

AllCovered-NEWS

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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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SMALL BIZ – MARKETING - OVERCOMING THE FEAR FACTOR

--- From an article by Laura Laaman – Link at end ---

Fear of rejection is one of the biggest obstacles and opportunities salespeople and businesspeople face. Fear can destroy productivity, sales, market share and spirit if left unchecked.

--- COLD CALLS ---

Cold calls grow sales, market share and your income.

Cold calls are time consuming, but that's not the reason most salespeople avoid them. It's because on some level, they can be downright frightening.

Just the thought of sitting for a few hours and being blasted by rejection can make someone physically ill.

For the brave at heart implementing a few, powerful and proven strategies will help keep the fear of rejection at bay.

Use "friendly control." Most people are followers, not leaders, and want to do business with confident people. Friendly control helps you appear confident, even when you aren't feeling very confident.

--- ASSUMPTIVE ACTIONS ---

"See" your success.

A few minutes prior to the cold call or presentation, you close your eyes and imagine yourself getting the appointment or the order. This is a huge moneymaking edge winners have.

Sound goofy? What do you think Tiger Woods sees before he drives the ball? Yep, the ball ending up exactly where he wants it.

"Show" your expectation of success.

Before a presentation, take a few minutes to write the name of your prospect on an order form. Don't forget to let your prospect see the folder or order. It subtly says, "I expect that we'll be doing business together -- today.

--- ASSUMPTIVE WORDS ---

Acting confident is great, speaking confidently is necessary as well.

Top salespeople who maintain friendly control don't use wimpy words like "if": "If you'd like to set up an appointment, I could ..."

A top performing salesperson would say, "When you set up an appointment ..." or "Once you set up an appointment ..." or "By setting up an appointment ..." or finally "After we've set your appointment ..."

--- PRACTICE MAKES PERFECT ---

Sales is a lifetime mastery of attitudes, phraseology, timing, persistence and yes, lots of practice.

Think about how much top athletes practice.

How do you practice in sales? Role play. Role-playing allows you to stumble in a safe environment. At first, it feels awkward, even silly, but it is ultimately one of the best ways to work out the kinks in your sales process.

Really want to be successful? Take your camcorder and videotape yourself as you make your presentation to an imaginary client... this way you see how you appear to others.

MORE: http://www.bizjournals.com/extraedge/consultants/sell_more/2005/02/07/column156.html

SMALL BIZ – MARKETING - WRITING A GOOD AD

Developing an effective ad takes a lot of steps. Most of them are pretty well known. Develop an interesting headline, support your headline with benefit-filled copy, close with an offer they can't refuse, etc. But rarely do you a very important item. The "Call for Action" statement.

"Call for Action statements" are those quirky little phrases that most of us make fun of. You've heard them a thousand times before - "Sale ends Saturday" and "Call now, this offer won't last!"

What is so special about these statements?

Why do we need to include them in our ads?

What happens if we don't?

-- INSPIRATION TO MOVE --

Call for Action statements give your ads urgency.

They are the inspiration for customers to get a purchase now, before they get sidetracked. By telling the customer when a promotion ends, or that they will save by acting now rather than later, we encourage an immediate response.

How many times have you laid an ad down and walked away to take care of other priorities? You meant to call the company in "just a minute" but it didn't happen.

What causes us to make the call or visit the business right away?

The fact that if we don't we'll lose out on something.

-- GIVE YOUR AD PRIORITY --

When you include a call for action statement, your ad becomes time sensitive.

Your ad takes priority over others the customer might encounter.

They'll want to see your selection and pricing before they see the competition's.

They know if they don't visit you first, they might lose out on a deal.

-- DO NOT POSITION YOURSELF LAST --

Many years ago Sears (a United States department store) decided it was tired of the Ad Game. They decided they would no longer run specials or have sale pricing. Sears announced it would offer everyday low prices.

Almost immediately, Sears suffered a severe loss in business. Why?

Sears discovered that, by removing the time sensitivity associated with call for action statements, they had - in effect - positioned themselves last.

When a customer decided to make a purchase, they would visit those who had time sensitive offers before going to Sears. Most often, the customer would purchase from a retailer who they visited first or second. They would never make it to Sears. Because there was no rush to get to Sears, that store was pushed to the bottom of the shopping list.

-- IS A CALL FOR ACTION A SALE? --

No. These phrases should be included in all advertisements. Even if you don't offer a discount, you can include call for action phrases.

A freight forwarder might announce, "Call today before freight rates rise," or "Act now to lock-in low pre-increase rates."

A seminar leader might announce, "Call today. Seating is limited."

A consultant could state, "Free 30 minute consultation if you schedule before June 5th."

A hairdresser could say, "Clairol's new line of hair coloring-only available through July."

-- SUMMARY --

When you think you've completed the perfect ad, go back and read it again.

Find a way to make customers act now by including a call for action in your copy.

You'll create a sense of urgency and position yourself at the top of their priority list.

US ECONOMY – ECONOMISTS SEE GOOD 2005 – MORE RATE HIKES:

MORE: http://story.news.yahoo.com/news?tmpl=story&cid=1518&ncid=1518&e=1&u=afp/20050222/bs_afp/useconomyoutlook_050222054452

US ECONOMY – CPI UP 0.1% IN JANUARY: The Consumer Price Index, a measure of inflation at the retail level, rose only 0.1% in January.

MORE: http://story.news.yahoo.com/news?tmpl=story&cid=568&ncid=749&e=1&u=nm/20050223/bs_nm/economy_dc

GET MORE HELP WITH YOUR SALES

No one gives you more service at better prices than Allcovered.net.

At Allcovered.net we want to help you grow... for as you grow, we grow.

We have sales help and tips within allcovered.net to help you grow smarter, faster.

GO TO: www.allcovered.net

CLICK: "Training & Help" – then –

CLICK: "Sales Help"

You'll find ideas on better targeting to make sure you go after the best prospects... how to handle phone calls with clients better... tips on writing better sales letters or advertisements... and much more.

-- SEE THE TRAINING --

CLICK: "Training & Help" – then –

CLICK "Video Training" to find Video Three, "**Profit, Protect and Grow**" ... designed to teach your sales and management team how best to market to shippers and grow your business.

No one gives you more service at better prices than Allcovered.net.

Apply today. Start saving today: http://www.allcovered.net/Applications/Cargo_App_2004-01-20.pdf
www.allcovered.net ***We have logistics ALL covered!***

SMALL BIZ – WORKERS COMP – PROBING WORKPLACE INJURY

Workplace injuries are a fact of life for any business.

Some are more common in industrial and manufacturing environments, but employees in the retail and service industries also can be injured on the job. These employees are often less equipped to handle an on-the-job accident simply because they likely have little experience with workplace injuries and their obligations under the law.

When an employer has a worker who is hurt on the job, there are two rules that must be considered - those of Workers' Compensation and those of the Occupational Safety and Health Administration.

In addition, other statutes and common law causes of action can impose stringent obligations and expose an employer to liability flowing from a workplace accident.

-- KEY POINTS --

- + Document the facts
- + Identify and complete paperwork to comply with all legal obligations
- + Review internal policies
- + Determine the work relationship
- + Consider drug-testing regulations
- + Involve legal counsel

MORE: http://www.bizjournals.com/industries/business_services/human_resources/2005/02/21/columbus_focus7.html?f=et152

SMALL BIZ – EMPLOYERS BACK SOCIAL SECURITY CHANGES BUT NOT SS TAX HIKE:

MORE: http://www.bizjournals.com/industries/business_services/employee_compensation_benefits/2005/02/21/pittsburgh_story8.html?f=et150

SMALL BIZ – HIRING – “FLEX TIME” AND TRAINING ARE WHAT NEW EMPLOYEES WANT: If you are looking to add staff, the best job seekers are looking for an employer that offers “flex time” and a chance to get more training so the employee can grow in the company.

MORE: http://www.bizjournals.com/industries/business_services/human_resources/2005/02/21/seattle_focus1.html?f=et152

PERSONAL BIZ – GETTING READY FOR TAX TIME: Find forms, ideas and help here:

MORE: <http://office.microsoft.com/en-us/assistance/HA010450961033.aspx>

GERMAN ECONOMY – SLUGGISH RECOVERY HURTS BIZ CONFIDENCE:

MORE: http://story.news.yahoo.com/news?tmpl=story&cid=1518&ncid=1518&e=3&u=/afp/20050223/bs_afp/germanyconomybusinessconfidenceifo_050223123342

GERMAN ECONOMY – CONTRACTS IN 4Q:

MORE: http://story.news.yahoo.com/news?tmpl=story&cid=1518&ncid=1518&e=2&u=/afp/20050222/bs_afp/germanyconomygrowth_050222080011

EU ECONOMY – SMALL & NEW EU MEMBERS TO PUSH GROWTH:

MORE: http://story.news.yahoo.com/news?tmpl=story&cid=1518&ncid=1518&e=3&u=/afp/20050222/bs_afp/uneueuropeeconomy_050222000508

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

TRUCKING – 10 MARCH H-O-S COMMENT DEADLINE

Comments on the federal government's revised hours-of-service rule must be filed by March 10.

Comments can be faxed to (202) 493-2251 or mailed to Docket Management Facility, USDOT, 400 Seventh St. S.W., Nassif Building, Room PL-401, Washington, D.C. 20590-0001. Be sure to mention that you're responding to Docket No. FMCSA-2004-19608, formerly FMCSA-1997-2350.

SEE RULE AT: <http://dmses.dot.gov/docimages/p80/312470.pdf>

MORE: <http://www.etrucker.com/apps/news/article.asp?id=46337>

TRUCKING – DIESEL ABOVE \$2: For the first time since early December, the average US price for a gallon of diesel surpassed \$2 for the week ending 21 February. The new average, \$2.020 per gallon, was up more than 3 cents from the previous week.

STATE-BY-STATE: <http://www.etrucker.com/apps/promiles/fuelprices.asp>.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=46394>

TRUCKING – DRIVER SAFETY & PAY TOP ISSUES

A tight shipping market with not enough drivers to meet capacity demand means that trucking companies must pay good drivers more and mind their safety records.

Those were several points Kirk Thompson, president and chief executive officer of Arkansas-based J.B. Hunt Transport, made during his presentation at the Deutsche Bank Securities 15th Annual Global Transportation Conference.

Thompson believes it will take an average pay increase of 50% to really attract and retain more drivers.

"Both the quantity and the quality of the driver base is the worse we have ever seen it. It is not getting better, it is getting worse."

Trucking companies can't hire just anyone to drive tractor-trailer rigs and ship cargo, Thompson said. Hiring bad drivers, inexperienced drivers or those with bad safety records will cause accidents that are expensive and disruptive. He noted the risks bad drivers pose are real, with insurance deductibles ranging from \$1 million to \$2 million becoming more common.

MORE: <http://www.nwaonline.net/articles/2005/02/24/business/01trucksafety.txt>

TRUCKING – COVENANT TO HIKE DRIVER PAY TO 48-CENTS

It's no "April Fool's Day" joke. Covenant Transport will offer the largest pay increase in the history of the company beginning 1 April.

Experienced solo drivers can earn up to 48 cents per mile including a safety bonus. Solos average 750 miles per trip, the company stated in a news release.

Experienced team drivers can split 56 cents per mile, including a safety bonus.

Teams driving with Covenant run an average of 225,000 miles per year.

MORE: http://www.thetrucker.com/stories/02_05/0222_covenant.html

TRUCKING – WAYS TO IMPROVE MIAMI PORT TRUCK PROBLEMS:

A blue ribbon commission, weighing in on the truckers' work stoppage that shut down the Port of Miami-Dade last summer, called for an overhaul of safety and staffing.

The commission recommended that the port hire more workers to streamline the transit time for the trucks, require terminal operators to upgrade safety on the chassis, and weigh the containers when they arrive to prevent overweight cargo from traveling on the freeways.

MORE: <http://www.miami.com/mld/miamiherald/10955887.htm?1c>

TRUCKING - US CARRIERS BACK UNIFORM CHASSIS RULES: See "Air & Ocean" Section

>>>>>>> SECURITY SECTION <<<<<<<<

AllCoveredNEWS - EASY TO READ & PRINT VERSION:

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

SECURITY – BILL WOULD ALLOW SECURITY FEES: US Congressman Dana Rohrabacher (R-CA) has introduced legislation that would allow port authorities to collect container fees for security and infrastructure improvements. Rohrabacher introduced an identical bill in November 2003. The House soundly defeated it 359-63.

MORE: <http://www.joc.com/20050222/sections/ocean/w1520.asp>

SECURITY – CALIFORNIA CONSIDERS PORT SECURITY FEE

"I don't think our ports are secure," says Betty Karnette, D-Long Beach. "They're more secure than what they were, but from what I see I don't think they're real secure."

To provide funding for more security, Karnette proposes a \$10-per-container security fee on all port movements.

Karnette's proposal drew immediate fire from a coalition of retailers and manufacturers, which argues that federal law bars states from imposing such fees on interstate commerce.

MORE: <http://www.signonsandiego.com/news/nation/terror/20050223-1526-cnsportmoney.html>

SECURITY – CAL SENATOR WANTS MORE PORT SECURITY

US Senator Dianne Feinstein (D-CA) is urging passage of two bills she says would make the ports of Los Angeles and Long Beach safer.

She says she will introduce legislation that will direct federal homeland security money based on need rather than politics and geography.

Currently, small states get more than their share of money. But with 40% of the nation's cargo coming into the local port complex, more funding should be coming this way, Feinstein says.

MORE: <http://www.dailybreeze.com/news/articles/1300842.html>

SECURITY - \$100-MILLION IN GEMS STOLEN AT SCHIPHOL

Armed robbers stole US\$99.8-million worth of gems by hijacking a KLM cargo vehicle loaded with high-value goods as it drove across a runway at around 10am Friday.

"We believe the gang arrived in a car and forced their way into a KLM vehicle loaded with high-value goods," said a spokesman for the Dutch Royal Marechaussee. "The team forced their way into a warehouse and drove off with the cargo," he said.

It is understood that the cargo was bound for the Belgian city Antwerp, Europe's diamond capital.

MORE: <http://news.scotsman.com/latest.cfm?id=4179964>

MORE: <http://news.bbc.co.uk/1/hi/world/europe/4298991.stm>

SECURITY – PERSIAN GULF PORTS URGED TO INVEST IN SECURITY

Middle East ports should invest more in land and sub sea surveillance technology, including cameras and detectors, as part of the effort to combat shipping security threats, according to Captain Duncan McKelvie, Chairman of the UAE Nautical Institute.

According to McKelvie, the ISPS mandatory security measures place too much onus on ships to assure their security and that of ports.

"The ISPS code is a little upside down. To put the weight on the ships is unrealistic. Only those ports who are actively involved and who have the wherewithal and, most importantly, the will to improve security will make the difference.

MORE: <http://www.strategiy.com/inews.asp?id=20050220031854>

OCEAN – TRANSPAC CARRIERS WARN OF FEE INCREASE

The crush of cargo moving east across the Pacific to the Americas is swamping port facilities. As US ports eye improvements to ease cargo flow, the money for expansion will likely come from higher fees charged on cargo.

Ahead of crucial yearly contract negotiations with their key retail clients and shippers, which are typically concluded by April, the 13-member line Transpacific Stabilisation Agreement (TSA) has been cranking up its marketing machine to get the message out that cost pressures are becoming untenable.

The Transpacific Stabilization Agreement (TSA) carrier group is warning shipping line members may have to pass on to shippers increases in the costs they face from ports, railroads and other subcontractors.

No exact fee hikes have been released, but TSA says carriers "...have already received indications from ports, terminal and feeder service operators, rail and truck vendors and others, of higher rates and special charges in the coming year, to help fund capital and service improvements."

— BACKGROUND —

Surging Chinese exports resulting from global manufacturing relocation to China along with a healthy global economy created unprecedented demand for ocean transport across the Pacific last year. As container carriers struggled to cope, port facilities and inland transportation infrastructure around the world stumbled under the pressure, reducing ports in Southern California, for instance, to gridlock.

"The intermodal infrastructure is already feeling capacity strains and we expect another 10-12 per cent transpacific cargo growth in 2005, to some 5.8 million 40-foot containers," says one executive.

Congestion and its manifold impacts is the key impetus to the additional charges.

This includes delays or added handoffs resulting from rail container embargoes, added equipment costs resulting from east/westbound cargo imbalances, lost business from skipped port calls and network changes.

The TSA also cited special port security requirements and cargo inspection regimes, along with a "dramatic" increase in Panama Canal fees just announced, as added cost factors.

MORE: <http://business-times.asia1.com.sg/sub/shippingtimes/story/0,4574,146091,00.html>

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20226>

OCEAN – CALIFORNIA CONSIDERS PORT SECURITY FEE: See "Security" Section

OCEAN – INDIA EYES 5% CARGO FEE: The budget for 2005-06 is likely to impose a new cess of five per cent on cargo-handling to garner additional resources for modernization of ports according to official sources.

MORE: <http://inhome.rediff.com/money/2005/feb/21bud2.htm>

OCEAN – US PORT CRUSH CONTINUES: West Coast ports in January began the year the way they ended 2004, with double-digit growth in containerized imports from Asia. Imports through the West Coast in January increased about 10.4% over January 2004, with the northern ports such as Oakland, Seattle and Tacoma showing especially impressive gains. Shipping executives predict that containerized imports in 2005 will increase at least 12% over last year's record numbers as US trade with China continues to grow.

MORE: <http://www.joc.com/20050225/sections/ocean/w4262.asp>

OCEAN – CHENNAI CONGESTION CHARGE DRAWS FIRE: Chennai Container Terminal Ltd (CCTL) has asked the Chennai Feeder Operators to withdraw immediately or defer by a week its decision to impose a congestion surcharge of \$50/TEU. The P&O Ports-run terminal, CCTL, is witnessing a go-slow by workers.

MORE: <http://www.thehindubusinessline.com/blnus/09251701.htm>

OCEAN – MATSON BACK IN TRANSPAC CARGO: Matson will re-enter the transpacific trade after an absence of over 35 years when its 10-year vessel operating alliance in the transpacific and US mainland/Guam trade agreement with APL ends early next year. Matson has been serving only the US mainland – Hawaii and Guam trade recently. Matson intends to invest \$365 million in vessel, container and terminal assets to launch a five-ship weekly US West Coast/Hawaii/Guam/China service beginning in February 2006.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20276>

OCEAN - WAYS TO IMPROVE MIAMI PORT TRUCK PROBLEMS: See “Trucking” Section

OCEAN – SHORT-SEA PRODUCE TO UK: UK-based MacAndrews has completed initial trials of shipping fresh produce in 45-foot high-cube "pallet-wide" reefer containers from Spain to the United Kingdom and Ireland by sea, as an alternative to trucking. The shipping line is targeting this alternative to road transport at European growers and buyers of temperature-controlled commodities.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20236>

OCEAN – BOX SHIP ORDERS SURGE AS CHARTER RATES SKYROCKET: Container ship owners and carriers are gambling that the boom in world trade that has catapulted charter rates and liner freight rates to record highs will last until at least 2008. Ocean carriers have ordered more than 100 ships in the first six weeks of the 2005. The majority of shipyard contracts are for Panamax vessels of 5,000- to 6,000-TEU capacity and post-Panamax ships of 8,000 TEUs and up. Clarkson reports a 3,500-TEU gearless vessel is commanding a daily rate of \$44,000, up by more than 10% since November, and a 1,700-TEU geared ship is getting \$32,000, compared with \$27,000.

MORE: <http://www.joc.com/20050222/sections/ocean/w78907.asp>

BE CAREFUL MOVING USED GOODS

Used goods are always a challenge.

Most insurers will not allow full cover insurance on used goods.

We DO offer full cover on Used Goods with special approval, but we are careful, and you should be.

We would gladly insure goods under a broader coverage than only Clauses C if we could be sure of the condition of the goods before they move.

Why that limitation? In case of a claim, USED goods pose special problems.

Underwriters have no way of knowing that the USED goods you are moving are in pristine condition when you accepted the shipment and placed the insurance... or that any damage was not already done to the gear.

Protect yourself – we have Step-By-Step help!

GO TO: www.allcovered.net

CLICK: “Training & Help” – then –

CLICK: “What Do I Do?” – and #B-1 will protect you and your Shipper.

www.allcovered.net We have logistics ALL covered!

AIR - MORE US-CHINA CARGO FLIGHTS IN 2006

The US Department of Transportation proposed last week to award new weekly cargo flights to four carriers currently serving the US-China market.

The DOT proposed an award of three all-cargo flights each to current US-China carriers FedEx, Northwest Airlines, Polar Air Cargo and United Parcel Service.

The rights would become available March 25, 2006.

MORE: http://www.dmnews.com/cgi-bin/artprevbot.cgi?article_id=31970

AIR – DOT AWARDS CHINA FLIGHTS: The US Department of Transportation tentatively selected Continental Airlines and American Airlines as new entrants in the US-China air market. It also proposed new weekly cargo flights to four carriers currently serving the market. Continental would fly Newark to Beijing seven times a week beginning March 2006. American would fly Chicago to Shanghai also beginning March 2006.

MORE: <http://www.joc.com/lede/20050222/sections/air/w15799.asp>

MORE: <http://news.airwise.com/story/view/1109097853.html>

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20243>

AIR – NWA-CARGO & KAL CODESHARE CARGO: Northwest Airlines and Korean Air announced a cargo codesharing agreement under which Northwest is placing its NW code on cargo flights operated by Korean from Seoul to Anchorage, Atlanta, Chicago, Dallas/Ft. Worth and San Francisco. KAL in turn is marketing its KE code on NWA-operated freighters from Anchorage to Chicago and Cincinnati as well as between Seoul and Anchorage.

AIR – CHINA PUSHES TAIWAN CARGO FLIGHTS: Beijing is expected to announce a new policy about cross-Straits cargo charter flights in a major effort to push for direct air links with Taiwan according to China Daily. They follow the successful operation of non-stop cross-Straits passenger charter flights for this year's Spring Festival holidays.

MORE: http://www.chinadaily.com.cn/english/doc/2005-02/23/content_418479.htm

MORE: <http://www.joc.com/20050222/sections/air/w39545.asp>

AIR – SIA ADDS CARGO FLIGHTS: Singapore Airlines Cargo is adding Central Japan International Airport near Nagoya service on March 2 and Istanbul in Turkey on March 29.

MORE: <http://www.joc.com/20050222/sections/air/w37465.asp>

TRADE – NO PAPER EXPORT FILINGS: The US Census Bureau has completed a massive re-writing of US export rules that will finally put paper processing of export documents to rest. The proposed rules appear in Thursday's Federal Register will require shippers to file electronic export documentation in advance of their cargo departing a US port. Public comments are due by April 18. At the same time, penalties will increase tenfold -- up to \$10,000 per violation -- for beneficial cargo owners, forwarders, or carriers that fail to file on time.

MORE: <http://www.joc.com/20050217/sections/trade/w84488.asp>

TRADE - HK-CHINA EASE CROSS-BORDER TRUCKING: Hong Kong and Guangdong have agreed to relax licensing requirements, regulations and customs clearance to reduce cross-boundary trucking costs. The province will allow cross-boundary container trucks to apply for reserve drivers in addition to assigned drivers. It will also extend customs operating hours according to cargo volume and the practical needs of different regions.

MORE: <http://www.news.gov.hk/en/category/infrastructureandlogistics/050223/html/050223en06006.htm>

TRADE – US CARRIERS BACK UNIFORM CHASSIS RULES: The Ocean Carrier Equipment Management Association, a US-based association of 18 major ocean common carriers, says it supports recent federal initiatives to create uniform nationwide safety standards for the inspection and maintenance of intermodal equipment.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20242>

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

AllCoveredNEWS - EASY TO READ & PRINT VERSION:

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

MORE BAD PUNS

Evidence has been found that William Tell and his family were avid bowlers. However, all the league records were unfortunately destroyed in a fire. Thus we'll never know for whom the Tells bowled.

A man rushed into the doctor's office and shouted "Doctor! I think I'm shrinking!" The doctor calmly responded, "Now, settle down. You'll just have to be a little patient."

A marine biologist developed a race of genetically engineered dolphins that could live forever if they were fed a steady diet of seagulls. One day his supply of the birds ran out, so he had to go out and trap some more. On the way back, he spied two lions asleep on the road. Afraid to wake them, he gingerly stepped over them. Immediately, he was arrested and charged with transporting gulls across sedate lions for immortal porpoises.

A skeptical anthropologist was cataloging South American folk remedies with the assistance of a tribal brujo who indicated that the leaves of a particular fern were a sure cure for any case of constipation. When the anthropologist expressed his doubts, the brujo looked him in the eye and said, "Let me tell you, with fronds like these, who needs enemas?"

Back in the 1800s the Tates Watch company of Massachusetts wanted to produce other products and, since they already made the cases for pocket watches, decided to market compasses for pioneers traveling west. It turned out that although their watches were of finest quality, their compasses were so bad that people often ended up in Canada or Mexico rather than California. This, of course, is the origin of the _expression: "He who has a Tates is lost!"

A thief broke into the local police station and stole all the lavatory equipment. A spokesperson was quoted as saying, "We have absolutely nothing to go on."

An Indian chief was feeling very sick, so he summoned the medicine man. After a brief examination, the medicine man took out a long, thin strip of elk hide and gave it to the chief, instructing him to bite off, chew and swallow one inch of the leather every day. After a month, the medicine man returned to see how the chief was feeling. The chief shrugged and said, "The thong is ended but the malady lingers on."

A famous Viking explorer returned home from a voyage and found his name missing from the town register. His wife insisted on complaining to the local civic official who apologized profusely saying, "I must have taken Leif off my census."

There were three Indian squaws. One slept on a deer skin, one slept on an elk skin and the third slept on a hippopotamus skin. All three became pregnant and the first two each had a baby boy. The one who slept on the hippopotamus skin had twin boys. This goes to prove that the squaw of the hippopotamus is equal to the sons of the squaws of the other two hides.

PEOPLE OVER 30 SHOULD BE DEAD

According to today's regulators and bureaucrats, those of us who were kids in the 40's, 50's, 60's, or even maybe the early 70's probably shouldn't have survived.

Our baby cribs were covered with bright colored lead-based paint.

We had no childproof lids on medicine bottles, doors or cabinets, ... and when we rode our bikes, we had no helmets. (Not to mention the risks we took hitchhiking.)

As children, we would ride in cars with no seatbelts or air bags. Riding in the back of a pickup truck on a warm day was always a special treat.

We drank water from the garden hose and not from a bottle. Horrors!

We ate cupcakes, bread and butter, and drank soda pop with sugar in it, but we were never overweight because we were always outside playing.

We shared one soft drink with four friends, from one bottle, and no one actually died from this.

We would spend hours building our go-carts out of scraps and then rode down the hill, only to find out we forgot the brakes.

After running into the bushes a few times, we learned to solve the problem.

We would leave home in the morning and play all day, as long as we were back when the street lights came on.

No one was able to reach us all day. NO CELL PHONES!!!! ... Unthinkable!

We did not have Playstations, Nintendo 64, X-Boxes, no video games at all, no 99 channels on cable, video tape movies, surround sound, personal cell phones, personal computers, or Internet chat rooms.

We had friends! We went outside and found them. We played dodge ball, and sometimes, the ball would really hurt.

We fell out of trees, got cut and broke bones and teeth, and there were no lawsuits from these accidents. They were accidents. No one was to blame but us. Remember accidents?

We had fights and punched each other and got black and blue and learned to get over it.

We made up games with sticks and tennis balls and ate worms, and although we were told it would happen, we did not put out very many eyes, nor did the worms live inside us forever.

We rode bikes or walked to a friend's home and knocked on the door, or rang the bell or just walked in and talked to them.

Little League had tryouts and not everyone made the team. Those who didn't had to learn to deal with disappointment.

Some students weren't as smart as others, so they failed a grade and were held back to repeat the same grade. Horrors!

Tests were not adjusted for any reason. Our actions were our own. Consequences were expected. The idea of a parent bailing us out if we broke a law was unheard of. They actually sided with the law. Imagine that!

This generation has produced some of the best risk-takers, problem solvers and inventors, ever.

The past 50 years have been an explosion of innovation and new ideas.

We had freedom, failure, success and responsibility, and we learned how to deal with it all.

Please pass this on to others who have had the luck to grow up as kids, before lawyers and government regulated our lives, for our own good.

CONCLUSION: People under 30 are WIMPS

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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