

# AllCovered NEWS

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## HIGHLIGHTS TO HELP YOU THIS WEEK

- Understanding Supply Chain Management
- Finding Work / Life Balance
- Few HazMat Shipments Tracked
- Cargo Theft Now Federal Focus

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### DETAILED CONTENTS THIS WEEK

#### SMALL BUSINESS:

Understanding Supply Chain Management  
Finding Work-Life Balance  
Ignore That Email

#### TRUCKING:

Wal-Mart Goes Real-Time Tracking  
Diesel Down

#### SECURITY:

Few HazMat Shipments Are Tracked  
Cargo Theft Now Federal Focus  
Cargo Security Gap Not Shrinking

#### OCEAN & AIR FORWARDING:

New Air Cargo Services  
APX Closes  
Ocean Cargo Rates to Hold

#### JUST FOR FUN:

Wackiest Street Names  
Things You Should Know

#### NEXT WEEK

Have Your Best Year Ever

Links to source stories at end of excerpts

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## >> SMALL BUSINESS SECTION <<



### SMALL BIZ – UNDERSTANDING SUPPLY CHAIN MANAGEMENT

We talk about “logistics” and “supply chain management” all the time... but what exactly is it? Let’s back up and look at the basics... and why anyone that moves freight needs to become more involved in SCM.

You can make the best product in the world, but unless you can get supplies to make it... and get the finished product to buyers, it is worthless.

Supply chain management (SCM) is the combination of art and science that goes into improving the way your company finds the raw components it needs to make a product or service and deliver it to customers.

#### There are five important components of a supply chain:

<b>PLANNING</b>	You need a strategy for managing all the resources that go toward meeting customer demand for your product or service. This involves choosing the suppliers that will deliver the goods and services you need to create your product. Developing a set of pricing, delivery and payment processes with suppliers. And putting together processes for managing the inventory of goods and services you receive from suppliers, including receiving shipments, verifying them, transferring them to your manufacturing facilities and authorizing supplier payments.
<b>SOURCE</b>	This is the manufacturing step which includes scheduling the activities necessary for production, testing, packaging and preparing them for delivery.
<b>MAKE</b>	Coordinate the receipt of orders from customers, develop a network of warehouses, pick carriers to get products to customers and set up an invoicing system to receive payments
<b>DELIVER</b>	This is the problem part of the supply chain. It involves receiving defective and excess products back from customers and supporting customers who have problems with delivered products.
<b>RETURN</b>	Logistics professionals, whether they are truckers or forwarders or planners have done all five of the above at one time or another... but now with the Internet, real time tracking, GPS equipped containers/trucks and software we can... if we trust them... keep everyone involved in the goods informed about what is happening.

It’s called “**Supply Chain Visibility.**”

The supply chain in most industries is like a big card game. The players don’t want to show their cards because they don’t trust anyone else with the information.

But if they showed their hands they could all benefit. Suppliers wouldn’t have to guess how many raw materials to order, and manufacturers wouldn’t have to order more than they need from suppliers to make sure they have enough on hand if demand for their products unexpectedly goes up.

#### ROADBLOCKS TO SUPPLY-CHAIN VISIBILITY:

- Gaining trust from suppliers & partners
- Internal resistance to

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Retailers would have fewer empty shelves if they shared the information they had about sales of a manufacturer's product in all their stores with the manufacturer.

change  
• Initial mistakes will happen

Who's the best? Wal-Mart and Proctor & Gamble. Before these two companies started collaborating back in the '80s, retailers shared very little information with manufacturers. But then the two giants built a software system that hooked P&G up to Wal-Mart's distribution centers.

When P&G's products run low at the distribution centers, the system sends an automatic alert to P&G to ship more products. It lets P&G monitor store shelves through real-time satellite link-ups that send messages to the factory whenever a P&G item swoops past a scanner at the register.

With this kind of minute-to-minute information, P&G knows when to make, ship and display more products at Wal-Mart stores. No need to keep products piled up in warehouses awaiting Wal-Mart's call. Invoicing and payments happen automatically.

The system saves P&G so much in time, reduced inventory and lower order-processing costs that it can afford to give Wal-Mart "low, everyday prices" without putting itself out of business.

There are some excellent software communications platforms that DO NOT require as much integration as the Wal-Mart / P&G example above, but do keep everyone along the supply chain informed.

One we know well that many of our clients use is Pangaea: <http://www.pangaeaworld.com/>

Find what's right for you.

If you can help your Shippers realize cost savings through better integration of their Supply Chain and better communication, you'll keep existing business and get new business.

If you don't, someone else will.

MORE: <http://www.thisdayonline.com/nview.php?id=42004>

**SO WHAT?**



**SMALL BIZ – FINDING WORK/LIFE BALANCE**

As mobile phones and the Internet make us constantly available to clients, finding time for family and personal needs gets harder.

"In general, people are overscheduled, overcommitted, overworked and overwhelmed," says Renee Trudeau, career and work/life balance coach and president of Austin, Texas-based Career Strategists.

**CAUSING STRESS**

- A volatile economic and employment climate.
- The overwhelming presence of technology.
- A greater travel requirement for professionals.
- An increase in the number of dual-income families.
- An increase in families caring for aging relatives.

Many try to "have it all," pushing themselves mentally at work, then pushing themselves physically to exercise more or do more at home.

"Often an escalation cycle occurs ... until we find ourselves fiendishly working and fiendishly exercising, with no time for anything else."

**TIPS FOR BALANCE**

- Build a professional and personal support network, such as social groups, mentors and professional or parenting organizations.
- Take time for self-renewal.
- Review how you manage your energy, not your time. Say no to nonessential activities.
- Adopt a "good is good enough" attitude when it comes to certain activities. Choose priorities, and do the best with the time and resources available.

"Focus on what you need in the areas of emotional, physical and mental self-care. Your productivity will increase if you put your well-being first," says Trudeau.

"The human system has two greatly underutilized energy sources: emotional and spiritual," says another "life coach." "To access them, we have to rest. By rest, I mean stop doing. Regular, short periods of rest have the effect of restoring lost energy."

MORE: [http://www.bizjournals.com/industries/business\\_services/human\\_resources/2006/02/20/austin\\_focus4.html?e=et1152&hbx=e\\_vert](http://www.bizjournals.com/industries/business_services/human_resources/2006/02/20/austin_focus4.html?e=et1152&hbx=e_vert)



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## SMALL BIZ – IGNORE THAT EMAIL

### GET MORE DONE

-- From Windows Office World --

It's easy to get caught up in the latest email that's arrived which distracts you from the job at hand.

You will be amazed at the amount of work you can get done simply by changing your email program from checking for email every few minutes to once an hour or 90 minutes.

Email can become a distraction and it's easy enough to change your account settings to check for email over a longer period of time than the usual 10 or 15 minute defaults.

If there's a message you're waiting on you always have the choice of manually polling for email.

### --- HOW TO ---

Go to Tools

Go to Send/Receive

Go to Send/Receive settings

Go to Define Send/Receive Groups.

You can adjust the time between checks for new email.

**SMALL BIZ – HEALTH – SENATE COMMITTEE PASSES ASP:** The Senate Health, Education, Labor and Pensions Committee voted 11-9 along party lines to approve a bill (S 1955) that would allow small businesses to form association health plans under certain conditions.

MORE: [www.kaisernetwork.org/daily\\_reports/print\\_report.cfm?DR\\_ID=36055&dr\\_cat=3](http://www.kaisernetwork.org/daily_reports/print_report.cfm?DR_ID=36055&dr_cat=3)

**TECH BIZ – HIGH-TECH TRAVEL ADVICE:** Do you travel a lot? Wonder how to stay connected to friends, family and the office? There are all sorts of great products out there, but they're hard to find. Where do you find the best high-tech hotels? What about airlines with onboard connectivity--or just a decent entertainment system? E-Letters put together an exhaustive feature on technology and travel that answers all those questions and more.

**STAY CONNECTED:** <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-627-1-278-261855-32612-0-0-1>

## >>>> TRUCKING SECTION <<<<

**TRUCKING – FEW HAZMAT SHIPMENTS TRACKED:** See "Security" section

**TRUCKING – WAL-MART OPTS FOR REAL-TIME TRACKING:** Wal-Mart Stores will use GE's VeriWise system for real-time tracking of the company's 46,000 trailers in the US. Wal-Mart will be using two recent enhancements to VeriWise capabilities, an interior-mounted cargo sensor and a solar trickle charging system to further extend battery life. "When our shipments are in transit, it's important for us to know at all times their whereabouts and the interior condition of the trailer and its contents," says Tim Yatsko, Wal-Mart's senior vice president for transportation. "GE gives us a technical solution that can be integrated across

our supply chain and gives us the foundation of an information-based approach to managing it more efficiently. The solar-charging capability in VeriWise also supports our ten-year trailer maintenance requirement as well as our sustainability efforts."

MORE: <http://www.thetrucker.com/showstory.aspx?id=10758>

**TRUCKING – DIESEL DOWN A FRACTION:** The US national average retail price of a gallon of diesel decreased less than a penny for the week ending March 13, to \$2.543, or 34 cents more than in the same week of 2005.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=52288>

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

### SECURITY – FEW HAZMAT SHIPMENTS TRACKED

"Today, hazardous materials can leave a warehouse and most shippers have no ability to monitor the location or condition of that material until it arrives at its final destination. That lack of visibility can put America at significant risk," says Feza Pamir.

"It is frightening to consider that so few companies have implemented such asset-tracking solutions. And when one considers that such solutions provide enhanced efficiency that pays for itself in increased utilization of transportation assets, while simultaneously enhancing security, there is no good business case for failing to implement real-time asset tracking solutions."

Every day, thousands of shipments of hazardous materials traverse America's cities. Yet fewer than 10% of the hazmat shippers/transporters have access to real-time tracking data that can identify, locate and monitor the transportation of these materials.

That's the finding of a recent, cross-industry survey that shows a need for technologies that will enhance security and provide accurate, real-time tracking solutions for hazardous material transportation.

The survey polled pharmaceutical, chemical, oil/gas and other vertical industry companies on the procedures and technologies currently in place for monitoring hazardous materials during shipment in non-powered containers (truck trailers, rail cars, freight boxes). The survey found that a significant lack of information is available, and that material is often "invisible" during transportation, enhancing risk to national security.

#### --- KEY FINDINGS ---

- = More than one-half the companies rely on third-party services for asset tracking.
- = More than two-thirds of respondents agree access to real-time data is very or extremely important.
- = 92% are interested in the positive impact such data could have on materials security.
- = 85% are interested in tracking's potentially positive impact on compliance.

MORE: [http://www.truckinginfo.com/news/news-detail.asp?news\\_id=56255](http://www.truckinginfo.com/news/news-detail.asp?news_id=56255)

### SECURITY – CARGO THEFT NOW FEDERAL FOCUS

It has taken thirty years, but it is finally law. Retired Cargo theft legislation now passed by Congress and signed into law by President Bush as part of the revised USA Patriot Act will help in the fight against the national crisis of cargo theft that costs US businesses at least \$10-Billion annually.

The Patriot Act increases prison terms to three years for anyone convicted of stealing cargo with a value of less than \$1,000 and 15 years for those convicted of thefts of more than \$1,000.

Cargo theft also will have its own Uniform Crime Reporting code used by the FBI. The law also requires a national cargo theft data base to be established.

The International Cargo Security Council, which is based in Washington, has been trying for 30 years to get legislation to help its fight against cargo theft.

"This is the first step in the right direction," says William Corley, the ICSC executive director. "We are especially glad to see the UCR code being added so that we can better track thefts."

MORE: <http://www.ocala.com/apps/pbcs.dll/article?AID=/20060309/NEWS/203090409/1001/news01>

## SECURITY – THE GAP NOT SHRINKING

As warned, collapse of the Dubai ports proposal threatens to damage the United States diplomatically as some Muslim nations see the controversy as the result of bigotry.

Also as warned, US ports are vulnerable to terrorists for reasons having nothing to do with who runs the facilities.

Cargo is susceptible to tampering at any point along its journey.

Here are some of the documented lapses:

- Cargo was not protected in the countries from which it originated. Truck drivers in Brazil were allowed to take cargo containers home overnight, where they could be accessed by virtually anyone. Security at some overseas ports was deemed inadequate.
- Cargo was not protected en route to the United States. Containers could be opened aboard ship. There are few safeguards to make sure crewmembers are fully trustworthy.
- Cargo was not protected in US ports. A warehouse in Maine was graded as less secure than any in Turkey - and security at one of those Turkish ports had been labeled "totally inadequate by US standards." By logic, then, the Maine port was inadequate by US standards.
- Mistakes are common in manifests are supposed to accurately describe cargo received in the United States.
- Cargo was not protected en route within the United States. Containers transferred for shipment by rail often were left on sidings that were not enclosed by fences or other security measures.

- All this means that terrorists potentially could introduce a weapon of mass destruction, such as a biological agent, at almost any point along the way: in the foreign country of shipment, during the voyage to the United States, at a US port or while cargo is being transported to a final destination.

MORE: [http://www.dailyprogress.com/server/Satellite?pagename=CDP%2FMGArticle%2FCDP\\_BasicArticle&ca=MGArticle&cid=1137834692978&path=/news/opinion](http://www.dailyprogress.com/server/Satellite?pagename=CDP%2FMGArticle%2FCDP_BasicArticle&ca=MGArticle&cid=1137834692978&path=/news/opinion)

**SECURITY – STARBUCKS PLANS ANTI-TAMPER BOXES:** Starbucks will install sensors to detect tampering with containerized shipments of coffee beans moving from Guatemala to Europe or the United States. Starbucks will install General Electric's CommerceGuard sensors to the insides of containers to record any opening of the doors.

MORE: <http://www.joc.com/20060317/sections/ocean/w87247.asp>

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

**AIR – CARGOLUX ADDS SERVICE:** Cargolux will add a third weekly frequency to its Hong Kong-Barcelona-Luxembourg service this month.

MORE: <http://www.atwonline.com/news/other.html?issueDate=3%2F17%2F2006>

**AIR – SWISS WORLDCARGO ADDS SERVICE:** Swiss WorldCargo will add an additional daily service between Zurich and New York from May 1.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=30018](http://www.americanshipper.com/SNW_story.asp?news=30018)

**AIR – CATHAY TO GET SHANGHAI RIGHTS:** Cathay Pacific Airways is set to win the right to fly the Hong Kong-Shanghai route this year. Hong Kong newspaper "The Standard" cited a spokeswoman for the General Administration of Civil Aviation of China (CAAC), who said that Cathay could obtain approval to fly the route linking Hong Kong and Shanghai this year but declined to give a firm time frame.

MORE: [http://www.aircargoworld.com/break\\_news/03152006d.htm](http://www.aircargoworld.com/break_news/03152006d.htm)

**AIR – CATHAY CARGO UP:** Cathay Pacific transported 86,705 tons of cargo in February, up 18.1% from the same month in 2005. Load factor in February increased 4.0% to 68%, "reflecting continued directional imbalances as far more goods were shipped from Southern China through Hong Kong than were imported from markets such as the United States, Europe and Australia."

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=29715](http://www.americanshipper.com/SNW_story.asp?news=29715)

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### **TRADE – APX LOGISTICS SHUTS DOWN**

Third-party logistics provider APX Logistics filed for Chapter 11 bankruptcy protection Thursday according to DM News. In the filing, APX said it has between 5,001-10,000 creditors, that its estimated assets are more than \$100 million and that its estimated debts are more than \$100 million. APX Logistics is the largest of the dozen or so Parcel Select consolidators that specialize in small-package delivery.

Officials at APX, a California-based provider that claims \$700 million in annual revenue, gave no reason for the shutdown.

The US Postal Service was trying to confirm the status of one of the country's largest business to consumer package consolidators "but indications we've received is that they've folded," said USPS spokesman Gerald McKiernan.

MORE: [http://www.aircargoworld.com/break\\_news/03162006b.htm](http://www.aircargoworld.com/break_news/03162006b.htm)

**OCEAN – DURBAN PORT STRIKE:** Thousands of workers at South African rail and logistics group Transnet held a one-day nationwide strike Monday, disrupting operations at a major container terminal. Four unions, representing 50,000 of state-owned Transnet's 85,000-strong workforce, are protesting the group's restructuring plan to sell off as much as \$1.2 billion worth of assets. They say it could cost 30,000 jobs.

MORE: <http://www.joc.com/20060313/sections/logis/w45978.asp>

**OCEAN – TACA HOLDS BAF:** The Trans-Atlantic Conference Agreement says its bunker adjustment factor will be unchanged through May 15 at the following levels: traffic to/from and via Atlantic/Gulf Coast ports will be charged \$423 per TEU and \$846 per FEU; to/from and via Pacific Coast ports will be charged \$635 per TEU and \$1,270 per FEU.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=29721](http://www.americanshipper.com/SNW_story.asp?news=29721)

**OCEAN – MATSON HIKES FUEL SURCHARGE:** Matson will raise its fuel surcharge in its Hawaii and Guam/Commonwealth of Northern Mariana Islands services from 15% to 18.5% effective 2 April.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=29722](http://www.americanshipper.com/SNW_story.asp?news=29722)

**OCEAN – TRANS-PAC RATES WON'T CRASH:** Container lines in the eastbound Asia-US trade say high post-Lunar New Year utilization, a growing US economy, infrastructure constraints and rising operating costs could help push freight rates up this year. The 11 carriers of the Transpacific Stabilization Agreement say their positive outlook is fueled by unexpectedly high cargo volume growth of 13.2% in 2005, as well as low unemployment, rising wages and disposable income, moderate interest rates, and strong consumer confidence and retail sales, that should fuel cargo demand. Despite the flow of new, larger ships into trans-Pacific services, port and inland transportation constraints will limit effective vessel capacity to within about 3% of demand. "Carriers are looking at their forward bookings, they're reporting cargo being bumped to later sailings at Asian ports -- not exactly a market that indicates dramatic excess capacity and falling freight rates," says TSA Executive Director Albert Pierce.

MORE: <http://www.joc.com/20060314/sections/ocean/w12591.asp>

**OCEAN – BOX LINES PREDICT SLOWING ASIA-US MARKET:** Container liners serving the route between Asia and the US forecast business will remain strong for most of 2006 despite new ships entering the market, but a slowdown could emerge late in the year and extend into 2007. The Transpacific Stabilization Agreement (TSA) group says members report full ships on services linking Asia to America's east coast through the Panama Canal as well as vessel utilization of 90-95 percent to the west coast. In the latest sign that the shipping industry is heading for a downturn, Neptune Orient Lines, last week reported the first decline in the number of containers carried on its ships in two-and-a-half years.

MORE: [http://www.btimes.com.my/Current\\_News/BT/Wednesday/Corporate/BT556956.txt/Article/](http://www.btimes.com.my/Current_News/BT/Wednesday/Corporate/BT556956.txt/Article/)

**OCEAN – CYKH LINES TO ADD 200,000 TEU TRANS-PAC CAPACITY:** CKYH alliance members COSCO, "K" Line, Hanjin Shipping and Yang Ming Marine will revise their services in the Asia/Pacific Northwest market, increasing annual one-way capacity to the region by about 200,000 TEUs beginning in May.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=30007](http://www.americanshipper.com/SNW_story.asp?news=30007)

**OCEAN – HYUNDAI ADDS LONG BEACH CALL:** Korean ocean carrier Hyundai Merchant Marine will resume May calls on its weekly transpacific Pacific China Express service to Long Beach from Tacoma.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=29856](http://www.americanshipper.com/SNW_story.asp?news=29856)

**OCEAN – ZIM ADDS PORTLAND CALL:** The Port of Portland, Oregon has signed Zim to call its Terminal 6 container facility beginning 14 May.

MORE: <http://www.joc.com/lede/20060314/sections/ocean/w24961.asp>

**OCEAN – CHINA SHIPPING ADDS UAE & INDIA:** China Shipping Container Lines has extended its weekly transpacific AAC service to include calls in Dubai and India. The renamed AMA service will keep its weekly sailing frequency and include calls at Jebel Ali in Dubai and Nhava Sheva in India.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=29786](http://www.americanshipper.com/SNW_story.asp?news=29786)

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

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

### **WACKIEST STREET NAMES IN US**

10. Tater Peeler Road in Lebanon, Texas
9. The intersection of Count and Basie in Richmond, Va.
8. Shades of Death Road in Warren County, N.J.
7. Unexpected Road in Buena, N.J.
6. Bucket of Blood Street in Holbrook, Ariz.
5. The intersection of Clinton and Fidelity in Houston
4. The intersection of Lonesome and Hardup in Albany, Ga.
3. Farfrompoopen Road in Tennessee (the only road up to Constipation Ridge)
2. Divorce Court in Heather Highlands, Pa.
1. Psycho Path in Traverse City, Mich.

### **THINGS YOU SHOULD KNOW BUT PROBABLY DON'T**

1. Money isn't made out of paper; it's made out of cotton.
2. The Declaration of was made of hemp paper.
3. The dot over the letter i is called a "tittle".
4. A raisin dropped in a glass of fresh champagne will bounce up and down continuously from the bottom of the glass to the top.
5. Susan Lucci is the daughter of Phyllis Diller.
6. 40% of McDonald's profits come from the sales of Happy Meals.
7. 315 entries in Webster's 1996 Dictionary were misspelled.
8. The 'spot' on 7UP comes from its inventor, who had red eyes. He was albino.
9. On average, 12 newborns will be given to the wrong parents, daily.
10. Warren Beatty and Shirley MacLaine are brother and sister.
11. Chocolate affects a dog's heart and nervous system; a few ounces will kill a small dog.
12. Orcas (killer whales) kill sharks by torpedoing up into the shark's stomach from underneath, causing the shark to explode.
13. Most lipstick contains fish scales (ewww).
14. Donald Duck comics were banned from Finland because he doesn't wear pants.

15. Ketchup was sold in the 1830's as medicine.
16. Upper and lower case letters are named 'upper' and 'lower' because in the time when all original print had to be set in individual letters, the upper case letters were stored in the case on top of the case that stored the smaller, 'lower case' letters.
17. Leonardo DA Vinci could write with one hand and draw with the other at the same time. (hence, multi-tasking was invented.)
18. Because metal was scarce, the Oscars given out during World War II were made of wood.
19. There are no clocks in Las Vegas gambling casinos.
20. The name Wendy was made up for the book Peter Pan; there was never a recorded Wendy before!
21. There are no words in the dictionary that rhyme with: orange, purple, and silver!
22. Leonardo Da Vinci invented scissors. Also, it took him 10 years to paint Mona Lisa's lips.
23. A tiny amount of liquor on a scorpion will make it instantly go mad and sting itself to death.
24. The mask used by Michael Myers in the original "Halloween" was a Captain Kirk's mask painted white.
25. If you have three quarters, four dimes, and four pennies, you have \$1.19. You also have the largest amount of money in coins without being able to make change for a dollar (good to know.)
26. By raising your legs slowly and lying on your back, you can't sink in quicksand (and you thought this list was completely useless.)
27. The phrase "rule of thumb" is derived from an old English law, which stated that you couldn't beat your wife with anything wider than your thumb.
28. The first product Motorola started to develop was a record player for automobiles. At that time, the most known player on the market was the Victrola, so they called themselves Motorola.
29. Celery has negative calories! It takes more calories to eat a piece of celery than the celery has in it to begin with. It's the same with apples!
30. Chewing gum while peeling onions will keep you from crying!
31. The glue on Israeli postage stamps is certified kosher.
32. Guinness Book of Records holds the record for being the book most often stolen from Public Libraries.
33. Astronauts are not allowed to eat beans before they go into space because passing wind in a spacesuit damages it.
34. George Carlin said it best about Martha Stewart "Boy, I feel a lot safer now that she's behind bars. O. J. Simpson and Kobe Bryant are still walking around; Osama Bin Laden too, but they take the ONE woman in America willing to cook, clean, and work in the yard, and they haul her off to jail.

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