

# AllCovered NEWS

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## HIGHLIGHTS TO HELP YOU THIS WEEK

- What If Disaster Strikes?
- Truck Strikes Coming?
- New Security Rules Coming
- New Air Cargo Routes

Monday, 17 April 2006 --- Edition #484

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### DETAILED CONTENTS THIS WEEK

#### SMALL BUSINESS:

What If Disaster Strikes?  
Don't Scare Customers

#### TRUCKING:

Truck Strikes Coming?

#### SECURITY:

Air Cargo Security – New Rules Coming  
Lawmakers Eye 100% Screening  
New US Security Plans

#### OCEAN & AIR FORWARDING:

AF Strike Today?  
New Cargo Services  
Carrier Fined – CE Jailed  
MOL Declares General Avg

#### JUST FOR FUN:

I Learned from the Easter Bunny  
Know Your State Motto

#### NEXT WEEK

Happy Workplaces Are More Profitable

Links to source stories at end of excerpts

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#### CONTACT US

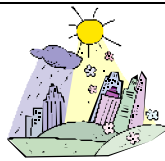
### AllCovered News

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

**YOU DESERVE IT – WE DELIVER IT**

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

## >> SMALL BUSINESS SECTION <<



### SMALL BIZ – WHAT IF DISASTER STRIKES?

If your business were forced to close for one month, could you survive?

“Business Interruption” insurance and a plan all employees know and follow protect you.

When disaster strikes will your business be buried under the clouds or come out into the sunshine? Hurricanes, typhoons, floods, fire, tornados... all are good reasons to be sure you have enough coverage... and a plan.

When disaster strikes, many businesses don't survive.

More than 30% of businesses never reopen after being closed by a tornado, flood or other disaster, according to the Insurance Information Institute of New York.

Companies that survive have one thing in common. They've thoroughly planned how they'll react to a natural disaster or other catastrophe. They've backed up critical information in remote locations. And they've properly insured their business, not only the physical plant and equipment it contains, but also the revenue stream through business interruption insurance.

#### HAVE ENOUGH INSURANCE

"No matter how small or large a business, it's essential to have enough insurance to cover any eventuality. The key is to have sufficient coverage that you need so your business is not wiped out," said Claire Wilkinson, vice president for the institute. "Business owners should re-read their policy and think about what it covers."

The most important thing is to have a plan.

Do you include payroll expenses in your Business Interruption insurance?

If your building is undamaged, you may be shut down for several weeks if utilities are not available or access is denied to your building, do you include loss of income in your coverage?

What about the cost for temporary offices and equipment?

#### CHOICES TO MAKE

#### TRICKY AREAS

Build in enough coverage for assets like desks and computers that have already been depreciated. If your coverage will not pay for their replacement, it will cause problems.

Set up a formal process now that makes sure when any new equipment is added your current insurance provider is notified so the new gear is covered in case of disaster.

If your building is covered, but you are in an older building, will your insurance pay to replace the building to meet newer, stricter building codes?

- Detailed and well-rehearsed plan for all staff.
- Contact information for vendors so you can receive generators

#### CHECKLIST

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to keep the lights on.

- Have a remote work location lined-up that can accommodate most employees and equipment for an extended period.
- Buy pre-paid mobile phones with an area/city code different from where you are located in case your local region's service goes down. The 504 area code around New Orleans was completely closed for days after Hurricane Katrina.
- Know exactly where employees will evacuate to and how they can be reached.
- Backing up data and storing that information in a remote location is critical.
- Data without equipment is worthless. Have computers and servers to run the business lined-up.

#### ALLCOVERED RESOURCES

##### ALLCOVERED DISASTER PREPAREDNESS:

[http://www.allcovered.net/AC-OM-Disaster\\_Prep.html](http://www.allcovered.net/AC-OM-Disaster_Prep.html)

##### ALLCOVERED EMERGENCY CHECKLIST:

[http://www.allcovered.net/AC-OM-Emergency\\_Checklist.html](http://www.allcovered.net/AC-OM-Emergency_Checklist.html)

##### ALLCOVERED HURRICANE PREPAREDNESS:

[http://www.allcovered.net/AC-OM-Hurricane\\_Prep.html](http://www.allcovered.net/AC-OM-Hurricane_Prep.html)

MORE: <http://www.bizjournals.com/dallas/stories/2006/04/03/focus1.html>

MORE: <http://www.ohio.com/mld/ohio/business/14285985.htm>

#### NEED BUSINESS INTERRUPTION INSURANCE?

CALL: Amy Puckett - +1.478.825.5566 x112

EMAIL: [amy.puckett@allcovered.net](mailto:amy.puckett@allcovered.net)

#### SMALL BIZ – SALES – DON'T SCARE CUSTOMERS

--- Excerpted from an article by Laura Laaman – Link at end ---

The words we choose in everyday business can be downright scary -- not to us but to our customers or prospects. Think about the words you use and come up with a replacement list. Here are a few scary words in business and their more soothing replacements:

**SCARY - Contract:** What do you think of when you hear the word "contract"? Lawyers, court? Salespeople may view "contract" as a positive word because to them it means revenue. But most customers take an emotional pause when they hear it. Instead use the word **BETTER - "Agreement,"** which carries a much more pleasant image of two people agreeing to something.

**SCARY - Cancellation:** Don't say you have had a "cancellation" in you schedule. A listener will wonder why someone backed-out on you.  
**BETTER -** It's better to talk about an **"Opening."** "I have an opening Wednesday."

**SCARY - Salesperson:** The word "salesperson" can conjure up negative images of some sales shark who twists your arm until you buy.  
**BETTER -** A better replacement is **"Consultant"** or **"Specialist."**

**SCARY - No:** Let's say you move freight. A prospective customer balks at your price and proceeds to bark that your service is the same as every other company's.  
**BETTER -** Better than telling the customer, "No, you're wrong" is to begin by using the word **"Actually"** and then giving specific reasons why your service is superior.  
MORE: [http://www.bizjournals.com/extrajedge/consultants/sell\\_more/2006/03/20/column210.html?hbx=e\\_sol](http://www.bizjournals.com/extrajedge/consultants/sell_more/2006/03/20/column210.html?hbx=e_sol)

**TECH BIZ – NEED SURVEILLANCE CAMS SYSTEM CHEAP & EASY?:** Setting up a small office or home security system can be costly and complicated, but it doesn't \*have\* to be. WiLife's LukWerks Digital Video Surveillance System supports up to six cameras and is extremely easy to install; you can have it up and running in as little as 15 minutes.  
MORE: <http://ct.eneews.pcmag.com/rd/cts?d=184-2719-4-54-205416-331667-0-0-0-1>

**SMALL BIZ – BIPARTISAN SUPPORT FOR ASSOCIATION HEALTH PLANS:** A survey by the National Association of Realtors finds overwhelming support for legislation that would allow national trade associations to sell health insurance to their members. 93% of Republicans and 86% of Democrats back US Senate proposal. Vote expected in May. The bill will need 60 votes to pass in order to clear procedural hurdles.

MORE: <http://www.bizjournals.com/wichita/stories/2006/04/10/focus2.html>

DETAILS OF THE PLAN: <http://www.allcovered.net/Newsletter/2006/2006-04-03-NEWS.pdf>

**SMALL BIZ – SOFTWARE TO MANAGE YOUR HEALTH SPENDING:** A group of national health care companies have begun plans to develop and produce a series of Quicken-branded software products to help consumers manage their health care use.

MORE: [www.bizjournals.com/losangeles/stories/2006/04/10/daily33.html?from\\_rss=1](http://www.bizjournals.com/losangeles/stories/2006/04/10/daily33.html?from_rss=1)

**SMALL BIZ – MASS MANDATES HEALTH COVER FOR ALL:** Massachusetts Governor Mitt Romney signed into law a landmark bill designed to guarantee virtually all Massachusetts residents have health insurance. However, the governor vetoed a key portion of the bill - a \$295-per-worker assessment on businesses that do not provide health insurance.

MORE: [http://www.usatoday.com/news/nation/2006-04-12-mass-health\\_x.htm](http://www.usatoday.com/news/nation/2006-04-12-mass-health_x.htm)

**SMALL BIZ – MASS BILL NOT LIKELY EVERYWHERE:**

MORE: <http://tinyurl.com/fdq5y>

**US ECONOMY – RETAIL SALES & CONSUMER CONFIDENCE UP:**

MORE: [http://news.yahoo.com/s/nm/20060413/bs\\_nm/economy\\_dc\\_vlt-Av6JThCBWn1vX7Tte7GOXcWyBhIF\\_vlu-X3oDMTA5aHJwMDwBHNiYwN5bnNhdA--](http://news.yahoo.com/s/nm/20060413/bs_nm/economy_dc_vlt-Av6JThCBWn1vX7Tte7GOXcWyBhIF_vlu-X3oDMTA5aHJwMDwBHNiYwN5bnNhdA--)

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

**TRUCKING – HARBOR TRUCK PROTESTS PLANNED:** Harbor truckers plan to hold rallies at key container gateways to press for improved working conditions in the nation's ports. Rallies are planned April 24 in Seattle-Tacoma and April 27 in Los Angeles-Long Beach and Oakland, said Miguel Lopez, the Teamsters union port representative in Southern California. Rallies also are planned at several East Coast ports.

MORE: <http://www.joc.com/20060411/sections/logis/w51728.asp>

**TRUCKING – TRUCKER STRIKE 1 MAY:** In response to the US Congress' debate over an overhaul of the nation's immigration policy, an independent trucker group is trying to organize a truck strike in Southern California for May 1. Fliers are circulating from the Los Angeles Troquero Collective, which is fighting for truckers' rights but is not supported by trucking companies or the Teamsters officials who are trying to organize port truckers in Los Angeles and Long Beach.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31214](http://www.americanshipper.com/SNW_story.asp?news=31214)

MORE: <http://www.joc.com/lede/20060411/sections/logis/w51728.asp>

**TRUCKING – NEW C-TPAT RULES WORRY TRUCKERS:** Trucking officials from the United States and Canada say tougher security requirements could drive some carriers out of the cross-border market. Stiffer requirements issued by US Customs and Border Protection as part of the Customs-Trade Partnership Against Terrorism (C-TPAT) puts responsibility for checking upstream security of supply-chain partners squarely on carriers. (See 'Security' section)

MORE: <http://www.joc.com/20060410/sections/logis/w31469.asp>

**TRUCKING – DIESEL UP 3-CENTS:** The US national average retail price of a gallon of diesel increased more than 3 cents for the week ending April 10, to \$2.654, or 33 cents more than in the same week of 2005.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=52815>

MORE: <http://www.thetrucker.com/News/Stories/2006/4/10/Averagepriceofon-highwaydieselcontinuestorise.aspx>

### **SECURITY – AIR CARGO SECURITY – NEW RULES COMING**

Since 9/11, governments, airlines, freight forwarders and shippers have struggled with ways to improve air cargo security without impinging too heavily upon the flow of commerce.

The Transportation Security Administration's soon-to-be issued rule expanding air cargo security throughout the supply chain and existing rules only now being implemented across the European Union are intended to strengthen barriers against terrorism. But the industry remains concerned about whether the new rules and the introduction of costly explosive detection systems will be more trouble than they're worth.

#### **--- PROPOSED NEW US RULES ---**

- All individuals with unescorted access to cargo be pre-screened and approved by the government.
- Airports with a security identification display area to extend it to cargo operating areas.
- Strengthening of the Known Shipper program. The final rule is expected to place additional requirements on cargo carriers. Currently Known Shipper requires all carriers to demonstrate two years of shipping history with a freight forwarder and to have made at least 24 shipments on behalf of that forwarder.
- Establishment of a security program for cargo airlines operating aircraft with a maximum certificated takeoff weight of more than 45,500 kg.
- Strengthening of foreign air carrier security requirements to parallel those of US operators, as well as codification of cargo screening requirements implemented under security directives.

#### **--- PROPOSED NEW EU RULES ---**

- Regulated Agent rule stipulates that airfreight operators can only accept cargo from known forwarders. The program is analogous to TSA's Known Shipper program. Those wanting to become RAs must provide additional security training for personnel and appoint a security director. Shippers unwilling to join are deemed unknown entities, a classification that could impact their business negatively and delay shipments.
- Airfreight companies from EU countries must ensure that 100% of their cargo is safe whether it comes from an RA or an unknown shipper. The EU regulatory authorities have transferred that responsibility completely to the cargo carriers. This has raised concerns among the carriers over liability and lack of manpower.
- Rule 1138 requires all persons including aircrews to undergo body checks every time they enter the operations side of the airport. Previously, airport and airline employees only had to have an ID and go through background checks.

#### **--- CONCERNS ---**

"Security measures applied to air cargo, and for that matter any element of civil aviation, must be risk-based and not founded on knee-jerk reactions and politically motivated rationales, which has been the case in the past," says IATA Senior VP-Safety, Operations and Infrastructure Gunther Matschnigg.

TSA would like to require that US cargo carriers have Explosive Detection Systems in place, but has not issued standards such ESD equipment would be required to meet. If an air cargo carrier purchased and used ESD gear without such standards, who would be liable if a machine failed to detect an explosive?

Testing of ESD gear shows an 18-22% false positive reading with current technology. How much will that slow processing and shipping of air cargo?

MORE: <http://atwonline.com/magazine/article.html?articleID=1549>

**SECURITY – LAWMAKERS EYE 100% AIR CARGO INSPECTION:** Legislation to require physical inspection of all cargo booked on passenger planes is likely to gain traction because of election-year politicking. "Votes to ensure that Republicans are on the record opposing inspection amendments will be held as often as Democrats can schedule them," says Brandon Fried, executive director of the Airforwarders Association. "If some Republicans start feeling cornered on the issues and are facing a tough race, there could be defections that allow the passage of this legislation."

MORE: <http://www.joc.com/lede/20060410/sections/air/w23699.asp>

## **SECURITY - 100% SCREENING DOES NOT PROMOTE SECURITY**

Homeland security efforts that waste scarce resources by focusing on the least likely maritime threats do not further homeland security says the Heritage Foundation. Since 9/11, some analysts have raised concerns about terrorists smuggling a nuclear weapon into the U.S. inside a shipping container or simply detonating a liquid natural gas tanker in a U.S. harbor. Congress should reject the proposed "solutions" to these concerns of mandated 100% inspection of cargo and increased port security grants.

Qualifying threats is important. The US simply cannot "child proof" the entire supply chain, eliminating every conceivable vulnerability and opportunity to attack US interests.

Overly fixating on specific threat scenarios can lead to an inefficient and ineffective use of resources. One such example is the misguided call by some Members of Congress to inspect every container bound for the United States because one could possibly be used to smuggle a nuclear weapon or a "dirty" bomb (radiological dispersion device) into the country.

As a matter of common sense, the US should not attempt to make every cargo container and port into a miniature Fort Knox. Securing trade requires a more comprehensive and effective approach than just putting up fences and gates, posting guards at ports, deploying radiation detectors at every entry, and inspecting all cargo containers.

Closing the real gaps in US maritime security means focusing the government on stopping terrorists and criminals and focusing the private sector on sensible, reasonable, transparent, and uniform action that will enhance the security of the global supply chain. Much can be done to improve maritime security without placing undue burdens on maritime commerce.

MORE: <http://www.heritage.org/Research/HomelandDefense/em998.cfm>

## **SECURITY – US FUTURE SECURITY PLANS**

Before stepping down as the Assistant Secretary for Policy and Planning at the US Department of Homeland Security outlined what she sees ahead:

- Hiring more people to enforce C-TPAT
- Sending more teams to foreign ports under CSI
- Launching Secure Freight Initiative pilot program
- Develop a way to make sure C-TPAT companies are meeting requirements
- Congress may make C-TPAT mandatory
- A US domestic version of C-TPAT

MORE: <http://www.logisticsmgmt.com/article/CA6323681.html>

**SECURITY – C-TPAT IS JUST THE BEGINNING:** Thomas Falanga, a representative of the Customs-Trade Partnership Against Terrorism program, warns that joining C-TPAT is only the start of continuous importer/carrier security precautions. "Don't fool yourself" into thinking that after Customs and Border Protection validates a company as security-tight, the company can then relax, he added. A serious lapse could cost an importer or carrier suspension or even removal from C-TPAT and from the Free and Secure Trade (FAST) binational program of expedited border clearance.

MORE: <http://www.joc.com/20060413/sections/trade/w53110.asp>

**SECURITY - SHIPPERS FEAR 'SAIL ONLY IF SCANNED':** The World Shipping Council (WSC), a US-based group representing global ocean shipping lines, has criticized a proposal requiring pre-scanning for all containers entering the US. "If HR 4899 were enacted into law and enforced, it would bring America's containerized foreign trade to a halt," says WSC President Christopher Koch, referring to the 100% screening bill before Congress. "A linear projection of US\$125 per container to 11-million import containers would exceed US\$1.3-billion, but that projection would not even begin to consider the 'chaos' costs that would ensue in port facilities trying to perform such a task."

MORE: [http://www.ifw-net.com/index.tvt?\\_scope=IFW/News/Sea%20Freight&id=1332&PSV=ar](http://www.ifw-net.com/index.tvt?_scope=IFW/News/Sea%20Freight&id=1332&PSV=ar)

**SECURITY – LONGSHORE SECURITY CHECKS:** The West Coast longshoremen's union says it is taking longer to approve an agreement with the Coast Guard on tighter access control measures at the Port of Oakland because it is exploring how to expand the arrangement to all marine terminals along the coast. "We are trying to work out a system that will work for the entire coast and not just on a port by port basis," said International Longshore and Warehouse Union spokesman Steve Stallone.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31367](http://www.americanshipper.com/SNW_story.asp?news=31367)

**SECURITY – CARGO STING IN FLORIDA:** “Operation Sandstorm,” a law enforcement sting targeting dump truck thieves along the Florida coasts and cargo thieves down the Interstate 75 corridor, blew through Florida over the weekend. No major cargo thefts were discovered during the operation, but officers made eight felony arrests not related to cargo theft and recovered one stolen 18-wheeler.

MORE: <http://www.ocala.com/apps/pbcs.dll/article?AID=/20060411/NEWS/60411001/1001/NEWS01>

**SECURITY – TRACKING FOR ALL VESSELS IN MALACCA:** With renewed warnings of the reality of terrorist threats to the Strait of Malacca and Singapore, the Republic’s maritime regulator said it is mid-way through its plan to put identification transponders on the 3,000 small vessels operating in port waters. More than half of these vessels have been fitted with the transponders with the remainder to be completed by February 2007, the MPA’s chief executive, Tay Lim Heng said at a transport security conference.

MORE: <http://business-times.asia1.com.sg/sub/shippingtimes/story/0,4574,192018,00.html>

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

**AIR – AIR FRANCE STRIKE TODAY & TOMORROW?:** An Air France union has called a strike for some technical staff on Monday and Tuesday, 17 and 18 April, when many travelers return home after the Easter Bank Holiday weekend. The SPAF union said in a statement today it had urged navigation staff to walk off the job in a row over pensions, social services and working conditions.

MORE: <http://breakingnews.iol.ie/news/story.asp?j=158323613&p=y583z4z36&n=158324301>

**AIR – DELTA AND PILOTS REACH TENTATIVE DEAL:** Delta Air Lines and the union representing its pilots say they reached a tentative agreement, potentially averting a strike that could have been fatal to the airline. Both parties declined to disclose details of the tentative agreement, which if ratified, would then be subject to approval by the US Bankruptcy Court.

MORE: <http://news.airwise.com/story/view/1145035877.html>

**AIR – EMIRATES ADDS EU CARGO SERVICE:** Emirates SkyCargo has launched scheduled freighter services to Zurich, Rome and Vienna beginning last week. Emirates will operate the new Airbus A310-300 freighter on the services connecting Central Europe to Dubai as a gateway into Africa, the Indian Sub-continent and the Far East. Emirates currently provides freighter services to Amsterdam, Frankfurt, Dusseldorf, Milan and Gothenburg in addition to its scheduled bellyhold destinations across Europe.

MORE: <http://www.joc.com/20060410/sections/air/w67603.asp>

**AIR – ALITALIA CARGO STARTS ATLANTA SERVICE:** Alitalia Cargo launched Milan Malpensa-Atlanta service on March 29.

**AIR – CATHAY CARGO UP:** Cathay Pacific carried 106,612 tons of cargo in March, up 10.1% from the same month in 2005. Load factor increased 3.4% over the same month 2005 to 70.7%.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31287](http://www.americanshipper.com/SNW_story.asp?news=31287)

**AIR – NEW US-AFRICAN SERVICE:** North American Airlines will start a weekly service linking Baltimore and Washington to Banjul in Gambia and Accra, Ghana starting 4 June pending approval of the Gambian government.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31283](http://www.americanshipper.com/SNW_story.asp?news=31283)

**AIR – INDIA TO SET UP NAGPUR AIR CARGO COMPLEX:** The government will set up an integrated air-cargo complex in Nagpur spread across 5000 hectares. “We are looking at giving concessions on landing and parking fee for those air-cargo services operating out of the proposed hub in Nagpur,” civil aviation minister Praful Patel said. The minister said the aviation sector requires a “massive overdose of restructuring and investment”.

MORE: [http://www.telegraphindia.com/1060412/asp/business/story\\_6088085.asp](http://www.telegraphindia.com/1060412/asp/business/story_6088085.asp)

**AIR – ANZ BEGINS AROUND-THE-WORLD SERVICE:** Air New Zealand will become the only round-the-world airline with its new service to London via Hong Kong that commences in

October. ANZ already operates a daily flight to London via Los Angeles. It will fly the new route with newly refurbished 747-400s.

MORE: <http://www.atwonline.com/news/other.html?issueDate=4%2F10%2F2006>

**AIR - ANTONOV'S WILL FLY IN EU:** Fears that some important cargo aircraft could be restricted in the EU next March are unwarranted, according to sources close to discussions between the air freight industry and the European Aviation Safety Agency (Easa). An Easa spokesman told IFW it was "unlikely" that aircraft such as the An26 and An72 registered in the new EU member states would be prevented from flying, even though EU certification had not yet taken place.

MORE: [http://www.ifw-net.com/index.tvt?\\_scope=IFW/News/Air%20Freight&id=1293&PSV=ar](http://www.ifw-net.com/index.tvt?_scope=IFW/News/Air%20Freight&id=1293&PSV=ar)

**AIR – ATLAS AIR PROFITABLE:** Atlas Air and Polar Air Cargo parent Atlas Air Worldwide Holdings, in its first full fiscal year since exiting bankruptcy protection, reported a 2005 profit of \$73.9 million on revenue of \$1.62 billion. Goals for 2006 include an increased presence for its Scheduled Service business in China, where it already has boosted weekly frequencies from nine to 12, and fleet renewal, which will start with the phasing out of older aircraft this year.

MORE: <http://www.atwonline.com/news/story.html?storyID=4719>

**AIR - AEROFLOT ADDS DC-10S:** Aeroflot Cargo is increasing its fleet of four DC10-40 freighters to six later this year. Last month it also signed a contract with Boeing for six MD-11 freighters that will start joining the cargo fleet in the second half of 2007.

MORE: [http://www.ifw-net.com/index.tvt?\\_scope=IFW/News/Air%20Freight&id=1390&PSV=ar](http://www.ifw-net.com/index.tvt?_scope=IFW/News/Air%20Freight&id=1390&PSV=ar)

**AIR - AF ADDS FREIGHTER SERVICE:** Air France Cargo has introduced a weekly B747-400 freighter service to DFW Dallas Fort Worth, via Mexico City.

MORE: [http://www.ifw-net.com/index.tvt?\\_scope=IFW/News/Air%20Freight&id=1382&PSV=ar](http://www.ifw-net.com/index.tvt?_scope=IFW/News/Air%20Freight&id=1382&PSV=ar)

**AIR - VOLGA-DNEPR ADDING TO IL-76 FLEET:** Volga-Dnepr will have two new generation Ilyushin 76s in service within 12 months and aims ultimately to operate 20.

MORE: [http://www.ifw-net.com/index.tvt?\\_scope=IFW/News/Air%20Freight&id=1350&PSV=ar](http://www.ifw-net.com/index.tvt?_scope=IFW/News/Air%20Freight&id=1350&PSV=ar)

**AIR – CHINA OPENS AIR CARGO MARKET MORE:** China will further open up its air cargo market in an active, gradual and orderly way, says Yang Yuanyuan, director general of the General Administration of Civil Aviation of China at the International Air Cargo Association (TIACA) Summit 2006 in Beijing. Yang added that China has signed relatively relaxed agreements on bilateral transportation with US, India and some other countries. China air cargo is projected to grow 10% per year.

MORE: [http://news.xinhuanet.com/english/2006-04/14/content\\_4422353.htm](http://news.xinhuanet.com/english/2006-04/14/content_4422353.htm)

**AIR – SHORTER AIR ROUTE ACROSS CHINA:** IATA and the Chinese government agreed to open an additional route, Y-1, between China and Europe, designed to reduce flight time by 30 minutes.

MORE: <http://www.atwonline.com/news/other.html?issueDate=4%2F11%2F2006>

### HAVE A PROBLEM? – ASKING: “WHAT DO I DO?”

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CLICK: “What do I DO?”

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**OCEAN – MOL DECLARES “GENERAL AVERAGE”:** MOL Euro-Oriental Shipping, owners of the containership "MOL Initiative," have declared General Average, following a fire in the engine room of the vessel on April 3 off the coast of Japan. Following the declaration, MOL is required to hold cargo pending authority to release from their appointed General Average adjustors, Asai and Ichikawa of Tokyo. There will be a requirement to post separate salvage security to the salvors at the completion of the salvage operation

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31291](http://www.americanshipper.com/SNW_story.asp?news=31291)

## **CLAUSES-C PAYS FOR GENERAL AVERAGE CLAIMS**

The MOL Initiative has declared General Average. Those with cargo on the ship may be forced to post large sums to cover the General Average. Fast and inexpensive minimum cargo insurance, known as ICC-Clauses C does pay General Average claims.

**SEE:** "Why You Should Have Cargo Insurance" here:

**LINK:** [http://www.allcovered.net/AC-OM-Cargo\\_You\\_Need.html](http://www.allcovered.net/AC-OM-Cargo_You_Need.html)

Are your current providers helping you with information like this?

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

**OCEAN – CARRIER PAYS \$400,000 FINE – CE GETS 1-YEAR JAIL:** Japanese ship management firm MK Shipmanagement Company has agreed to pay fines totaling \$400,000 for dumping oil-contaminated water. The ship's Chief Engineer has been sentenced to one year in jail.

MORE: <http://www.nj.com/news/ledger/jersey/index.ssf?base/news-3/114491029443940.xml&coll=1>

MORE: <http://www.joc.com/20060410/sections/ocean/w72105.asp>

**OCEAN – HIGHER RATES FOR ASIA-BOUND VEGETABLES:** Ocean carrier members of the Westbound Transpacific Stabilization Agreement will raise rates for transporting chilled vegetables to Asia from the US. Beginning 15 May rates will rise by \$300 for every 40-foot container and \$240 per 20-foot box.

MORE: <http://www.bloomberg.com/apps/news?pid=10000080&sid=aBciy41YEiMc&refer=asia>

**OCEAN – TACA HOLDS BAF:** The Trans-Atlantic Conference Agreement says its bunker adjustment factor will be unchanged through June 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=31218](http://www.americanshipper.com/SNW_story.asp?news=31218)

**OCEAN – WITASS LOWERS TRINIDAD CONGESTION CHARGE:** The Association of West India Trans-Atlantic Steam Ship Lines will lower its congestion surcharge for westbound and eastbound calls at the Port of Spain, Trinidad. The surcharge will drop to \$43/TEU and \$96/FEU.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31376](http://www.americanshipper.com/SNW_story.asp?news=31376)

**OCEAN – HANJIN STARTS SNG-BANGLADESH FEEDER:** Hanjin Shipping launched a dedicated feeder service between Singapore and Bangladesh called CSS (Chittagong Singapore Service) starting last Friday. Sailings are every four days.

MORE: <http://www.joc.com/20060413/sections/ocean/w54874.asp>

**OCEAN – SCI RE-STARTS US SERVICE:** State-owned Shipping Corporation of India plans to restart its service to the US East Coast in cooperation with Zim, McAndrews and Emirates for a weekly service planned to start in May.

MORE: <http://www.joc.com/20060413/sections/ocean/w78326.asp>

**OCEAN – ZIM UPGRADES TAMPA SERVICE:** Zim American Integrated Shipping Services has upgraded its Tampa call from feeder service to a mainline port of call with the new, all-water direct Asia-Gulf Express (AGX) service. The first sailing of the fixed weekly service will depart from Shanghai, calling ports in Asia, Panama, the US Gulf beginning in July.

MORE: <http://www.joc.com/20060412/sections/ocean/w26909.asp>

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31151](http://www.americanshipper.com/SNW_story.asp?news=31151)

**OCEAN – NEW CHINA-INDIA SERVICE:** Wan Hai Lines, Evergreen and Hapag-Lloyd will start a weekly service linking India with Hong Kong, Shekou and Kaohsiung on 30 April.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31149](http://www.americanshipper.com/SNW_story.asp?news=31149)

**TRADE – HARBOR TRUCK PROTESTS PLANNED STARTING 24TH:** See "Trucking" section.

**TRADE – PORT TRUCKER STRIKE 1 MAY?:** See “Trucking” section

**TRADE – PORT OPERATIONS SMOOTH:** The US National Retail Federation and Global Insight report major container ports are operating smoothly this month as volume levels build back up after the winter slow season. “Heading into the buildup toward the peak season, all ports are operating without congestion,” Global Insight economist Paul Bingham said. “The outlook is for continued good performance despite challenges from continued growth in trade. We still have concerns with the condition of the rail system and challenges for the trucking industry later this year, but we expect the industry should do even better than last year, with little terminal or network congestion.”

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31209](http://www.americanshipper.com/SNW_story.asp?news=31209)

**TRADE – FEDEX RATES UP:** FedEx Freight will implement a 5.95% general rate increase on its less-than-truckload services, effective next Monday, April 24. The increase will apply to interstate and intrastate traffic and to selected shipments between the United States and Mexico and Canada.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31145](http://www.americanshipper.com/SNW_story.asp?news=31145)

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

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

**All I Need to Learn about Life I Learned from the Easter Bunny!**

- Don't put all your eggs in one basket.
- Walk softly and carry a big carrot.
- Everyone needs a friend who is all ears.
- There's no such thing as too much candy.
- All work and no play can make you a basket case.
- A cute little tail attracts a lot of attention.
- Everyone is entitled to a bad hare day.
- Let happy thoughts multiply like rabbits.
- Some body parts should be floppy.
- Keep you paws off other people's jellybeans.
- Good things come in small-sugarcoated packages.
- The grass is greener in someone else's basket.
- To show your true colors you have to come out of the shell.
- The best things in life are still sweet and gooey.

~Author Unknown~

**KNOW YOUR STATE MOTTO**

OK, maybe these are not the “official” state mottos, but maybe some should be.

<b>Alabama</b>	We Do Too Have Electricity!
<b>Alaska</b>	11,623 Eskimos Can't Be Wrong
<b>Arizona</b>	But It's Dry Heat
<b>Arkansas</b>	Literacy Ain't Everything
<b>California</b>	By 30, Our Women Have More Plastic Than Your Honda
<b>Colorado</b>	If You Don't Ski – Don't Bother
<b>Connecticut</b>	Like Massachusetts Only the Kennedys Don't Own It Yet
<b>Delaware</b>	We Really Like the Chemicals In Our Water
<b>Florida</b>	Ask Us About Our Grandkids
<b>Georgia</b>	We Put the Fun In Fundamentalist
<b>Hawaii</b>	Why Not Just Stay Home – But Send Us Your Money
<b>Idaho</b>	More Than Potatoes... Maybe Not But They Are Good Potatoes
<b>Illinois</b>	Please Don't Pronounce the “S”
<b>Indiana</b>	2 Billion Years Tidal Wave Free
<b>Iowa</b>	We Do Amazing Things With Corn
<b>Kansas</b>	First Of the Rectangle States

<b>Kentucky</b>	Five Million People... Fifteen Last Names
<b>Louisiana</b>	We're Not All Drunk Cajuns... But It's Our Marketing Campaign
<b>Maine</b>	We're Really Cold... But We Have Cheap Lobster
<b>Maryland</b>	If You Can Dream It... We Can Tax It
<b>Massachusetts</b>	Our Taxes Are Lower Than Sweden's
<b>Michigan</b>	First Line of Defense From the Canadians
<b>Minnesota</b>	10,000 Lakes...And 10,000,000,000 Mosquitoes
<b>Mississippi</b>	Come Visit... You'll Feel Better About Your State
<b>Missouri</b>	Your Federal Flood Relief Tax Dollars At Work
<b>Montana</b>	Land of Big Sky, The Unabomber, and Not Much Else
<b>Nebraska</b>	Ask About Our State Motto Contest
<b>Nevada</b>	Fast Times and Poker In One Place
<b>New Hampshire</b>	Go Away And Leave Us Alone
<b>New Jersey</b>	Motto?? ... I'll Got Your @#\$%# Motto Right Here, Buddy
<b>New Mexico</b>	Lizards Make Excellent Pets
<b>New York</b>	After Me You Come First
<b>North Carolina</b>	Tobacco Is A Vegetable
<b>North Dakota</b>	We Really Are One of the 50 States
<b>Ohio</b>	At Least We're Not Michigan
<b>Oregon</b>	Spotted Owl... It's What's For Dinner
<b>Pennsylvania</b>	Cook With Coal
<b>Rhode Island</b>	We're Not REALLY An Island
<b>South Carolina</b>	Lee Surrendered... We Didn't
<b>South Dakota</b>	Closer Than North Dakota
<b>Tennessee</b>	Al Gore Says We're The Edyoocashun State
<b>Texas</b>	Se Hablo Ingles
<b>Utah</b>	No Liquor – No Caffeine – But Great Snow
<b>Vermont</b>	Ay, Yep
<b>Virginia</b>	Who Says Bureaucrats & Yokels Don't Mix?
<b>Washington</b>	We Have More Rain Than You Do
<b>West Virginia</b>	One Big Happy Family
<b>Wisconsin</b>	Come Cut Some Cheese
<b>Wyoming</b>	Where Men Are Men... And the Sheep Are Nervous

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