

AllCovered NEWS

The news YOU need to grow your business and stay ahead of your competition

A weekly service for clients and friends of Allcovered.net and the Allen Insurance Group

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AllCovered-NEWS is sent via email to all who request it in "Plain Text" to limit your download times.

-- THIS WEEK --

SMALL BUSINESS:

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Insecurity Complex

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DHL Buys More of Blue Dart
Extra Locks May Save Panama Canal
Mombassa Port Problems
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JUST FOR FUN:

Reputation Matters

NEXT WEEK: Get the Most From Your Retirement Plan

AllCoveredNEWS - EASY TO READ & PRINT VERSION:

<http://www.allcovered.net/AC-News-PDF.htm>

SMALL BIZ – REPUTATION MATTERS

Being a good neighbor impacts your bottom line.

If you think offering a good product at a fair price is all you have to do to impress customers, think again. A multiyear study by Cone, a marketing and communications firm based in Boston, found customers are more and more considering the reputation and record of social responsibility of companies they'll keep in their spending circle.

Eight in ten say corporate support of a cause is a key factor in whether or not they trust a particular firm. That's a 21% increase from 1997.

Being a good corporate citizen does not often lead to increased sales you can exactly pinpoint... it is just one consideration prospective customers weigh in purchasing decisions.

Being a bad corporate citizen will ruin you quickly as Cone's survey results show:

- * 90% would consider switching to another company's product or service.
- * 81% would speak out against the company to family and friends.
- * 80% would sell any stock holdings in the company.
- * 80% would refuse to invest in the company.
- * 75% would refuse to work for that company.
- * 73% would boycott that company's goods or services.
- * 67% would be less loyal in their job at that company.

SEE ALSO – REPUTATION MATTERS (Two Stories) in “Just For Fun Section” below.

PERSONAL BIZ – FILTER YOUR LIFE

(Excerpted from an article by Terry Brock – link at end)

Are you overwhelmed with too many obligations in today's high-intensity information world?

We have so much to read and learn sometimes it seems impossible to keep up, let alone get ahead.

Here are tips on how to deal with the flood of information and legitimate emails we receive in our businesses:

ONE- PRIORITIZE: This is a critical principle for living. You can't do it all. Prioritize the functions and activities that are important and critical for you and look for these options.

TWO- DEVELOP FILTERS FOR LIVING: This means that you have to say a firm, but polite "No thank you!" for many good activities. Focus on the A and A+ activities. It is easy to turn down the D and F activities. However, the B and B+ activities are the tempting morsels.

THREE- LET SOFTWARE FILTER THE EMAIL FLOOD: Direct critical correspondence to a “Must Act” folder. Send email newsletters you want to another. Send emails from people in your Contact list to a third. These you will absolutely read and respond to. When you can, go through the rest of the Inbox.

MORE: http://www.bizjournals.com/extraedge/consultants/succeeding_today/2005/01/24/column408.html

TECH BIZ – NEW WORM USES NEWS HEADLINES

We warned clients of this last week, and it seems this is growing.

There is an email doing the rounds posing as news headlines from CNN. The worm changes its subject and message text by grabbing headlines from the CNN web site.

WHAT IT DOES: The worm inserts a “hack” that will silently track your keystrokes and send the data to a hacker's web site – allowing the hacker to grab passwords and credit card details from the unwary.

-- PROTECT YOURSELF --

== Use and update daily your anti-virus software

== Never open attachments from anyone unless you expected the attachment

GO TO: www.allcovered.net

CLICK: “Internet Links” for free virus scan, links to anti-virus providers and more.

www.allcovered.net **We have logistics ALLCOVERED**

TECH BIZ – NEW ACCOUNTING SOFTWARE RELEASE: We don't promote any specific software, but we do try to keep you aware of new releases. If you are in the market for small business accounting software, this review rates the new MYOB as one you should consider. PC Magazine says, "We think it's the easiest-to-use full-featured small business accounting program you'll find. But simple doesn't mean underpowered."

MORE: <http://ct.enews.pcmag.com/rd/cts?d=184-1453-16-61-140208-147539-0-0-0-1>

SMALL BIZ HEALTH – EMBRACING HSA

NOTE: We seem to be running many stories lately about Health Savings Accounts. That's because they are so different from traditional health benefits programs employers can offer employees, because they continue to evolve and develop, and because interest in them seems to be growing rapidly.

Mike

--- WHAT IS HSA? ---

Health Savings Accounts were made legal by a change in the law last year.

A Health Savings Account starts with a high deductible health insurance plan.

Employers save up to 50% compared to traditional health benefit programs.

Employees are also given additional funds they can place in a "Health Savings Account" to pay high deductibles or any other medical expenses they wish.

Employees can now judge for themselves what to pay out of pocket and what to use HSA funds for.

Unused HSA funds accrue from year-to-year in employee accounts.

--- GOAL OF HSAs ---

Make employees more aware of the costs of medical care compared to traditional plans in which employees only pay the "co-pay" and nothing else.

"Considering how new the model is, and how fundamentally different it is from traditional health plans, I'd say employers are adopting consumer-driven health plans surprisingly fast," says Mikel Gray, a consultant Mercer Human Resource Consulting.

Many small businesses and self-employed Americans are opting for consumer-driven plans, according to the Center for Health Transformation, in Washington, DC.

MORE: http://www.bizjournals.com/industries/health_care/health_insurance/2005/01/24/seattle_focus3.html?f=et162

CONSIDERING HSA FOR YOUR COMPANY?

Get a review of your options... for your specific situation...

Contact R.J. Isner (EYES-nuhr) at the Allen Insurance Group:

800.922.5536 x170 ... rj@allenins.com.

SMALL BIZ HEALTH – BUSH PROMOTES HSAs & ASSOCIATION PLANS: President Bush promotes Health Savings Accounts as a means of slowing health care cost rises, and also wants small business to be able to pool together to get better rates for health. The Blues will fight that (next story).

MORE: www.washingtonpost.com/ac2/wp-dyn/A39782-2005Jan26?language=printer

SMALL BIZ HEALTH – BLUES TO FIGHT BUSH PLANS:

MORE: <http://www.businessinsurance.com/cgi-bin/news.pl?newsId=4942>

GERMAN ECONOMY – RECOVERY ON TRACK SAYS GOVERNMENT:

MORE: http://story.news.yahoo.com/news?tmpl=story&cid=1518&ncid=1518&e=4&u=/afp/20050126/bs_afp/germanyconomygrowth_050126131340

US ECONOMY – DURABLE GOODS ORDERS UP 0.6%: Demand for long-lasting machines and consumer goods rose 0.6% in December.

MORE: http://story.news.yahoo.com/news?tmpl=story&cid=580&ncid=580&e=3&u=/nm/20050127/bs_nm/economy_dc

US ECONOMY – GDP ROSE 4.4% IN 2004:

MORE: http://story.news.yahoo.com/news?tmpl=story&cid=668&ncid=749&e=6&u=/ap/20050128/ap_on_bi_go_ec_fi/economy

>>>>>> TRUCKING SECTION <<<<<<<

AllCoveredNEWS - EASY TO READ & PRINT VERSION:

<http://www.allcovered.net/AC-News-PDF.htm>

TRUCKING – DIESEL RISES: The US national average price of diesel fuel rose 0.7 cents per gallon to \$1.959 for the week ended 24 January.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=46081>

TRUCKING – FMCSA PROPOSES NO H-O-S CHANGE

--- NO BLACK BOX MANDATE ---

The Federal Motor Carrier Safety Administration Monday published the same Hours Of Service rules vacated by a federal court in July, asking the public to provide suggestions that can meet the court's concerns. Comments must be tendered by 19 March.

"FMCSA is not considering changes to the hours of service regulations applicable to drivers and operators of passenger-carrying commercial motor vehicles," the agency states in the summary of the rulemaking announcement.

The announcement addresses the electronic on-board recording devices it refers to as EOBs only briefly. The announcement says the FMCSA is still evaluating a mandate and asks for continued comment. So the question of mandated black boxes remains open and on the table.

FMCSA instituted new hours of service rules in January of 2004.

The agency is conducting the rulemaking in response to a July 2004 decision by the US Court of Appeals for the District of Columbia Circuit that ordered more consideration of the impact the 2003 rule had on the health of drivers.

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=53722

MORE: <http://www.etrucker.com/apps/news/article.asp?id=46043>

MORE: http://www.thetrucker.com/stories/01_05/0124_hos_comments.html

TRUCKING – HAZMAT FINGERPRINT DATE CLOSER

--- TESTING SITE DOWNLOAD LINK (in Excel format)

The American Trucking Associations have compiled a list of locations where hazmat drivers can go for fingerprinting required by the Transportation Security Administrations' security threat assessment procedure. Testing begins today, 31 January.

--- LIST AVAILABLE HERE in Excel format:

MORE: <http://www.truckline.com/NR/exeres/DD4FDBF9-6B5B-41D8-8684-F0601CFD9428.htm>

MORE INFO: http://www.truckinginfo.com/news/news-detail.asp?news_id=53720

TRUCKING – COLORADO REVOKES 300 CDLs:

MORE: <http://www.etrucker.com/apps/news/article.asp?id=46114>

SECURITY – ABX UNDER SECURITY INVESTIGATION

US Federal authorities Wednesday said they are reviewing the employment records of ABX Air, the former Airborne Express now owned by Deutsche Post and aligned with DHL.

ABX is a cargo airline that operates a national sorting and delivery hub near Cincinnati, Ohio.

The government is investigating immigration and security issues. No charges have been filed.

Beth Huber, a spokeswoman for ABX Air, said that Garcia Labor Co. Inc., a temporary employment agency used by ABX, fired a number of employees last week whom Garcia had provided to work as package sorters. Huber declined to say how many employees were fired, referring questions to Garcia.

MORE: http://www.latimes.com/business/investing/wire/sns-ap-cargo-investigation_1_3085374.story?coll=sns-ap-investing-headlines&ctrack=1&cset=true

MORE: <http://www.joc.com/lede/20050127/sections/air/w46255.asp>

SECURITY – DHS STEPPING UP SECURITY IN 2005: More ports are joining CIS. More attention will be focused on US border crossings. More steps will be taken to identify and prevent intrusions.

MORE: <http://www.foxnews.com/story/0,2933,145643,00.html>

SECURITY – INSECURITY COMPLEX

For the Port of Savannah, like most US ports, security keeps folks awake at night.

Lack of funds and an overabundance of Coast Guard red tape leave Savannah and other strategic seaports vulnerable to attack.

--- SO SIMPLE COULD BE SO DANGEROUS ---

It was shortly before midnight last month and the three women, leaving a holiday gathering downtown, offered a tipsy fellow partygoer a ride home.

"Home" turned out to be a ship docked at Georgia Ports Authority's Ocean Terminal.

At the guard gate, they were asked for their driver's licenses, then waved through.

But it was dark and, on the way back, they took a wrong turn right into the middle of loading operations for the Fort Stewart-based 3rd Infantry Division.

They were retrieved by security within minutes, amid a sea of flashing, blue lights, and escorted out.

Had they been terrorists, rather than accidental tourists, the damage might have already been done.

It's the kind of security breach that simply shouldn't happen - but shouldn't be all that unexpected, according to recent port security plan evaluations by the US Government Accountability Office. The GAO is the investigative arm of Congress.

The Coast Guard is now working on its third version of the overall port assessments. It includes, among other things, a component on terrorist concerns.

Port security assessments are costing \$1-million per location, three times as much as the US Coast Guard had first thought. Spending that kind of money on maritime matters was something the US government hadn't planned on and had not budgeted.

"Ensuring adequate security against terrorism is important for all ports, large and small," said American Association of Port Authorities President Kurt Nagle in a statement released earlier this month. "The federal government has mandated security enhancements for marine facilities, but has yet to adequately fund those mandates."

--- UPGRADES ---

Savannah is a good example of the efforts at the nation's almost 500 ports.

David Schaller, Georgia Ports Authority's Chief Administrative Officer, says despite \$4.8-million in federal funding for security improvements, more is needed.

"Port security is a high priority for GPA, and we see ourselves as partners with the federal government in a collaborative effort to prevent acts of terrorism. But, simply put, there are still areas of critical need that are not being met. The fact remains that, for every dollar spent on aviation security, a mere 5 cents is devoted to maritime security."

--- PORT SECURITY BREACHES ---

Shortly after Sept. 11, 2001, Italian authorities found a suspected al-Qaida operative inside a shipping container bound for Halifax, Nova Scotia. The container originated in Port Said, Egypt. It held airport maps and, ominously, a phony airplane mechanic's certificate.

Last year, two suicide bombers entered the port of Ashdod, Israel hidden inside a cargo container. The blast they set off killed 10 and injured more than 20.

--- SO WHAT? ---

While the US government is working on plans to keep most ports operating if one is attacked... working to avoid a complete nationwide port shut down like the air shutdown of 9-11, the impact on any port and on world trade in general goes from immediate damage and loss of life to the impact an attack would have on global trade.

MORE: <http://www.savannahnow.com/stories/012205/2742667.shtml>

AIR – UPS & DEUTSCHE POST EYE EXEL PURCHASE

Rumors are circulating that Exel Logistics may soon be subject to a takeover bid. At current sock prices Exel would sell for 2.3-Billion Pounds (\$4.3-Billion).

It's believed that UPS in particular is keen to increase its presence in the UK market and the acquisition of Exel would be a quick step towards that goal.

Deutsche Post owns DHL.

MORE: <http://www.tnn.co.uk/IndustryNews/plonearticle.2005-01-26.1398948498>

AIR – DHL WANTS MORE OF INDIA'S BLUE DART: DHL Express, owned by Europe's biggest postal service Deutsche Post, will offer to buy an additional 20% stake in Blue Dart Express. DHL agreed to buy 68.2% of the stock on 8 November.

MORE: http://www.bloomberg.com/apps/news?pid=10001060&sid=a2_gLEiYXE8I&refer=movers_by_index

AIR - WHAT HAPPENED TO US-EU OPEN SKIES FOR CARGO?

Fred Smith, CEO of FedEx, is urging policy makers and business leaders to agree to a full open skies deal between the European Union and the US. If they can't reach an agreement on those terms, at least consider an all-cargo agreement as a step towards liberalization.

The idea that cargo agreements should be separated from the air agreements covering passenger traffic is not new. However, with a large percentage of cargo moving on combination carriers, regulators appear to be unable to find a way to separate the issues.

Smith also urged further customs reform to streamline clearance processes and facilitate global commerce and productivity.

MORE: <http://www.logisticstoday.com/displayStory.asp?sNO=6897&OASKEY=BreakingNews>

AIR – DIRECT CHINA-TAIWAN FLIGHTS THIS WEEKEND: Taiwan and China were set to exchange their first non-stop flights in more than 55 years this weekend amid hopes the temporary charter services can pave the way for permanent direct air links. The flights will operate from January 29 to February 20. Taiwan has banned direct transport links with China since the Nationalists fled to the island in 1949.

MORE: <http://news.airwise.com/story/view/1106823001.html>

AIR – BOEING EYES BIGGER 747: Cargolux says it wants the larger 747ADV. Other airlines are looking at it. The 747ADV would carry more cargo and as many as 450 passengers, up from the current 747-400's 416.

MORE: http://seattletimes.nwsourc.com/html/business/technology/2002161936_boeing27.html

AIR – SIA SAYS NO TO 747ADV: Singapore Airlines CEO Chew Choong Seng tells ATW Online SIA will not order the proposed 747ADV. Chew says the airline's long-range strategy is built around the A380, 777-300ER and dash 200ER. "We would rather misuse the A380 than order the 747ADV." The 747ADV will have an 11.7-ft. (3.6-m.) stretch over the dash 400 and a range of 8,000 nm (14,816 km.).

AIR – EMIRATES WANTS LARGER 7E7: Emirates CEO Tim Clark confirms to the airline has told Boeing "that it wanted the 7E7-9 to seat 290 passengers in a three-class layout." Boeing currently envisions the future variant seating 257 in three classes with a range of 8,300 nm (15,400 km.).

MORE: <http://www.atwonline.com/indexfull.cfm?newsid=4929>

AIR – UNITED MECHANICS VOTE TO STRIKE:

MORE: http://www.dailytimes.com.pk/default.asp?page=story_30-1-2005_pg5_27

AIR – UNITED LOSES \$664-MILLION IN Q4: Hammered by high fuel prices and a difficult domestic revenue environment, UAL Corporation, parent of United Airlines, reported a \$664 million net loss for the fourth quarter ended 31 December. The airline reported plans to exit Chapter 11 Bankruptcy late in 2005.

MORE: <http://www.atwonline.com/indexfull.cfm?newsid=4940>

MORE: <http://news.airwise.com/story/view/1106861308.html>

AIR – AIR CANADA TO LAUNCH TOR-PEK SERVICE: Air Canada will launch four nonstop flights per week from Toronto to Beijing beginning 2 June.

AIR - BA TO BEGIN LHR-PDG FLIGHTS: Subject to approval by Chinese authorities, British Airways hopes to begin five-times-a-week services between Heathrow and Shanghai this summer with a 777.
MORE: <http://www.utvinternet.com/newsroom/indepth.asp?id=55804&pt=n>

AIR – CATHAY FLIES CARGO TO SANGHAI: Cathay Pacific Airways flew its first freighter to Shanghai Thursday night. The daily 747-200F service will funnel goods through Hong Kong to and from major markets in Asia, the United States and Europe. Cathay wants to add more capacity on the route.
MORE: http://news.xinhuanet.com/english/2005-01/28/content_2519380.htm

AIR – FRANKFURT PREPARING TO BUILD NEW RUNWAY:
MORE: <http://quote.bloomberg.com/apps/news?pid=10000080&sid=aa0ENz846bZ8>

AIR – BRANSON PLANS NEW AIRLINE FOR INDIA:
MORE: <http://www.siliconindia.com/shownewsdata.asp?newsno=26751&newscat=Business>

AIR – MENLO CONTINUES WORLD TIE-IN: World Airways says it will provide dedicated carriage to Menlo Worldwide Forwarding with two DC-10-30F freighters under a one-year contract valued at \$22 million.
MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=19902>

AIR – ECLIPSE PERSONAL JET TEST FLIGHTS --- NEW TOOL FOR EXPEDITED FREIGHT? ---

Several companies are developing so-called “personal jets” or “very light jets” (VLJ) that they believe will revolutionize private air travel. These mini business jets will sell for far less than today’s business jets and, if backers are right, lead to widespread “air taxi” services from outlying airports for executives.

--- SO WHAT ---

If operating costs are as low as forecast, VLJs may allow freight forwarders to revolutionize critical deliveries.

--- WHO ARE THEY? ---

These small jet developers vary widely. Some seem well on their way. Some seem to always be several years away from delivering.

Moller International touts its flying car but never seems to be flight ready. Safire's web site recently wrote of financial troubles.

Adam Aircraft says it is delivering its Burt Rutan designed aircraft to customers in 2005.

Eclipse, is flight testing now.

--- HOW WOULD IT WORK? ---

A new venture called Pogo Jet has 50 to 75 Adam jets on order (depending on whose figures you trust). Donald Burr who ran Peoples Express and Robert Crandall formerly of American head Pogo.

Burr envisions customers being able to simply type in their Zip codes and where they want to go into his company's Web site. The company would then search to see if other customers are looking for the same service around the same time to fill the four-seat jets, which are also equipped with a restroom.

For a fast cargo charter things would work the same way.

MORE: http://www.bizjournals.com/industries/travel/airlines_airports/2005/01/24/albuquerque_story4.html?f=et184

MORE: <http://www.flypogo.com/intro.html>

MORE: <http://www.eclipseaviation.com/>

MORE: <http://www.adamaircraft.com/>

MORE: <http://www.moller.com/>

MORE: <http://www.safireaircraft.com/index.html>

WHEN DOES INSURANCE START AND STOP? --- IF YOU DON'T KNOW YOU COULD PAY ---

Cargo insurance is in force while the insurance buyer has an "Insurable Interest" in the goods being insured.

Cargo insurance is contract law... subject to the Standard & Special Conditions, any applicable treaties, insuring while the goods are under the Care, Custody & Control of the insurance buyer.

If you are moving goods for a Shipper, it is good to make sure the sales contract uses the Incoterm "CIF" for "Cost, Insurance & Freight." That means the Shipper is responsible for the insurance up to delivery to the Consignee.

If the sales contract reads FOB for "Free On Board" the Shipper's insurance ends once the goods pass the ship's rail or into the aircraft hold. Insurance then becomes the responsibility of the buyer.

Be careful, because you are protecting both your Shipper and You in case of a claim.

MORE: http://www.allcovered.net/AC-OM-Log_Guide.html

MORE: <http://www.allcovered.net/AC-OM-Incoterms.html>

MORE: http://www.allcovered.net/AC-OM-Terms_Main.html

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TRADE – NVOs & NITL WANT NO DELAYS IN NVO CONTRACT RULE: Major non-vessel-operating common carriers and the National Industrial Transportation League are urging the Federal Maritime Commission to reject petitions from the International Shippers' Association and the American Institute of Shippers' Associations that called for the newly implemented rule allowing NVOCC service agreements (NSAs) to be reconsidered and postponed. The FMC ruling allows NVOs to sign confidential contracts. The FMC rule does not shippers' associations with NVOCC members from participating in an NSA.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=19856>

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=19869>

TRADE – PK EXPORTERS SAY THEY ARE NOT GETTING PAYMENTS: Pakistani exporters complain they are not receiving the promised export subsidies from the government.

MORE: <http://www.dawn.com/2005/01/29/ebr4.htm>

TRADE – SO-CAL TRUCK LANES APPROVED BUT UNLIKELY: The Los Angeles Times reports a key Metropolitan Transportation Authority committee has approved a \$4.5-billion plan to expand the 710 Freeway -- including the construction of four elevated truck-only lanes -- to help ease container traffic from the Los Angeles and Long Beach ports. But few expect funding to become available to actually build the lanes.

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=53738

TRADE – EXTRA LOCKS MAY SAVE PANAMA CANAL

Prodded by possible competition, the Panama Canal's board of directors is considering a \$US5-Billion expansion that would add a parallel set of locks big enough for the giant container cargo ships the waterway currently cannot handle.

Senior executives of the Panama Canal Authority see a real threat that a competing project might be built in Central America or Mexico. As a defensive measure, they believe the 90-year-old waterway must be expanded or it will become just a "regional canal".

The expansion would enhance the canal as a transit route for the booming Asian cargo traffic destined for southern and eastern US ports.

At present the canal is bypassed by "post-Panamax" ships - which are up to 30% longer than the maximum 294-metre vessels that transit the canal. The expansion would increase the maximum ship length to 385.6 meters (1275 feet) and ship draft - the depth of the water the vessel draws - to 15 meters (50-feet).

MORE: <http://www.smh.com.au/news/World/Extra-locks-may-save-Panama-Canal/2005/01/28/1106850110920.html?oneclick=true>

OCEAN – MOMBASSA PORT CARGO BACKUP

Port Chiefs for the Port of Mombassa have been arrested. Now cargo is piling up and ships may soon be backing up. The container terminal at the Mombassa Port was filled to capacity last week, threatening to ground operations.

"Critical decisions are required in order to avoid the disaster of congestion in the port. This might lead to VDS in not too distant future," warned port users.

The port chiefs were arrested over the handling of a container with cocaine worth USD 8.3-million.
MORE: <http://allafrica.com/stories/200501260640.html>

OCEAN – DOUBLE-DIGIT 2005 TRANS-PAC CARGO BOOST SEEN

Shipping lines are expecting the trade between Asia and the US to register double-digit growth in 2005 after a bumper 2004.

Demand is forecast to rise 10% to 12% in 2005, following a 14.4% increase in the first nine months of last year.

Nearly 57% of containerized cargo moving from Asia to the US last year originated in China.

MORE: http://www.btimes.com.my/Current_News/BTimes/Monday/Nation/20050123231638/Article/

OCEAN – BOX STORAGE ABUSE ADDS TO CONGESTION: Target and Nike, two of the nation's largest shippers, agree with port operators that when shippers use marine terminals for free storage it contributes to congestion at major seaports. "If shippers store their containers on the docks, they should be charged for it," says John Isbell, director of corporate delivery logistics at Nike. "Until they are, this abusive behavior will continue."

MORE: <http://www.joc.com/lede/20050128/sections/ocean/w39541.asp>

OCEAN – COSCO ORDERS 10,000-TEU SHIPS: China Ocean Shipping Container Lines has ordered the first containerships of 10,000-TEU (20-foot Equivalent Unit) capacity under a contract for four such "ultra-large containerships" from Hyundai Heavy Industries to be delivered in 2008. The 10,000-TEU COSCO vessels will have a length of 349 meters (1,145 feet), width of 45.6 meters (150 feet), suitable to carry 18 containers across on deck and have a speed of 25.8 knots. The largest ships on order previously were for 9,200 TEUs. Samsung says it has designs for 12,000 TEU ships.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=19862>

OCEAN – HAMBURG SUD UPGRADES GULF SERVICE: Hamburg Süd and Aliança are upgrading their existing service linking the US Gulf with Mexico, Central America and the Caribbean, and East Coast South America.

MORE: <http://www.joc.com/lede/20050124/sections/ocean/w32997.asp>

OCEAN – CMA-CGM EXPAND TRANS-PAC: CMA CGM says it is launching the Seattle Bridge service, its sixth trans-Pacific service from Asia to the US West Coast on a fixed weekly schedule.

MORE: <http://www.joc.com/20050124/sections/ocean/w47685.asp>

OCEAN – APL TRAFFIC UP: APL's worldwide container traffic grew 17% on a like-for-like basis in the last weeks of 2004. APL moved 244,700 forty-foot equivalent units (FEUs) in the seven weeks from 13 November to 31 December. APL's average freight rate for latest seven-week period was \$2,771 per FEU, up 9% from the same period in 2003.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=19887>

OCEAN – CHINA SHIPPING EXPANDS ASIA-MED SERVICE: China Shipping Container Lines has started a new independent weekly service in the Asia/Mediterranean trade as well as taking slots from Zim Integrated Shipping Services on another loop in the same trade.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=19885>

OCEAN – FESCO STARTS KOREA-SAKHALIN SHUTTLE: Far Eastern Shipping Company is starting a shuttle service connecting the Korean port of Busan with the port of Kholmsk, located on Sakhalin Island in the Russian Far East beginning next Monday, 6 February using a multipurpose 252-TEU vessel sailing every 10 days.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=19883>

OCEAN – OOCL REPORTS HIGHER RATES & REVENUES: Orient Overseas Container Line reports a fourth-quarter year-on-year increases in revenue of more than 20% because of strong growth and higher rates. OOCL's revenue per TEU rose 9% to \$1,147. Worldwide traffic grew 17%.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=19907>

OCEAN – IPBC CARRIERS HIKE RATES: The ocean carriers of the India-Pakistan-Bangladesh-Ceylon Conference will implement a rate increase of \$150 a TEU and \$250 a FEU on eastbound cargo from the United Kingdom, North Continent, Scandinavian, Baltic, and Mediterranean ports on 1 March. For westbound cargo, the conference announced increases of \$300 a TEU and \$600 a FEU.

MORE: <http://www.joc.com/20050126/sections/ocean/w4373.asp>

OCEAN – TACA RATE HIKES: The Trans-Atlantic Conference Agreement says westbound tariff rates will be increased again, as of 1 April by \$240 per 20-foot container and \$300 per 40- and 45-foot container.

MORE: <http://www.joc.com/20050126/sections/ocean/w63364.asp>

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=19924>

OCEAN – USSEC RATE HIKES: The United States South Europe Conference Agreement will hike fees effective April 1, for dry van and temperature-controlled containers: \$200 per 20-foot container and \$250 per 40- and 45-foot container.

MORE: <http://www.joc.com/20050126/sections/ocean/w36966.asp>

(These are shared by readers – Please share yours. Thanks. Mike)

REPUTATION MATTERS

--- SEE ALSO: REPUTATION MATTERS in “Small Business” Section

TWO STORIES ABOUT REPUTATION

--- STORY ONE ---

Many years ago, Al Capone virtually owned Chicago. Capone wasn't famous for anything heroic. He was notorious for enmeshing the windy city in everything from bootlegged booze and prostitution to murder.

Capone had a lawyer nicknamed "Easy Eddie." He was his lawyer for a good reason. Eddie was very good! In fact, Eddie's skill at legal maneuvering kept Big Al out of jail for a long time. To show his appreciation, Capone paid him very well. Not only was the money big, but also Eddie got special dividends. For instance, he and his family occupied a fenced-in mansion with live-in help and all of the conveniences of the day. The estate was so large that it filled an entire Chicago City block. Eddie lived the high life of the Chicago mob and gave little consideration to the atrocity that went on around him.

Eddie did have one soft spot, however. He had a son that he loved dearly. Eddie saw to it that his young son had the best of everything: clothes, cars and a good education. Nothing was withheld. Price was no object. And, despite his involvement with organized crime, Eddie even tried to teach him right from wrong. Eddie wanted his son to be a better man than he was. Yet, with all his wealth and influence, there were two things he couldn't give his son; he couldn't pass on a good name and a good example.

One day, Easy Eddie reached a difficult decision. Easy Eddie wanted to rectify wrongs he had done. He decided he would go to the authorities and tell the truth about Al "Scarface" Capone, clean up his tarnished name and offer his son some semblance of integrity. To do this, he would have to testify against The Mob, and he knew that the cost would be great. But, he testified.

Within the year, Easy Eddie's life ended in a blaze of gunfire on a lonely Chicago Street. But in his eyes, he had given his son the greatest gift he had to offer, at the greatest price he would ever pay.

Police removed from his pockets a rosary, a crucifix, a religious medallion and a poem clipped from a magazine.

The poem read:

The clock of life is wound but once
And no man has the power
To tell just when the hands will stop
At late or early hour.
Now is the only time you own.
Live, love, toil with a will.
Place no faith in time.
For the clock may soon be still.

--- STORY TWO ---

World War II produced many heroes. One such man was Lieutenant Commander Butch O'Hare. He was a fighter pilot assigned to the aircraft carrier Lexington in the South Pacific.

One day his entire squadron was sent on a mission. After he was airborne, he looked at his fuel gauge and realized that someone had forgotten to top off his fuel tank. He would not have enough fuel to complete his mission and get back to his ship. His flight leader told him to return to the carrier.

Reluctantly, he dropped out of formation and headed back to the fleet. As he was returning to the mother ship he saw something that turned his blood cold, a squadron of Japanese aircraft were speeding their way toward the American fleet. The American fighters were gone on a sortie, and the fleet was all but defenseless. He couldn't reach his squadron and bring them back in time to save the fleet. Nor could he warn the fleet of the approaching danger. There was only one thing to do. He must somehow divert them from the fleet.

Laying aside all thoughts of personal safety, he dove into the formation of Japanese planes. Wing-mounted 50 caliber's blazed as he charged in, attacking one surprised enemy plane and then another. Butch wove in and out of the now broken formation and fired at as many planes as possible until all his ammunition was finally spent. Undaunted, he continued the assault.

He dove at the planes, trying to clip a wing or tail in hopes of damaging as many enemy planes as possible and rendering them unfit to fly.

Finally, the exasperated Japanese squadron took off in another direction. Deeply relieved, Butch O'Hare and his tattered fighter limped back to the carrier. Upon arrival he reported in and related the event surrounding his return. The film from the gun-camera mounted on his plane told the tale. It showed the extent of Butch's daring attempt to protect his fleet. He had in fact destroyed five enemy aircraft.

This took place on February 20, 1942, and for that action Butch became the Navy's first Ace of W.W.II, and the first Naval Aviator to win the Congressional Medal of Honor. A year later Butch was killed in aerial combat at the age of 29. His home town would not allow the memory of this WW II hero to fade, and today, O'Hare Airport in Chicago is named in tribute to the courage of this great man.

So the next time you find yourself at O'Hare International, give some thought to visiting Butch's memorial displaying his statue and his Medal of Honor. It's located between Terminals 1 and 2.

SO WHAT DO THESE TWO STORIES HAVE TO DO WITH EACH OTHER?

Butch O'Hare was Easy Eddie's son.

If you have curious or interesting or funny or thoughtful items that might be good in "Just For Fun", Email them to mike.miller@allcovered.net . Thanks.

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