



Newsletter

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National Safety Code audits reveals SAM-X Safety Program is working well.

SAFETY FIRST!

Continuing on with our theme that "safety is a culture", I would like to explain how auto insurance plans work. Over my past years in this industry, I have heard the statement, "No problem it's an insurance claim". Well here is how it works. When we have an incident, collision or claim the process and the expenses start.

1. An adjuster is appointed.
2. The towing company is called to respond to the scene.
3. If the load needs to be transferred additional help and another tractor and trailer needs to be called to the scene.
4. Environmental cleanup may take place in the event of a diesel fuel spill.

This is only the beginning and I'm sure you can appreciate the costs involved. The way an insurance premium is arrived at is cost plus administration. This means that a claim, that costs \$100,000.00 would be placed on our record and charged back in the following years rates. So, there is no such thing as just an insurance claim.

Let's be safe out there so we don't need the services of our insurance company.

Ken Hood, Safety Officer

Message from the President

Here we are at the beginning of another new year. As we look ahead in 2011, I see many exciting things to come. 2010 was a tough year for us as a company in many ways, but we have put it all behind us and are moving forward with renewed enthusiasm.

Over the next couple of issues of our newsletter, you will see more translation of the articles into Punjabi. We hope that this will enable more of our staff to take advantage of the information being offered.

I wanted to focus on some very good news that we have received lately. In the past couple of months, both SAM-X Logistics and Sunwest Transport were audited for compliance to the National Safety Code. Both companies passed their audits with flying colors!

If we continue to work as a team to keep up the good work in keeping our safety program a top priority and if our owner operators and drivers commit to staying compliant with the traffic laws, we will see many benefits down the road. Our insurance costs will go down, trucks will not be pulled over at the scales so often and we will continue to carry a good name in the trucking industry.

Please stay safe, stay warm and my best wishes to you and your families for health, happiness and prosperity in 2011.

Jas Sandhu, President & C.E.O.

Operations

ਸੂਚਨਾ ਦਾ ਮਹੱਤਵ:

ਟ੍ਰੈਕਿੰਗ ਦੇ ਕਿੱਤੇ ਵਿਚ “ਸੂਚਨਾ” ਦਾ ਬਹੁਤ ਮਹੱਤਵ ਹੈ। ਸੂਚਨਾ ਦੇ ਵਟਾਂਦਰੇ ਰਾਹੀਂ ਅਸੀਂ ਹਜ਼ਾਰਾਂ ਡਾਲਰ ਦੀ ਕਮਾਈ ਕਰ ਸਕਦੇ ਹਾਂ ਅਤੇ ਕਈ ਵਾਰੀ ਸੂਚਨਾ ਦੀ ਘਾਟ ਨਾਲ ਹਜ਼ਾਰਾਂ ਡਾਲਰਾਂ ਦਾ ਨੁਕਸਾਨ ਵੀ ਬੱਲਣਾ ਪੈਂਦਾ ਹੈ। ਸੂਚਨਾ ਦੇ ਮਹੱਤਵ ਬਾਰੇ ਅਸੀਂ ਸਾਰੇ ਜਾਣੂ ਹਾਂ, ਲੇਕਿਨ ਮੈਂ ਤੁਹਾਨੂੰ ਇਕ ਛੋਟੀ ਜਿਹੀ ਘਟਨਾ ਰਾਹੀਂ ਸੂਚਨਾ ਦੇ ਮਹੱਤਵ ਬਾਰੇ ਦੱਸਣਾ ਚਾਹੁੰਦਾ ਹਾਂ।

ਇਕ ਦਿਨ ਸਵੇਰੇ-ਸਵੇਰ, ਪਤੀ ਅਪਣੇ ਕੰਮ ਤੇ ਜਾਣ ਲਈ ਤੌਇਆਰ ਹੋ ਰਿਹਾ ਸੀ, ਨੱਹਾ ਕੇ ਵਾਸ਼ਰੂਮ ਤੋਂ ਹਾਲੇ ਬਾਹਿਰ ਹਿ ਨਿਕਲਿਆ ਸੀ। ਅਤੇ ਉਸ ਦੀ ਪੱਤਨੀ ਵੀ ਕੰਮ ਤੇ ਜਾਣ ਲਈ ਤੌਇਆਰ ਹੋਣ ਲਈ ਵਾਸ਼ਰੂਮ ਵਿਚ ਜਾਣ ਹੀ ਲੱਗੀ ਸੀ। ਕਿ ਦਰਵਾਜ਼ੇ ਦੀ ਘੰਟੀ ਦੀ ਅਵਾਜ਼ ਸੁਣਾਈ ਦਿੱਤੀ। ਦੋਨੋਂ ਇੱਕ ਦੂਸਰੇ ਨੂੰ ਦੇਖਣ ਲੱਗੇ! ਕਿ ਕੌਣ ਜਾਕਰ ਦਰਵਾਜ਼ਾ ਖੋਲੇ। ਪੱਤਨੀ ਨੇ ਅੱਪਣਾ ਫਰਜ਼ ਸਮਝਦੇ ਹੋਏ, ਤੌਲਿਏ ਨਾਲ ਅੱਪਣੇ-ਆਪ ਨੂੰ ਲੱਪੇਟਿਆ ਅਤੇ ਪੌੜਿਆਂ ਉਤਰ ਕੇ ਦਰਵਾਜ਼ਾ ਖੋਲਿਆ। ਦਰਵਾਜ਼ੇ ‘ਤੇ ਉਹਨਾਂ ਦਾ ਗੁਵਾਂਡੀ ਖੜਾ ਸੀ। ਉਸਨੂੰ ਇਸ ਹਾਲਤ ਵਿੱਚ ਦੇਖਕੇ ਗੁਵਾਂਡੀ ਬਹੁਤ ਹੈਰਾਨ ਹੋਆ। ਗੁਵਾਂਡੀ ਨੂੰ ਇਕ ਤਰਕੀਬ ਸੁੱਝੀ ‘ਤੇ ਕਹਣ ਲੱਗਾ, “ਕਿ ਜੇ ਤੁਸੀਂ ਇਹ ਤੌਲਿਆ ਹੱਟਾ ਦੱਵੋ, ਤਾਂ ਮੈਂ ਤੁਹਾਨੂੰ ਇੱਕ ਹਜ਼ਾਰ ਡਾਲਰ ਦੇਵਾਂਗਾ!”

ਉਹ ਗੁਵਾਂਡੀ ਦੀ ਇਹ ਗੱਲ ਸੁਣਕੇ ਬੱਝੀ ਹੈਰਾਨ ਹੁੰਦੀ ਹੈ। ਇਕ ਵਾਰ ਪਿੱਛੇ ਪੌੜਿਆਂ ਵੱਲ ਦੇਖਦੀ ਹੈ, ਫਿਰ ਮੁੜਕੇ ਗੁਵਾਂਡੀ ਵੱਲ ਦੇਖਦੀ ਹੈ। ਅਤੇ ਅੱਪਣਾ ਤੌਲਿਆ ਹੱਟਾ ਦਿੰਦੀ ਹੈ। ਉਸ ਵੱਲ ਦੇਖਕੇ ਗੁਵਾਂਡੀ ਦਾ ਮੂੰਹ ਖੁੱਲੇ ਦਾ ਖੁੱਲਾ ਹੀ ਰਹ ਜਾਂਦਾ ਹੈ। ਆਪਣੇ ਗੁਵਾਂਡੀ ਉਸਨੂੰ ਇੱਕ ਹਜ਼ਾਰ ਡਾਲਰ ਦੇ ਕੇ ਚੱਲਾ ਜਾਂਦਾ ਹੈ। ਪੱਤਨੀ ਦਵਾਜ਼ਾ ਬੰਦ ਕਰਦੀ ਹੈ ਅਤੇ ਪੌੜਿਆਂ ਚੱੜਕੇ ਵਾਪਿਸ ਪਤੀ ਕੋਲ ਪਹੁੰਚਦੀ ਹੈ। ਪਤੀ ਪੁਛਦਾ ਹੈ, “ਕੌਣ ਆਇਆ ਸੀ?” ਪੱਤਨੀ ਦੱਸਦੀ ਹੈ, “ਅੱਪਣਾ ਗੁਵਾਂਡੀ ਸੀ”। ਪਤੀ ਫਿਰ ਪੁਛਦਾ ਹੈ: “ਕਿ ਉਸਨੇ ਤੈਨੂੰ ਇਕ ਹਜ਼ਾਰ ਡਾਲਰ ਦੇ ਦਿੱਤੇ ਜਿੱਹੜੇ ਮੈਂ ਉਸ ਕੋਲੋਂ ਲੈਣੇ ਸੀ?”

ਪੱਤਨੀ ਨੇ ਇਸ ਘਟਨਾ ਕਾਰਨ ਜੋ ਗੁਵਾਇਆ ਉਸ ਦੀ ਭਰਪਾਈ ਨਹੀਂ ਹੋ ਸਕਦੀ। ਕਿਉਂਕਿ ਉਸਦੇ ਪਤੀ ਨੇ ਉਸਨੂੰ ਇਹ ਗੱਲ ਦੱਸੀ ਹੀ ਨਹੀਂ ਸੀ, ਕਿ ਗੁਵਾਂਡੀ ਨੇ ਉਸ ਕੋਲੋਂ ਇਕ ਹਜ਼ਾਰ ਡਾਲਰ ਉਧਾਰ ਲੈਏ ਸੀ।

ਮੈਂਨੂੰ ਵਿਸ਼ਵਾਸ ਹੈ ਕਿ ਹੁਣ ਤੁਸੀਂ ਸੂਚਨਾ ਦੇ ਮਹੱਤਵ ‘ਤੇ ਹੋਰ ਜ਼ਿਆਦਾ ਸੰਨਜ਼ੀਦਗੀ ਨਾਲ ਅਮਲ ਕਰੋਗੇ।

Driver of the Month

We are so pleased to announce that the first time in our company we are honored with not one not two not even three, but four drivers that are deserving of the Driver of the Month Award So gentlemen congratulations and thank you from your SAM-X Team who know that without you ... we would be a bunch of people surfing the internet. Congratulations to:

Gurmeet More (Unit 5094) Gurmeet has been with SAM-X since day one. He is dedicated, hard working and always makes us smile when he stops by to say hello.

Devinder Gill (Unit 5034) Devinder has been with SAM-X since November 2008 and has always proved to be one of our most professional drivers. Devinder keeps an excellent log book.

Communication is the, “Key”

Communication is a very important word in our industry, this word can make us thousands of dollars or it can lose us thousands of dollars.. I understand we all know what the meaning of communication is, but I would like to put it in a way that you will know what you can make or lose by not communicating or miss-communicating.

Early in the morning, a husband is trying to get ready for work, just finished having a shower, when his wife is also rushing to get ready for work and ready to jump in the shower. The door bell rings at the same time and they are looking at each other whom should go down stairs to open the door. The wife being a nice person wraps herself with a towel and runs down stairs and opens the door. She finds their neighbor at the door, and he is very surprised to see her in that condition. He quickly comes up with an idea, and says to her, “if you take that towel off, I will give you a thousand Dollars!” . She stands there with a sigh for a few seconds, looks back upstairs, and looks back at him, and then opens the towel for him. He looks at her with his jaw dropped, and hands her a Thousand Dollars. The wife closes the door and runs back upstairs. Her husband asks, “who was at the door?” She answers, “it was our neighbor” and then wonders to herself what she will buy with her new money. The husband asks her back, “did he give you’re the thousand dollars he owes me?”

So, the wife lost something that she will never re-cover for a simple reason that her husband didn’t tell her that their neighbor owes him a Thousand Dollars.

I am sure you have my point what I am trying to say.

Balihar Mahil, Chief Operating Officer

Balbir Sidhu (Unit 8030) – Balbir is another long time Owner Operator with SAM-X. He is now running his unit under Sunwest. Balbir is always giving us great suggestions on how we can improve things here at SAM-X and we truly appreciate his input and advise.

Amandeep Mahli (Unit 5079) – Amandeep has been driving with SAM-X since October 2008. Amandeep has made amazing progress as an Owner Operator. He is always cheerful and very reliable.

Our congratulations again to these four SAM-X Team members who continue to strive for excellence and make us look good out on the road.

Industry News



Distracted Driving Legislation

The Alberta Government has made history by passing the most comprehensive driving legislation in Canada. The Distracted Driving Safety Act restricts drivers from:

- Using hand-held cell phones
- Texting or e-mailing
- Using electronic devices like laptop computers, video games, cameras, video entertainment displays etc.
- Entering information on GPS units
- Reading printed materials in the vehicle
- Writing, printing or sketching; and
- Personal grooming.

The law applies to all vehicles including bicycles and applies to both urban and rural areas of the province.

The distracted driving law could be in effect by the middle of 2011, with a proposed fine for this offence of \$172.00.

News from SAM-X Global Toronto Inc.

Talk about Logistics and Third Party Transportation

Lately I've heard a lot of discussion about the role of transportation providers, specifically the third parties.

Whether it is customers, prospects, or even internally, I've heard companies like ours referred to as *a Middle Man*, a *broker*, or even a *reseller*. The closest to the mark yet, which still does not accurately depict what we do, has been a *3PL*, or *3rd party logistic provider*.

But there is nothing *3rd party* about what we do. There is nothing *3rd party* about customizing a customer's invoice to their individual accounting needs, or consolidating their carriers on one weekly invoice so they can reconcile and pay more efficiently.

There is nothing third party about setting up reports so that the right information flows into the right hands throughout the company, and that all players within a company have proper visibility over their transportation habits and spend. And there is certainly nothing third party about a live voice that answers the phone, who may be familiar with a specific account including the carriers they choose, the product they ship, and the lanes they ship to.

Most importantly, there is absolutely nothing *3rd party* about an individual who acts as a business consultant and strives to improve upon a business' current processes.

This is instead known as business process outsourcing. In fact, by allowing businesses to focus on their core competencies, they can then continue to compete in the new global economy. No we are not a reseller and certainly not a broker. We are a transportation, technology, and logistics provider, and we help businesses do what they do better.

So in 2011 our Logistics business unit will highlight the fact that the value we bring to our existing clients and new clients is exactly this. We are a ***Transportation Provider***

Just thought I would give a different view on what our Logistics Business unit is and what value it brings to the market place.

Happy 2011- it is going to be a great year

Bill Wallace, Director Corporate Development

Welcome to our SAM-X Team

We would like to welcome the following new Owner Operators and Drivers who have joined our fleet since September 2009. Wade Nickerson (O/O Unit 5095), Larry Penner (Company Driver), George Pfeiffer and Carol-Ann Weibe (Drivers on 5097), Elmer Gailbraith (O/O Unit 5098), Aden HasseinAli and Badru Nkonyishuti (O/Os Unit 5099), Darcy Reed (O/O 5100) and Michel "Frenchie" Gaudet (Company Driver).

We also welcome Garnet Hawkes as our new Recruiting Manager. Garnet will be operating out of our newly opened recruiting office in Winnipeg, Manitoba.

News from your Accounting Team

SAM-X ਲੇਖਾ ਵਿਭਾਗ ਦਾ ਸੰਦੇਸ਼:

ਨਵਾਂ ਸਾਲ 2011 ਮੁਬਾਰਕ

SAM-X ਪਰਿਵਾਰ ਨੂੰ ਨਵੇਂ ਸਾਲ 2011 ਦੀ ਮੁਬਾਰਕਬਾਦ ਦਿੰਦਿਆਂ ਮੈਂਨੂੰ ਬੇਹੱਦ ਖੁਸ਼ੀ ਹੈ। ਮੇਰੀ ਪਰਮਾਤਮਾ ਕੋਲ ਅਰਦਾਸ ਹੈ ਕਿ ਨਵਾਂ ਸਾਲ 2011 ਸਾਰਿਆਂ ਲਈ ਖੁਸ਼ੀਆਂ ਅਤੇ ਖੇਡਿਆਂ ਭਰਿਆ ਹੋਵੇ।

ਅਸੀਂ ਨਵੇਂ ਸਾਲ ਦੀ ਸ਼ੁਰੂਆਤ, ਇਸ ਪੱਕੇ ਇਰਾਦੇ ਨਾਲ ਕਰਦੇ ਹਾਂ ਕਿ SAM-X Group ਨੂੰ ਤਰੱਕਿਆਂ ਅਤੇ ਹੋਰ ਨਵਿਆਂ ਉਚਾਈਆਂ ਵੱਲ ਲੈਕੇ ਜਾਵਾਂਗੇ। ਕੰਪਨੀ ਨੇ ਓਨਰ ਓਪਰੇਟਰ ਵੀਰਾਂ ਲਈ ਨਵਾਂ ਮੀਲਾਂ 'ਤੇ ਪੇਮੈਂਟ ਪੈਕੇਜ ਸ਼ੁਰੂ ਕੀਤਾ ਹੈ, ਜੋਕਿ ਦਿਸੰਬਰ-01-2010 ਤੋਂ ਲਾਗੂ ਹੋ ਗਿਆ ਹੈ। ਅਤੇ ਇਸਦੇ ਨਾਲ ਹੀ ਸਾਰੇ ਓਨਰ ਓਪਰੇਟਰ ਵੀਰਾਂ ਨੂੰ ਇਸ ਨਵੇਂ ਪੈਕੇਜ ਰਾਹੀਂ ਪੇਮੈਂਟ ਕੀਤੀ ਜਾਵੇਗੀ। ਸਾਡਾ ਇਹ ਮਨਤੱਵ ਹੈ ਕਿ SAM-X ਪਰਿਵਾਰ ਦੇ ਸਾਰੇ ਓਨਰ ਓਪਰੇਟਰ ਵੀਰ ਖੁਸ਼ਹਾਲ ਹੋਣ। ਮੀਲਾਂ 'ਤੇ ਪੇਮੈਂਟ ਪੈਕੇਜ ਇਕ ਨਵੀਂ ਸ਼ੁਰੂਆਤ ਹੈ, ਅਤੇ ਇਸ ਨੂੰ ਹੋਰ ਬੇਹੱਤਰ ਕਰਨ ਲਈ ਤੁਹਾਡੇ ਵੱਡਮੂਲੇ ਸੁਝਾਵਾਂ ਦਾ ਸੁਆਗਤ ਹੈ।

ਇਕ ਵਾਰ ਫਿਰ ਮੈਂ ਸਾਰੇ ਓਨਰ ਓਪਰੇਟਰ ਵੀਰਾਂ ਨੂੰ ਅਪੀਲ ਕਰਾਂਗਾ, ਕਿ ਓਹ ਅੱਪਣੇ ਖਰਚੇ ਦੀਆਂ ਰਸੀਦਾਂ ਵਾਲਾ ਲਿਫ਼ਾਫ਼ਾ ਸਾਰੇ ਪੱਖੋਂ ਮੁਕੱਮਲ ਕਰਕੇ ਸਮੇਂ ਸਿਰ ਦੱਫ਼ਤਰ 'ਚ ਜਮਾਂ ਕਰਵਾਯਾ ਕਰਨ ਤਾਂਜੇ ਅਸੀਂ ਤੈਅਸੁਦਾ ਤਰੀਕ 'ਤੇ ਤੁਹਾਨੂੰ ਪੇਮੈਂਟ ਕਰ ਸਕੀਏ। ਮਹੀਨੇ ਦੀ 1 ਤੋਂ 15 ਤਰੀਕ ਤੱਕ ਦੇ ਖਰਚਿਆਂ ਦੇ ਵੇਰਵੇ ਦਾ ਲਿਫ਼ਾਫ਼ਾ ਓਸ ਮਹੀਨੇ ਦੇ ਖਤਮ ਹੋਣ ਤੋਂ ਪਹਿਲਾਂ ਜੱਮਾਂ ਕਰਵਾਯਾ ਕਰਨ। ਅਤੇ 16 ਤਰੀਕ ਤੋਂ ਮਹੀਨੇ ਦੀ ਆਖ਼ਰੀ ਤਰੀਕ ਤੱਕ ਦੇ ਖਰਚਿਆਂ ਦੇ ਵੇਰਵੇ ਦਾ ਲਿਫ਼ਾਫ਼ਾ ਅੱਗਲੇ ਮਹੀਨੇ ਦੀ 15 ਤਰੀਕ ਤੱਕ ਜੱਮਾਂ ਕਰਵਾਯਾ ਕਰਨ।

ਅਤੇ ਮੈਂ ਓਪਰੇਟਰ ਵੀਰਾਂ ਨੂੰ ਸੇਫ਼ਟੀ ਬੋਨਸ ਪ੍ਰੋਗ੍ਰਾਮ ਵਿੱਚ ਵੱਧ-ਚੜਕੇ ਹਿੱਸਾ ਲੈਣ ਦਾ ਸੱਦਾ ਦਿੰਦੇ ਹੋਏ ਅਪੀਲ ਕਰਦਾ ਹਾਂ ਕਿ ਸੜਕ ਉੱਪਰ ਸੁਰੱਖਿਆ ਦਾ ਧਿਆਨ ਰੱਖਣ ਤਾਂਜੇ ਓਪਰੇਟਰ ਵੀਰਾਂ ਦੀ ਕਮਾਈ ਵਿੱਚ ਕੁਝ ਹੋਰ ਵਾਧਾ ਹੋ ਸਕੇ। ਇਕ ਹੋਰ ਪ੍ਰੋਗ੍ਰਾਮ ਦੇ ਤਹਿਤ \$500.00 ਓਹਨਾਂ ਓਪਰੇਟਰ ਵੀਰਾਂ ਨੂੰ ਸੁਕਰਾਨੇ ਵੱਜੋਂ ਦੇਣ ਦਾ ਫੈਸਲਾ ਕੀਤਾ ਗਿਆ ਹੈ ਜੋਕਿ ਅੱਪਣੇ ਓਨਰ ਓਪਰੇਟਰ ਦੇਸਤਾਂ ਨੂੰ SAM-X ਪਰਿਵਾਰ ਨਾਲ ਜੋੜਨਗੇ ਅਤੇ ਓਹ ਘੱਟੋ-ਘੱਟ 3 ਮਹੀਨੇ ਕੰਪਨੀ ਨਾਲ ਕੰਮ ਕਰਨ।

ਮੈਂ SAM-X ਪਰਿਵਾਰ ਦੇ ਸਾਰੇ ਮੈਂਬਰਾਂ ਨੂੰ ਸੱਦਾ ਦਿੰਦਾ ਹਾਂ ਕਿ ਆਓ ਆਪਾਂ ਸਭ ਮਿਲਕੇ SAM-X Group ਨੂੰ ਸੰਨ 2011 'ਚ ਤਰੱਕਿਆਂ ਅਤੇ ਹੋਰ ਨਵਿਆਂ ਉਚਾਈਆਂ ਵੱਲ ਲੈਕੇ ਚੱਲੀਏ।

Together we can make it!

ਜਸਬੀਰ ਚੰਧਾਵਾ।

HAPPY NEW YEAR 2011

We would like to take this opportunity to wish all the members of the SAM-X family very happy and prosperous NEW YEAR 2011. May Almighty God bless all of you and your families with very good health and prosperity.

We are starting the New Year with greater determination to take the SAM-X Group of Companies to new heights of success. The company has started the new owner operator pay roll system and all the owner operators have been put on mileage basis effective December 01, 2010. Our intention is to see our valued owner operators being very successful and happy. We understand that the new program has many challenges as this is new to the company. We look forward for your valuable input to make this program a success. Please feel free to contact me at any time with your precious thoughts on the mileage program.

Once again I would like to remind our owner operators that please make sure to hand in your expense envelopes in time and complete in all respects so that we can reimburse you the expenses in full and on time. **Please make sure that the expense envelopes for the period of 1st to 15th are handed in before end of the month and expense envelopes for 16th to end of the month are handed in before the following 15th.**

Also I would like to encourage all our owner operator brothers to take advantage of the **safety bonus program**. Please drive safe so that we can put more cash into your pockets in the form of safety bonus. Another important incentive is to get additional **\$500.00** if you bring your friends as owner operators and they stay with us for three months.

In the end I would like to ask help from all of you to work as a team and let us make SAM-X a success in 2011. It is team work and hard work always pays. Together we can make it!

Jasbir Randhawa, C.F.O.

Manny's Maintenance Tips

We are experiencing a big increase in the number of damaged trailers coming into the shop each week.

PLEASE take the time to get out of your cab and look around your trailer for potential hazards. As a professional driver, being aware of your surroundings is one of the most important things you can do at all times.

During the winter months, you may not want to leave your warm truck to assess your surroundings before backing up – but it is part of the job and it is critical. You cannot always count on your side mirrors.

These damages may seem small at the time, but in a fleet of 75 trailers, the costs add up.

Please take the time to look around to avoid further trailer damages.

Manny Sandhu, Maintenance & City Dispatch



And Finally ... a thought for the day

CARED THE MOST and WANTED IT THE MOST. Are you one of these Team members ??

History will typically show that successful companies continue to grow fast and remain special over time, eventually the success stories begin to be told on a daily basis.

We've all heard these stories and they usually start with the discussion of the company then move into who made it big, who became someone, who helped make that company the success it is today.

If you know much about Walmart which is in the USA, and Canada you will know that it generated many millionaires and provided tremendous resources for it's people to live great lives, recently it became a Fortune 100 company.

The overwhelming majority of these mega success stories all begin with the individual starting as a bagger or a cashier and working their way up over the years, there are endless stories from other companies in virtually every market.

Many success stories include the employee remaining in that position for their career, they just wanted a great place to work and improve their lives but for others they wanted to do something different and they wanted be leaders.

The common element in every case is that those individuals CARED THE MOST and WANTED IT THE MOST.

It's not typical that they just do "real good" at their job and wait to be pushed up the ladder, they bring ideas and desire and a tremendous work ethic, they also have the ability to be resilient to criticism and to be empathetic to all. In short, the believers and the doers end up with the great fortunes.

I believe that at SAM-X Group we are completely surrounded by these type of team members.

Be proud of your company and desire to be one of those that Cared the most and Wanted it the Most.

Submitted by Bill Wallace