

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.

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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 - TEACH YOUR CLIENTS:
"THINK STRATEGICALLY ABOUT OUTSOURCING"**

If you are a specialist at moving freight, teach your clients that if you handle all their freight, then they can concentrate on what they do best... make the things you move.

Good clients are special.

Good clients that think "strategically," that is, think for the long-term, are even more special.

"Tactical outsourcing is a follow-the-leader approach, not a road to competitive advantage. Strategic outsourcing can create new ways to compete and possibly rewrite the rules for whole industries," says Robert M. Monczka who was one leader of the study.

Companies continue to make outsourcing decisions that are driven by cost reduction and the desire to focus on their core operations, rather than pursue outsourcing in an effort to drive more revenue and seize competitive advantage.

That is the conclusion of a new research study, "Outsourcing Strategically for Sustainable Competitive Advantage," that surveyed 165 companies representing 24 industries.

--- FINDINGS ---

More than 80% of companies in the study said reduced operating costs, reduced capital investment and the need to focus on their core business were the primary reasons for their outsourcing activities.

Fewer than half of the companies cited reasons related to revenue growth such as increased speed to market (46%), improved quality (42%) and faster customer response time (40%).

The majority of companies with cost-related goals for outsourcing said they met or exceeded those goals. The average cost savings for these companies was 13%.

"It's clear there are two different approaches to outsourcing at work. Companies seeking quick savings focus their efforts on finding less expensive alternatives to operating their business today. Companies focused on tomorrow's business needs are seeking more significant long-term benefits and looking to leverage marketplace skills, technologies and scale to cut costs and increase revenue," says Bill Markham.

--- WHAT IS OUTSOURCED ---

- 36% - Information Technology
- 32% - Distribution/Fulfillment
- 30% - Legal/Regulatory Affairs
- 24% - Manufacturing/Operations

--- STRATEGIC FOCUS ---

If you help your clients refocus to Strategic thinking, it will help you and help them:

- + Anticipate shifts in the future business environment and prepare your future outsourcing activities
- + Build their company and yours for tomorrow by seeking skills, technologies and scale from the marketplace rather than assuming that these capabilities must be developed internally
- + Address the execution issues inherent in any outsourcing activity by clearly defining roles and responsibilities across the corporate functions involved.

MORE: <http://www.ctl.ca/article.asp?id=42844&issue=05052005&lid=42844&lpos=dailyNews&btac=no>

TEACH YOUR CLIENTS HOW TO STAY SAFE

Teach your shipper how little money they will be paid for a loss unless they protect themselves... with your help.

You become a partner, a friend, not just another salesman.

--- VIDEO TRAINING ---

GO TO: www.allcovered.net

CLICK: "Training & Help" – then –

CLICK: "Video Training"

-- Video Three will show you how to improve your sales, protect your clients and protect yourself.

Are your other suppliers helping you like this?

www.allcovered.net We have logistics ALL covered.

PERSONAL BIZ – VACCINE AGAINST SMOKING: Three companies are working on a vaccine to prevent the craving for smokers. The drug is given in a series of four to six injections. It works by stimulating the production of antibodies in the blood. These antibodies stop nicotine from entering the brain and producing the addictive sensation craved by smokers.

MORE: <http://business.timesonline.co.uk/article/0,,2-1612028,00.html>

TECH BIZ – WHY VIRUS WRITERS WRITE VIRUSES

As techie kids get their summer vacations from High School and college, watch for new email viruses and worms over the next few weeks.

WHY DO THEY DO IT?

Because they can.

HOW DO THE BEST virus writers make their version effective?

The most successful e-mail viruses have long relied on social engineering. They promise World Cup Soccer tickets (for German speakers) or imply that your e-mail didn't go through (for English speakers). Those two tricks were enough for Sober to break through and cause worldwide e-mail headaches last week.

THERE'S MONEY TO BE MADE

Spammers know the hidden value of viruses: active e-mail addresses. Active e-mail addresses are worth good money to spammers. A successful new virus automatically harvests hundreds of thousands of active e-mail addresses in only a matter of hours.

A lot of people think because some viruses continue to be changed and improved, that someone is paying the virus writer to do the work.

MAYBE THERE IS HOPE

Now that the hobbyists have left the virus-writing arena and the criminals (interested in making money) have started taking over, law enforcement should be able to arrest those responsible.

Virus season 2005 has just begun.

MORE: http://reviews.cnet.com/4520-3513_7-6218398-1.html?tag=nl.e501

TECH BIZ – NOTEBOOK BAGS: If you have a notebook computer, you probably also have a notebook bag to carry it in, keep it safe and protected. Here is a review of new bag models. One may be right for you.

MORE: <http://www.pcmag.com/article2/0,1759,1785540,00.asp>

PERSONAL BIZ - 20 MONEY FACTS

How much do you know about money matters? Let's see if any of the following fun facts surprise you.

- 1)- If we could have any luxury in the world (and money didn't matter), more of us would choose to spend money on a butler and a maid than anything else.
- 2)- 'E Pluribus Unum', the phrase on the back of every U.S. coin, refers to the original 13 colonies. It has 13 letters and means "one out of many" or "many joined into one."
- 3)- For \$10,000,000, showed a 1991 survey, 25% of Americans would abandon their families, 23% would become a prostitute for a week; 16% would renounce their U.S. citizenship; 10% would withhold testimony in a court case and let a murderer go free, 7% would kill a stranger, and 3% would give their children up for adoption.
- 4)- We call a dollar a 'buck' because in the frontier days, the pelt of a male buck was worth a dollar.
- 5)- Money (or the lack thereof) is the biggest stress inducer in the lives of Americans, and the leading cause of marital disagreements.
- 6)- Martha Washington is the only woman whose portrait has appeared on a U.S. currency note. It appeared on the face of the \$1 Silver Certificate of 1886 and 1891, and the back of the \$1 Silver Certificate of 1896.
- 7)- If you get your money out of a Hitachi ATM in Japan, it will be laundered. The machine briefly presses the bills between rollers at high enough temperatures to kill most bacteria.
- 8)- If you work a 40 hour week from the time you're twenty years old until you're sixty-five, you need a wage of \$10.68 per hour to earn a million dollars in your lifetime.
- 9)- Most people won't bend over to pick up money lying on the sidewalk unless it's at least a dollar. (We wonder, is that due to the value of the money or the fact that 65% of Americans are overweight?)
- 10)- When it comes to flipping a coin, three times as many people will guess 'heads' than 'tails'.
- 11)- 92% of us would rather be rich than find the love of our lives.
- 12)- A person who drives 10 miles to buy a lottery ticket is three times more likely to be killed in a car accident than he is to win the jackpot.
- 13)- Of every tax dollar paid, more than 50 cents goes to pay for past, present and future military expenses. The budget of the Department of Defense for 2005 alone is nearly \$500 billion.
- 14)- Sunday newspaper coupon inserts are the second-most read section of the paper, after the front page.
- 15)- Have you ever wondered how long paper money lasts? A \$1 bill lasts 18 months; a \$5 bill two years; a \$10 bill three years; a \$20 bill four years; and \$50 and \$100 bills nine years. Bills that get worn out from everyday use are taken out of circulation and replaced.
- 16)- What time is it on the Independence Hall clock on the back of the \$100 bill? It's hard to see without a magnifying glass, but the clock is set at about 4:10.
- 17)- The average wedding in America costs a staggering \$20,000.
- 18)- More than one-third of American women consider money more important to the success of a marriage than good sex.
- 19)- More than 80,000,000 people call the IRS Information Hotline every year. One-third of those calls go unanswered. And according to the Treasury Department itself, 47% of the answers the 'get-through' callers receive are incorrect.
- 20)- The costliest real estate investment: an American businessman recently paid more than \$800,000 for a "huge sprawling mansion in the heart of [New] Delhi", without having seen the property first. Upon visiting India to take possession of 'his house', he found it was the Prime Minister's residence.

FROM: www.investorsinsight.com

TRUCKING – NEW MIRROR PREVENTS CRASHES

An intelligent mirror technology could revolutionize the trucking industry by reducing truck crashes and fatalities, according to MSNBC.

Trucking heavyweights like Mike Starnes of M.S. Carriers are behind “LaneScan LLC, a new trucking technology company that is offering mirrors that could help eliminate truck blind spots, the leading cause of truck crashes and fatalities.

“Drivers rely on their mirrors and LaneScan makes these mirrors a substantially superior safety tool,” says Starnes, an investor and member of the company's board of directors. “LaneScan will cut down blind spot accidents, and that's a very good development for the trucking industry.”

“This is a low-tech, low-cost blind spot solution that should appeal to every truck fleet operator,” said Phil Van Wormer, LaneScan president and CEO.

DOT reports 35% of truck accidents are the result of blind spots.

--- HOW IT WORKS ---

GO ZONE: With the touch of a button, Go Zone allows truck, bus, RV and SUV drivers to extend their side mirrors and see lanes of traffic that were previously obscured by their vehicles or trailers. When they release the button, the mirror will return to its original position.

AUTO VIEW: Using the same technology but rotating the right mirror outward in proportion to the right rear corner of the trailer, which enables drivers to see the right side of the vehicle through a wide right turn of 75 degrees or more.

MORE: <http://www.thetrucker.com/showstory.aspx?id=9559>

TRUCKING – DOMINANT DECADE: Trucking will increase its share of the nation's freight pool and continue to dominate freight movement into the next decade, according to an American Trucking Associations forecast. “Our share of total freight revenue will approach 88% by the end of the forecast period,” says Bill Graves, ATA president and CEO.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=47307>

TRUCKING – ROADCHECK 2005 COMING: “Roadcheck 2005,” the 18th annual international truck and motor coach safety and security campaign, will be conducted for 72 consecutive hours June 7-9 across the United States, Canada and Mexico. This year's event will put added emphasis on the importance of safety belts, motor coach safety and commercial vehicle security.

MORE: <http://www.thetrucker.com/showstory.aspx?id=9596>

TRUCKING – IDLING PROPOSALS WANTED

The US Environmental Protection Agency is offering \$5 million in grants to states, non-profits and academic institutions to demonstrate innovative idling reduction technologies.

The agency will accept proposals through June 6 and announce award recipients in the fall.

It wants proposals demonstrating commercially available technology that small fleets can use in their current trucks, that engine manufacturers can package into simple aftermarket installation kits, or that trucks can use while parked.

More information is at www.epa.gov/otaq/smartway.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=47312>

SECURITY – WAKE-UP CALL FOR ASIAN PORTS

The hijacking of an Indonesian vessel and botched cargo theft serve as a wake-up call for the region's ports and exposes serious flaws in security at Malaysia's Pasir Gudang, an International Maritime Bureau (IMB) official said in a published report.

The hijacked vessel was diverted away from its Singapore destination to the Johor port by pirates who remained on board as the vessel berthed. They held the captain at gunpoint while cargo was discharged to a warehouse.

Noel Choong, IMB Regional Reporting Centre manager in Kuala Lumpur, told The Business Times the incident could point to a highly organized syndicate stretching at least from Indonesia to Malaysia.

MORE: <http://www.brunei-online.com/weekend/news/may7w3.htm>

SECURITY – US AIRLINES UPSET AT PROPOSED SECURITY TAX

The Air Transport Association is reacting strongly to a proposal by House Aviation Subcommittee Chairman John Mica (R-FL) to double the \$2.50-per-segment federal security fee in order to fund the purchase and installation of explosive detection systems for in-line baggage screening at 64 US airports and install reveal technology at a further 376 airports over the next three years.

"We will oppose this new fee with every fiber of our being and think it is a wholly inappropriate measure," says ATA President and CEO James May.

"Congress has consistently said that aviation security is a function of national security. [And] even if it were not a national issue, anyone who reads the papers knows that this industry is hemorrhaging money. We don't have pricing power."

MORE: <http://www.atwonline.com/news/story.html?storyID=956>

SECURITY - DHS OFFERS \$140-MILLION IN GRANTS: The US Department of Homeland Security will spend almost \$141-million on port security grants. Sixty-six port areas have been identified as eligible. Successful applicants will be awarded through a competitive process.

MORE: <http://www.joc.com/lede/20050513/sections/ocean/w95758.asp>

OCEAN – MAERSK BUYS P&O-NEDLLOYD: Danish shipping company AP Moller-Maersk is offering 2.3 billion euros (\$2.96 billion) to take over smaller Dutch rival Royal P&O Nedlloyd. With the purchase, Maersk Sealand would control 20% of the world's container ship capacity.

MORE: <http://www.latimes.com/business/la-fi-ship12may12.1.5142819.story>

MORE: <http://www.business-standard.com/common/storypage.php?storyflag=y&leftnm=lmnu1&leftindx=1&lselect=1&chklogin=N&autono=188655>

OCEAN – NOL EYES MAERSK MOVE: Neptune Orient Lines says it is closely monitoring the takeover offer by its rival AP Moller-Maersk for another shipper, Royal P&O Nedlloyd. An NOL spokesperson says it is too early to comment on the deal, and that the company is watching developments with interest. Market talk has linked NOL to several past attempts to buy P&O Nedlloyd, but NOL has not commented on those bids.

MORE: <http://www.channelnewsasia.com/stories/singaporebusinessnews/view/147304/1/.html>

OCEAN – IMPORTS COULD CHOKER SO-CAL PORTS

So far... so good in 2005. It is a far cry from last year.

Last October, boats filled 40 of 49 anchorages in San Pedro bay for as long as 10 days, idling cargo, increasing costs, and biting into company profits.

Carriers & Terminals have warned companies they may re-impose a 10% "congestion" fee on goods sent through Los Angeles port.

The fee would add US\$200 to the US\$1,800 average price per container.

-- LAST YEAR'S NIGHTMARE --

Last year, overflow at the Los Angeles complex diverted more than 100 ships carrying goods worth as much as US\$4 billion. The Port of Long Beach compared the scene to the World War II invasion of Normandy.

With 150 giant orange and green cranes and 61 cargo terminals spread along 92 kilometers of waterfront, the complex is the most advanced in the US.

Even so, it has not kept pace with imports.

In five years imports surged 43% in value to US\$1.76 trillion from 1999 to the end of 2004.

-- CAN INFRASTRUCTURE TAKE IT? --

Last year the issue was too few port workers.

This year deliveries may be clogged by an influx of big new ships capable of carrying as many as 10,000 containers - twice the size of the largest ships five years ago. Officials fear these will choke rail lines and highways serving the complex.

MORE: <http://www.thestandard.com.hk/stdn/std/World/GE13Wd07.html>

OCEAN – LONG BEACH TRAFFIC GROWS 22.1%: The port of Long Beach saw its container traffic grow 22.1% jump in April, following the marginal 4% growth seen in March.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21139>

OCEAN – MOMBASSA BACKLOG: Shippers are protesting against delays at Mombasa port after a traffic jam held up goods for four days. The jam was caused by about 300 trucks that were waiting to enter the port to clear their containers following a successful meeting over a new loading rule. Drivers complained of having camped at the site for more than a week following the implementation of the new loading procedure where truck drivers are required to book their loading days before getting into the port.

MORE: <http://allafrica.com/stories/printable/200505091249.html>

OCEAN – TURKON MOVES TO SAVANNAH: Turkon Line is moving its South Atlantic port of call from North Charleston to the Port of Savannah. Turkon will launch a new Eastern-Mediterranean service to

Savannah. The regularly scheduled American Service is projected to carry in excess of 40,000 TEUs through Savannah annually.

MORE: <http://www.joc.com/lede/20050509/sections/ocean/w98017.asp>

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21101>

OCEAN – TACA HIKES FUEL: Effective today the Trans-Atlantic Conference Agreement's fuel surcharges are \$308 per 20-foot container shipped between northern Europe and US and Atlantic Gulf ports, up from the current rate of \$211; \$608 for 40- and 45-foot boxes, up from \$422, and \$30 for cargo priced on a weight or measurement basis, up from \$21. The corresponding rates for West Coast ports are \$456, up from \$317; \$912, up from \$633, and \$46, up from \$32.

MORE: <http://www.joc.com/20050509/sections/ocean/w93274.asp>

AIR – CARGO GROWTH SLOWS: Growth in worldwide air cargo volume is slowing down, according to several reports from airline industry organizations. US member airlines of the Air Transport Association (ATA) report their total cargo volume increased just 2.8% in the first three months. Geneva-based Airports Council International (ACI) reported a 4.5% rise in the amount of international freight handled during the first three months. The International Air Transport Association (IATA) reports a 4.2% increase.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21090>

AIR – VOLGA-DNEPR ADDS AFGHAN CAPACITY: Volga-Dnepr Airlines is extending its outsize and heavyweight air cargo service capability in Afghanistan to include Kandahar and Herat.

MORE: <http://www.atwonline.com/news/other.html?issueDate=5%2F9%2F2005>

AIR – EMIRATES WANTS 50 A350'S?: Reports indicate Dubai's Emirates is set to place an order for up to 50 A350 aircraft with Airbus. The Emirates order will be Airbus's first big contract for the new aircraft, which is intended to compete with Boeing's 787 plane.

MORE: <http://news.airwise.com/story/view/1115589916.html>

AIR – UPS PILOTS OK STRIKE: The union representing UPS pilots, which has been negotiating a new contract with management for more than three years, says more than 99% of its members voted to give its five-pilot executive board authority to call a strike. "The overwhelming outcome of this vote is both a show of IPA unity and a clear signal to UPS management that our crewmembers are serious about closing out this contract over the next two weeks in Baltimore," IPA President Tom Nicholson said. "We only hope that UPS management is as committed to finishing this contract as we are."

MORE: <http://www.atwonline.com/news/other.html?issueDate=5%2F13%2F2005>

TRADE – CN FACES STRIKE: Canadian National Railway is facing a Wednesday strike deadline by 1,700 unionized locomotive engineers. The members of Teamsters Canada Rail Conference set the walk-out for 12:01 a.m. Wednesday morning after negotiations failed to produce an agreement on a number of issues, including the company's decision to discontinue the employee gain-sharing plan.

MORE: <http://www.joc.com/lede/20050513/sections/logis/w6438.asp>

TRADE – CN LAUNCHES FORWARDING UNIT: Canadian National Railway has formed "CN WorldWide," a wholly owned subsidiary that will offer international freight forwarding services between Europe and North America. CN WorldWide, based in Rotterdam, will commence operations this month.

MORE: <http://www.joc.com/lede/20050509/sections/ecom/w60170.asp>

TRADE – PORTS TOLD TO USE FEES FOR REVENUE: Because it is getting more difficult to get state or federal funding for port infrastructure improvements, private port and terminal operators on the East Coast should begin to adopt per-container user fees to generate revenue streams that would be dedicated to such projects, a prominent transportation economist said. What he called a Container Facilities Charge would have to be crafted so that it was not seen as a tax on global trade, which would be unconstitutional, but as a fee that would be set aside for infrastructure improvement.

MORE: http://www.seaportspr.com/viewportnews.cgi?newsletter_id=8&article_id=334

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

RULES FOR MY BOSS

1. Never give me work in the morning. Always wait until 4:00 p.m. and then bring it to me. The challenge of a deadline is refreshing.
2. If it's really a rush job, run in and interrupt me every 10 minutes to inquire how it's going. That helps. Or even better, hover behind me, advising me at every keystroke.
3. Always leave without telling anyone where you're going. It gives me a chance to be creative when someone asks where you are.
4. If my arms are full of papers, boxes, books, or supplies, don't open the door for me. I need to learn how to function as a paraplegic and opening doors with no arms is good training in case I should ever be injured and lost all use of my limbs.
5. If you give me more than one job to do, don't tell me which is the priority. I am psychic.
6. Do your best to keep me late. I adore this office and really have nowhere to go or anything to do. I have no life beyond work.
7. If a job I do pleases you, keep it a secret. If that gets out, it could mean a promotion.
8. Promise me promotions and a chance to do creative and fun things, but never, under any circumstances ever actually promote me. Just keep teasing me about it and then never act on it. This way you teach me to be like everyone else in the building that just shows up and does as little as possible and goes home.
9. If you don't like my work, tell everyone. I like my name to be popular in conversations. I was born to be whipped.
10. If you have special instructions for a job, don't write them down. In fact, save them until the job is almost done. No use confusing me with useful information.
11. Never introduce me to people you're with. I have a right to know anything. In the corporate food chain, I am plankton. When you refer to them later, my shrewd deductions will identify them.
12. Be nice to me only when the job I'm doing for you could really change your life and send you straight to manager's hell.
13. Be sure to give me all the things to do no one else wants to do whether they are work related or not. Do not give me any reduction in my current duties. Expect me to do your extra work on my own time. Do not give me more money for the extra work. What was I thinking you'd appreciate it? Be sure take the public bow for all my work.
14. Tell me all your little problems. No one else has any and it's nice to know someone is less fortunate. I especially like the story about having to pay so much in taxes on the bonus check you received for being such a good manager.
15. Wait until my yearly review and THEN tell me what my goals SHOULD have been. Give me a mediocre performance rating with a cost of living increase. I'm not here for the money, anyway
16. When I finally have enough and turn in my resignation, act surprised and say, "You can't leave." Watch me.
17. Be sure to say bad things about me after I leave and you hire 3 people to do what I was doing by myself.

TOILET FACTS

--- from bizarrenews.com ---

Sir John Harrington invented the toilet for Queen Elizabeth I after she banned him from her court for circulating smutty stories. So she allowed him to return.

The most impossible item to flush is a ping-pong ball.

The idea of separate cubicles for toilets is a relatively modern invention; the Romans, for example, sat down together in large groups.

In Victorian times, toilet seats were always made of wood: the well-to-do sat on mahogany or walnut, while the poor put up with untreated white pine.

"Psycho" was the first Hollywood film that showed a toilet flushing - thereby generating many complaints.

The town council of Cheltenham Spa once voted to replace the words Men and Women on their public toilets with Ladies and Gentlemen in order to "attract a better class of person."

An American jeweler has built the world's most expensive toilet, made of gold, diamonds, rubies and emeralds, with a mink seat - it costs \$175,000.

Before the invention of toilet paper, people used shells or stones, bunches of herbs, or, at best, a bit of sponge attached to a stick, which they rinsed with cold water.

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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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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