks.** Things like this can put you in a vicious circle.

## Alta Truckers Asked to be Diligent After Fifth Wheel Pin Tampering

Wednesday December 02, 2015 | [Cargo Crime  
& Security](#)

Following reports of fifth wheel pin tampering, the Alberta Motor Transport Association (AMTA) is advising all transport drivers to ensure they follow regulations and company policy to properly inspect their equipment prior to getting back on the road.

The AMTA says there have been three separate incidents at different locations in Alberta where drivers have returned to their trucks after taking a break and discovered the fifth wheel pin had been tampered with.

The pin connects the tractor to the trailer and must be secured to make sure the two separate units do not separate while they are in motion, which could cause injury to the driver and others on the road, as well as damage to the fleet's equipment.

The AMTA also asks all commercial drivers to report any suspicious activity to the RCMP, and if their rig has been tampered with, they are advised to not move the unit and contact the RCMP immediately.

*Truck Shop – Bob Sebastian, Keith Lipsett, Cody Eberts & Travis Tone*

With the winter season upon us, the shop can become a very busy place. All maintenance or repairs are always important, especially this time of the year. There are many things to remember while out on the road to keep your truck in good running order. We are here in the shop to help you if the need arises. Below are a few reminders to keep in mind as you perform your pre-trips & post trips:

- Complete your maintenance cry sheets on a monthly basis. These documents are important in case an issue should arise involving an insurance claim. Blank forms are available in the driver's room. Talk to Keith in the office for any trailer problems you may be experiencing.
- There is a trailer wash program in place. Any driver that is in Regina for a short period of time, we can organize a trailer wash while you wait for your next reload. Or if you wash your own truck off site and the trailers are washed with it, bring in your receipts to be reimbursed for the trailer portion. It is important to keep the trailers clean and free of ice buildup. The extra weight of ice can affect your fuel usage.
- Whenever you are pulling away (especially after sitting for a period of time) check your side mirrors to ensure your wheels are turning. Frozen brakes and skidded tires is the easiest expense we can avoid.
- Make sure air dryers are serviced. It helps in running into problems with frozen air lines and valves.
- Yard congestion can become a problem in the yard during the winter months. Please park trailers straight and close together whenever possible. Super B's on the south side and triaxles on the north side.
- The Pad is for trailers that are being unhooked and left there for a period of time. It makes clearing snow a lot easier if the yard is organized.

We want to thank everyone for their patience this fall dealing with the many issues involved when Inland Drive was being paved.

LABOR RATES PER HOUR	
IF YOU WATCH US	\$ 55.00
IF YOU GIVE US ADVICE	\$ 65.00
IF YOU HELP OR ASSIST US	\$ 85.00
IF YOU WORKED ON IT BEFORE	\$105.00



Have a Merry Christmas!

## Winter Truck Maintenance Tips

Make sure your vehicle is properly serviced and maintained before the winter season begins. The following steps will help you ensure that your vehicle is as prepared as possible to weather the winter roads.



