

AllCovered NEWS

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HIGHLIGHTS TO HELP YOU THIS WEEK

- Have Your Best Sales Year Ever
- Export Violation Fines Now \$50,000 & May Hit \$5-Million
- TSA Bars Air Cargo Company
- FOCUS: Global Air Freight Growth

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Oxymoronically

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

>> SMALL BUSINESS SECTION <<



SMALL BIZ - TO HAVE YOUR BEST SALES YEAR EVER -- START NOW --

Excerpted from an article by Jeffrey Gitomer - Link at end

All salespeople want to have their best year ever, but more than half won't.

1)- DEFINE YOURSELF:

To have your best year ever, the first person you have to come to know, on as deep a level as humanly possible, is yourself.

Have you ever defined yourself? Have you ever thought about who you are? Have you ever written it down?

Start here.

Book an hour with yourself. Find a comfortable chair, and switch on your laptop. Define who you think you are -- or, even better, who you think you are at the moment and who you would like to become.

When you define yourself, make certain to include everything you are best at. To have your best year ever, you have to think of yourself as the best, even if it's best salesperson in the company or best water skier in the city.

Whatever it is, to be the best, you have to think the best.

2)- DEVELOP A MISSION STATEMENT"

Every company has a mission statement, and none of you can recite yours or even come close. The reason: It's a bunch of corporate marketing drivel you don't believe in, let alone memorize.

What you need is a sales mission -- a reason to walk in the door with information the customer can use, be memorable about it and walk out the door with a signed contract and a check.

Mission statements are not meant to be memorized. They are meant to be lived... incorporated into your philosophy as something you carry with you as a statement of action. It's the mission.

3)- HAVE BELIEF:

To engage prospective buyers so they will want to do business with you, you must deepen your belief in your company, your product or service and yourself.

You have to believe you work for the greatest company in the world.

You have to believe you offer the greatest product or service in the world.

And you have to believe you're the greatest salesperson in the world.

Mediocrity stems more from a lack of belief than from a lack of skill.

Most people blame their own inability, and their lack of belief, on external circumstances: pricing, the marketplace, the Internet, the competition, bidding, the economy and a bunch of other conjured-up excuses that prevent a belief system from anchoring in success.

If you believe, all the excuses fade away.

Speaking

NEXT WEEK

Planning – Is Inflation Coming?

Links to source stories at end of excerpts

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4)- DEVELOP PRIDE IN ACCOMPLISHMENT:
Personal pride is easily defined when you think about your child playing the piano, dancing in a recital, scoring a soccer goal or hitting a home run... "That my kid!"
But redefine pride as taking ownership.
In sales, you often have to pat yourself on the back because others don't give you enough praise. Part of having your best year ever is building your own sense of pride, without others having to reinforce it.
Caution: Be careful of pride's evil twins, cockiness and arrogance.

5)- YOU ARE WHAT YOU EAT:
Almost all of us have 10 pounds we wish we didn't have.
Eat right, exercise right and earn right.
Look around at the people you work with. Discover for yourself the correlation between being fit and being successful.

6)- GET RID OF ONE TIME-WASTER:
You don't need a course in time management. What you need is a lesson in how not to procrastinate.
Here's a tip: Get rid of one thing that is wasting your time. If you spent as much time studying how to get your voice-mail messages returned as you did watching some stupid television show, in a year you could be a world-class expert, giving seminars for high fees.
Invest your time in things that will build your success.

7)- READ A BOOK EVERY TWO MONTHS:
"The only difference between where you are now and where you will be this time next year are the people you meet and the books you read."
If you're going to read a book, make it one you can learn from.
Jim Rohn, America's business philosopher, says, "All the information you need to succeed already exists. The problem is, you're not exposing yourself to it."

8)- GET YOUR PIPELINE FULL:
Most salespeople wait until the end of the month, in panic mode, to try to close the one deal they absolutely need to make their goal or quota.
Why don't you have 20 deals in the works? If you have 20 deals in the works, three or four will always come about.
The secret lies in the word "pipeline." Your sale has a cycle to it, and a timeline. If it takes 90 days for you to complete a sale, you need 10 sales per month and it takes you four appointments to make one sale, then 40 appointments per month is the minimum.
Having 60 appointments per month will guarantee your numbers. And 80 appointments per month will blow your numbers away.
If it takes you four calls to make one appointment, you need to make 320 calls to make 80 appointments.
Your pipeline is the single best indicator of what kind of month and what kind of success you are going to enjoy. If you're not closing enough deals, it's because you don't have enough deals pending. Fill your pipeline, and you'll fill your wallet.
MORE: http://www.bizjournals.com/extraedge/consultants/sales_moves/2006/02/27/column490.html
MORE: http://www.bizjournals.com/extraedge/consultants/sales_moves/2006/03/06/column491.html
MORE: http://www.bizjournals.com/extraedge/consultants/sales_moves/2006/03/13/column492.html?hbx=e_sol

MARKETING & SALES HELP

Allcovered has many Marketing and Sales tools to help you grow your business. See "Training & Help" link, or:
GO TO: http://www.allcovered.net/AC-OM-Training_Sales_Main.html

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

TECH BIZ – USEFUL UTILITIES: PC Magazine reviews a lot of software. From hard drive search engines to screen capture apps, here are the programs they find indispensable.
MORE: <http://ct.eneews.pcmag.com/rd/cts?d=184-2632-4-54-205416-319751-0-0-0-1>

US ECONOMY – WHOLESALE PRICES MIXED: Plunging food and energy costs pulled US Producer Price Index down 1.4% in February, the biggest drop in nearly three years, but rising prices elsewhere show inflation pressures bubbling. The "Core PPI" which strips out volatile

food and energy costs, rose 0.3%.

MORE: http://news.yahoo.com/s/nm/20060321/bs_nm/economy_dc_vlt=As45vzLJabqJ07E0FhjmWWyBhIF_vlu=X3oDMTA5aHJvMDdwBHNIYwN5bmNhdA--

US ECONOMY – DURABLE GOODS ORDERS MIXED: The official number shows Durable Goods orders, buying of items expected to last more than three years, up 2.6%, but if you take away the volatile “transportation sector” that was hyped by a big jump in aircraft orders, Durable Goods orders were down 1.9%. By sector, primary metals orders fell 2.5%, fabricated metals dropped 1.9%, machinery orders plunged 6.3% and electrical equipment and appliance orders fell 3.2%. Orders for motor vehicles fell 3.3%.

MORE: http://news.yahoo.com/s/nm/20060324/bs_nm/economy_dc_vlt=Alt0sbwvayCGKsX5OnWpRUUpCvBhIF_vlu=X3oDMTA5aHJvMDdwBHNIYwN5bmNhdA--

>>>> TRUCKING SECTION <<<<

TRUCKING – DRIVER TURNOVER RECORD 130%

The driver turnover rate among large truckload carriers has reached an all-time record of 130%, the American Trucking Associations says in its March 2006 trucking activity report.

The figure is 9% higher than 2004, which was the previous record high.

MORE: <http://www.thetrucker.com/showstory.aspx?id=10786>

TRUCKING ARCHIVE – KEEPING DRIVERS ADDS \$15,000 PER TRUCK TO PROFIT: In our 18 December 2000 Allcovered News we explained that finding a replacement driver, getting them trained and completely up-to-speed costs the average trucking company \$15,000. Search costs and hiring bonuses cost \$8,234. Lost productivity adds another \$7,000 as the driver gets up-to-speed. For those trucking companies with driver turnover in excess of 40%, the odds of failure and bankruptcy are far greater than for companies who keep driver turnover under 10%. For every driver you keep you add \$15,000 profit to your company each year.

TRUCKING – ARCHIVE – PAY NOT ENOUGH TO KEEP DRIVERS: Dispatchers that are honest, getting home more often, and respect are ranked well above pay rates when drivers talk about what they want from trucking companies. Allcovered News 30 May 2005:

MORE: <http://www.allcovered.net/Newsletter/2005/2005-05-30-NEWS.pdf>

TRUCKING – SPEED LIMIT DIFFERENTIALS UNSAFE: Though some states mandate them, another study finds split speed limits for trucks and cars cause more crashes. A new study by University of Arkansas researchers finds that “different speed limits for cars and large trucks on rural, interstate highways lead to greater speed variation and a higher number of vehicles passing each other, thus compromising safety.” Backers hope the study will help regulatory agencies and trucking-company decision makers establish policies regarding speed limits and differentials for both heavy trucks and automobiles

MORE: <http://www.thetrucker.com/showstory.aspx?id=10816>

TRUCKING – DRIVERS BUCKLE UP MORE: The Federal Motor Carrier Safety Administration says 54% of truck drivers now wear seatbelts, up from 48% in 2002.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=52359>

TRUCKING – AUSSIE TRUCK PULLS 113-TRAILERS: John Atkinson recently raised funds for a cancer care charity near the town of Clifton, Australia, by setting a world record with his Mack Titan heavy-hauling tractor. The one truck pulled 113 loaded trailers, giving an overall length of nearly a mile and a gross weight of 2.87 million pounds, roughly 100 times greater than the tractor's. Atkinson had to start the load from a full stop and pull it 328 feet.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=52354>

DECLINE IN TRUCK SALES EXPECTED

Class-8 (over-the-road) truck manufacturers and their suppliers are preparing for a decline in truck sales next year, due in large part to the extra cost new emissions control technology will add to sticker prices.

Opinions differ on how steep the drop in new truck sales will be and how long it will last.

"We expect new Class 8 truck sales volume to drop 40% and, operationally, we are planning for a 50% drop in new truck sales volume," says Joe McAleese, president & CEO of Bendix, during a press conference here at the Mid-America Trucking Show. "However, we expect that downturn to last only 12 months as sales should ramp up again in 2008 and 2009 before the final round of emissions rule changes that go into effect in 2010."

"There will be some downturn in sales and I don't know what that level will be; a lot depends on the health of the overall economy," says Dan Sobic, GM of-Peterbilt. "Pricing continues to be an issue, but new truck capability is an issue as well."

MORE: http://fleetowner.com/news/2007_07_truck_sales_retail_mats_032306/

TRUCKING – NEW TRUCKS WITH IDLE REDUCTION TECH:

Truck drivers typically idle their trucks to provide heating or air conditioning, as well as electricity for amenities such as on-board refrigerators, the spokesman said, adding that "Mobile Idle Reduction Technology (MIRT) systems reduce the need to idle trucks while providing drivers with electrical power for their personal comfort and non-driving needs.

Industry officials say that truck idling consumes about 2 billion gallons of diesel fuel annually, which translates into extra costs for truck fleets and additional wear on engines, as well as the additional diesel emissions.

Volvo and other truck manufacturers were promoting new idle reduction options at the Mid-America trucking Show last week.

MORE: <http://www.thetrucker.com/showstory.aspx?id=10789>

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=56318

TRUCKING – PETERBILT'S NEW LINEUP:

MORE: <http://www.thetrucker.com/showstory.aspx?id=10803>

TRUCKING – CUMMINS: "WE'RE READY FOR EPA 2007:

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=56351

TRUCKING – DIESEL PRICE UP: The US average weekly retail on-highway price for a gallon of diesel fuel climbed 3.8 cents a gallon to \$2.581 for the week ended 20 March 20, according to the Energy Information Administration of the Department of Energy.

MORE: <http://www.thetrucker.com/showstory.aspx?id=10785>

>>>> SECURITY SECTION <<<<

SECURITY – EXPORT VIOLATION FINES INCREASED: The US Commerce Department's "Bureau of Industry and Security" now can charge up to \$50,000 for each violation of export rules and regulations under authority granted with the renewal of the "2005 USA Patriot Improvement and Reauthorization Act." Congress is also considering much stiffer fines of up to \$500,000 per violation, plus criminal penalties of \$5-million dollars or 10-times the export value of the exported goods...whichever is greater **PLUS 20-years in jail** for those found guilty.

MORE: http://www.americanshipper.com/SNW_story.asp?news=30162

SECURITY – LEARN THE STAKES

Allcovered has been teaching clients of the added risks you face when you move freight for others. Fines of \$50,000 today... and if Congress approves, fines of \$500,000 per occurrence **PLUS** criminal penalties of \$5-million **PLUS** 20-years in jail are coming in the future.

Make sure both you and your shippers understand the risks and responsibilities.

Read our detailed "Logistics Guide to Insurance" online at:

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

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SECURITY – TSA BARS CALIFORNIA AIR CARGO COMPANY

The US Transportation Security Administration has barred J.H. World Express of Torrance, California from shipping freight aboard passenger airlines because of security violations.

TSA spokeswoman Jennifer Marty-Peppin said the violations pertained to security requirements and not to any terrorist ties at the company. She declined to detail the alleged violations. "There were multiple violations over the course of months that were not adequately addressed," Marty-Peppin said.

J.H. World Express officials say the violations were related to paperwork and training and not to the physical security of any cargo. The company ships goods including computers, fabrics, machinery and medical equipment to Southeast Asia, Central Europe and South America.

"We didn't do anything wrong," says company president Jimmy Hsu. "The customers we handle have been with us for a long time - believe me, there's nothing to worry about."

MORE: http://www.mercurynews.com/mld/mercurynews/news/breaking_news/14166485.htm

MORE: <http://www.allheadlinenews.com/articles/7002895583>

SECURITY - US MAY PRIVATIZE SECURITY CHECKS

Homeland Security officials are looking to have private companies validate the security procedures under which cargo travels from foreign ports into US terminals.

The program, which would give speedier entry to US ports to ships and suppliers that meet the security standards, is now in the hands of 80 Homeland Security inspectors who have to plow through more than 10,000 applicants.

Although Homeland Security plans to hire an additional 40 inspectors in the coming months, the department also is looking to outsource to private companies some of its duties, in particular the validation process, which has dragged for years and involves on-site inspections of ships and cargo abroad.

More than 5,800 companies currently get some shortcuts by being "certified." But only 1,545 have been "validated" to receive the full benefits of the program after first-hand inspections, such as fewer on-site checks at US ports, says Jayson Ahern, assistant commissioner of field operations for Customs and Border Protection.

"We have, to this point, resisted the notion of third-party validators. We think it is a responsibility that we should be doing in the government, and not necessarily contracting it out. However, given the current situation ... we want to have more parties involved with a trusted program."

MORE: <http://washingtontimes.com/functions/print.php?StoryID=20060321-122140-2931r>

SECURITY – US CONTRACTS HUTCH FOR CARGO NUKE SCREENING: The Bahamas is getting sophisticated equipment to detect radioactive materials in shipping cargo. Hutchison Whampoa will be running the radiation detector. The administration is negotiating a second contract for a Philippine company to install radiation detectors in its home country. Supervised by Bahamian customs officials, Hutchison employees will drive the towering, truck-like radiation scanner that moves slowly over large cargo containers and scans them for radiation that might be emitted by plutonium or a radiological weapon. Any positive reading would set off alarms monitored simultaneously by Bahamian customs inspectors at Freeport and by US Customs and Border Protection officials working at an anti-terrorism center 800 miles (1300km) away in northern Virginia. Any alarm would prompt a closer inspection of the cargo, and there are multiple layers of security to prevent tampering say officials.

MORE: http://seattlepi.nwsourc.com/national/1151AP_Port_Security_Bahamas.html

SECURITY – DP WORLD WOULD HAVE MADE PORTS SAFER: US ports would have been safer with an Arab company running the terminals than they will be now that a political firestorm killed the deal, the chief of US homeland security, Michael Chertoff. "The irony of this is, that had the deal gone forward, we would have had greater ability to impose a security regime worldwide on the company than we have now. It's clear to me from a public messaging standpoint, we dropped the ball. It may be that it was a classic case of people who knew the facts weren't paying enough attention to the perception of the facts."

MORE: <http://abcnews.go.com/US/print?id=1760683>

SECURITY – US PORTS BACK 3 SECURITY BILLS

The American Association of Port Authorities is throwing its weight behind three bills aimed at strengthening maritime and cargo security... the "Greenlane Maritime Cargo Security Act," the "Security and Accountability for Every (SAFE) Port Act," and the "Transportation Security Improvement Act." All three bills have been gaining steam in Congress in response to heightened concerns over gaps in maritime and cargo security.

The "Greenlane" bill would provide \$835 million a year for maritime security using existing Customs and Border Protection fees and require a comprehensive strategic plan for supply-chain security.

The sweeping "Transportation Security Improvement Act" addresses aviation, rail and maritime security. It would authorize tens of millions of dollars more for container security programs, require new standards for screening and shipping cargo abroad and allow federal port security grants to be distributed solely based on risks and vulnerabilities.

The "SAFE Port" bill would overhaul maritime security and provide about \$800 million to bolster security and screening efforts at US ports.

MORE: <http://www.govexec.com/dailyfed/0306/032206cdpm1.htm>

SECURITY – IRONY ON SECURITY SPEED: Lawmakers on Capitol Hill have taken turns bashing the Department of Homeland Security for not moving fast enough to develop programs to protect the United States from a terrorist attack, but Congress appears to be in no rush to approve Ralph Basham to head Customs and Border Protection at a time when concerns about security are running high. Lawmakers have had the nomination since January. MORE: http://www.americanshipper.com/SNW_story.asp?news=30269

SECURITY - ICSC OFFERS C-TPAT SEMINARS: Beginning next month, the International Cargo Security Council (ICSC) will be offering 11 seminars in Asia, Europe, Canada and Mexico on C-TPAT, or the Customs-Trade Partnership Against Terrorism, which is a voluntary government-business initiative designed to strengthen the international supply chain and U.S. border security. The seminars are designed to educate professionals working in manufacturing and transportation companies serving US importers, and will address specific C-TPAT educational requirements. To register for a seminar, and to learn how C-TPAT compliance assessment can help your business and your supply chain partners, visit www.cargosecurity.com, where there is a list of seminar dates and meeting locations, including Hong Kong; Shenzhen and Dongguan, China; London, Paris, Frankfurt, Toronto, Mexico City, Guadalajara, Monterrey and Ciudad Juarez.

MORE: <http://www.ctl.ca/issues/ISArticle.asp?id=53708&issue=03202006&btac=no>

>>> AIR & OCEAN SECTION <<<

FOCUS - AIR – GLOBAL AIR FREIGHT GROWTH

Over the years airfreight has become more than fast delivery, it is an extended supply chain business.

The global airfreight business is returning to the growth that sustained the industry before the bottom fell out during the dot-com bubble of 2000 and the impact of 9-11.

"The expectation at this date is for a 7%-plus average increase over the next ten or so years. That means that air cargo will nearly double in volume by 2017," according to Bob Dole, project director for the Air Cargo Management Group.

--- THE PLAYERS ---

The global and domestic airfreight business is divided into several arenas.

Integrated express carriers like DHL, FedEx, UPS and TNT own fleets of planes and offer services such as complex tracking of goods. They have 90% of the US air cargo market.

Freight forwarders do not own planes and use both commercial carriers, like Northwest, Delta and American, and integrated carriers to transport their goods. They often have a niche business, such as transporting a particular commodity, operating a particular trade lane or working with a specific country given specialized services.

Less-than-truckload (LTL) truckers compete with both integrators and forwarders for regional moves where they feel they can compete with the big boys on cost and service.

--- COMING TRENDS ---

The big carriers are getting bigger, the Asian and European airlines are stressing cargo-carrying far more than US airlines are, and the stronger freight forwarders are fast extending their business to the international scene.

The air freight business requires complex support networks and the business acumen to match.

Being an airfreight carrier means more than having cargo space on a plane; the idea is to fill the plane by any legitimate source, as no carrier wants to transport air.

This most often means having distribution centers, offices and hubs, which serve to expedite transportation services, located as close to the market demands as possible.

It requires smart backup of all of the hardware as well as integration with Web-based networks.

Today, these requirements have become standard for both the integrated carriers that inaugurated them and for the individual freight forwarders.

--- GLOBAL INDIVIDUALISTS ---

For members of freight forwarder associations, or for mid-sized forwarding companies with multiple offices, they compete with integrated carriers by offering the same services, but with offices run by local people with local knowledge and attention to service that a large multi-national company often cannot offer with an employee that punches a clock.

For instance SEKO, as a freight forwarder, is built on an entrepreneurial base (rather than through a wholly owned home office and satellites). US franchise partners own equity in SEKO. Therefore, it operates as a group of integrated franchises.

"We had to take this same model globally, so what we have is strategic partners and not agents. The entrepreneur abroad will eventually have a piece of the action that is based upon the volume of business that is done," says Steven Goldberg, the executive vice president of operations and COO of SEKO.

Goldberg insists that freight forwarders like SEKO "have the best of both worlds"--using commercial air carriers combined with a trucking network. "But we can also use an integrated carrier like FedEx or UPS," he says, noting that, since they now also fly their own fleet of planes, they want to fill them from whatever source they can. "If we use them, we may only use their air service while we deliver to the plane and pick up, using our own services for the rest."

--- BOTTOM LINE ---

For small and medium-sized freight forwarders, the goal is to provide greater and better service to the customer and to the customer's customer.

Allcovered has the tools, the training, and the service to keep you competitive.

MORE: http://www.forbes.com/business/2006/03/15/airfreight-forwarding-shipping-cx_rm_0316airfreight.html

AIR – IATA SEES AIRLINE PROFITS: The International Air Transport Association expects the industry to post a larger profit in 2007 than it previously anticipated as demand grows and carriers benefit from leaner, more efficient operations. The global airlines body raised its 2007 forecast for global industry profit -- the first in six years -- to USD\$7.2-Billion. IATA cut its forecast of the global industry's losses in 2006 by half to USD\$2.2-Billion. US carriers are expected to lose USD\$5.4-Billion in 2006, half the losses they posted in 2005. Airlines have been reeling under high fuel prices but have been cutting costs and improving efficiencies with the help of better aircraft and operational changes.

MORE: <http://news.airwise.com/story/view/1143072878.html>

AIR – DRAGONAIR CARGO UP: Dragonair transported 24,678 tons of freight in February, an increase of 14.1% over the same month in 2005.

MORE: http://www.americanshipper.com/SNW_story.asp?news=30165

AIR – DRAGONAIR HIKES FRANKFURT CARGO FLIGHTS: Hong Kong-based Dragonair will increase the number of weekly scheduled B747 freighter flights from Hong Kong to Frankfurt from three to four from 9 April. The flights also stop in Dubai.

MORE: http://news.xinhuanet.com/english/2006-03/23/content_4333680.htm

AIR – AMERICAN LAUNCHES DIRECT SHANGHAI FLIGHTS SUNDAY: American Airlines will start its first ever service to China on Sunday, 2 April with daily nonstop service between Chicago's O'Hare International Airport and Shanghai. "With our service to Shanghai, we introduce American's flight specific cargo products to China's expanding marketplace," says Dave Brooks, president of American Airlines' cargo division.

MORE: http://www.americanshipper.com/SNW_story.asp?news=30167

AIR – HOUSTON PLANS REEFER HUB: The Houston Airport System and real estate developer Trammell Crow have signed an agreement to build a refrigerated cargo facility to handle direct deliveries of perishables from Central and South America. The International Air Cargo Centre II would be a 60,000-square-foot facility with refrigeration capacity to handle perishable cargo at Bush Intercontinental Airport. Groundbreaking on the project is scheduled for May.

MORE: <http://www.joc.com/lede/20060321/sections/air/w42443.asp>

AIR – FRANKFURT-HAHN ADDS CARGO: Frankfurt-Hahn Airport began construction of a new cargo terminal on a 15,600-sq.-m. lot near Ramp 4. The facility will include 16 loading gates and refrigerated compartments. It will be able to handle 80,000-100,000 tons of cargo per year and is scheduled to begin operations this fall.

MORE: <http://www.atwonline.com/news/other.html?issueDate=3%2F23%2F2006>

AIR – AIR FRANCE STRIKE TOMORROW?: Trade unions at Air France are urging members to join a national strike planned for Tuesday to protest the government's new youth jobs law. The First Job Contract (CPE) law, allows employers to fire people under 26 without giving a reason during a two-year trial period. Unions and student bodies have called on workers in the public and private sectors to take part in the general strike to pressure the government to withdraw the law, which they say will create insecurity for young workers.

MORE: <http://news.airwise.com/story/view/1143072692.html>

AIR – DELTA WOULD NOT SURVIVE PILOT STRIKE: Delta Air Lines needs to have a cost-saving agreement with its pilots soon, says CEO Gerald Grinstein. "They have to reach that agreement. We have got to get that done by late spring." Delta wants pay and benefit reductions and efficiency improvements valued in excess of \$315 million per year from its pilots. Grinstein had earlier said Delta "will not survive a 24-hour pilot strike." With a pilots' agreement Grinstein sees Delta emerging from bankruptcy in the summer of 2007.

MORE: <http://www.atwonline.com/news/story.html?storyID=4428>

AIR – DELTA EYES EASTERN EUROPE & CHINA: Delta Air Lines is already expanding its transatlantic services this summer with 11 new routes and more than 50 daily flights to 29 cities in 17 countries in Europe and India. Delta says it is now looking for more destinations, especially in Eastern Europe. An Atlanta-Prague service is a possibility. Delta is working to secure rights for Atlanta-Beijing service "as soon as possible, maybe by 2007."

MORE: <http://www.atwonline.com/news/other.html?issueDate=3%2F22%2F2006>

AIR - EU BLACKLISTS 93 AIRLINES: The European Union Wednesday banned 93 mostly African-based airlines from landing at European airports, declaring them unsafe as part of a new blacklist of airlines that fail to meet international safety standards. The EU list, compiled by the 25 EU countries, includes both cargo and passenger carriers from countries such as Congo, Equatorial Guinea, Sierra Leone, Swaziland and Liberia that are judged to have an "inadequate system for regulatory oversight" on safety standards.

MORE: <http://sfgate.com/cgi-bin/article.cgi?f=/n/a/2006/03/22/international/i032253S29.DTL>

MORE: <http://www.atwonline.com/news/story.html?storyID=4461>

MORE: <http://news.airwise.com/story/view/1143071526.html>

AIR – RFID TAGS FOR LUGGAGE: At a time when lost and mishandled bags are costing the industry \$2.5-Billion a year (see item below), airlines collectively could save \$768 million annually if passive RFID tags were implemented for baggage handling, replacing barcode tags and scanners, according to IATA RFID Project Manager Andrew Price. RFID baggage tag read rates are 99% versus 76% for current barcode luggage tags. "There is uncertainty on cost." While citing a figure of 7 cents per RFID tag, he noted that "no one's actually placed a volume order, so we can't say if that's true." Some experts have suggested the cost will have to drop below 5 cents to make the equation economically feasible.

MORE: <http://www.atwonline.com/news/story.html?storyID=4447>

AIR – AIRLINES WILL LOSE 30-MILLION BAGS THIS YEAR:

MORE: <http://news.airwise.com/story/view/1142945735.html>

AIR – AIRLINES LOOK AT E-FREIGHT: Taking the paperwork out of air freight -- one of the airline industry's prime targets for cost reduction -- is an even bigger challenge than electronic ticketing, the industry's top priority. Paperless processing of airfreight documents is more difficult because it requires the consensus of governments around the world as well as the airlines themselves, says Giovanni Bisignani, chief executive of the International Air Transport Association. The insistence of many Customs agencies on paper documents rather than digital invoices is making for slow going. Consequently, it will take as many as eight years before IATA achieves its goal of paperless airfreight according to Bisignani.
MORE: <http://www.joc.com/lede/20060323/sections/air/w47931.asp>

AIR – LH PROFITS UP 12%: Lufthansa saw profits of \$547-million in 2005 despite soaring fuel costs and competition from low-cost carriers. LH-Cargo revenues increased 11.6% and profits tripled because freight rates rose.
MORE: <http://www.atwonline.com/news/story.html?storyID=4475>
MORE: http://www.aircargoworld.com/break_news/03232006e.htm
MORE: <http://www.joc.com/20060323/sections/air/w54795.asp>

AIR – EMIRATES DOUBLES DUBAI-PARIS SERVICE: Beginning yesterday Emirates has doubled its daily service between Dubai and Paris Charles de Gaulle.

AIR – ABX PROFITS DOWN 18%: Air cargo carrier ABX Air says failure to reach certain revenue incentives under a Hub Services Agreement with primary customer DHL was the principal cause of an 18% drop in annual net profit to \$30.3 million from \$37 million in 2004.
MORE: <http://www.atwonline.com/news/story.html?storyID=4410>

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OCEAN – SO-CAL PORTS HIKE DAYTIME DELIVERY FEE: Starting Monday, 3 April cargo owners moving containers in and out of the ports of Los Angeles and Long Beach during daytime weekday hours will be charged \$50 per TEU, rather than the \$40 they had been charged since July 2005 under an extended gate hours plan. The fees are used to finance the labor, operational and administrative costs of the OffPeak night gate and Saturday gate operations at the two ports. For terminal operators, the program has been successful, as roughly one-third of all containers are now being moved at off-peak hours, compared to 10 to 15 percent before PierPass came into effect.
MORE: http://www.americanshipper.com/SNW_story.asp?news=30082

OCEAN – VANCOUVER MANDATES NEW PORT TRUCK REQUIREMENTS: The Vancouver Port Authority has announced new and stronger requirements to its mandatory Truck Licensing System, which came about in the aftermath of a six-week truck strike last summer that crippled cargo movement through the North American trade gateway. The new regulations include more rigorous safety, security and environmental standards on all container trucks and container truck operations at Lower Mainland ports. The port authority is also requiring truckers to comply with container terminal reservation systems and to use extended hours of operating at terminal truck gates. Container truck operators will have 60 days (May 25) to comply with the changes to the licensing program, which is designed to improve the flow of container truck traffic on lower mainland roadways, reduce wait times at truck gates, reinforce safe driver behavior, and reduce emissions.
MORE: <http://www.portvancouver.com>

MORE: http://www.americanshipper.com/SNW_story.asp?news=30319

OCEAN – LAGOS VESSELS DIVERTED

If you are shipping to the Nigerian port of Lagos, expect delays and confusion. Nigerian Transport Minister Abiye Sekibo has ordered the diversion of all Lagos-bound ships to the Eastern ports of Calabar and Port Harcourt to reduce the congestion being experienced at the Lagos ports.

The National Coordinator, Federation of Freight Forwarders Association of Nigeria, Boniface Aniebonam wondered what would happen to the contract of carriage signed between the owner of the cargo and ship owner to deliver his goods to Lagos ports. Aniebonam worries if the shipper goes ahead to deliver the cargo to a port which was not agreed that litigations will be involved.

MORE: <http://www.sunnewsonline.com/webpages/features/money/2006/mar/23/money-23-03-2006-004.htm>

OCEAN - INDONESIAN PORTS BACK AT WORK: Truck drivers went back to work at four major seaports in Indonesia on Tuesday after a massive wildcat strike Monday. The day-long strike by the drivers at major ports in Jakarta, North Sumatra, East and Central Java ended after officials from the Organization of Land Transportation Owners (Organda) reached an agreement with the government, Organda chairman Murphy Hutagalung said. Hurt by high petrol prices, the strikers had demanded a value-added tax levied on land transportation in 2003 be revoked. "We feel glad, not only because VAT will be phased out but also because drivers will pay no more illegal levies on the way to and from the port," Lumumba Panjaitan, an owner of three trailers operating at Tanjung Priok, said.

MORE: <http://www.thejakartapost.com/detailheadlines.asp?fileid=20060322.@02&irec=3>

OCEAN – HORIZON CHARTERING FIVE SHIPS: Horizon Lines, a Jones Act container shipping and logistics services company, says it has reached an agreement in principle to charter five new US-flag, foreign-built vessels from Ship Finance International. Each of the vessels, to be chartered for 12 years, will carry 2,800 TEUs and have a service speed of 23 knots. The new ships will be deployed in Horizon Lines' weekly service that links the US West Coast with Guam and Asia.

MORE: http://www.americanshipper.com/SNW_story.asp?news=30095

OCEAN – HANJIN ADDS THAI-SNG FEEDER: Hanjin Shipping will launch a dedicated feeder service between Singapore and Thailand called TSS (Thailand Singapore Service) this week.

MORE: <http://www.joc.com/lede/20060320/sections/ocean/w61522.asp>

MORE: http://www.americanshipper.com/SNW_story.asp?news=30094

OCEAN – HANJIN ADDS CHINA-US SERVICE: Hanjin Shipping will start a new direct service between North China and the US West Coast beginning Saturday, 1 April.

MORE: <http://www.joc.com/20060323/sections/ocean/w52267.asp>

OCEAN – PANAMA CANAL OK UNTIL 2012: The Panama Canal Authority will deploy new technology and operational improvements to handle growing traffic until it is expected to reach full capacity in 2012, according to the director of engineering projects. Augustin Arias says container lines have indicated they intend to start up at least seven new services over the next three years, and the authority intends to accommodate that business. Most container ships with appointments move through the waterway in 18 hours. The narrow Panama Canal can only handle ships up to about 5,000 TEUs (20-foot Equivalent Units) and is anxious to build bigger locks to accommodate vessels up to capacity of 10,000 TEUs, according to Arias.

MORE: <http://www.joc.com/20060323/sections/ocean/w84959.asp>

OCEAN - PORTS SOUTH OF CALIFORNIA POISED

The ports of Los Angeles and Long Beach handle 40% of all ocean cargo shipped to the US and 80% of all shipments arriving in the US from Asia, but there is a growing movement to shift some of that cargo farther south to ports along the Pacific coast of Mexico.

Mexico and major shipping interests are bolstering Pacific ports south of the border, hoping

to catch future runoff from already clogged ports in California.

Mexican officials in coming weeks plan to study the feasibility of turning Punta Colonet, a sparsely populated, wind-blown bay on the Baja Peninsula 150 miles (250km) south of the US border, into a super-port on par with twin facilities at Los Angeles and Long Beach, the largest western port complex in North America.

Farther south, Hutchison Port Holdings, the world's largest independent port operator, plans to pump about \$200 million into expanding container ship capacity at Lazaro Cardenas, Mexico's deepest port. "We are ready. The port is ready. The infrastructure is ready for anything shipping companies need," says Hector Carranza, business director for the port at Lazaro Cardenas.

US companies have approached ports in Mexico looking for backup routes in case of work stoppages in California. A dispute between shipping lines and dock workers led to a shutdown of all major western US ports in 2003, sending thousands of container ships steaming south.

Mexican authorities say lower port fees, as well as jitters about terrorist threats on US soil may also push business their way.

MORE: <http://www.signonsandiego.com/news/mexico/20060321-0919-mexico-pacificports.html>

TRADE – DP-WORLD WANTS \$750-MILLION FOR US PORTS: Officials at Dubai Ports World, which was forced by opposition in Congress to give up its stake in US port facilities, are confident they can sell the North American subsidiary in its entirety rather than piece by piece. Mohammed Sharaf, DP World's chief executive, said on a live forum on the Financial Times Web site this week that the company expects to raise about \$750 million from the sale of the U.S. port business.

MORE: http://www.americanshipper.com/SNW_story.asp?news=30322

TRADE – HUTCH EARNINGS UP 14%: Hutchison Port Holdings posted HK\$10.2 billion (\$1.3 billion) in earnings before interest and tax (EBIT) in 2005, 14% than 2004. The Hong Kong-based port operator consolidated its position as the world's largest container terminal group by increasing its global throughput 8% to 51.8 million TEUs. It currently has interests in a total of 42 ports comprising 247 berths in 20 countries. "I am confident that our group's businesses will continue to perform well in 2006," says chairman Li Ka-shing.

MORE: http://www.americanshipper.com/SNW_story.asp?news=30321

TRADE – CHINA'S LOGISTICS MARKET GROWS 12.9%: China's logistics market reached 3.4 trillion yuan (US\$421 billion) last year, up 12.9% from 2004. The logistics industry accounted for 18.6% of China's total domestic product. The fastest expanding sections in the logistics are in information technology services, distribution services and packaging services, whose growth rates are all close to 30%.

MORE: http://www.shanghaidaily.com/art/2006/03/24/254184/Logistics_market_expands_12_9_.htm

TRADE – DEUTSCHE POST EXPECTS FLAT 2006: Deutsche Post reported fourth-quarter profits increased 26% but warns of flat operating profits for the current year due to the cost of integrating its various acquisitions.

MORE: <http://www.ioc.com/20060315/sections/ecom/w43880.asp>

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

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

OXYMORONICALLY SPEAKING

- Act naturally
- Found missing
- Resident alien
- Advanced BASIC
- Genuine imitation
- Airline Food
- Good grief
- Same difference
- Almost exactly

- Government organization
- Sanitary landfill
- Alone together
- Legally drunk
- Silent scream
- British fashion
- Living dead
- Small crowd
- Business ethics
- Soft rock
- Butt Head
- Military Intelligence
- Software documentation
- New York culture
- New classic
- Sweet sorrow
- Childproof
- "Now, then ..."
- Synthetic natural gas
- Christian Scientists
- Passive aggression
- Taped live
- Clearly misunderstood
- Peace force
- Extinct Life
- Temporary tax increase
- Computer jock
- Plastic glasses
- Terribly pleased
- Computer security
- Political science
- Tight slacks
- Definite maybe
- Pretty ugly
- Twelve-ounce pound cake
- Diet ice cream
- Rap music
- Working vacation
- Exact estimate
- Religious tolerance
- And the Number one top oxymoron: Microsoft Works

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