

AllCovered NEWS

Copyright 2006
ALL RIGHTS RESERVED

HIGHLIGHTS TO HELP YOU THIS WEEK

- Prospecting For More Sales
- FOCUS – 2006 Air Cargo Outlook
- EU Dockworkers Strike Today

Monday, 16 January 2006 -- Edition #471

AllCovered-NEWS is sent free via email to over 13,000 and all who request it designed to display as html or plain text as your email software requires

Allcovered.net – PO Box 1439 – 304 MLK Jr Dr – Fort Valley, GA 31030 USA – Voice: +1.478.825.5566

DETAILED CONTENTS THIS WEEK

SMALL BUSINESS:

Prospecting For More Sales
Embracing New Health Plans

TRUCKING:

Trucking Called A "Top Job"

SECURITY:

Looking Inside the Box
Aussies to Eye Asian Security

OCEAN & AIR FORWARDING:

FOCUS: 2006 Air Cargo Outlook
EU Dock Strike Today
Truck & Rail Rates Up

JUST FOR FUN:

New Proverbs

NEXT WEEK

Are You Selling Dumb or Selling Smart?
In-Depth: Truck Driver Shortage

Links to source stories at end of excerpts

©2006 Allcovered
All Rights Reserved

CONTACT US

Allcovered.net
PO Box 1439
304 MLK Jr Dr
Fort Valley, GA
31030 USA
Voice:
+1.478.825.5566

AllCovered News

Information to help you to manage and grow your logistics business.

Free from Allcovered.net ... We have logistics Allcovered

Trouble viewing this? See this & past issues online in PDF format at:

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

>> SMALL BUSINESS SECTION <<



SMALL BIZ – PROSPECTING FOR MORE SALES

Prospecting can be much like going to the health club. It's something that you know is good for you and will produce excellent and predictable results, yet it's something that most salespeople seem to avoid.

Paul Goldner, author and consultant in sales and technology, has developed the 10 Commandments of Prospecting. Follow this formula for prospecting and selling success, and watch your client-base soar:

ONE: SET AN HOUR A DAY

Make an appointment with yourself to prospect for one hour each day. Prospecting requires discipline. Prospecting should be treated with the same priority level as a meeting with a client, prospect, or your boss.

TWO: MAKE LOTS OF CALLS

Make as many calls as possible. The more calls you make, the better chance you have of converting them to clients.

THREE: MAKE CALLS BRIEF

Make your calls brief. The objective of a prospecting call is solely to get the appointment.

FOUR: HAVE A LIST OF NAMES

Be prepared with a list of names before you call.

Being unprepared will force you to devote much, if not all, of your prospecting hour finding the names you need.

Try to have a one-month supply of names on hand at all times.

FIVE: NO INTERRUPTIONS

Work without interruption. Do not take calls or entertain meetings during your prospecting time. As with any repetitive task, the more you repeat the task during a contiguous block of time, the better you become.

SIX: CALL AT "OFF-HOURS"

Consider prospecting during off-peak hours.

It makes more sense to work smarter than harder.

If your prospects aren't available at the time you are prospecting, set aside time after traditional work hours to contact them.

SEVEN: VARY CALL TIMES

Vary your call times. If you cannot get through at a certain time, learn from your lack of success and call the prospect at other times during the day or on other days.

EIGHT: BE ORGANIZED

Be organized. A computerized contact system allows you to record details about each prospect, follow-up times, and contact information for each prospect.

Great notes are the key to building rapport and gaining the competitive advantage.

Email:
mike.miller@allcovered.net
john.larrard@allcovered.net

NINE: START AT THE END

See the end before you begin.

Establish a goal and then develop a plan to reach that goal.

For more on setting your goal see: "How to Focus Your Sales Efforts" at:

http://www.allcovered.net/AC-OM-Training_Sales.html

TEN: DON'T STOP

Don't stop. Persistence is the key virtue to selling success.

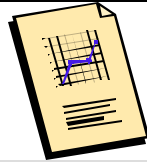
If you are persistent and polite, while constantly trying to earn the right to advance, you will notice a change in attitude among your customers and prospects.

They will begin to admire your persistence.

You will get the appointment.

MORE: See 21 more useful sets of sales and marketing tips at:

http://www.allcovered.net/AC-OM-Training_Sales_Main.html



MARKETING & SALES HELP

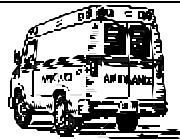
Allcovered has many Marketing and Sales tools to help you grow your business. See "Training & Help" link, or:

GO TO: http://www.allcovered.net/AC-OM-Training_Sales_Main.html

YOU DESERVE IT – WE DELIVER IT

Work with a provider that helps you grow... try us with 5% of your business.

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



SMALL BIZ – HEALTH – EMPLOYERS & INSURERS EMBRACE NEW HEALTH PLANS

--- Excerpted from in-depth article – link at end ---

While rate increases for health-care insurance slowed last year, employers are still scrambling to find new ways to control such expenses.

16-cents of every dollar in the US is spent on health care (see link next story).

The solution being embraced by most businesses is making employees more responsible for their health-care spending and utilization through vehicles such as consumer-directed health plans and disease management programs.

Organizations that had the most success use tools such as health-risk assessments, wellness programs, employee education programs and systems that track employees' health-related behavior changes in order to control their premium increases.

"You can only increase employee contributions and co-pays so much until you get to the point of diminishing returns," says Gordon St. John of Bulk Consultants.

Employers who want to control increases in health benefit costs need to engage in long-term planning and embrace initiatives such as providing incentives for employees to adopt healthy lifestyles.

A key tactic employers use to lower their 2005 cost increase was cost-shifting -- but not by increasing employees' monthly premium payments.

Instead, employers increased employee cost-sharing at the point of service through higher co-payments and deductibles.

"This signals their preference for keeping the cost of the plan down for all employees by shifting costs to those who use it most," says one consultant

Consumer-Directed Plans (CDHPs)

CDHPs include a high-deductible -- a portion of which is typically covered by an employer-funded account -- that a person must pay out of pocket before his expenses are covered under a traditional managed-care plan. The deal, which allows people to carry forward any unused funds for future medical expenses, encourages consumers to be more selective purchasers of health-care services.

Care Management Programs

Care management programs identify high-cost individuals, such as those with chronic diseases, and help them better manage their illnesses by coordinating the medical services they receive among various health-care providers. Such programs are designed to eliminate unnecessary care or the duplication of service.

2005

Costs Increased 6.1%
Average Cost \$7.089 per Employee

2006

Projected Increase 6.7%

SOURCE: Mercer Human Resource Consulting

MORE: http://www.bizjournals.com/industries/health_care/health_insurance/2006/01/02/philadelphia_focus10.html?et=162&hbxe=ver

HEALTH BIZ – RECORD COSTS FOR HEALTH CARE: Rising health care costs, already threatening many basic industries, now consume 16% of America's economic output -- the highest proportion ever.

MORE: <http://tinyurl.com/bqwa4>

TECH BIZ – SYMANTEC (NORTON) MAKES YOU VULNERABLE TO ATTACK: From the "What Were They Thinking?" Department... Software known as "root kits" is bad. Period. Root Kits open your computer to attack. Sony had root kits on some of its music CDs and once people learned about it, the world went nuts. So why is Symantec, supposedly the purveyor of all that is safe and clean, using the same technology? We don't know either, but they are, and you are at risk if you use their software.

MORE: <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-600-1-278-261855-30608-0-0-0-1>

>>>> TRUCKING SECTION <<<<



TRUCKING – 18TH ON LIST OF TOP 2006 JOBS

Careerbuilder.com, a national job bank, ranks heavy-duty truck driving Number 18 on its list of the top 25 jobs for 2006.

NOTE: Next week Allcovered News will focus on the driver shortage and ways to find and keep good drivers.

It's no secret to anyone in the freight business, the long-haul, heavy-duty truck transportation industry in the United States currently is experiencing a national shortage of 20,000 truck drivers.

"The Forecast" from the American Trucking Associations, a report on the present and future of the long-haul truck driver pool, predicts the shortage of long-haul truck drivers will increase to 111,000 by 2014 if current demographic trends stay their course and if the overall labor force continues to grow at a slower pace.

If current demographic trends continue, the supply of new long-haul heavy truck drivers will grow at an annual rate of just 1.6% in the next decade. But Global Insight, an economic consulting firm, predicts over the next 10 years, economic growth will generate a need for a 2.2% average annual increase in long-haul heavy truck drivers, or 320,000 jobs overall.

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=55988

TRUCKING – FREIGHT INDEX DROPS: The Transportation Services Index for freight was 111.3 in October, down 0.4% from September, according to the US Department of Transportation reported.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=51161>

TRUCKING – FAKED LOG BOOKS COST \$50,000 FINE: The former owners and a former driver for a Wilber, Nebraska trucking company have been fined a total of \$50,000 in a logbook falsification case.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=51127>

TRUCKING – RAIL & TRUCK RATES UP: See "Air & Ocean" section.

>>>> SECURITY SECTION <<<<

SECURITY – LOOKING INSIDE THE BOX

The weapons seizure was modest: 37 revolvers, 1,280 rounds of ammunition and one silencer. But its discovery at a port halfway around the world last May packed a big punch. Port inspectors in Bombay, India, found the cache at the bottom of a barrel of waste grease

inside a cargo container.

The new system uses high-energy X-ray and thermal-neutron scanners that can see 98% of what is inside a cargo container, compared with the ability to see 40% before. Even more sophisticated equipment is being tested that will be able to tell the difference between table sugar and sand, and between olive oil and motor oil.

Keeping cargo moving while also keeping security tight is a challenge in balance.
MORE: <http://www.contracostatimes.com/mld/cctimes/news/13617308.htm>

SECURITY – AUSTRALIA TO MONITOR ASIAN SECURITY

Australia will monitor security lapses at some Asian airports and is worried that militants in the region might infiltrate ship crews recruited from the Philippines, a frontline nation in the US-led war on terror.

Federal Transport Minister Warren Truss has announced that a small team of Australian officials will be based in Singapore to identify security flaws at foreign airports that are "last ports of call" before Australia. They are to assess the performance of airports in both normal circumstances and as threat levels change, he said.

"Singapore's been chosen because of its suitability as a hub and because there is an atmosphere in Singapore conducive to high levels of security. But their focus is on airports within easy range of Australia," the minister said.

MORE: <http://smh.com.au/news/World/Truss-sounds-Asian-ports-security-fears/2006/01/13/1137118961463.html>

>>> AIR & OCEAN SECTION <<<



AIR – 2006 CARGO OUTLOOK

--- Excerpted from an in-depth article in Air Cargo News ---
--- Link at End ---

"Most airlines should make money in 2006."

In 2005 US airlines lost \$8-Billion, European airlines broke even and Asian airlines made a \$1-Billion profit.

US airlines have lost \$42-Billion in recent years but are forecast to cut losses to less than \$5-Billion in 2006. Cost-cutting and great gains in efficiency have been offset by soaring energy costs.

"...a projected profit in 2007 of US\$6 billion would be a 1.5% profit margin that does not cover the cost of capital. The break-even price for crude went from US\$22 per barrel in 2003 to US\$34 in 2004 to US\$48 in 2005. In 2006 we expect to break-even at US\$50. But it is not until 2007 that we see a profitable break-even price of US\$55," says IATA's Director General and CEO, Giovanni Bisignani.

"I'm turning more bullish on airlines after being negative for the last five years," says Julius Maldutis, of consulting firm Aviation Dynamics. "There's a case to be made that 2006 will be a transition year and the industry will return to profitability in 2007."



2006 CHINA MARKET

The China air cargo market is expected up 10% to 3.36 million tons.

Passenger and cargo traffic grew 20% during 2005. Capacity expansion continues at a rapid pace.

2006 ASIAN MARKET OVERALL

The Center for Asia-Pacific Aviation (CAPA) sees 2006 as a shake-out period for several key players... the "quiet before the storm."

- China and India will lead growth.
- Hong Kong market will change as low-cost airlines force legacy carriers to re-think their business plans.
- Singapore and Malaysia will see increasing low-cost airline competition.



2006 INDIA

India expects air growth of 16% per year through 2010.

New airlines have entered the market while existing airlines are going for significant fleet expansion/renewal.

More new airlines are readying in the wings.

Airfreight will continue to grow as infrastructure and politics allow.

In Europe the airfreight industry is steering into a difficult to predict year with volatility on all levels of the trade.

There continues growing distrust between the formerly happily married partners, scheduled carriers and cargo agents.

Both are impacted by industry concentration and consolidation.

Ten new members of the European Union are ambitiously pushing their economies ahead.

For air cargo dramatic concentrations threaten to tip the balance of business. Deutsche Post, DHL, Danzas (AEI) mega operations surge. More of the top ten logistics providers are global players.

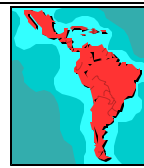
More freighters are controlled by powerful forwarders.

The impression remains that even big multinational shippers and consignees prefer to deal with medium size and even very small forwarding partners because these firms still have people visible and caring about the customers and their respective needs.

NOTE: Allcovered.net has many sales and marketing tools to help Small and Medium Forwarders attract and service large clients. Email us for details.



EUROPE



2006 LATIN AMERICA

Latin American carriers continue to struggle with growth because of political and economic instability.

Argentina and Brazil take the most severe impact in this scenario that will continue during 2006.

Chile's LAN Airlines appears the only carrier in the region with solid financials.

Emirates SkyCargo right now is both the innovative leader and the most exciting airline in the world.

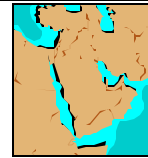
As others keep close counsel to their secrets while making plans, Emirates engages everybody, does not duck the big questions and generally leads the way at air cargo industry trade show panel discussions.

Emirates Senior Vice President Cargo Ram Menen and other members of the team either are fronting trade events or are speakers at almost every big trade show of 2006.

Ram's thoughts on the air cargo business in 2006:

- "The new year will be better than 2005 in terms of airfreight business.
- "We will probably see the growth in the range of about 5%, provided, things remain normal and nothing happens that will make the world economy unstable (i.e. acts of terrorism/political etc.)
- "The first half of this year is likely to be slow... a bit of struggle, with second half of the year pushing the upward trend in growth.
- "The USA will remain the main engine for driving the world trade and to this extent, China and India will also continue to lead the pack.
- "Markets in Middle East will also continue to be quite buoyant.
- "Political stability in Iraq could mean increased infrastructure development activities.
- "African markets are also likely to see increased activity.
- "Outlook for UK and most of Europe seems bright but there is some concern about the economies of Germany and Italy.
- "Far East will continue to be buoyant with increased growth in the intra SAARC/SAFTA countries.
- "The 2006 growth leaders will be in the technology and pharmaceuticals related sectors.
- "Also further consolidation in the forwarding part of our industry will continue the trend already gaining momentum.
- "Unfortunately aviation fuel is likely to stay high. But we think the world will get further used to higher costs of living that, in turn, is likely to catalyze the growth in consumer trade.
- "Pressure on all industries to reduce cost will be a top priority agenda item in most companies.
- "As recent events have underscored air cargo emerges as the vital link for disaster recovery."

2006 MIDDLE EAST



WHAT'S AHEAD FOR 2006?

"We need to simplify the business," says Giovanni Bisignani.

"During 2006," Bisignani says, "the US will continue to take enormous losses to restructure.

"The challenge for Europe and Asia is to keep reducing costs.

"Africa's challenge is safety.
"Middle East carriers must carefully manage rapid traffic and capacity growth.
"China's infrastructure expansion is facilitating double digit growth.
"India's carriers are expanding much faster than infrastructure investment.
"Low cost competition is a fact of life almost everywhere."

MORE: <http://www.aircargonews.com/060110/aircargoutlook.html>

AIR – CATHAY CARGO UP 26%: Cathay Pacific transported 104,994 tons of cargo in December, up 26.3% from the same month in 2004. Cathay's cargo load factor in December was up 0.3% to 68.5%, reflecting "the availability of greater capacity and directional imbalances of trade." For the full year, cargo volume was up 15%.

MORE: http://www.americanshipper.com/SNW_story.asp?news=26727

AIR – US INTL AIR CARGO UP: According to the latest US Air Transport Association statistics, international air freight and express shipments carried by US airlines increased 3.6% in November compared to November 2004.

MORE: http://www.americanshipper.com/SNW_story.asp?news=26661

AIR – AIR FRANCE-KLM CARGO UP: Air France KLM cargo traffic rose 7.5% on 9% higher capacity for a load factor of 70.4%.

MORE: <http://news.airwise.com/story/view/1136806841.html>

AIR – CHINA AIR BUYS INTO MAINLAND CARRIER: Taiwan's China Airlines acquired a 25% stake in China's Yangtze River Express Airlines. Yangtze River Express provides regional and domestic air cargo services originating from Shanghai. It flies to Korea, the Philippines, Thailand, Bangladesh and Singapore and has secured traffic rights to Los Angeles and Frankfurt. It will introduce two 747 freighters this year. It is a subsidiary of HNA Group, which also owns Hainan Airlines among other carriers.

MORE: <http://www.atwonline.com/news/story.html?storyID=3701>

AIR – QANTAS BEGINS SYDNEY-BEIJING: Qantas Airways has begun 3 times weekly non-stop flights between Sydney and Beijing, China flying an Airbus A330-300 aircraft.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=26660>

AIR – AIR CANADA SERVING TORONTO-SHANGHAI: Air Canada will start the first ever non-stop service between Toronto and Shanghai, effective 16 June. The new service will use Airbus' A340-300 aircraft three times per week.

MORE: http://www.americanshipper.com/SNW_story.asp?news=26726

FULL COVER CARGO INSURANCE AS LOW AS 0.075%

That's not a mistake – members of our affiliated associations pay as little as 0.075% for Full Cover cargo insurance *including* War & Strikes for air cargo.

Our system is fast, simple and can be paperless... pay only for what you use... no up-front costs...

We mean it when we say "5 Steps + 2 Minutes = Allcovered."

YOU DESERVE IT – WE DELIVER IT

<http://www.allcovered.net> *We have logistics Allcovered*

OCEAN – EU DOCK WORKERS STRIKE TODAY

Port trade unions from several European countries will stage mass demonstrations today in Strasbourg, France, and elsewhere in protest against planned European Union (EU) rules aimed at opening up cargo handling.

The demonstration follows a Europe-wide strike by 40,000 dockers on Wednesday. Thousands of protesters took to the streets in Germany, mainly in Hamburg and Bremen, while hundreds of workers also staged protests in the Netherlands and Finland.

In Belgium, dockworkers at the ports of Antwerp, Ghent, Ostend and Zeebrugge worked four hours less than usual to attend union meetings about the proposed European ports directive.

The European Parliament is due to debate the directive tomorrow, (Tuesday), before voting on it on Wednesday. The bill would open cargo handling to competition, ending the situation in

many European ports in which loading and unloading is run by monopoly handlers.

Supporters of the directive say the rules are needed to cut costs, speed deliveries and encourage investment in ports across the EU. But dock worker unions fear it would lead to lost jobs, lower wages and less safety.

MORE: http://news.xinhuanet.com/english/2006-01/13/content_4045720.htm

MORE: http://www.expatica.com/source/site_article.asp?subchannel_id=48&story_id=26770&name=Dockers+protest+against+EU+directive+

OCEAN – TACA HOLDS BUNKER CHARGES: For the fourth consecutive month, carriers of the Trans-Atlantic Conference Agreement will extend their bunker rates unchanged through March 15.

MORE: http://www.americanshipper.com/SNW_story.asp?news=26730

OCEAN – US-CARRIB LINERS HIKE BUNKER: The Caribbean Shipowners Association will raise its bunker surcharges "due to the continued rise in fuel prices." Effective 5 February surcharges will be \$102 (from \$78) per 20-foot container, \$188 (from \$140) per 40-foot box and \$214 (from \$160) for containers longer than 40 feet.

MORE: <http://www.americanshipper.com/frm2001.asp?Target=NewsFrame.asp?news=26666>

OCEAN – WTSA SCRAP RATES TO RISE: Container shipping lines in the Westbound Transpacific Stabilization Agreement (WTSA) plan to increase freight rates for shipments of metal scrap by \$150 per 40-foot container and \$120 per TEU, effective 15 February.

MORE: http://www.americanshipper.com/SNW_story.asp?news=26877

OCEAN - NC WANTS MAJOR BOX PORT: North Carolina, a bit player in the containerized cargo industry, is floating plans to develop a major new terminal that would rival the current size of the Port of Charleston and give steamship lines another deepwater gateway into the Southeast. The North Carolina State Ports Authority board will pursue the \$30 million purchase of 600 acres on the Cape Fear River near Southport. The proposed North Carolina International Port would be ready in eight to 10 years.

MORE: <http://www.charleston.net/stories/?newsID=63985§ion=business>

OCEAN – CMA-CGM ALONE IN ASIA-WEST AFRICA SERVICE: CMA CGM has split from vessel sharing partner China Shipping on their joint Asia/West Africa West Africa Express service.

MORE: http://www.americanshipper.com/SNW_story.asp?news=26731

OCEAN – NORASIA ADDS ASIA-BLACK SEA CAPACITY: Norasia will increase the average capacity of vessels on its Asia Black Sea (ABS) service from 3,000 TEUs to 4,000 TEUs. The first ship with the increased capacity on this service will sail on 17 February from Shanghai.

MORE: <http://www.joc.com/20060110/sections/ocean/w9126.asp>

TRADE – RAIL & TRUCK RATES UP: Intermodal shippers who seek to lock in rail and truck capacity in today's tight inland transportation market will have to pay higher rates because carriers are focusing on yield rather than market share. Railroads are moving away from long-term contracts to short-term ones to reflect tight capacity. Port truckers are seeking and getting higher delivery charges because of the shortage of drivers. Some trucking companies are turning down business even if they can charge detention fees of \$60 an hour if the delays cut into the number of round-trips a driver can make in a day.

MORE: <http://www.joc.com/20060112/sections/logis/w10116.asp>

TRADE - GM TROUBLES TO HIT LOGISTICS FIRMS: Struggling carmaker General Motors is putting fresh pressure on its vast network of suppliers, prompting fears of further US and European auto supplier bankruptcies. Without a turnaround in fortunes, GM may itself have to file for bankruptcy, ratings agency Standard & Poor's said last month. "In Europe and North America you'll see bigger supplier fallout, with more bankruptcies and consolidation in 2006," says Klaus Pflum, head of European Automotive Banking at Deutsche Bank.

MORE: http://asia.reuters.com/business/newsArticle.aspx?tyce=suviv&storyID=2006-01-09T131324Z_01_SCH947604_RTRDST_0_BUSINESSPRO-AUTOS-GM-SUPPLIERS.DC.XML

TRADE – PSA OUTBIDS FOR P&O: Temasek Holdings, Singapore's state-owned investment company, made a US\$6.17 billion offer for Peninsular & Oriental Steam Navigation

Company, topping the previous bid by Dubai's DP World for the British ports company. The P&O board endorsed the Dubai offer.

MORE: <http://www.joc.com/lede/20060110/sections/ocean/w54511.asp>

MORE: <http://news.bbc.co.uk/1/hi/business/4600382.stm>

TRADE – PWC - FROM REGIONAL PLAYER TO GLOBAL GIANT: "We go to countries that most companies shy away from," says Charbel Abou-Jaoude, managing director of global operations for PWC Logistics. He was explaining how the Kuwait-based firm's aggressive, can-do attitude has helped it snap up companies worldwide, and tripled revenue to US \$3 billion last year.

MORE: <http://www.itp.net/business/features/details.php?id=3650&category=>

> > > > > **JUST FOR FUN** < < < < <

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

NEW PROVERBS

- Home is where you hang your @.
- The email of the species is more deadly than the mail.
- A journey of a thousand sites begins with a single click.
- You can't teach a new mouse old clicks.
- Great groups from little icons grow.
- Speak softly and carry a cellular phone.
- In some places, C:\ is the root of all directories.
- Oh, what a tangled Website we weave when first we practice.
- Pentium wise, pen and paper foolish.
- The modem is the message.
- Too many clicks spoil the browse.
- The geek shall inherit the earth.
- Don't byte off more than you can view.
- Fax is stranger than fiction.
- What boots up must come down.
- Windows will never cease.
- Virtual reality is its own reward.
- Modulation in all things.
- There's no place like your homepage.
- Give a man a fish and you feed him for a day, teach him to use the Net and he won't bother you for weeks

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

Allcovered News is just one more tool and service we offer our clients.

YOU DESERVE IT – WE DELIVER IT – TRY US!

www.allcovered.net We have logistics **ALL covered**

AllCovered-NEWS is a weekly service for clients and friends of Allcovered.net. It is intended to help our clients be more effective and better informed than their competition. If you have not received AllCovered-NEWS before, you are receiving today either because you signed up, or a friend recommended you. We hope AllCovered-NEWS is a valuable resource for you. If you wish not to receive AllCovered-NEWS, please hit the "return" button of your browser. In the "Subject" line type "UNSUBSCRIBE" followed by your email address.

Information for this week's AllCovered-NEWS was gleaned primarily from:

| | |
|--|--|
| Air Transport World = http://www.atwonline.com | Logistics News = http://www.logisticsnews.com |
| AirWise = http://news.airwise.com/index.html | Trucking Info = http://www.truckinginfo.com |
| American Shipper = www.americanshipper.com | The Trucker = http://www.thetrucker.com |
| Business Times of Asia = http://business-times.asia1.com.sg/ | eTrucker = http://www.etrucker.com |
| Journal of Commerce = http://www.joc.com | Traffic World = http://www.trafficworld.com |

[Additional information comes from our own and other sources.](#)

This information has been edited for length and to make it more relevant for our clients.

Links to full source material is at end of all stories when available. Copyrights of material excerpted resides with the original copyright holder.

We thank these news sources for allowing us to use their material and urge you to support them.

This information is believed accurate but is not guaranteed.

Copyright 2006 – Allcovered.net & The Allen Insurance Group

All Rights Reserved