

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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Monday, 4 April 2005 -- Edition #430

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

NOTE – US Daylight Savings Time Begins

Most of the US moved to Daylight Savings Time Sunday, moving clocks ahead one-hour.

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NOTE: At the end of most stories excerpted within is a link to the full story at its source.

SMALL BIZ – BE YOURSELF TO GET THE SALE

(Excerpted from an article by Jeffrey Gitomer. Link at end.)

Are you an authentic salesperson? You probably think you are, but you're probably wrong. How close to a score of 10 are you in each of the following categories?

1. Long-term relationships with customers.
2. Excellent market exposure and position.
3. Great reputation in your industry.
4. High respect of customers, coworkers and community.
5. A reputation for being friendly, likeable and sincere in helping others.
6. Reliability as a person.
7. Reliability as a resource.
8. The perception of being a value provider.
9. An established, personal brand.
10. The perception of being an authority because of published articles you've written.
- 10.5. The ability to receive unsolicited referrals on a regular basis.

The more authentic you are perceived to be, the more likely the customer will buy from you. There's a bonus: If your authenticity is high, it will give you a competitive advantage that may preclude price as an issue.

There's a sales adage that goes like this: "In sales it's not who you know, it's who knows you."

MORE: http://www.bizjournals.com/extraedge/consultants/sales_moves/2004/12/13/column429.html

ALLCOVERED POWER POINT TIPS

Ever sat through one of those horrible Power Point presentations you cannot read and cannot understand?

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There are a few simple rules that make Power Point presentations "pop" and get your message across... and help you Make The Sale.

CLICK HERE: http://www.allcovered.net/AC-OM-Training_Sales_Good_PowerPoint.html

We work to help you grow... for when you grow, we grow.

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SMALL BIZ HEALTH – INADEQUATE INSURANCE: Beyond the uninsured lie the underinsured, people who have coverage, just not enough to keep from getting soaked by medical bills. Tens of millions of Americans have coverage that still leaves medical bills they cannot afford to pay.

MORE: <http://www.ama-assn.org/amednews/2005/04/04/gvsa0404.htm>

US ECONOMY – CONSUMER CONFIDENCE SLIPS: High gas prices have US consumers nervous.

MORE: http://story.news.yahoo.com/news?tmpl=story&cid=580&ncid=580&e=13&u=nm/20050330/bs_nm/economy_consumers_dc

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

TRUCKING – ANOTHER WEEK, ANOTHER RECORD: The US national average retail price of a gallon of diesel set another record for the week ending March 28, edging up a half-cent from the previous week's record price, to \$2.249.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=46826>

TRUCKING – FORECAST: \$100 OIL?: One leading oil trading firm says oil could hit \$100 per barrel.

MORE: http://story.news.yahoo.com/news?tmpl=story&cid=580&ncid=580&e=2&u=/nm/20050331/bs_nm/markets_oil_dc

TRUCKING – GOOD SECOND CAREER -- IDLE TRUCKS COST COMPANIES \$600/DAY ---

After 19 years conducting research for Procter & Gamble, Al Sterling was offered early retirement when the company decided to eliminate about 200 workers in the Triad region of North Carolina. Sterling took the offer.

"I played golf for six months and got sick of it after a while," he says.

Still in his mid-50s, Sterling began thinking about re-entering the work force. But, he says, he knew he didn't want to be stuck behind a desk or in a lab again.

So, Sterling became a truck driver, joining the growing ranks of workers who have entered truck driving as a second career.

Trucking companies report increased demand for freight services, and they are looking for more drivers to help meet that demand. To help attract drivers, companies are recruiting more aggressively, raising salaries and increasing benefits... with better health insurance, paid vacations and retirement plans. Trucking companies are also working harder to allow drivers more weekends.

First-year drivers making between \$30,000 and \$40,000. Experienced drivers can earn more than \$50,000 a year, says Jeff Cook, vice president of the Future Truckers of America truck-driving school.

Not having enough drivers to move freight can cost trucking companies big money, as they have to delay shipments or turn potential clients away.

A truck without a driver costs a trucking company \$600 a day while it sits idle.

MORE: http://www.bizjournals.com/industries/business_services/human_resources/2005/03/28/triad_focus1.html?f=et152

TRUCKING – SAFETY BELT CAMPAIGN: The US Department of Transportation wants professional drivers to "Be Ready. Be Buckled" under a new campaign. Half of the 620 truckers killed in accidents during 2003 were not wearing safety belts. DOT Secretary Norman Mineta says only 48% of truckers wear seat belts.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=46888>

TRUCKING – HAZMAT CHECKS INTENSIFY: See "Security" Section

TRUCKING – PLAN NOW FOR CARGO CHALLENGES: See "Air & Ocean" Section

TRUCKING – TN SPLIT SPEED LIMITS

Authorities in Tennessee may soon impose split speed limits: 10 mph lower for trucks than for everyone else. Split limits have already been announced for Memphis and Chattanooga. The new limits will become effective this summer. Now, split limits may also apply in Davidson County (Nashville).

Split limits in Tennessee are ostensibly intended to cut diesel emissions.

Truckers are worried the speed difference can hurt safety.

"When you have trucks going slower than cars, it can lead to an increased interaction between the slower vehicle and the faster vehicle," says Dave Huneryager, Tennessee Trucking Association president.

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=54357

SECURITY – HAZMAT CHECKS INTENSIFY

Truck drivers who haul cargo labeled as flammable, combustible, radioactive or poisonous are now going to be scrutinized as closely as the hazardous materials that fill their tankers and trailers.

In the coming months, roughly 3-million drivers across the nation will begin to be fingerprinted and put through FBI criminal background checks. Their names also are cross-referenced with federal databases related to terrorist activity, a practice the US Transportation Security Administration began last year.

The new HazMat checks cost drivers \$94.

TSA and the FBI will conduct the "security threat assessments" as drivers renew their credentials allowing them to haul hazardous materials.

After a criminal record search, the TSA could either give drivers a green light to be recertified, or classify them as threats and prevent them from transporting hazardous materials.

TSA will notify the state where a driver is licensed of its findings.

Drivers can appeal the decisions.

Until now, drivers' background checks were left for trucking companies to perform.

--- TEMPORARY DISQUALIFICATION ---

Drivers can be temporarily disqualified from hauling HazMat for:

- + felony convictions
- + found not guilty by reason of insanity
- + for five years after prison release for sexual assault with intent to murder, kidnapping or hostage taking
- + immigration violations

--- PERMANENT DISQUALIFICATION ---

Drivers can be permanently barred from hauling HazMat for:

- + treason
- + espionage
- + murder convictions

MORE: <http://news.bostonherald.com/localRegional/view.bg?articleid=75426>

SECURITY – NEW C-TPAT RULES IN EFFECT: US Customs and Border Protection has unveiled its final baseline standards for importers participating in the voluntary Customs-Trade Partnership Against Terrorism (C-TAPAT). As of March 25, new importer applicants will need to meet or exceed the security criteria before they are accepted into the program and can receive reduced exam rates and other benefits. Current C-TPAT participants have 60 to 120 days to implement new measures.

RULES: http://www.cbp.gov/xp/cgov/import/commercial_enforcement/ctpat/criteria_importers/.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20599>

SECURITY – LAWMAKERS WANT RISK-BASED PORT GRANTS: "It's important that Homeland Security dollars be allocated on the basis of a risk assessment," says Senator John Cornyn (D-NJ). "Taxpayer dollars should be directed where they can do the most good -- to best protect locations, such as the Port of Houston, that are under the most risk, and if attacked would have the most detrimental effect on our economy and our nation."

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20659>

TRADE – PLAN NOW FOR CARGO CHALLENGES

If we take early season freight volumes and use them as a guide for the busy season... 2005 is going to be a lot worse than 2004... more delays... more congestion... more frustration.

Average freight rates this year will go up again, climbing as much as 15% after a 10% gain in 2004.

--- SMALLER SHIPPERS TO HURT MOST ---

Freight forwarders' clients... small and medium sized shippers, are going to have the biggest problems and need the most help. Bigger players will use their clout to ensure reliable delivery and pickup of their merchandise.

--- TROUBLE SPOTS ---

- + California – port, rail and road congestion
- + Washington – port, rail and road congestion
- + Oregon – rail and road congestion
- + Arizona – border-crossing delays
- + Texas – border-crossing delays
- + Chicago, Cleveland and Kansas City – rail yard congestion
- + Some Eastern Seaboard cities – shoreside port delays

--- WHAT CAN YOU DO? ---

ONE – BOOK NOW: Lock-in freight-hauling contracts that extend through the busy period from late July through October. It may well cost shippers more. You may also book and pay for freight space you will not need in order to have space booked when you do need it. Factor in lost production or sales in the event that a shipment doesn't arrive on time. Which costs more... the added freight costs or down-time?

TWO – AVOID SO-CAL PORTS: Unless having goods delayed two to three weeks by congestion is OK, try to avoid the ports of Los Angeles and Long Beach. Truck and rail capacity needed to get goods in and out of the ports is severely strained, and shipping delays are certain to get worse from summer onward.

THREE – CONSIDER NORTHWEST AND EAST COAST PORTS: Savannah has added shoreside rail capacity and should see no delays. Port conditions should be acceptable at the ports of Seattle-Tacoma; Vancouver, British Columbia; Norfolk; Charleston; and Prince William Sound on Canada's east coast.

FOUR – MEXICO IS AN OPTION: Mexico's Port of Manzanillo is a third-best alternative. It has lots of ship-handling capacity and is well served by trucks, but importers of goods destined for the US market have to pay customs duties to Mexico and again to the US. In Canada, US shippers can transport their unopened cargo stateside without paying extra duties.

FIVE – ALL-WATER ASIA TO EAST COAST: Maersk-Sealand is sending smaller ships from Asia through the Panama Canal to East Coast and Gulf Coast ports. Says one analyst, "There's a light cost premium, and it will take 40 days to get deliveries to your factory or store warehouse instead of 21 through California ports, but this is more time definite. And there's no way you can count on 21-day deliveries anyhow."

SIX – PLAN FOR NEXT YEAR AND BEYOND: Expect freight problems to last many years. Demand for truck and rail freight transportation, measured by tons moved per mile, increased about 10% in 2004 and will continue to post nearly double-digit gains through 2007. Highway lane mileage has changed little in the last 20 years. Truck- and rail-hauling capacity has held roughly steady since the late 1990s and is unlikely to rise significantly for several more years.

MORE: <http://www.manufacturing.net/lm/index.asp?layout=articleXml&xmlId=268209656>

TRADE – HAZMAT CHECKS INTENSIFY: See "Security" Section

TRADE – BNSF RAILROAD BEGINS FUEL SURCHARGE: Burlington Northern Santa Fe railroad will begin a mileage-based fuel surcharge. Exact charges and plans have not been announced.

MORE: http://www.bnsf.com/news/articles/2005/03/2005_03_29a.html?index=/news/index.html

TRADE – LOGISTICS LAGS IN CHINA TRADE

Along China's busy coast, port, road and air expansions are under way - opening the door for global distribution and warehouse companies to enter the world's third-largest trading nation.

An influx of multinationals seeking cheap labor has made China the world's workshop and created a US\$20-billion logistics outsourcing market that's growing 30% per year.

While international logistics providers can offer a one-stop shop, local companies often have close ties to local officials that can help operations move smoothly.

Domestic logistics providers boast good relationships with local governments but can rarely offer the full services and systems provided by multinationals.

Transport, storage and distribution costs account for a fifth of a product's price on average in China, versus a 10th in the United States, according to US Commerce Department data.

International third-party providers and even local giants such as freight forwarder Sinotrans must vie with the hundreds of tiny local players who have a lock on much of the business in the country's hinterland.

MORE: <http://business-times.asia1.com.sg/sub/shippingtimes/story/0.4574,150304-1112212740.00.html?>

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AIR – AMERICAN HIKES SURCHARGE: American Airlines Cargo division is increasing its fuel surcharge from \$0.35 per kilogram to \$0.40 per kilogram for most US-origin international shipments and from \$0.14 to \$0.16 for US domestic shipments effective Wednesday, 6 April.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20640>

AIR – HOW LONG BEFORE SHIPPERS FIGHT SURCHARGES?

With every fuel surcharge hike, ground transport looks better.

Fuel surcharges have become an embedded part of life in the air cargo business.

The surcharges have accomplished what the airlines implementing them intended: the fees are covering carriers' fuel costs for cargo shipments. That may not provide much solace for shippers and forwarders forced to pay the surcharges, but it has kept airlines' cargo profits rising despite the escalating cost of jet fuel.

But there is a limit. If the price of crude oil reaches \$60 per barrel, will forwarders and shippers still be willing to pay surcharges sufficient to cover airlines' fuel costs?

Airlines are worried that shippers will decide that an extra day or two spent shipping by ground is worth the cost savings rather than pay ever higher air cargo fuel surcharges.

MORE: http://www.aircargoworld.com/regions/northam_0405.htm

AIR – FEB AIR CARGO DOWN: The International Air Transport Association reports world cargo traffic for February down 0.9% in freight ton kilometers over the same month 2004 due to weaker global economic activity and a slump in Chinese imports during the Chinese New Year period.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20641>

AIR – US AIR CARGO GROWTH SLOWS IN FEB: International air freight and express shipments carried by US airlines increased a modest 0.1% to about 923 million revenue ton-miles in February.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20671>

AIR – NY-NJ LEADS AIR-CARGO TRADE: The New York Customs District maintained its top national ranking in import, export and total air cargo in January. The district handled 103,000 metric tons of air cargo, up 9.7% from January 2004 and nearly 50% more tonnage than the next highest-ranked district. MORE: <http://www.joc.com/20050401/sections/air/w11386.asp>

AIR – EMIRATES FOCUS ON CARGO

“The limitation to our growth is capacity availability,” says Ram Menen, senior vice president of Emirates SkyCargo. “The challenge for us is to have the right capacity in the right place.”

“World cargo volume is growing faster and we are seeing maximum growth in Asia. For example, the lifting of the US garment import quotas this year is really going to see a huge shift in global production and export flows.”

Emirates SkyCargo moved more than 660,000 tonnes of freight in 2003-04, up 26% from 2003. SkyCargo moves the lion's share of its cargo in the bellies of Emirates' passenger aircraft, whose fleet of 73 aircraft flies to 78 cities in 55 countries.

SkyCargo has six wet-leased Boeing 747 freighters and three Airbus 310-300 which are being converted to freighters at the moment.

MORE: <http://business-times.asia1.com.sg/sub/shippingtimes/story/0.4574.150645.00.html?>

AIR – UPS GETS THREE NEW CHINA ROUTES: The US Department of Transportation has granted UPS three more air routes in China -- two to Shanghai and one to Guangzhou -- in 2006. UPS now flies from the US to China 12 times per week and will expand that number to 18 this year.

MORE: <http://www.joc.com/lede/20050401/sections/air/w22930.asp>

AIR – QATAR ADDS SNG FLIGHTS: Qatar Airways increased its flights between Doha and Singapore from five weekly to daily.

AIR – AIR FRANCE ADDS MEXICO CARGO FLIGHTS: Air France Cargo increased 747-400ERF flights to Mexico from three to four per week, with the fourth flight making a stop in Guadalajara on its return to Paris, as part of its new 2005 summer schedule.

AIR – LH-CARGO HIGH-TECH REEFER: Lufthansa Cargo introduces a new type of temperature-controlled air cargo container at 26 pilot stations. “Unicooler,” says Lufthansa, “... was developed in close cooperation with the pharmaceutical industry.” It is specially designed for goods that require a constant temperature during transportation, such as vaccines, plasmas, proteins and biotechnological material.

MORE: <http://www.lhcargo.com/content.jsp?path=0.1.14871.15152.15452.18921>

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20639>

AIR – RUSSIAN CARGO PLANE CRASHES: An Ilyushin-76 cargo plane loaded with 50 tons of fish fillets crashed into Lake Victoria shortly after takeoff from Tanzania's Mwanza Airport. All eight crew members were killed. The cause of the crash is unknown. The Russian-built cargo plane was operated by Airline Transport of Moldova headed to Osijek, Croatia with a scheduled stop in Khartoum, Sudan.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20597>

AIR – DELTA FARMS-OUT MAINTENANCE: To cut costs, Delta Air Lines says it will partner with Avborne of Miami and Air Canada Technical Services of Vancouver, Canada, to conduct heavy maintenance work on its aircraft fleet, cutting costs by 34%. Delta also plans to reduce operations at its Tampa hangar, shifting some work to Atlanta.

MORE: <http://news.airwise.com/story/view/1112091510.html>

OCEAN – HIGHER ASIA-PACIFIC FREIGHT RATES: Shipments by container between Australia and India will soon become costlier. This follows the decision of the shipping lines that are members of the South East Asia and South Asia/Australia Trade Facilitation Agreement to implement a freight hike of \$300 per TEU by way of rate restoration from Friday, 1 April. More hikes are being considered for July and October.

MORE: <http://www.thehindubusinessline.com/2005/03/29/stories/2005032901410700.htm>

OCEAN – WITASS HIKES FUEL SURCHARGES: The Association of West India Trans-Atlantic Steam Ship Lines (WITASS) will adjust its bunker surcharges for westbound and eastbound May sailings. US denominated rates will be 155 euros (\$155) for 20-foot containers, 310 euros (\$310) for 40-foot containers, and 8 euros (\$8) per freight ton.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20629>

OCEAN – CTSA CARRIERS REVISE HIKE: Shipping lines of the Canadian Transpacific Stabilization Agreement have revised their requested rate increases for cargoes shipped from Asia to Canada. Effective 1 May the carriers plan to raise rates increases per 40-foot standard containers will be \$240 to the West Coast of Canada, \$350 to inland/miniland-bridge destinations, and \$430 to all-water East Coast of Canada destinations.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20677>

OCEAN – EU-S-AM CARRIERS CHANGE BAF: Members of the European/South Pacific & Magellan Freight Conference will amend their bunker surcharges in May. The bunker adjustment factor will be \$147 per 20-foot-container, \$294 per 40-foot-container and \$7 per freight ton.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20628>

OCEAN – TACA REVISES PANAMA CANAL FEE: The Trans-Atlantic Conference Agreement has revised its Panama Canal transit fee. The conference's canal transit fee both eastbound and westbound will be "revised" from \$115 per container to \$165 per container, effective 1 May.

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

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20651>

OCEAN – "SAMBA" ROUND AFRICA: Maersk Sealand and Safmarine Container Lines are amending their joint weekly East Coast South America/South Africa/Middle East "Samba" service to return via Suez and the Mediterranean.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20630>

OCEAN – CARRIERS START ASIA-AFRICA-SAM SERVICE: CMA CGM, China Shipping Container Lines and Maruba are starting a joint weekly Asia/Africa/East Coast South America service mid-May deploying 10 vessels averaging 2,500 TEUs.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20649>

OCEAN – CHENNAI GETS BOX TERMINAL: The The Indian government will set up a second container terminal at the congested Port of Chennai in a joint venture between the state-owned port and a private operator.

MORE: <http://www.joc.com/20050331/sections/ocean/w82887.asp>

OCEAN – MAERSK PROFIT SOARS: A.P. Moller-Maersk group announced a record DKK24.4 billion (\$4.2 billion) net income for 2004, 41% more than 2003, credited largely to improved results from Maersk Sealand.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20653>

MORE: <http://www.joc.com/lede/20050331/sections/ocean/w14700.asp>

OCEAN – MELBOURNE DEEPENING DELAYED: The Australian minister for planning, Rob Hulls, said Thursday the Port of Melbourne Corp. has to carry out a supplementary environmental effects statement (EES) before it can go ahead with the proposed Port Phillip Bay deepening project.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=20658>

OCEAN – 19 LOOK AT CHARLESTON PORT PROJECT: The South Carolina State Ports Authority says 19 ocean carriers and marine terminal operators have expressed interest in port expansion projects in Charleston. The agency is currently pursuing permits for a new 280-acre, three-berth container terminal on the former Charleston Naval Base.

MORE: <http://www.joc.com/lede/20050401/sections/ocean/w71045.asp>

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

THE CARROT, EGG & COFFEE

A young woman went to her mother and told her about her life and how things were so hard for her. She did not know how she was going to make it and wanted to give up. She was tired of fighting and struggling. It seemed as one problem was solved, a new one arose.

Her mother took her to the kitchen. She filled three pots with water and placed each on a high fire. Soon the pots came to boil. In the first she placed carrots, in the second she placed eggs, and in the last she placed ground coffee beans. She let them sit and boil, without saying a word.

In about twenty minutes she turned off the burners. She fished the carrots out and placed them in a bowl. She pulled the eggs out and placed them in a bowl. Then she ladled the coffee out and placed it in a bowl.

Turning to her daughter, she asked, "Tell me, what do you see?"

"Carrots, eggs, and coffee," she replied.

Her mother brought her closer and asked her to feel the carrots. She did and noted that they were soft. The mother then asked the daughter to take an egg and break it. After pulling off the shell, she observed the hard boiled egg. Finally, the mother asked the daughter to sip the coffee. The daughter smiled as she tasted its rich aroma. The daughter then asked, "What does it mean, mother?"

Her mother explained that each of these objects had faced the same adversity .. boiling water. Each reacted differently. The carrot went in strong, hard, and unrelenting. However, after being subjected to the boiling water, it softened and became weak. The egg had been fragile. Its thin outer shell had protected its liquid interior, but after sitting through the boiling water, its inside became hardened. The ground coffee beans were unique, however. After they were in the boiling water, they had changed the water.

"Which are you?" she asked her daughter. "When adversity knocks on your door, how do you respond? Are you a carrot, an egg or a coffee bean?"

Think of this: Which am I? Am I the carrot that seems strong, but with pain and adversity do I wilt and become soft and lose my strength?

Am I the egg that starts with a malleable heart, but changes with the heat? Did I have a fluid spirit, but after a death, a breakup, a financial hardship or some other trial, have I become hardened and stiff? Does my shell look the same, but on the inside am I bitter and tough with a stiff spirit and hardened heart?

Or am I like the coffee bean? The bean actually changes the hot water, the very circumstance that brings the pain. When the water gets hot, it releases the fragrance and flavor. If you are like the bean, when things are at their worst, you get better and change the situation around you. When the hour is the darkest and trials are their greatest, do you elevate yourself to another level? How do you handle adversity?

Are you a carrot, an egg or a coffee bean?

May you have enough happiness to make you sweet, enough trials to make you strong, enough sorrow to keep you human and enough hope to make you happy.

The happiest of people don't necessarily have the best of everything; they just make the most of everything that comes along their way. The brightest future will always be based on a forgotten past; you can't go forward in life until you let go of your past failures and heartaches.

When you were born, you were crying and everyone around you was smiling. Live your life so at the end, you're the one who is smiling and everyone around you is crying.

You might want to send this message to those people who mean something to you; to those who have touched your life in one way or another; to those who make you smile when you really need it; to those who make you see the brighter side of things when you are really down; to those whose friendship you appreciate; to those who are so meaningful in your life.

It's easier to build a child than repair an adult

BOTTLE OF WINE

Sally was driving home from one of her business trips in Northern Arizona when she saw an elderly Navajo woman walking on the side of the road. As the trip was a long and quiet one, she stopped the car and asked the Navajo woman if she would like a ride. With a silent nod of thanks, the woman got into the car.

Resuming the journey, Sally tried in vain to make a bit of small talk with the Navajo woman. The old woman just sat silently, looking intently at everything she saw, studying every little detail, until she noticed a brown bag on the seat next to Sally.

"What's in the bag?" asked the old woman.

Sally looked down at the brown bag and said, "It's a bottle of wine. I got it for my husband."

The Navajo woman was silent for another moment or two. Then speaking with the quiet wisdom of an elder, she said, "Good trade."

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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American Shipper = www.americanshipper.com
Business Times of Asia = <http://business-times.asia1.com.sg/>
The Economist = <http://www.economist.com>
Financial Times of London = <http://www.ft.com>
Journal of Commerce = <http://www.joc.com>
Logistics News = <http://www.logisticsnews.com>
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