

AllCovered NEWS

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HIGHLIGHTS TO HELP YOU THIS WEEK

- Harvest A Flood of Referral Business
- Economist Sees "Major US Recession" Ahead
- Allcovered Suggestions On How to Be Ready
- Cell / Mobile Phone Gun Poses Security Threat

Monday, 30 January 2006 --- Edition #473

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

>> SMALL BUSINESS SECTION <<



SMALL BIZ – MARKETING GENERATE A FLOOD OF REFERRALS

(Excerpted from an article by Scott Clark – link at end)

The difference between growth and stagnation is referrals.
The more clients refer you to others, the more you profit.

Business referrals can come from a variety of sources. Fertilize the soil, plant the seeds, harvest the results, and you should reap a bumper crop of referrals.

This proven process assumes you realize that all sales are really based on solving a problem, need, or issue faced by the customer.

FERTILIZE THE SOIL
This involves a major long-term strategy for your company: Always maintain an astounding level of customer service in your business. Make it a goal to constantly amaze your customers/clients with your commitment to exceptional customer service. Do this and you prime satisfied customers (the soil) to want to share their experience with their friends.

PLANT THE SEEDS
Outstanding customer service may prime the pump, but you still must ask your customers for referrals (the seeds). This can be done in many ways. Send letters thanking customers for their purchases and asking for names of particular friends who might be interested in your product or service, but also explain in detail how you intend to follow up with any referrals they provide. By letting these existing customers know what you plan to do as well as the manner in which you intend to do it, you will ease their concerns.

HARVEST THE RESULTS
Minimize the 'sales pitch' in this referral process. When you receive a referral lead act fast. Send a letter to the prospective customer (or referee) and casually mention the individual who recommended you contact them. Conclude the correspondence by stating you will contact the referee on a specific date and approximate time period to explain what you can offer them.

Simultaneously you should send another letter, this one to the individual who made the referral, thanking them and letting them know you made the initial contact.

In this manner, if the referee contacts the referrer, the referee should receive positive verbal reinforcement.

When you first speak with the referee, ask questions and listen to find out about any problems they may have that you can solve.

Once you know this, it is important that you use a low-pressure sales pitch, explaining how your service has benefited others by addressing similar issues. This contact has been made possibly

Restructures Carriers Adding Capacity
JUST FOR FUN:
Slow Dance
NEXT WEEK
"Price" Is A Sales Warning Sign
Links to source stories at end of excerpts
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	because of the generosity of a good, existing customer, and you do not want to take any action with this new contact that could negatively impact your relationship with your existing customer.
PRIORITIZE	<p>Not every referee will be a successful sales candidate. After the initial conversation, you should be able to categorize them into one of three categories:</p> <ul style="list-style-type: none"> • Hot, meaning they are an ideal sales candidate and you should continue to close this individual. • Warm, meaning they have the potential to be a sales candidate in time, but not immediately. • Cold, meaning they are not and will not be interested. <p>Continue your primary efforts with the Hot and Warm candidates, but add all of them to your mailing list. Then periodically send out new product or service announcements which may entice some of your Cold candidates to warm up sufficiently to re-initiate contact.</p> <p>Growing a sound customer base can be difficult for a fledgling business, especially when competitors are constantly trying to entice your customers away. It requires far more effort (in terms of both time and money) to secure an un-referred new customer than it does to secure a referred new customer. Having a strong element of customer service in your business, as well as a straight-forward and mutually-beneficial referral program, should help you harvest new customers with the minimum investment.</p> <p>MORE: http://www.bizjournals.com/extraedge/consultants/company_doctor/2005/11/14/column488.html</p>

	<p>WANT TO MAKE 25% MORE IN 2006?</p> <p>You can grow your profit by 25% in 2006 with help from Allcovered.net.</p> <ul style="list-style-type: none"> • More sales • More customers • More profit per sale <p>YOU DESERVE IT – WE DELIVER IT</p> <p>http://www.allcovered.net We have logistics Allcovered!</p>
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TRAVEL WARNING – CELL PHONE / MOBILE PHONE GUN: A security specialist sent us a video and information on a gun disguised as a mobile phone. See "Security" section for story and video link.

US ECONOMY – RED HOT: Orders to American factories for big-ticket manufactured goods posted a third consecutive increase in December, closing out a record year for the nation's factories. The Commerce Department reported orders for durable goods rose by 1.3% in December and 8.2% for all of 2005 to an all-time high of \$2.51 trillion.
 MORE: http://news.yahoo.com/s/ap/20060126/ap_on_bi_go_ec/!economy_vlt-Ah6HhSMhM6zhBv8YgaahgyBHF_vlu-X3oDMTA5aHJvMDdwBHNIYwN5bnNhdA--

US ECONOMY – STORM CLOUDS - US ECONOMY HEADED TO SEVERE RECESSION?: The chief economist of the huge trucking firm Schneider National is worried. Allcovered's ideas on questions you should be asking yourself now. See "Trucking" section.

TECH BIZ – NEW EMAIL WORM SPREADING FAST: That's the word from security researchers, who are urgently alerting the world about the "Blackworm" e-mail worm. Using explicit images, the worm tricks e-mail users into executing an attachment, which will explode on Feb. 3.
 MORE: <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-607-1-278-261855-31067-0-0-0-1>

TECH BIZ – BACK UP YOUR DATA – EASIER THAN EVER: We've constantly stressed how important it is to back up your data. It's easier and faster than ever.
 MORE: <http://ct.eneews.pcmag.com/rd/cts?d=184-2448-1-53-255970-297239-0-0-0-1>

TECH BIZ – WHAT IF BLACKBERRY GOES DARK?: Many in logistics run their business from their Blackberry. The US Supreme Court's refusal to hear Research in Motion's appeal on the Blackberry patent case may mean the end of Blackberry as we know it. There are

plenty of alternatives, but we think you should make plans now.

MORE: <http://ct.eneews.pcmag.com/rd/cts?d=184-2449-4-54-205416-297407-0-0-0-1>

TECH BIZ – BLACKBERRY ALTERNATIVES:

MORE: http://reviews.cnet.com/4520-6452_7-6424523-1.html?tag=nl.e723

SMALL BIZ – TRAVEL – MAXJET LOW COST BIZ CLASS US-UK: We mentioned a few months ago (Allcovered News 2005-09-26) about a new all-business class airline called Maxjet starting service between the US and UK. Last week we tried it. Service was excellent. Maxjet business class costs less than 40% of full-fare coach offered by mainline air carriers... less than 20% (one-fifth) of mainline business class fares. Maxjet currently flies between New York (JFK) and London (STD). Beginning 15 March they will add service between Washington (IAD) and STD. If you fly them sometime, let us know what you think.

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

>>>> TRUCKING SECTION <<<<

TRUCKING – SCHNEIDER SEES US SEVERE RECESSION

--- WHAT IT MEANS FOR SHIPPERS AND TRUCKERS ---

Noel Perry, chief economist for trucking giant Schneider National, has told the Transportation Research Board's annual conference in Washington that the US will soon experience its "worst recession since 1983" within 18 months.

Perry feels that will force trucking companies to slash already tight capacity, so that when the economy begins to rebound out of the recession and year or more down the road the contracted industry fleet will be unable to meet demand, forcing freight rates much higher.

"We are going to have a relatively strong reaction to a frightening recession," and when the economy comes back the trucking "industry will already be at a very high capacity utilization rate and there will be a severe shortage of capacity of the kind that we have not experienced."

Perry predicts that in 2009 the pendulum will have drastically swung from trucking companies and drivers being the victims of market conditions to shippers as victims "because they will have to pay economic rent" for access to trucks.

This is a major change from the last 20 years when shippers had little or no problem finding trucks and truckers... and Perry believes shippers still do not realize how the market has changed.

Motor carriers will continue to be more selective about the freight they accept so they can focus on profitable routes.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27463

SO WHAT? --- ALLCOVERED'S QUESTIONS TO ASK YOURSELF:

--- SHIPPERS ---

How much capacity will you need if the economy slows?

Can you design long-term contracts with truckers that allow you to move less freight if the economy slows but also allow you to move more freight during the rebound afterwards with guaranteed availability of capacity?

How do you design your freight rate structure/contracts so it works for you and the truckers?

--- TRUCKERS ---

Do you have enough liquidity to survive a sharp downturn in business?

How will you structure your staff and equipment if demand slows?

How will you price your freight during the downturn?

How do you lock-in freight rates on a long enough contract to get you through the expected economic slowdown, and yet still have the flexibility to raise rates when the economy starts to rebound and, as expected, trucking capacity becomes scarce?

How do you work with your shippers now to design a plan and contracts for this that are fair to shippers and you?

TRUCKING – OPTIMISTIC FOR 2006 – 2007 CONCERNS

This year will be a "continuation of the hot market we've enjoyed for several years," Jim McReynolds, Caterpillar general manager, on-highway engines, told attendees at Heavy Duty Dialogue in Las Vegas.

Continued economic growth, low interest and inflation rates and strong carrier profits all contribute to the rosy outlook. He says 95% of fleets said business in 2006 will be as good or better than last year's, and half said freight will increase.

Looking ahead to the 2007 introduction of new low-emissions engines, many fleets are buying now.

Ultra-Low-Sulphur-Diesel will have 1% less energy content than traditional diesel, which will result in about a 1% fuel economy penalty. How the fuel will perform in cold weather and how it can be stored to avoid contamination are other concerns, as are infrastructure and supply challenges faced by petroleum companies, McReynolds said.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=51335>

TRUCKING – DIESEL UP: The US e national average retail price of a gallon of diesel increased 2 cents to \$2.472, or 51 cents more than in the same week of 2005.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=51326>

TRUCKER WARNING – CELL PHONE / MOBILE PHONE GUN: A security specialist sent us a video and information on a gun disguised as a mobile phone. See "Security" section for story and video link.

TRUCKING – US CLASS-8 2005 SALES TOP 250,000: Class 8 truck sales for 2005 reached 252,792, setting an industry record and far exceeding the previous record.

MORE: <http://www.thetrucker.com/showstory.aspx?id=10578>

TRUCKING – DOT & SHIPPERS WANTS NATIONAL FREIGHT POLICY: See "Air & Ocean" Section

TRUCKING – OOIDA SUES OVER H-O-S

The Owner-Operator Independent Drivers Association has filed a court challenge requesting review of the new Federal Motor Carrier Safety Administration hours-of-service regulations for truck drivers.

Current regulations are set up in such a way that if a trucker chooses to split up the required 10 hours of off-duty time, one of the two periods must be at least eight hours. That eight-hour rest period stops the 14-hour maximum on-duty clock. The other two off-duty hours can be taken at another time... either in the sleeper or out... to fulfill the 10-hour off-duty requirement, but they do not stop the 14-hour clock.

"We were simply asking that those two hours would also stop the clock, that the driver could take those off duty and not count against his working time," says Jim Johnston, OOIDA president and chief executive officer. "We think it's common sense, because it's consistent with the 10-hour off-duty requirement."

The other change OOIDA requested involved the split sleeper-berth provision for team drivers. Under the current HOS regulations, team drivers have to take a minimum of eight consecutive hours off in the sleeper berth. One driver must remain in the sleeper berth, and during that time, OOIDA argues, the other driver is pressured to drive at least eight hours in one stretch while the other driver is off duty.

OOIDA says the California Trucking Association supports the changes.

FMCSA has declined to comment on OOIDA's litigation.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=51386>

TRUCKING – FLORIDA TRUCK CRASH KILLS SEVEN CHILDREN

"The (truck) driver didn't appear to try and stop," said Lt. Mike Burroughs of Troop B of the Florida Highway Patrol.

Seven children in the same family died Wednesday after a Crete Carrier truck crashed into a car idling behind an unloading school bus in rural North Florida.

The 2004 Freightliner crashed into the rear of the car, which in turn pushed the 1996 International school bus 150 feet (50-meters). The bus spun and struck a tree on the side of

the road, ejecting three passengers from the bus. One car passenger was also ejected.
MORE: <http://www.etrucker.com/apps/news/article.asp?id=51409>

TRUCKING – VOLVO RECALLS 42,000 TRUCKS: Volvo Trucks North America told the National Highway Traffic Safety Administration it will voluntarily recall about 42,000 Volvo VN and VHD model trucks manufactured from November 2002 to January 2006 and equipped with the Volvo D12D engine. Volvo says inlet pipes connecting the exhaust gas recirculation valve to the cooler could crack or break. If the pipes are not repaired, the air cleaner and inner fender could be subject to hot exhaust gases. There have been two confirmed instances of a fire caused by this condition. Affected truck owners can continue to operate their vehicles normally until the repair is made, but if they hear an exhaust leak or noise under the hood, they should stop immediately and inspect the pipes.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=51389>

MORE: <http://www.thetrucker.com/showstory.aspx?id=10601>

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=56068

TRUCKING – YOUR ‘BLACK BOX’ COMMENTS WANTED

The American Transportation Research Institute (ATRI) is conducting a multi-phased study on usage issues and opportunities associated with Electronic On-Board Recorders (EOBRs) for HOS record-keeping among motor carriers.

ATRI is seeking the participation of current and future EOBR vendors, motor carriers currently using EOBR technologies for HOS record-keeping, and motor carriers that have considered but rejected EOBR technologies for HOS record-keeping.

The surveys can be accessed at www.atri-online.org/survey

MORE: <http://www.thetrucker.com/showstory.aspx?id=10592>

>>>> SECURITY SECTION <<<<



SECURITY – CELL PHONE / MOBILE PHONE GUN

A security specialist sent us this and we want to be sure to pass it on.

If you are stopped by a policeman and asked to slowly and carefully remove your cell / mobile phone from your pocket... or the airport screeners ask to see your phone, there is a good reason.

Cell/mobile phone guns.

The video clip (link below) shows how cell phone guns operate.

Beneath the digital phone face is a .22 caliber handgun capable of firing four rounds in rapid succession using the standard telephone keypad. If loaded with ceramic bullets it would be extremely hard to detect.

"We find it very alarming," says Wolfgang Dicke of the German Police Union. "It means police will have to draw their weapons whenever a person being checked reaches for their cell phone."

These covert weapons were first discovered when Dutch police came upon a cache during a drug raid in Amsterdam. In another recent incident, a Croatian gun dealer was caught attempting to smuggle a shipment through Slovenia into Western Europe.

Be patient if security asks to look at your cell phone or turn it on to show that it works...They have a good reason.

VIDEO: http://www.allcovered.net/AC-OM-Fun_Videos.html

SECURITY – CARGO SUMMIT TARGETS THEFT

Top agenda talking point at The 2006 Cargo Security Legislative Summit in Florida was the growing threat from violent gangs that prey upon motorized cargo. Law enforcement, trucking, cargo and security professionals from 20 states attended.

Mara Salvatrucha, or MS-13, smuggles drugs, humans and guns from El Salvador through Mexico into the United States. The gang has targeted US Border Patrol agents, and reportedly

has 10,000 members operating in 31 US states.

Accurate figures are hard to come by, but it is estimated between \$10 and \$15-Billion worth of cargo is stolen from warehouses, trucks and ship containers each year in the US.

MORE: <http://www.ocala.com/apps/pbcs.dll/article?AID=/20060122/NEWS/201220352/1001/News01>

MORE: <http://www.aircargonews.com/060125/cargosecurity.etihadtraxon.html>

MORE: <http://www.ocala.com/apps/pbcs.dll/article?AID=/20060126/NEWS/201260391/1001/News01>

SECURITY – US NAVY CAPTURES PIRATES & FREES SHIP CREW: A US Navy destroyer captured a pirate vessel 54 miles off the coast of Somalia. The Navy detained and questioned 26 people on board the captured vessel. Indian crewmen aboard the detained vessel told the Navy that Somali pirates seized their ship, or "dhow," almost a week ago near Mogadishu and used it to attack cargo ships in the area.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27255

SECURITY – A LOOK AT THE NEW PIRATES:

MORE: <http://www.military.com/opinion/0,15202,86388,00.html>

SECURITY – SMART CARD TRAVELER PROGRAM: The US Transportation Security Administration has announced several parameters for a nationwide smart-card-based Registered Traveler program to be run by the private sector. According to the proposal, applicants for the RT program will be required to provide a complete set of fingerprints for incorporation on a smart card.

MORE: <http://www.atwonline.com/news/story.html?storyID=3781>

SECURITY – MANDATORY E-FILING: Shippers who have dragged their feet in adopting automation will soon have no choice but to file their export documents electronically to the US Census Bureau and Customs and Border Protection. The government is poised to publish its final rule for the mandatory filing of export documentation through the Automated Export System. While an exact date is not yet set, the rule will take effect 30 days after being published in the Federal Register, and exporters will then have another 90 days to switch over from manual to electronic filing, making the target date sometime this summer.

MORE: <http://www.joc.com/20060125/sections/trade/w93449.asp>

SECURITY – C-TPAT NEEDS COMMITMENT: Businesses wanting to be certified under US Customs and Border Protection's Customs-Trade Partnership Against Terrorism program should dedicate resources to ensuring overseas business partners are operating securely, says Bernice Conley, a supply chain specialist with CBP. Conley says 10,374 C-TPAT applications have been submitted to CBP, with 5,727 certified and 1,400 validated.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27312

>>> AIR & OCEAN SECTION <<<

TRADE – P&O NOW BACKS PSA BID OVER DP

The board of London-based ports and ferries group Peninsular and Oriental Steam Navigation Company has agreed a takeover bid from Singapore's PSA International, valuing the company at US\$6.33-Billion.

PSA's bid is \$400-million higher than Dubai state-owned DP World's offer made in November.

P&O represents the last available opportunity for either PSA or DP World to significantly increase their volumes. A successful bid for P&O would make PSA the world's largest port operator with an annual throughput of 55 million TEUs, based on 2004 figures. Conversely, DP World would leapfrog PSA as the third-largest global port operator if it acquires P&O, with a combined throughput of 33.3 million TEUs.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27453

MORE: <http://news.bbc.co.uk/1/hi/business/4649360.stm>

MORE: <http://today.reuters.com/business/newsarticle.aspx?type=InBusinessNews&storyID=nL23787868&imageid=&cap=>

TRADE – DOT WANTS NATIONAL FREIGHT POLICY

The US Department of Transportation has outlined a national freight transportation policy aimed at increasing freight capacity, reducing congestion and regulatory barriers, and protecting the environment.

--- GOALS ---

- Improve the operations of the existing freight transportation system.
 - Add physical capacity where it makes the most economic sense to do so.
 - Use pricing strategies to better align freight system costs.
 - Reduce regulatory and institutional barriers to improve transportation performance.
 - Identify and address emergency transportation needs.
 - Maximize the safety and security of the system.
 - Mitigate and better manage freight transportation's effects on the environment, health and communities.
- MORE: <http://www.joc.com/lede/20060124/sections/ecom/w62293.asp>

TRADE – SHIPPERS AND RETAILERS WANT NATIONAL FREIGHT POLICY:

Representatives for several major retailers told members of President Bush's domestic policy staff during a White House meeting that congestion throughout the domestic transportation system is having a negative impact on business, and to press for development of a national intermodal freight policy to comprehensively deal with the problem... more highway lanes... and better coordination between states and the federal government.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27384

TRADE – STORM CLOUDS - US ECONOMY HEADED TO SEVERE RECESSION?: The chief economist of the huge trucking firm Schneider National is worried. Allcovered's ideas on questions you should be asking yourself now. See "Trucking" section.

TRADE – BALTIC, BLACK SEA AND TURKEY TO GROW FASTEST: UK-based Ocean Shipping Consultants is predicting that the Baltic, Black Sea and Turkey will see the strongest growth in European container traffic over the next few years. "Container port demand in Europe and the Mediterranean increased by 126% over 1995-2004 and by 40% over 2000-05. ...the expansion of the Turkish container port market has been particularly instrumental in boosting demand in the eastern Mediterranean. The establishment of a new transshipment hub at Port Said east and rapid growth in the Black Sea markets will help sustain this trend." MORE: <http://www.mgn.com/news/dailystorydetails.cfm?storyid=6197&type=2>

TRADE – FEDEX BUYS OUT CHINESE PARTNER: FedEx Express has entered an agreement with Tianjin Datian W. Group to buy out its 50% share of the FedEx-DTW International Priority express joint venture and DTW Group's domestic express network in China for \$400 million.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27318

SECURITY WARNING – CELL PHONE / MOBILE PHONE GUN: A security specialist sent us a video and information on a gun disguised as a mobile phone. See "Security" section for story and video link.



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- More sales
- More customers
- More profit per sale

YOU DESERVE IT – WE DELIVER IT

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

AIR – ALITALIA AND SAS RETURNING TO NORMAL AFTER STRIKES: SAS Scandinavian Airlines and Alitalia each began returning to normal operations late last week following several days of strikes. An SAS spokesperson told ATWOnline that the airline

cancelled 500 flights between Monday and Wednesday. Pilot groups are protesting SAS Group's proposal to shift pilots' labor contracts from SAS Group to the individual airline units. Meantime, Alitalia reported on its website that picket lines were lifted and all suspended MRO activities at Rome Fiumicino had restarted.

MORE: <http://news.bbc.co.uk/1/hi/business/4647354.stm>

MORE: <http://news.airwise.com/story/view/1138018167.html>

AIR – WORLD AIRWAYS & PILOTS AT ODDS: The pilots union for the air carrier World Airways say federally mediated contract negotiations have failed, creating the possibility of a strike by the airline's 430 pilots. The air carrier and members of the International Brotherhood of Teamsters met at the National Mediation Board office Monday in attempts to settle the dispute before a cooling-off period expires at midnight 27 January. World Airways operates passenger and cargo aircraft for military and commercial customers.

MORE: http://www.miami.com/mld/miamiherald/news/breaking_news/13703638.htm

AIR – SOME NWA STAFF TO VOTE ON PAY CUT: Northwest Airlines bag handlers, airport workers and reservations agents will begin voting this week on a 12% pay cut that would help the bankrupt carrier save US\$190 million annually. The proposed contract would result in layoffs for 1,800 to 2,600.

MORE: <http://business-times.asia1.com.sg/sub/shippingtimes/story/0,4574,183934-1138219140,00.html?>

AIR – NWA PILOTS SAY TALKS BOGGED DOWN:

MORE: <http://news.airwise.com/story/view/1138400427.html>

AIR – DELTA AND PILOTS CLOSE BUT TEMPER FRAYED: Deltas refusal to budge on its demand for \$325 million in permanent pay and benefit cuts from its pilots could jeopardize the two sides' efforts to hammer out a comprehensive agreement by a March 1 deadline.

MORE: http://www.mytelus.com/news/article.do?pageID=cp_travel_home&articleID=2151678

AIR – NWA & DELTA NOT TALKING MARRIAGE: Delta Air Lines is not in merger talks with Northwest Airlines, according to media reports. Delta's CEO, Gerald Grinstein, says despite speculation, the two carriers, which filed for Chapter 11 bankruptcy protection on the same day, are not expected to merge and that Delta could emerge from bankruptcy next year.

MORE: <http://biz.yahoo.com/biz/060123/1218790.html?.v=1>

AIR – UAL BANKRUPTCY EXIT OK: A judge has approved United Airlines' reorganization plan three years after it entered bankruptcy protection. UAL will exit bankruptcy Wednesday.

AIR – AIR-NZ CUTS SOME US SERVICE: Air New Zealand says it will suspend its Christchurch-Los Angeles service during the off-peak season due to lack of passenger demand. The airline plans to halt its twice weekly non-stop service between April and October but would maintain its daily services from Auckland.

MORE: <http://news.airwise.com/story/view/1138185675.html>

AIR – AIR CANADA WANTS TO FLY LAX-SYD: Air Canada intends to challenge Qantas between Los Angeles and Sydney next year, operating fifth freedom services as part of a daily Toronto-Sydney service that will commence during the first half of 2007 when its new 777-300ERs and dash 200LRs begin arriving. Qantas previously has lobbied the Australian government successfully to keep Singapore Airlines from operating between Sydney and LAX. The Australian government is expected to announce whether SIA will receive clearance to fly Singapore-Sydney-Los Angeles as part of its international aviation reform package in March. LAX-SYD is said to provide 20% of Qantas international profits.

MORE: <http://www.atwonline.com/news/story.html?storyID=3844>

AIR – LH-CARGO DOWN IN DECEMBER: Lufthansa Cargo's cargo traffic dropped 5% in December, capping a down year in cargo for the airline and bolstering reports that the global air freight industry tailed off late in 2005.

MORE: http://www.aircargoworld.com/break_news/01232006c.htm

AIR – MASKARGO ADDS DOMESTIC FUEL SURCHARGE: MASKargo, which carries Malaysian Airline System's (MAS) freight, will impose a fuel surcharge on domestic cargo for the first time from 15 February.

MORE: <http://business-times.asia1.com.sg/sub/shippingtimes/story/0,4574,184144,00.html?>

AIR – AIRBUS A380 IN SIA PAINT: Airbus will display its new A380 in Singapore Airlines (SIA) colors at the Asian Aerospace show next month. SIA will be the launch customer for the 555 seat A380 when the first aircraft is delivered in November.

MORE: <http://business-times.asia1.com.sg/sub/shippingtimes/story/0,4574,184061,00.html>

AIR – AIRBUS MAY BUILD A320 IN CHINA:

MORE: <http://business-times.asia1.com.sg/sub/shippingtimes/story/0,4574,183981-1138219140,00.html?>

AIR – ATLANTA WANTS MORE AIR FREIGHT: Hartsfield-Jackson Atlanta International Airport is the busiest passenger airport in the world, but it has lagged behind as a cargo gateway. Atlanta ranks 10th in US cargo, handling 350,000 metric tonnes a year. Airport officials want to change that. Atlanta will add a fourth 104,000-square-foot (10,000 square meter) building at the South Cargo complex, where domestic and international freighters and passenger planes load and unload. That's in addition to the 1.2-million square feet (110,000 square meters) of space now available. Later this year, the airport should complete a horse transfer facility and plans a multimillion-dollar inspection facility that federal agents will use to inspect live tropical plants.

MORE: http://www.bizjournals.com/industries/travel/airlines_airports/2006/01/23/atlanta_story2.html?et184&hbx=e_vert

OCEAN – GRAND ALLIANCE RESTRUCTURES: Grand Alliance carriers are restructuring their global service network in anticipation of Maersk Line withdrawing P&O Nedlloyd vessels in February and the addition of CP Ships, the new subsidiary of Hapag-Lloyd. The four alliance members, Hapag-Lloyd, MISC Berhad, NYK Line and OOCL, have restructured several of their trans-Pacific, trans-Atlantic and Asia-Europe services. The four deploy 152 vessels. The restructured services will use 63 ships to call at all major ports in Northern Europe, the Mediterranean, the Middle East and East and Southeast Asia. 74 vessels will serve the trans-Pacific.

MORE: <http://www.joc.com/20060125/sections/ocean/w42725.asp>

MORE: http://www.americanshipper.com/SNW_story.asp?news=27393

OCEAN – WINDS CLOSE RUSSIA'S NOVOROSSISK: Russia's second-largest oil port, Novorossiisk, has been closed for at least five days because of high winds and snow in the Black Sea according to local ship agents. Russia is the world's second-biggest oil exporter after Saudi Arabia.

MORE: <http://business-times.asia1.com.sg/sub/shippingtimes/story/0,4574,183966-1138219140,00.html?>

OCEAN – CKYH ADDS ASIA-MED SERVICE: CKYH alliance partners "K" Line and Yang Ming will start a joint weekly Asia/Mediterranean service at the end of February using seven 3,500 TEU vessels.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27471

OCEAN – MSC STARTS NEW MX-US SERVICE: Mediterranean Shipping Company has started a weekly service connecting Mexico, the US Gulf and East Coasts with ports in the Mediterranean.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27257

OCEAN – MSC ADDING TRANSPAC CAPACITY: Mediterranean Shipping Company add larger 6,750 TEU ships on its weekly transpacific New Orient Express service beginning in March. This adds 195,000 in annual TEU capacity to the service.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27470

MORE: <http://www.joc.com/20060125/sections/ocean/w83301.asp>

OCEAN – K-LINE ADDS TRANS-PAC CAPACITY: Kawasaki Kisen Kaisha will increase the vessel capacity on three of its weekly transpacific services, once it has received its five 5,500-TEU new containerships.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27321

OCEAN – APL CARGO UP: Neptune Orient Lines' shipping unit APL transported 1.95 million 40-foot equivalent units in 2005, up 11%. The average revenue per FEU rose 5% to

\$2,841.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27320

MORE: <http://www.joc.com/20060123/sections/ocean/w91959.asp>

OCEAN – PORT OF NO AT 80%: Officials at the Port of New Orleans say cargo levels are up to 80% of normal volumes before the city was devastated by Hurricane Katrina and subsequent flooding.

MORE: http://www.americanshipper.com/SNW_story.asp?news=27309

OCEAN - US COAST GUARD SALVAGING 2,308 LOUISIANA VESSELS: The US Coast Guard has identified 2,308 vessels sunk, stranded, destroyed or otherwise posing a risk to navigation in the state of Louisiana alone... and there are many more along the US Gulf Coast hit by Hurricane Katrina in late August. Almost 1,000 have already been salvaged.

MORE: <http://www.joc.com/lede/20060124/sections/ocean/w96194.asp>

OCEAN – W-W RORO CUTS IT CLOSE IN GEORGIA: An automobile cargo ship from Wallenius Wilhelmsen Lines veered into shallow waters, nearly running aground and prompting the brief evacuation of the St. Simons Island Pier. The outward-bound vessel, Toba, quickly dropped its anchors Monday in an apparent emergency maneuver that jerked the ship to a halt about 40 feet (12 meters) from the beach near the pier, according to witnesses. No damage was visible to the ship, which went back to sea after a stopover at the Port of Brunswick.

MORE: http://www.accessnorthga.com/news/ap_newfullstory.asp?ID=70448

OCEAN – SINGAPORE SETS RECORD: Singapore, the world's busiest port, set new records in shipping tonnage and container throughput in 2005. Container traffic increased by 8.7% to 23.2 million TEUs. Overall cargo throughput increased 7.6% to 423 million metric tons, a new record.

MORE: <http://www.joc.com/20060125/sections/ocean/w82985.asp>

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

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

SLOW DANCE

Have you ever watched kids
On a merry-go-round?
Or listened to the rain
Slapping on the ground?

Ever followed a butterfly's
Erratic flight?
Or gazed at the sun
Into the fading night?

You better slow down.
Don't dance so fast.
Time is short.
The music won't last.

Do you run through each day
On the fly?
When you ask How are you?
Do you hear the reply?

When the day is done
Do you lie in your bed
With the next hundred chores

Running through your head?

You'd better slow down
Don't dance so fast.
Time is short.
The music won't last.

Ever told your child,
We'll do it tomorrow?
And in your haste,
Not see his sorrow?

Ever lost touch,
Let a good friendship die
Cause you never had time
To call and say, "Hi"?

You'd better slow down.
Don't dance so fast.
Time is short.
The music won't last.

When you run so fast
To get somewhere
You miss half the fun
Of getting there.

When you worry and hurry
Through your day,
It is like an unopened gift...
Thrown away.

Life is not a race.
Do take it slower
Hear the music
Before the song is over.

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

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