

AllCovered NEWS

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

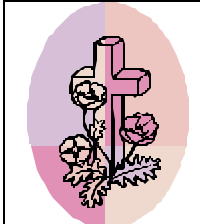
A weekly service for clients and friends of Allcovered.net and the Allen Insurance Group

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Monday, 30 May 2005 -- Edition #438

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



OFFICE CLOSING

Freedom isn't free.
Most offices in the US will be closed Monday, 30 May in observance of Memorial Day honoring military service personnel who have died.
Our US office will be closed and reopen Tuesday morning.
Our UK office is open to serve you Monday.

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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 - FOCUS ON LEADERSHIP TO RISE

--- Excerpted from an article by Richard Schenkel – link at end ---

You're in a senior position with your company. You like your job. You like the people you work with. But you are stuck. You want to move higher.

How?

Be a leader.

You know a leader when you meet one. They exude confidence. They can be found coaching football teams... or running companies.

Few leaders are born. Most are made.

Here's an eight-step program that will have you viewed as a leader by your clients and your bosses.

ONE: THINK BROADLY: You must be good at what you do... but to go higher, you need to be more than a person who's simply done what's asked of them; instead, broaden your skill set.

TWO: COMMUNICATE CLEARLY AND STRONGLY: Admire their tactics or not, leaders like Jack Welch (former head GE) and Bill Belichick (Head Coach of Super Bowl champion New England Patriots) articulate their thoughts clearly and without equivocation. That's what makes them leaders. They write and speak forcefully. It's easier to follow a person who appears certain of what he or she is saying than one who doesn't. Whether in weekly departmental meetings or on memos to senior management, write in the active voice and get to the point. Don't ramble. Time is money. Don't waste your boss' time or your client's time. Don't waste your time. Work hard, put the organization first.

THREE: SHOW CREATIVITY: New ways of doing things may scare bosses and clients, but if you can show how it will help the company... even if your idea is not taken now, you are showing that you always look for better ways of doing your work.

FOUR: ESTABLISH VISIBILITY IN YOUR INDUSTRY: Get your face and name out there. You automatically become known as an expert in your field and that goes a long way toward conferring leadership status. Attend industry events, even if you must pay your own way.

FIVE: MENTOR A LOWER-LEVEL STAFFER: Help a junior person who recently joined your company, even if the person doesn't report to you. Those around you will see that it's your nature to help a less-experienced person, and you'll be regarded as someone who's comfortable in the role of leader.

SIX: STAY POSITIVE: If you are a midlevel manager, you're expected to manage up, down and sideways... and find time to get your work done. Much of your work tends to be barely visible to people outside your organization. While your peers may show signs of stress, looking unfazed to the outside world will increase the chance that you'll be perceived as leader by bosses and clients.

SEVEN: FIND A HOME TO GROW IN: Not all companies possess a culture that fosters leadership. The challenge for you is to identify companies that do and learn when the opportunities exist to make them your home.

EIGHT: DO IT: Now comes the hard part. Converting ideas into actions is often difficult, requiring discipline and commitment. But if you already have solid technical expertise, these suggestions will enhance your chance of being perceived as a leader.

MORE: http://www.dmnews.com/cgi-bin/artprevbot.cgi?article_id=32667&dest=article

SMALL BIZ - HELPING YOU GROW

At Allcovered.net we work to help you grow your career and manage your business.

Why? Because as you grow, we grow.

With stories like this on how to grow your career...

With stories like our FOCUS on supply-chain challenges and how you can use them to get more clients (Air & Ocean Section below)... or next week's focus on protecting your business in case you must stop operating for a time...

With this newsletter each week to keep you informed...

With training, research and reference materials online just a mouse click away to help you...

With personal service only a chat, an email or phone call away...

We're here when you need us.

Ask yourself... are your current providers helping you like this?

YOU DESERVE IT – WE DELIVER IT

www.allcovered.net We have logistics All covered.

SMALL BIZ – HEALTH – MEDICAL COSTS \$12,214 PER FAMILY: The typical American family of four will use \$12,214 worth of medical products and services this year, according to a study. The family will pay about 17 percent, or \$2,035, of that cost, and health insurance would pick up the rest.

MORE: http://www.kaisernetwork.org/daily_reports/rep_index.cfm?DR_ID=30346

SMALL BIZ – LOWER INSURANCE COSTS FOR HSAs: At least five health insurers -- New York-based PerfectHealth Insurance, California-based PacifiCare Health Systems, Michigan-based American Community Mutual Insurance, Nebraska-based World Insurance and Assurant of New York -- have lowered or plan to lower premiums on health savings account products.

MORE: http://www.kaisernetwork.org/daily_reports/rep_index.cfm?DR_ID=30326

TECH BIZ - DUMP MS INTERNET EXPLORER: If you want safer web surfing, ditch IE... in latest browser tests it tied for third.

MORE: http://reviews.cnet.com/4520-3118_7-6226062-1.html?tag=nl.e724

PERSONAL BIZ – NANOTECH ENABLES SELF-CLEANING TOILET: It's true. Finally the science of the small has come up with a truly useful development. Find out when and where you can have a self-cleaning toilet, thanks to tiny science.

NANO TOILET: <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-457-1-278-261855-21731-0-0-0-1>

NANO BIZ UPDATE: <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-457-1-278-261855-21734-0-0-0-1>

EXTREME NANO.COM: <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-457-1-278-261855-21737-0-0-0-1>

TECH BIZ – NANOTECH REVOLUTION: This is just amazing. Soon tiny nanosensors and transmitters will let us see, hear, feel and smell things from across town or around the world. A phone call will be more than just voice--you'll be able to share the same experiences as if you were in the same room. The building blocks are here today, according to the same folks who invented the transistor, Bell Labs.

MORE: <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-462-1-278-261855-21902-0-0-0-1>

FOLLOW-UP – VIRUS SPEWS PROPAGANDA: As we reported last week, many of us have been getting German spam. It is the result of the "So ber" virus. (deliberately misspelled so your spam or virus filter will not delete this email). Here's how to stop it.

MORE: <http://ct.eneews.pcmag.com/rd/cts?d=184-1782-16-61-140208-196034-0-0-0-1>

FREE VIRUS SCAN - LATEST VIRUS INFO FROM ALLCOVERED: Find the latest information on computer viruses, worms, a free virus scan and links to anti-virus software. Go to www.allcovered.net. Click on "Internet Links." Allcovered.net – We have logistics allcovered.

US ECONOMY – GDP UP 3.5%:

MORE: http://news.yahoo.com/s/afp/20050526/bs_afp/useconomy

TRUCKING – STRONG FREIGHT MARKET FOR YEARS

Expect plenty of freight in the coming years, but no relief from costly fuel or the driver shortage.

Freight has slacked a little, “but when we get back to the fall freight season, it’s going to be very tight again,” says Bob Costello, chief economist for the American Trucking Associations.

Reports that US manufacturing is dying because production is moving out of the country are misleading because they look only at jobs. Technology gains allowed US manufacturers to increase production by 60% during the 1990s, yet the manufacturing work force dropped 1%.

“US manufacturers are going to continue to produce more... more to be hauled in trucks. What they’re not going to do is create jobs.”

--- TONNAGE UP AND UP ---

For-hire truck tonnage grew 5.7% in 2004, the biggest increase since 1998.

For-hire fleets are more efficient than private fleets. “They haul 52% of the tonnage with 40% of the trucks.”

Less-than-truckload has seen the strongest increase in freight volumes, 16.4%, based on year-to-date figures through March versus a year ago.

During the same period there have been “unprecedented increases in average revenue per mile,” Costello said. Truckload revenue per mile is up 13.3%. LTL revenue per ton is up 7.7%.

--- CHALLENGES ---

Working against capacity are the inability of startup carriers to quickly assume the roles played by larger carriers that failed during the recession, loss of productivity from hours-of-service changes, a tight lending market, and the lack of drivers.

Large truckload carrier turnover averaged 121% during 2004 and 136% in the fourth quarter, both record levels. Even though much of the turnover is churn within the industry, the long-term prospect for the driver pool is not good.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=47516>

TRUCKING – ATA SEES NO END TO DRIVER SHORTAGE: The American Trucking Associations says the industry is short 20,000 drivers and it will get worse.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21258>

TRUCKING – PAY HIKES NOT ENOUGH TO KEEP DRIVERS

Driver turnover is running more than 120% as noted in the story above (Strong Freight Market).

It costs the average trucking company between \$3,800 and \$7,700 to replace a driver counting recruiting, training, time for learning, and lost business.

Common sense says it is cheaper to keep good drivers than constantly recruit new ones.

But raising driver pay won’t solve the recruitment and retention problems that plague the industry, say panelists at the Randall Trucking Spring Symposium.

There is a lot more to it than money,” says Kevin Burch, president of Jet Express. Mentoring programs and personal attention help companies retain drivers.

Employers must remember that truckers are people, too, says Paul Williams, president of Wooster Motor Ways, which has a relatively low turnover rate, around 31%.

Wooster gives drivers one day off every quarter to spend with their families, provides a \$500 savings bond for their kids, and pays for drivers’ cell phones so they can stay in touch with their loved ones, Williams said. Wooster also holds a four-day orientation to fully explain to new drivers the business of trucking.

Exit interviews are important. Marten Transport stresses the importance of exit interviews, to learn what made the driver unsatisfied with the company, said Jill Larson, recruiting director.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=47534>

TRUCKING – BENEFITS CAN BE A KEY AT LITTLE COST

The industry will be short 20,000 drivers this year. That means more companies will be chasing your best drivers. How do you keep them?

Good benefits... from Occupational Accident coverage for Owner Operators to Passenger Policies that protect your company and the passengers... from access to good Medical benefits to a Retirement program...

All these and more can help you recruit and retain good drivers... at little cost to the trucking company. These can be added benefits available to drivers they purchase through you.

How? Find out more. CALL the Allen Insurance Group today – 800.922.5536 Toll Free in the US.

TRUCKING – DELAYS COST TRUCKERS \$72.65 PER HOUR: Delays and traffic jams have tripled in 20 years. Why? There is 40% more traffic on only 1% more highway lanes. The cost of delays is valued at \$72.65 per truck hour, \$13.75 per person hour.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=47489>

TRUCKING – THEFT-DETERRENT & TRACKING COMBO FOR TRUCKS: See “Security” Section

TRUCKING – ATA & TEAMSTERS CRITICAL OF HAZMAT CHECKS

The Transportation Security Administration should perform only name-based driver checks until a coordinated nationwide security credential program is in place. That's what the American Trucking Associations told a US House subcommittee.

A unified check system database would save time and money and not force carriers to go through multiple state and local check programs according to Dan England, CEO of C.R. England.

The same day as England's testimony, the House subcommittee on highways, transit and pipelines heard criticism of the background checks from the Teamsters union. The increased costs are unfair to drivers, and the new qualifications will make it difficult, if not impossible, to qualify enough drivers to haul America's hazmat loads, said Teamsters official Scott Madar.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=47490>

TRUCKING – OWNER-OPERATORS PAY MOST PER MILE

Owner-operators reported the highest per-mile maintenance expenses and production/distribution fleets the lowest, according to a Heavy Duty Manufacturers Association study.

Owner-operators averaged 25 cents per mile.

Construction fleets 20 cents per mile.

Production/distribution fleets averaged only 12 cents per mile.

Owner-operators lack the economies of scale enjoyed by larger fleets, said Frank Hampshire, the association's research director.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=47487>

TRUCKING – DIESEL DOWN BUT STILL HIGHER THAN GAS: Weekly retail on-highway diesel prices fell for the fifth straight week, according to the Energy Information Agency of the US Department of Energy. The US national average price of a gallon of diesel was \$2.156, down 3.3 cents from the previous week.

MORE: <http://www.thetrucker.com/showstory.aspx?id=9659>

MORE: <http://www.etrucker.com/apps/news/article.asp?id=47520>

TRUCKING – KENWORTH'S 360-DEGREE TOUR: Kenworth Truck Company has introduced a 360-degree tour to showcase the interior of its new 2006 Model T600, T800, W900 and C500 Class 8 trucks.

LINK: www.kenworth.com

MORE: <http://www.thetrucker.com/showstory.aspx?id=9651>

SECURITY – INVESTIGATORS FAULT US PORT SECURITY

Government programs aimed at keeping weapons of mass destruction from entering US ports are flawed and could actually be counterproductive.

Reports by the Government Accountability Office, Congress' investigative arm, faulted both the Customs-Trade Partnership Against Terrorism, or C-TPAT, and the Container Security Initiative, or CSI.

C-TPAT allows international shippers to get quicker clearance through customs in exchange for voluntary security measures. But GAO says US Customs & Border Protection's vetting process is not thorough enough. It found that only 10% of the certified members had been validated through an actual physical inspection by the agency; the rest had been certified by paperwork applications.

CSI posts US customs inspectors in foreign ports to look for suspicious cargo, which they then refer to the host country for further inspection. But GAO found 35% of shipments from these ports were not subject to inspection, and concluded the program lacked minimal technical requirements for inspection.

– MAJOR FINDING –

Only 17.5% of high-risk cargo from these ports was inspected overseas.

MORE: <http://www.montereyherald.com/mld/montereyherald/news/politics/11736361.htm>

SECURITY – PREPARING FOR THE WORST

What would happen if a rogue ship, teeming with terrorists armed with weapons of mass destruction, were to barrel into the nation's busiest port complex?

What would police, firefighters, military personnel and federal agents do if a bomb was detonated on a bridge, or the waterways in the Ports of Long Beach and Los Angeles were littered with mines?

Those were among the questions posed during last week's Lead Shield/Rogue Exercise, a US Coast Guard and Naval operation designed to train federal authorities and local first responders on what to do in the event of a terrorist attack at the ports.

"We had 24 different agencies, 250 people, that in very short order became a smooth working team," Vice Admiral Harvey Johnson, commander of the Coast Guard Pacific Area, told a group of incident commanders. "Unity of effort was among our primary objectives ... and it was achieved with astounding success."

Simulations ran the gamut: from drills for the Navy's Mammal Dive team which includes human and dolphin divers who find and dismantle mines to a "full air assault" by helicopters on ground units.

As soon as incident commanders would get a handle on a theoretical threat, "white cell" team leaders would dream up a new problem for them to tackle.

– NEXT –

It didn't take long to shut down the area and evacuate people, or even figure out where to tow a powerful mine if one were found in the port complex.

But determining when it would be safe for business to return to usual was another matter entirely, officials said. "I don't think we have that answer yet," Johnson admitted.

Officials from major ports across the US were on hand to watch, listen and learn.

MORE: <http://www.presstelegram.com/Stories/0,1413,204~21474~2886094,00.html>

SECURITY – INTERNATIONAL SECURITY STANDARDS SOUGHT: US Customs and Border Protection and the World Customs Organization say as many as three dozen countries may be prepared to quickly endorse and implement a common set of global cargo security standards and simplified customs procedures at WCO's annual meeting next month in Brussels. CBP Commissioner Robert Bonner says it is important that two or three dozen countries sign up to implement the framework principles in order to quickly achieve a "critical mass" of countries that count on each other to conduct inspections, share similar cargo-related data and vet the supply chain security practices of companies in a reciprocal manner.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21241>

SECURITY – THEFT-DETERRENT & TRACKING COMBO FOR TRUCKS

The trucking industry will gain a one-two punch to help protect its cargo and the public at-large.

International Truck and Engine Corporation, a truck manufacturer, is offering factory-installed electronic theft-deterrent and tracking systems for medium and heavy trucks.

Called the "International(R) Aware(TM) Vehicle Intelligence" system tracks trucks anywhere in the country.

A truck can be started, but an access code must be entered within seven seconds or the engine will shut down. If the code is entered incorrectly too many times, it can be programmed to send an alert to the cell phone of a fleet manager or other official.

In addition, authorized individuals can monitor trucks in real-time through a password-protected Internet connection. The system tracks the truck's exact location, direction of travel and even how fast it is going.

Companies can set up a "geofence," a virtual electronic boundary on a map where trucks should not cross. If a truck crossed that imaginary line, an alert instantly would be relayed to designated officials to inform them that a truck is out of its normal boundary.

This also works for highway tractors that veer off course on an Interstate highway. If a truck appears to be taking a different or a suspicious route, the geofence can alert a fleet manager who can investigate further to see if it is a troublesome situation or a matter of a detour due to road construction.

"Customers will see its impact on their bottom line because it helps reduce fuel and inventory costs, maximizes available revenue opportunities, and improves the overall return on investment of their trucks and truck equipment," says an International spokesman.

MORE: <http://www.telematicsjournal.com/printnewsfeed.jsp?id=3311>

SECURITY – C-TPAT NOT ENOUGH: The US government's strategy of using risk management techniques and intelligence to target containers and commercial trucks entering the country for inspection works well for detecting drugs or migrants, but not so well when the contraband is a nuclear bomb or radioactive explosive device, according to security expert Stephen Flynn. The difference is that revenue-producing smuggling operations are ongoing criminal conspiracies, whereas a terrorist only has to smuggle a weapon of mass destruction one time to be successful. That means that the government cannot assume that trusted shippers in the Customs-Trade Partnership Against Terrorism who have demonstrated a commitment to implement strong internal security controls throughout their supply chain are low-risk and their shipments given less scrutiny because they are terrorist free.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21225>

SECURITY – JAWAHARLAL NEHRU TO JOIN CSI: India's Port of Jawaharlal Nehru is expected to become the first port in the India sub-continent to join US Customs' Container Security Initiative. Under CSI US Customs inspectors are posted at foreign ports to check cargo bound for the US.

MORE: <http://www.joc.com/20050524/sections/ocean/w35875.asp>

SECURITY – FEES AT VIRGINIA PORTS: The Virginia Port Authority announced that, effective July 1, it will begin assessing a security surcharge on cargo moving through the Port of Virginia. Rates will be \$2 per container and 10 cents per short ton for breakbulk cargo.

MORE: <http://www.joc.com/20050527/sections/ocean/w34758.asp>

FOCUS – SUPPLY CHAIN CAN EAT COST SAVINGS

--- FORWARDERS: USE THIS TO MARKET ---

It's not just about cheap production overseas and cheap freight to market. Key is overall profit.

Freight forwarders who can teach shippers how to manage the total cost of production and supply chains across international borders for the best corporate economic performance have the best chance of surviving the coming increase in competition from large international forwarders.

Too late many companies learn the complex realities of managing and financing a global supply chain can erode any profit gains obtained through outsourced lower product costs.

According to "New Strategies for Global Trade Management," from Aberdeen Group 91% of business that source and sell goods internationally absorb unexpectedly higher costs because of longer lead times, variability, and a lack of visibility.

One of the biggest challenges for companies is keeping global supply chains operating consistently, while ensuring that the cost of logistics and the expense of financing longer supply lines do not overwhelm the anticipated savings... cost more than their outsourced production savings.

--- SO WHAT? -- OPENING FOR EXPERTISE ---

If you can help international shippers manage their supply chain for the most total profit throughout their enterprise, they win, you win.

It is not finding the cheapest source of supply for goods... then the cheapest source of freight.

It is finding the most cost-effective method of adding to the bottom line by including the cost of capital tied up in inventory during international transits, the cost of delays versus higher freight costs for expedited deliveries and much more.

--- WHERE WE ARE ---

"Today's cross-border supply chains are strapped together with disconnected, manual processes. They are buffeted by high supply chain unpredictability and continually evolving regulatory demands. Making matters worse, we found that more than half of companies do not even measure their global trade performance. Most also lack the technology to help them do so," says Beth Enslow, Aberdeen's vice president of enterprise research and author of the report.

--- CHALLENGES ---

- + Long and uncertain lead times inhibit a company's ability to respond to market demands and adequately fill orders on a timely basis.
- + Projected product cost savings were absorbed by unanticipated, higher costs from operating longer and more complex supply chains.
- + Added cost of keeping more inventory to meet supply chain interruptions ate expected savings.
- + Companies with poor global trade management processes suffered from longer and more unpredictable lead times, supplier failures, cost overruns, slower cash flow, lower profits and less satisfied customers.

--- MARKET YOUR EXPERTISE ---

Forwarders that can deliver on time and keep shippers informed seamlessly will win.

Several companies reported reducing delayed shipments by more than 25%, documentation issues by more than 40%, and total landed cost by more than 25%.

You put money to their bottom line... and locks you in with a new client.

MORE: <http://www.frontlinetoday.com/frontline/article/articleDetail.jsp?id=162948>

OCEAN – US APRIL ASIAN IMPORT GROWTH MODEST: US imports from Asia increased modestly in April. Long Beach throughput rose 19.3% compared to the same month a year ago. Volume through Los Angeles, the largest US gateway for Asian cargo, declined 3.2%.

MORE: <http://www.joc.com/lede/20050524/sections/ocean/w30357.asp>

OCEAN – TIGHT TRANS-PAC CAPACITY: Port congestion, draft restrictions and the need to reduce empty containers will create a tighter market in the trans-Pacific container trades than capacity growth projections would imply according to Philip Connors of Maersk. Connors sees a 9% increase in capacity. Cargo volume is expected to increase 13%... and make 2005 potentially tighter than 2004.

MORE: <http://www.joc.com/20050525/sections/ocean/w92490.asp>

OCEAN – THERE IS ENOUGH SO-CAL PORT LABOR: The Port of Los Angeles-Long Beach should have enough dock workers for the busy peak season, but the Pacific Northwest may not given the strong cargo growth in Seattle-Tacoma according to International Longshore and Warehouse Union President Jim Spinosa. The ILWU and the Pacific Maritime Association have added 10,000 casuals in Southern California since a labor shortage crippled the port complex last summer. The union and employers' group have also trained and promoted about 2,000 part-time workers, known as casuals, to registered status.
MORE: <http://www.joc.com/20050524/sections/ocean/w42041.asp>

OCEAN – SHIPPERS WANT BETTER BOX TRANSPORT: The nation's largest shippers have joined ports, steamship lines and truckers in calling for operational improvements at marine terminals and the expansion of rail and highway connectors at container ports in order to accommodate the explosive growth in cargo volumes that will occur over the next 15 years.
MORE: <http://www.joc.com/20050526/sections/ocean/w57294.asp>

OCEAN – USSEC HIKES RATES: The US South Europe Conference is sticking by the previously announced general tariff rate increases that take effect July 1. Tariffs for dry containers and reefers will go up by \$160 per TEU and \$200 for FEUs and 45-foot containers on westbound voyages.
MORE: <http://www.joc.com/lede/20050525/sections/ocean/w46739.asp>
MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21268>

OCEAN – CKYH STUDIES MORE EAST COAST CALLS: COSCO Container Lines and its alliance partners -- "K" Line, Hanjin Shipping and Yang Ming -- are discussing a plan to launch another all-water Asia/Panama/US East Coast container service this fall.
MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21270>

OCEAN – HANJIN DOUBLES ASIA-MED CALLS: Hanjin Shipping will double its Asia-Mediterranean services by November.
MORE: <http://www.joc.com/20050526/sections/ocean/w42021.asp>

OCEAN – HOLLAND MAAS RAISES EU CARIB FREQUENCY: Holland Maas Container Line, a Dutch carrier, will raise the frequency of its North Europe/Canary Islands/Caribbean container service from every 10-12 days to weekly in July with the introduction of a fourth vessel.
MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21229>

OCEAN – TRUCKERS BLOCK OAKLAND OVER SPACES: Trucks jammed downtown Oakland, California streets in a noisy protest of a Port of Oakland plan that will take away sorely needed parking spots near the docks.
MORE: http://www.insidebayarea.com/dailyreview/localnews/ci_2754999

OCEAN – LONG WAIT FOR NEW PANAMA LOCKS: Construction of new locks for the Panama Canal would significantly increase vessel capacity, but even with necessary approvals, would still take about 10 years to complete, according to Manuel Benitez, director of industrial services for the Panama Canal Authority. Approval is expected by early 2006 and construction would take up to seven years at a cost estimated between \$3 billion to \$6 billion. The Panama Canal currently operates at 93% of capacity.
MORE: <http://www.joc.com/20050525/sections/ocean/w5244.asp>

AIR – UPS & PILOTS TALKS UNCERTAIN: United Parcel Service and its pilots union are unlikely to resolve their 31 month contract dispute during a round of federally supervised mediation. UPS says it will ask for more talks. The union says it is disappointed with recent talks. UPS' 2,500 pilots have voted almost unanimously to authorize a strike if there is no progress soon. If either side rejects arbitration, a 30 day "cooling-off period" would go into effect before a work stoppage became a possibility. "It would be very dangerous for the national economy if a company that handles roughly 6% of the world's GDP stopped carrying packages," says Jim Corridore, an analyst with Standard & Poor's.
MORE: <http://news.airwise.com/story/view/1117099165.html>

AIR – NORTHWEST SAID PREPARING FOR MECHANICS STRIKE --- TOP US CARGO AIRLINE PREPPING ---

The union negotiating a deal for mechanics at Northwest Airlines said says the carrier is seeking temporary mechanics to hire in the event of a strike.

Northwest told the union that it is bracing for a possible strike even though the Aircraft Mechanics Fraternal Association has issued no such threat, according to union representatives.

Northwest outsources most of its Asia-Pacific aircraft maintenance. It now proposes eliminating 2,031 of its remaining mechanics jobs and cutting pay 26% for the remaining 2,381 according to the union.

Northwest declined to confirm that it was lining up replacement labor, but in a statement alluded to contingency plans.

"Northwest's goal is to resolve labor negotiations through a voluntary consensual agreement," the carrier said. "In order to ensure smooth operations should those efforts fail, however, Northwest has developed contingency plans to be prepared for any eventuality."

An aviation industry job recruitment firm posted an advertisement online for "a major commercial airline in Minneapolis" seeking mechanics with heavy commercial aircraft experience for \$32 an hour and medical insurance, paid housing and a \$2,000 bonus

MORE: <http://news.airwise.com/story/view/1116975360.html>

MORE: http://pacific.bizjournals.com/pacific/stories/2005/05/23/daily27.html?jst=b_in_hl

AIR – JUDGE DELAYS UNITED STRIKE RULING TO NEXT WEEK: United Airlines' labor situation remains in limbo as a federal judge declined to rule on a threatened strike by the carrier's baggage handlers and customer-service agents until after their contract standoff is resolved. US District Judge James Zagel put off until June 7 a decision on the machinists union's request for a temporary restraining order that would have barred United from trying to impede a strike. Both sides say the biggest remaining obstacle to a settlement is over a pension plan to replace the defined-benefits fund the company is terminating. The company wants the money put into an investment-based 401(k) savings plan, while the union proposes it go in the IAM's own pension plan.

MORE: <http://abcnews.go.com/Business/wireStory?id=794825>

AIR – NWA DECLARES TALKS DEADLOCK: Northwest says talks with mechanics are at an impasse.

MORE: <http://news.airwise.com/story/view/1117151235.html>

AIR – IATA SEES SLOWER CARGO GROWTH: Worldwide air freight traffic continued to grow below trend in April, with a 5.3% year-on-year increase in freight-ton kilometers. "Slower cargo growth... reflects a general slowdown in global economic activity," says Giovanni Bisignani, head of IATA.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21263>

AIR – AIR CANADA HIKES SHANGHAI CARGO FLIGHTS: Air Canada plans to introduce a freighter service between Toronto and Calgary as it increases its Canada/China cargo flights from three to five times per week, effective 20 June.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=21260>

AIR – BOEING LAUNCHES 777-F: On the strength of an order for five units plus three options from Air France, Boeing has formally launched the 777 Freighter proposed last fall. The first 777F will be delivered to AF in the fourth quarter of 2008. The 777F will be capable of flying 4,965 nm. (9,195 km.) with a payload of 229,000 lb. (103 tonnes).

MORE: <http://www.atwonline.com/news/story.html?storyID=1132>

MORE: <http://www.reuters.com/newsArticle.jhtml?type=businessNews&storyID=8584436>

AIR – AIRBUS A350-800 COMING SOONER: The "All-new" A350-800 could take to the skies in mid-2010 and the dash 900 at the end of 2010 according to the head of A330/A340/A350 Program Olivier Andries. The A350 is aimed at Boeing's new 787. "Thus the A350 will be delivered within two years of the 787-8 and before the 787-9 EIS."

MORE: <http://www.atwonline.com/news/other.html?issueDate=5%2F23%2F2005>

AIR – NEW RUNWAY TO CUT ATLANTA DELAYS 50%: If you are moving air cargo through Atlanta, or flying through it, it should be good news. When the Atlanta airport's fifth runway opens in May 2006 delays at the busiest passenger airport in the world are expected to drop by as much as 50%. Atlanta is at full capacity with nearly 3,000 daily arrivals and departures. In ideal weather the airport can handle about 100 arriving and departing flights per hour. In bad weather that drops to 70. FAA officials project with the new runway Hartsfield will be able to handle 130 arrivals per hour no matter the weather.
MORE: http://www.bizjournals.com/industries/travel/airlines_airports/2005/05/23/atlanta_story8.html?f=et184

AIR – SHENZHEN AIRLINES BOUGHT PRIVATELY: Two privately run firms outbid flag carrier Air China for control of Shenzhen Airlines with a joint offer of 2.72 billion yuan (USD\$328.5 million). Air China, which industry insiders had considered the front runner in the bidding, lost out to Yi Yang Group and Hui Run Investments. Shenzhen Airlines operates 27 Boeing 737s and plans to expand its fleet to 100 planes over the next five years.
MORE: <http://news.airwise.com/story/view/1116849518.html>

TRAINING FROM ALLCOVERED

The stakes are a lot larger post-9/11. If you move freight, you have to wonder how can you protect yourself without spending a fortune?

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CLICK: "Video Training"

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www.allcovered.net We have logistics ALLCOVERED

TRADE – CHINA TRADE TO JUMP 50% IN 5 YEARS

The volume of cargo passing through China's ports every year is expected to rise by more than 50% in the next five years. China's Communications Minister Zhang Chunxian, speaking at a conference in Shanghai, said total cargo volume would rise to 6.1 billion tons a year by 2010. The number of shipping containers passing through the country's ports will rise to 140 million TEUs, or 20-foot equivalent units, by 2010, up from 61.5 million last year.

The amount of cargo handled by China's ports jumped 21.3% last year.

Shanghai, mainland China's biggest port, overtook Rotterdam in the Netherlands last year as the top overall cargo handling port. Shanghai was third overall in handling shipping containers, with 11 million TEUs, behind Hong Kong, with more than 20 million TEUs, and Singapore, with about 19 million TEUs.

China aims to become the leading global shipbuilder by 2015.

MORE: <http://news.moneycentral.msn.com/printarticle.asp?Feed=AP&Date=20050524&ID=4838252>

TRADE – CHINA HAS FIVE OF WORLD'S TOP TEN PORTS: China has eight 100-million-tonnage ports, accounting for half of the world's ten largest ports. In 2004, the shipping capacity of containers in China's ports stood at 616 million standardizing boxes, ranking the world's top.

MORE: http://english.peopledaily.com.cn/200505/24/eng20050524_186529.html

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

SURVIVOR – “STATE-STYLE”

A recent Zogby poll asked "If the U.S. were the TV show 'Survivor', which state would you vote off?" Here are the--rather unexpected--results.

21% voted to kick California out.

20% wanted to lose Texas.

12% thought Massachusetts should go.

7% wouldn't mind Florida to get the boot.

And 5% each would like New York and Mississippi to be history.

WHO MAKES A DIFFERENCE IN YOUR LIFE?

A teacher in New York decided to honor each of her seniors in high school by telling them the difference they each made. She called each student to the front of the class, one at a time. First she told each of them how they made a difference to her and to the class.

Then she presented each of them with a blue ribbon imprinted with gold letters, which read, "Who I Am Makes A Difference."

Afterwards the teacher decided to do a class project to see what kind of impact recognition would have on the community. She gave each of the students three more ribbons and instructed them to go out and spread this acknowledgment ceremony.

Then they were to follow up on the results, see who honored whom and report back to the class in about a week.

One of the boys in the class went to a junior executive in a nearby company and honored him for helping him with his career planning. He gave him a blue ribbon and put it on his shirt. Then he gave him the two extra ribbons and said, "We're doing a class project on recognition, and we'd like you to go out, find somebody to honor, give them a blue ribbon, then give them the extra blue ribbon so they can acknowledge a third person to keep this acknowledgment ceremony going. Then please report back to me and tell me what happened.

Later that day the junior executive went to see his boss... Who had been noted as being kind of a grouchy fellow. He sat his boss down and he told him that he deeply admired him for being a creative genius. The boss seemed very surprised. The junior executive asked him if he would accept the gift of the blue ribbon and would he give him permission to put it on him. His surprised boss said, "Well sure." The junior executive took the blue ribbon and placed it right on his boss's jacket above his heart.

As he gave him the last extra ribbon, he said, "Would you do me a favor? Would you take this extra ribbon and pass it on by honoring somebody else?"

The young boy who first gave me the ribbons is doing a project in school and he wants to keep this recognition ceremony going and find out how it affects people."

That night the boss came home to his 14-year old son and sat him down. He said, "The most incredible thing happened to me today. I was in my office and one of the junior executives came in and told me he admired me and gave me a blue ribbon for being a creative genius. Imagine, he thinks I'm a creative genius. Then he put this blue ribbon that says "Who I Am Makes A Difference" on my jacket above my heart. He gave me an extra ribbon and asked me to find somebody else to honor.

As I was driving home tonight, I started thinking about whom I would honor with this ribbon and I thought about you. I want to honor you. My days are really hectic and when I come home I don't pay a lot of attention to you. Sometimes I scream at you for not getting good enough grades in school and for your bedroom being a mess, but somehow tonight, I just wanted to sit here and, well, just let you know that you do make a difference to me. Besides your mother, you are the most important person in my life. You're a great kid and I love you!"

The startled boy started to sob and sob, and he wouldn't stop crying.

His whole body shook. He looked up at his father and said through his tears, "Dad, earlier tonight I sat in my room and wrote a letter to you and Mom explaining why I killed myself and asking you to forgive me.

I was going to commit suicide tonight after you were asleep.

I just didn't think you cared at all. The letter is upstairs. I don't think I need it after all."

His Father walked upstairs and found a heartfelt letter full of anguish and pain.

The envelope was addressed, "Mom and Dad."

The boss went back to work a changed man. He was no longer a grouch but made sure to let all his employees know that they made a difference. The junior executive helped several other young people with career planning and never forgot to let them know that they made a difference in his life... one being the boss's son. And the young boy and his classmates learned a valuable lesson.

Who you are DOES make a difference.

NOTE: This was sent to Allcovered News by a reader. We do not know if the story above is true... but even if it is not true it holds a huge lesson for us all.

You are under no obligation to send this on to anyone... not to two people or to two hundred people.

If you want, you can send it to all of the people who mean something to you, or send it to the one, two, or three people who mean the most.

Or just smile and know that someone thinks that you are important, or you wouldn't have received this in the first place.

Please remember that Allcovered.net gave you a blue ribbon.

You are important to us.

Your trust... Your business... makes us.

We consider ourselves some of the luckiest people in the world because you are the reason all of us here look forward to going to work in the morning. Not many people can say they look forward to going to work. It is people like you that make us enjoy what we do.

Without you, we are nothing.

That, we never forget.

Thank you... for your business... for your friendship.

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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Air Transport World = <http://www.atwonline.com>

AirWise = <http://news.airwise.com/index.html>

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>

Trucking Info = <http://www.truckinginfo.com>

The Trucker = <http://www.thetrucker.com>

eTrucker = <http://www.etrucker.com>

Yahoo Business News = <http://news.yahoo.com/news?tmpl=index&cid=749>

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