

# AllCovered NEWS

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## HIGHLIGHTS TO HELP YOU THIS WEEK

- Marketing 'Must Have' versus 'Should Have'
- Grow Profit 25% In 2006
- New HazMat Penalties In Effect
- Security & DP-World Port Deal

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

## >> SMALL BUSINESS SECTION <<



### SMALL BIZ – MARKETING

#### "MUST HAVE" VERSUS "SHOULD HAVE"

--- Based on an article by Robert Bly – Link at end ---

Do you offer services clients "Must Have?"  
Do you offer services clients "Should Have" but don't?  
Do you offer services that would be "Nice to Have?"  
You should market Must Have and Should Have differently.

If you're like most Allcovered News readers you move freight... either for your company, as a freight forwarder moving freight for others, or as a trucker.

Whether you are selling your ideas to your company bosses or a shipper who wants their freight moved you need to approach each need differently.

What's the difference between "must have", "nice to have", and "should have," and why is the difference important to sales?

A 'must-have' product is something essential to the customer's life or business.

A 'nice to have' product is a luxury they can do without.

A 'should have' product is something the buyer knows they need but that they either do not want to think about or just have not made time to think about.

<b>MUST HAVE</b>	A PC is a must-have product in business. A telephone and fax are must-have products. For Shippers getting goods delivered on time is a must have.
<b>NICE TO HAVE</b>	For Shippers something like real-time RFID tracking is a nice to have product. Some large Shippers require RFID tracking, but for most RFID is not critical to their business... it's a luxury now. In the future RFID might become a must have.
<b>SHOULD HAVE</b>	A should-have product is something the buyer needs and should have, but either doesn't know it or, if he knows it, hasn't been wholly convinced. For Shippers CARGO INSURANCE is a should have product.

So how do we sell products in each category?

Here are some suggestions:

**For must-have products**, the customer likely is aware that he needs the product, and also has limited options.

Marketing materials and sales presentations for these products have two major requirements.

First, it must be crystal clear. Reveal it right up front in the headline and lead. Go immediately into what it is, what it does for the user and the benefits.

Second, though the customer has to have this product, he usually doesn't have to buy your product. There are many competing brands. Focus on how your product is different and better than the competition. One approach is to have a table listing your

**SELLING MUST-HAVE**

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product, your competitors and the features, and then showing that your product has more of the features the buyer needs.

If your product has fewer features but costs less, then you can say, in essence, "They [your competitors] load their product with useless features, inflating the price. We give you just what you need, making ours both simpler to use and far less expensive."

**For nice-to-have products** there is no demand for what you offer unless you create that demand.

Because the products are not urgently necessary, you must use a high level of skill to grab the buyers' attention, gain their interest and persuade them to try the product.

**Should-have products** need to be sold with a sales pitch or marketing materials that extensively present all the benefits.

Buyers know they should buy... they need to be convinced.

**Most freight forwarders make money when they offer cargo insurance to their clients... at least \$15 more per shipment.**

Fear, Uncertainty and Doubt (FUD) can help you sell "should have" products. Microsoft has made an empire using FUD.

FEAR: For Cargo Insurance, explaining how little money a Shipper will receive in the event of damage or loss without cargo insurance creates fear.

UNCERTAINTY: Asking the Shipper what they will do if there is a loss... can they just write a check for any damaged goods? If the loss would hurt their business, they need to protect themselves. Remove any uncertainty.

DOUBT: Shippers need cargo insurance to remove any doubt that they are safe. For only a small fraction of the value of the goods they protect their company, protect themselves, and peace of mind.

**SELLING  
NICE-TO-HAVE**

**SELLING  
SHOULD-  
HAVE**

**LEARN  
HOW**

**Allcovered can help you explain Cargo Insurance to your clients. If clients refuse to protect themselves, we have the tools to protect you.**

GO TO" <http://www.allcovered.net>

CLICK: "Training & Help" – then -

CLICK: "What Do I Do?"

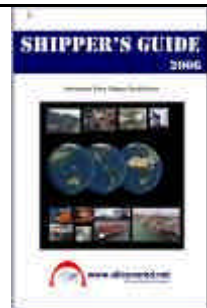
-- #B-2 offers ideas on explaining/teaching insurance

Are your other providers helping you like this?

**YOU DESERVE IT – WE DELIVER IT**

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

MORE: [http://www.dmnews.com/cgi-bin/artprevbot.cgi?article\\_id=35641&dest=article](http://www.dmnews.com/cgi-bin/artprevbot.cgi?article_id=35641&dest=article)



**BOOST YOUR BUSINESS IN 2006**

*"Mike, I received the hand books. They do look fantastic, and they are very informative. I would like to include them in all of my presentation folders. How can I get another 50 copies?"*

That's the response we are getting from clients who use Allcovered's exclusive "Shipper's Guide to Insurance" booklet and video in their marketing.

We have a "Shipper's Guide to Insurance" video you can show your Shippers and those you are pitching for business... and a customized "Shipper's Guide to Insurance" booklet you can leave with them.

--- **SO WHAT?** ---

With these new tools you are teaching your clients... partnering with them for protection... and not just another Bubba asking for their freight.

--- **YOU DESERVE IT – WE DELIVER IT!** ---

Allcovered.net wants to help you grow.

You deserve to work with a company that does the extra things to help you.

[www.allcovered.net](http://www.allcovered.net) ..... **We have logistics Allcovered!**

**TECH BIZ – BLACKBERRY SAVED:** RIM and NTP reached a \$612.5-million settlement that allows RIM's popular Blackberry to continue to operate with no changes.  
MORE: [http://news.com.com/BlackBerry+saved/2100-1047\\_3-6045880.html?tag=nl.e498](http://news.com.com/BlackBerry+saved/2100-1047_3-6045880.html?tag=nl.e498)

**SMALL BIZ – HEALTH – SWISS SYSTEM MAY BECOME US MODEL:** Every resident of Switzerland is required to buy health insurance. If they don't, they pay stiff monetary penalties. Companies have no role. Health care plans are chosen at the kitchen table, not through employee benefit departments. The plans can be costly. Government assistance helps pay premiums for those less well off.  
MORE: [www.menafn.com/qn\\_news\\_story.asp?StoryId=Cq\\_Lm0eicu1Dju1nirufmveG](http://www.menafn.com/qn_news_story.asp?StoryId=Cq_Lm0eicu1Dju1nirufmveG)

**SMALL BIZ – HEALTH – SPENDING MAY HIT \$4-TRILLION BY 2015:** America's health care bill is expected to hit more than \$4 trillion and make up 20% of GDP by 2015.  
MORE: <http://www.washingtontimes.com/business/20060221-091201-3131r.htm>

**US ECONOMY – SET TO ROAR BACK SAYS SURVEY:**

MORE: [http://news.yahoo.com/s/afp/20060227/bs\\_afp/useconomygrowthoutlook\\_vlt=AvOsGiKp3Klq.1FvNV1yKvBhIF\\_vlu=X3oDMTA5aHJvMDdwBHNiYwN5bmNhdA-](http://news.yahoo.com/s/afp/20060227/bs_afp/useconomygrowthoutlook_vlt=AvOsGiKp3Klq.1FvNV1yKvBhIF_vlu=X3oDMTA5aHJvMDdwBHNiYwN5bmNhdA-)

**US ECONOMY – CONSUMER SPENDING UP – CONSTRUCTION SLOWS:**

MORE: [http://news.yahoo.com/s/ap/20060301/ap\\_on\\_bi\\_eo\\_ec\\_fi/economy\\_vlt=AvLcTsCtsA6iWJPuRcax4eJKvBhIF\\_vlu=X3oDMTA5aHJvMDdwBHNiYwN5bmNhdA-](http://news.yahoo.com/s/ap/20060301/ap_on_bi_eo_ec_fi/economy_vlt=AvLcTsCtsA6iWJPuRcax4eJKvBhIF_vlu=X3oDMTA5aHJvMDdwBHNiYwN5bmNhdA-)

**TECH BIZ – LOOK AHEAD – NEW WINDOWS:** We know from your emails that many readers of Allcovered News are interested in technology. Microsoft has marketed what it called 'major upgrades' in the past that were really just a lot of fluff, so we're inclined to be skeptical. Maybe... maybe... this time it's real. Late in 2006 Microsoft will release the first major upgrade to Windows in several years, named 'Vista.' From reviews of beta releases analysts agree security is far better. The entire 'kernel' (the core of the operating system) and how it relates to programs has been reworked for stability and security. The User Interface is much improved. For an in-depth look at Vista and whether or not you will want to consider an upgrade when it comes out, we have this review.  
MORE: <http://ct.eneews.extremetech.com/rd/cts?d=185-328-2-10-110217-40960-0-0-0-1>

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

**TRUCKING – NEW HAZMAT PENALTIES IN EFFECT**

Revised penalties for federal hazardous materials transportation violations became effective on 17 February.

The changes include:

- The maximum civil penalty increased from \$32,500 to \$50,000 for a knowing violation, and to \$100,000 if the violation results in death, serious illness or severe injury to any person, or substantial destruction of property.
- The minimum civil penalty drops from \$275 to \$250, except a minimum civil penalty of \$450 applies to a training violation.
- Criminal penalties now apply to both reckless and willful violations of federal hazardous materials transportation law or the regulations, orders, special permits and approvals issued.
- The maximum criminal penalty of five years in prison and a fine of \$250,000 for an individual and \$500,000 for a corporation are retained. But the maximum imprisonment has been upped to 10 years in any case in which the violation involves the release of a hazardous material that results in death or bodily injury.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=51933>

**TRUCKING – MORE JOIN IN H-O-S CHALLENGE**

Safety and trucking groups are challenging provisions of the hours of service rule in court, though for different reasons.

Four safety groups -- Public Citizen, Citizens for Reliable and Safe Highways, Parents Against Tired Truckers and Advocates for Highway and Auto Safety -- were joined by the

International Brotherhood of Teamsters in asking a federal court to review the part of the rule which allows drivers to drive 11 consecutive hours before taking a mandatory 10-hour off-duty break. Three of the safety groups, Public Citizen, CRASH and PATT, have challenged the law before.

Sleeper-berth changes have spawned a court challenge by the Owner-Operator Independent Drivers Association. OOIDA also wants to change a provision of the rule known as the 14-hour on-duty clock, which limits a driver's day to a total of 14 hours once he or she goes on duty, unless the trucker takes a long enough break.

Studies are mixed on the impact of the hours of service rule on fatigue. Drivers are getting more rest, but they are also reporting more instances of drowsy driving. The number of fatal accidents involving large trucks has not substantially increased since the new rule went into effect.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=51980>

MORE: <http://www.thetrucker.com/showstory.aspx?id=10703>

**TRUCKING – OOIDA OPPOSES SPEED LIMITERS:** The Owner-Operator Independent Drivers Association (OOIDA) has come out in opposition to a national trucking lobby's proposal to set speed governors at 68 mph on new Class 8 trucks. OOIDA Executive Vice President Todd Spencer says, "It may sound like a good thing to some to slow down all the big trucks, but unless you slow down all the other vehicles too, you've really only made things more dangerous. That's why some states are increasing previously lower speeds for trucks."

MORE: <http://www.thetrucker.com/showstory.aspx?id=10693>

MORE: [http://www.truckinginfo.com/news/news-detail.asp?news\\_id=56215](http://www.truckinginfo.com/news/news-detail.asp?news_id=56215)

**TRUCKING – REPOSSESSIONS HIGH:** Repossessions and liquidations of tractor-trailer trucks nationwide increased again in the fourth quarter of 2005, according to Nassau Asset Management. In November, the company reported that overall equipment repossessions and liquidations during the first three quarters of 2005 increased significantly for the first time since 2002. The upward trend continued in fourth quarter 2005 for tractor-trailer trucks (+145%) and construction equipment (+44%).

MORE: [http://www.truckinginfo.com/news/news-detail.asp?news\\_id=56200](http://www.truckinginfo.com/news/news-detail.asp?news_id=56200)

**TRUCKING – ATA, TCA AND AARP WANT OLDER DRIVERS:** The American Trucking Associations and the Truckload Carriers Association are joining with the American Association of Retired Persons (AARP) to collaborate on recruiting and retaining baby boomer employees and luring workers over age 50 into the trucking industry.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=52006>

**TRUCKING – DIESEL UP:** The US national average retail price of a gallon of diesel almost completely made up for last week's 2-cent drop by rising 1.6 cents, to \$2.471, for the week ending 27 February. That's 35.3 cents higher than a year ago.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=51974>

## >>>> SECURITY SECTION <<<<

### SECURITY - SECURING CARGO CAN BE DONE

The technology to almost completely secure cargo exists, but few use it.

The highest level of Radio Frequency ID (RFID) tags will report almost anything you wish them to... intrusions into a container, their location, what is in the pallet or container the tag is fixed to, the atmosphere nearby, temperature readings, whether any chemicals are present, and much more.

Implementation of such systems has been delayed for a variety of reasons, including the cost of purchase and installation, the fact that such devices are not required by law, and the desire to balance the need for security with the need to keep the nation's commerce flowing, says William Corley, executive director of the International Cargo Security Council.

"Our supply chains are part of the global supply chain, and security is part of global commerce. Before 9/11, there were security issues with imports and exports. (mostly cargo theft) Long after people are thinking about 9/11, they will still be there."

So-called passive systems use an embedded chip similar to supermarket bar codes. Wal-Mart employs passive systems to track its cargo around the world.

Active systems using radio frequency identification go a step further, affixing small electronic seals to cargo containers to warn of tampering, but these devices are less common in the corporate world. Active RFID tags can cost up to \$80 apiece, depending upon the number of functions it was configured to perform.

MORE: <http://www.sfgate.com/cgi-bin/article.cgi?file=/chronicle/archive/2006/02/23/BUGESHCVK81.DTL&type=business>

## **SECURITY – WHOLE WORLD WORKS AT A PORT**

--- Excerpted from an article in Houston Chronicle – Link at end ---

As a chilly wind whipped off the water at the Port of Houston on a recent Friday morning, P&O's Captain James Bond surveyed a steady parade of heavy equipment coming off a ship. In Houston, P&O handles stevedoring, the loading and unloading of ships, at some public terminals. Other stevedoring companies do, too.

Until earlier this month, few outside the shipping industry knew what P&O was, or even cared.

P&O is not alone at Houston or other ports... but Houston is a good example.

"At the port, there are 200 trading nations and 1,000 ports that deal with Houston," says Jim Edmonds, chairman of the port authority. With 88 steamship lines offering service from Houston to far-flung parts of the world, the amount of goods moving through requires the efforts of a host of businesses and individuals, both public and private.

A number of the companies with facilities along the Houston Ship Channel are foreign-owned, from those like Venezuela's Citgo Petroleum to others like Odfjell Terminals, owned by Norwegian concern Odfjell.

The whole issue of foreign ownership has been a key focus of the controversy involving DP World. An outcry has arisen because it is an Arab-owned company, and two of the terrorists who attacked the US on Sept. 11, 2001, were from the UAE.

Critics of the expected takeover point out that the government has the big ownership stake in DP World. The Houston Port Authority responds P&O does not own or operate its facilities at the port. It leases space for container and chassis repair and storage.

MORE: <http://www.chron.com/disp/story.mpl/business/3685002.html>

## **SECURITY – PORT TRUCK THEFT RAISES CONCERN IN SO-CAL PORTS:**

MORE: <http://www.dailybreeze.com/opinion/articles/2399256.html>

**SECURITY – WSC BACKS PORT DEAL:** Christopher Koch, president and CEO of the World Shipping Council that represents ocean carriers, told a US Senate panel that terminals operated by foreign-controlled entities, such as those operated by P&O that are being acquired by DP World, "...must and do comply with the all government's applicable security requirement." Koch says there is no evidence that terminals operated by foreign-controlled companies "...are any less secure, or in any way less compliant with security regulations, or in any way less cooperative with US government security authorities than US companies. In fact, these companies work closely and cooperatively with the Coast Guard, Customs and Border protection, the US military and other US law enforcement agencies."

MORE: <http://www.joc.com/20060228/sections/ocean/w48362.asp>

## **SECURITY – DHS DEFENDS DP-WORLD PORT PURCHASE:**

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=29005](http://www.americanshipper.com/SNW_story.asp?news=29005)

**SECURITY – EU PROPOSALS SPOOK SHIPPERS:** The European Shippers Council says it welcomes the proposal by the European Commission for a voluntary security scheme for road, rail and inland waterway-based movement of freight. But the Brussels-based trade association is concerned the scheme would not be applied uniformly by the different EU member states, creating "unfair commercial disadvantages for those whose governments are less industry-friendly." The ESC wants EU mandates to add efficiency and reduce theft.

MORE: <http://www.joc.com/lede/20060301/sections/ecommm/w86279.asp>

**SECURITY – US PLEDGES MALACCA STRAITS SECURITY HELP:** The US has pledged to help combat the threat of piracy and terrorism in the Straits of Malacca, one of the world's busiest shipping lanes. Details of how much the US may help will be planned after Malaysia, Indonesia and Singapore sign a pact in April outlining standard operating procedures for

maritime security, says Admiral William Fallon, commander of the US Pacific Command, which includes US forces in the Indian Ocean and the Pacific. Aid is likely to be limited to capacity building and technical cooperation, without any foreign military presence in the strait. Malaysia and Indonesia have ruled out any direct foreign intervention.  
MORE: <http://www.joc.com/20060227/sections/ocean/w79053.asp>

## >>> AIR & OCEAN SECTION <<<

**AIR – NWA & ATTENDANTS REACH DEAL:** Northwest Airlines and its flight attendants, represented by the Professional Flight Attendants Association, reached an eleventh-hour agreement on a new collective bargaining agreement that, if ratified by union members, will result in the carrier achieving the \$195 million in labor savings it sought from cabin staff.  
MORE: <http://www.atwonline.com/news/story.html?storyID=4212>

**AIR – NWA & PILOTS REACH DEAL:** Northwest Airlines and its pilots union Friday reached a tentative agreement on USD\$358 million in concessions which, if approved by members, would avert a threatened strike at the bankrupt carrier.  
MORE: <http://news.airwise.com/story/view/1141422453.html>

**AIR - AF-KLM UNIONS CALL ONE DAY STRIKE FOR TOMORROW:** Unions representing Air France-KLM employees have called a one-day strike for Tuesday, March 7, in protest against a new extended-length temporary job contract created by Prime Minister Dominique de Villepin.  
MORE: [http://freeserve.adfn.com/news\\_Air-FranceKLM-unions-call-for-March-7-strike-over-contract-change\\_14398868.html](http://freeserve.adfn.com/news_Air-FranceKLM-unions-call-for-March-7-strike-over-contract-change_14398868.html)

**AIR – DELTA & PILOTS FAR APART:** Delta Air Lines and its pilots' union failed to reach an agreement on concessions by a Wednesday deadline, triggering arbitration on the carrier's bid to reject the pilots' contract. Arbitration proceedings should begin next week in Washington on Delta's attempt to throw out the pilots' contract to save money and restructure.  
MORE: <http://news.airwise.com/story/view/1141299772.html>

**AIR – CROWDED US SKIES IN 2006 – WARN YOUR SHIPPERS:** The FAA expects US skies to be more crowded this year, and that means more flight delays. For expedited air cargo be ready with alternatives for your shippers and warn them in advance when you see weather radar threatening to slow air traffic along the route of your shipments.  
MORE: <http://www.cnn.com/2006/TRAVEL/03/01/crowded.skies.ap/index.html>

**AIR – VENEZUELA RESTRICTS US AIR CARRIERS:** Venezuela's Instituto Nacional de Aeronautica Civil is reducing dramatically the number of flights US carriers American Airlines, Continental Airlines, Delta Air Lines and FedEx will be allowed to operate into the country beginning March 30.  
MORE: <http://www.atwonline.com/news/story.html?storyID=4161>

**AIR – MALAYSIA AIRLINES TO RAISE \$1-BILLION:** Malaysia Airlines reports widening losses and says it will raise a USD\$1.1 billion cash lifeline and increase local fares to return to profitability next year. "I am convinced that with decisive action, MAS can be a success and emerge as a winner. We have a plan... that will turn around the business in two years, says the airline's new Managing Director Idris Jala.  
MORE: <http://news.airwise.com/story/view/1141040960.html>

**AIR – CHINA TO EXPAND AIRPORT INFRASTRUCTURE:** China will spend 140 billion Chinese yuan (US\$17.4 billion; euro14.7 billion) over the next five years to expand its airport infrastructure to meet a forecast 14% annual growth in domestic air traffic.  
MORE: [http://www.businessweek.com/ap/financialnews/D8G20BJ0F.htm?campaign\\_id=apn\\_home\\_down&chan=db](http://www.businessweek.com/ap/financialnews/D8G20BJ0F.htm?campaign_id=apn_home_down&chan=db)

**AIR – DUBAI AIMS AT RUNNING AIRPORTS:** Dubai Aerospace Enterprise, which plans to offer aviation services ranging from aircraft leasing to airport operations, expects to generate sales of up to \$2 billion by 2016 by running airports in Asia.  
MORE: <http://www.joc.com/20060223/sections/air/w93893.asp>

**AIR – AIRBRIDGE AND EMIRATES CO-OP:** AirBridge Cargo, the scheduled cargo airline subsidiary of Volga-Dnepr Group, and Emirates SkyCargo have signed an interline agreement. The agreement enables ABC to offer its Russian customers capacity to destinations in the Middle East, India and Africa using the Emirates network. In exchange, Emirates will have the opportunity to extend its network to Moscow's largest cargo hub at Sheremetyevo Airport by interlining through ABC's Frankfurt and Amsterdam hubs.  
MORE: <http://www.joc.com/20060221/sections/air/w22072.asp>

**AIR – AIR FRANCE-KLM ADDS DFW WEEKLY FREIGHTER FLIGHT:**  
MORE: [http://dallas.bizjournals.com/dallas/stories/2006/02/27/daily43.html?jst=b\\_in\\_hl](http://dallas.bizjournals.com/dallas/stories/2006/02/27/daily43.html?jst=b_in_hl)



### WANT TO MAKE 25% MORE IN 2006?

You can grow your profit by 25% in 2006 with help from Allcovered.net.

- More sales
- More customers
- More profit per sale

**YOU DESERVE IT – WE DELIVER IT**

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

**OCEAN – FEFC HIKES RATES:** The Far Eastern Freight Conference ocean carriers will raise its freights rates next month. Effective April 1, rates on six-month and 12-month contracts will rise \$200 on average. The BAF will rise 5%.  
MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=29163](http://www.americanshipper.com/SNW_story.asp?news=29163)

**OCEAN – SINGAPORE TO DOUBLE CAPACITY:** The Port of Singapore plans to double capacity by 2015.  
MORE: <http://www.joc.com/20060302/sections/ocean/w4087.asp>

**OCEAN – DAN-GULF BACK IN NEW ORLEANS:** Project cargo carrier Dan-Gulf Shipping has returned its offices to New Orleans after a six-month evacuation to Houston.  
MORE: <http://www.joc.com/lede/20060227/sections/ocean/w34416.asp>

**TRADE – K+N SAYS “NO THANKS” TO TNT:** Swiss logistics firm Kuehne + Nagel has said it is not interested in bidding for TNT's logistics business. Rumors were circulating that K+N may be interested in acquiring the division. Reuters reports the firm is focusing its attentions specifically on the Asia-Pacific area and would not want to take on TNT's global business. TNT is trying to divest the division with a view to concentrating its efforts on its global parcel operations.  
MORE: <http://www.datamonitor.com/~9a3cb1a09ccc47e8b674aec8b4gae18--industries/news/article?pid=1C1A7727-D2F5-400B-8C0F-55FDD54335C&ivtype=NewsWire>

**TRADE – CSXI CUTS FUEL SURCHARGE:** CSX Intermodal will trim its March fuel surcharge to 16%, down 0.5% from February. The surcharge applies to CSXI's ramp-to-ramp, ramp-to-door, door-to-ramp and door-to-door rates. The drayage-only fuel surcharge for March will be 21%.  
MORE: <http://www.joc.com/20060228/sections/logis/w91364.asp>

**TRADE – COLOMBIA & US TRADE DEAL:** "The United States and Colombia agreed on terms for a comprehensive trade opening agreement that will enhance economic growth and prosperity between the US and Colombia," say US Trade Representative Rob Portman and Jorge Humberto Botero, Minister of Trade, Industry and Tourism for Colombia. "The agreement will help foster economic development in Colombia, and contribute to efforts to counter narco-terrorism, which threatens democracy and regional stability."  
MORE: <http://www.joc.com/lede/20060301/sections/trade/w66376.asp>

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

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

## KARAOKE FOR YOUR MONDAY

Click the link, turn up the speakers, smile, and sing along with the 'Gypsy Kings.' (This animation is cute, but also proof some people have entirely too much free time).

CLICK: <http://www.barry.fireflyinternet.co.uk/fun/files/karaoke.htm>

## MORE 'YOU MIGHT BE A REDNECK'

-- From the warped mind of Jeff Foxworthy --

1. You take your dog for a walk and you both use the same tree.
2. You can entertain yourself for more than 15 minutes with a fly Swatter.
3. Your boat has not left the driveway in 15 years.
4. You burn your yard rather than mow it.
5. You think the "nutcracker" is something you do off the high dive.
6. The Salvation Army declines your furniture.
7. You offer to give someone the shirt off your back and they don't want it.
8. You have the local taxidermist on speed dial.
9. You come back from the dump with more than you took.
10. You keep a can of Raid bug killer on the kitchen table.
11. Your wife can climb a tree faster than your cat.
12. Your grandmother has "ammo" on her Christmas list.
13. You keep flea and tick soap in the shower.
14. You've been involved in a custody fight over a hunting dog.
15. You go to the stock car races and don't need a program.
16. You know how many bales of hay your car will hold.
17. You have ever had a rag for a gas cap.
18. Your house doesn't have curtains, but your truck does.
19. You wonder how service stations keep their restrooms so clean.
20. You can spit without opening your mouth.
21. You consider your license plate personalized because your Father made it.
22. Your lifetime goal is to own a fireworks stand.
23. You have a complete set of salad bowls and they all say "Cool Whip" on the side.
24. The biggest city you've ever been to is Wal-Mart.
25. Your working TV sits on top of your non-working TV.
26. You've used your ironing board as a buffet table.
27. A tornado hits your neighborhood and does a \$100,000 worth of improvements.
28. You've used a toilet brush to scratch your back.
29. You missed your 5th grade graduation because you were on jury duty.
30. You think fast food is hitting a deer at 65.

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

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