

# AllCovered NEWS

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## HIGHLIGHTS TO HELP YOU THIS WEEK

- Happy Workplaces Are More Profitable
- US Trucker Strike Next Week?
- How Can Small Forwarders Survive?

Monday, 24 April 2006 --- Edition #485

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

## >> SMALL BUSINESS SECTION <<

### SMALL BIZ – HAPPY WORKPLACES MORE PROFITABLE

Keeping employees happy can do more than just provide a good feeling for the bosses -- it also can add to a company's bottom line.

Alan Goodnight, president of QMR Marketing Research says testing shows over a three-year period:

- 87% of companies that scored highest for employee satisfaction experienced an increase in sales,
- 86% improved their market share, says Alan Goodnight, president of QMR.
- 57% of the highest-scoring companies had less employee turnover.

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

### SMALL BIZ – MARKETING HELP FROM ALLCOVERED

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### PERSONAL BIZ – IS GARLIC A MAGIC FOOD?

--- From a commentary – Link at end ---

There's an invincible weapon against disease and infection--a cure-it-all remedy that kills any virus it comes in contact with.

It kills the most feared biological agents like anthrax, ebola, and H5N1 (the infamous bird flu virus). No known germ has ever managed to develop a resistance to it. It is proven to wipe out cancer cells without harming healthy cells, and it clears plaque-clogged arteries like a charm.

Why haven't you heard about this wonder drug? Because it's not a drug. **It's a food, and its name is garlic.**

Garlic cloves, to be exact, emphasizes health journalist Bill Sardi on lewrockwell.com. Garlic pills, while being a staple in health food stores, do not contain or produce allicin, the healing component found in fresh garlic cloves, despite saying so on the label.

**What it boils down to: Eat the garlic raw** (not cooked) or find a supplement like AGE (aged garlic extract) whose components are uncompromised.

Interestingly, while garlic reliably kills influenza viruses, no exceptions, the much-touted flu vaccines or the new "miracle drug" Tamiflu that tens of thousands panicked people have started hoarding, are not so lucky. In fact, it is not at all clear that they do anything. In other words, in the unlikely event of a true avian flu epidemic with human-to-human transmission, fresh garlic will be your best bet.

But don't count on hearing much about this in the mainstream media. After all, Big Pharma makes its money by peddling drugs, not things you find in the produce aisle. MORE: [http://www.investorsinsight.com/wnk\\_archives.aspx](http://www.investorsinsight.com/wnk_archives.aspx)

### Health Benefits of Garlic

- It kills every virus, bacterium, fungus, and amoeba known to man--without the risk of creating resistance.
- It can prevent stomach ulcers and stomach cancer.
- It can prevent and successfully treat anthrax, dysentery, salmonella, staphylococcus, klebsiella, SARS, herpes, etc.
- Studies have found that it penetrates and kills cancer cells, without harming the healthy cells.
- It inhibits the formation of plaque on artery walls.
- It controls insulin levels and helps prevent weight gain.

### SMALL BIZ – WHAT IS A TRILLION?

The US Congress raised the national debt limit to \$9-Trillion. That is a number hard to understand unless you put it in everyday terms:

- If you spent a million dollars a day for a million days (2,739 years), it would add up to \$1 trillion.
- To blow \$1 trillion in the average life span of 77 years, you'd have to spend \$35,580,857 every day from the day you were born.
- You could hand every man, woman and child in the world \$1,500.
- You could build 28 Eiffel Towers made out of pure gold.

**SMALL BIZ – DRUG SCREENING MAKES SAFER WORKPLACE:** Drug screening programs may reduce workplace accidents and disruptions in employee productivity. Businesses have many options to choose from, both in testing and policy. To work properly, the testing must be combined with employee education and clear corporate policies. Regular drug users are two-and-a-half times more likely to be absent from work, are one-third less productive and are 50% more likely to steal from their company, says Barry Sample, director of science and technology for the employer solutions division of drug testing company Quest Diagnostics. Sample estimates nearly half of all workers' compensation claims involve substance abuse. Whatever an employer's policy is on when to test, that policy needs to be placed into writing and the management needs to be trained in how to implement it, says Joseph Reilly, president of Florida Drug Screening.

MORE: [http://www.bizjournals.com/southflorida/stories/2006/04/17/focus1.html?f=et152&hbx=e\\_vert](http://www.bizjournals.com/southflorida/stories/2006/04/17/focus1.html?f=et152&hbx=e_vert)

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

### TRUCKING – US TRUCK STRIKE NEXT WEEK?

It seems primarily centered on southern California, but drivers backing a proposed truckers strike for next Monday, 1 May, hope the strike will spread.

A group of truckers calling itself the Los Angeles Troquero Collective ("troquero" is Spanish for trucker) advocates the strike in hopes of bringing about immigrant amnesty, the right of all truckers to unionize and a 25% salary increase.

Most of the truckers planning to participate in the May 1 shutdown are Hispanic owner-operators, says Armando Gonzales, a line-haul trucker who said he was among those

arrested in 2004 for blocking a California freeway with parked trucks. He plans to join other truckers May 1 at the Citadel outlet mall in Commerce, California.

Gonzales is among those calling for a general nationwide "Day Without An Immigrant" strike, across all industries, to protest HR 4437, which the US House approved in December. The bill would make being in the country illegally, or assisting an illegal immigrant, a felony. A softer version of the bill stalled in the US Senate earlier this month.

Reports say the truckers' strike "may go five days." Organizers anticipate that drivers in Phoenix, Las Vegas and other transportation hubs will strike in solidarity.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=52952>

MORE: <http://www.joc.com/20060419/sections/logis/w7758.asp>

### **TRUCKING – DIESEL HITS \$3.00**

With oil prices soaring and seemingly no end to the increases in sight, to probably no one's surprise, the price of a gallon of diesel has exceeded \$3 in some parts of the US.

A check of Web sites of major travel centers revealed the highest price as of April 20 was \$3.139 at Hesperia, California.

A random check of the sites showed that prices exceeded \$3 a gallon in California, New York, Illinois and Pennsylvania. Travel centers in Connecticut, Maryland, Arizona, Nevada, Washington and Maine were all selling diesel for \$2.999 on April 20.

MORE: <http://www.thetrucker.com/News/Stories/2006/4/20/Priceofdieselreaches3levelinsomepartsofcountry.aspx>

**TRUCKING – DIESEL JUMPS 11-CENTS:** The US national average retail price of a gallon of diesel shot up 11 cents for the week ending April 17, to \$2.765, or 50 cents more than in the same week of 2005.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=52898>

**TRUCKING – SCHNEIDER OFFERS PAY GUARANTEE:** Schneider National, the nation's largest truckload carrier, is introducing a "Pay Certainty Program" for its fleet of company drivers. Effective immediately, the program locks in a weekly minimum pay for drivers if Schneider is unable to offer a guaranteed minimum number of miles, and as a result, the driver's earnings fall short of expected pay levels. Guaranteed pay ranges from \$600 to \$900 per week based on a driver's experience.

MORE: <http://www.layover.com/cgi-bin/portal/printnews.pl/9402.html>

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

### **SECURITY – CARRIERS FEAR 100% SCREENING – VOTE POSSIBLE THIS WEEK:**

World Shipping Council President Chris Koch has submitted a letter to the chairman of the US House Homeland Security Committee outlining the ocean carrier group's concerns with a proposed bill that would require all containers headed to the United States to first be scanned in foreign ports. The "Sail Only if Scanned Act," or SOS bill, is expected to be offered as an amendment to a comprehensive piece of cargo and port security legislation, "The SAFE Port Act," that the committee is scheduled to edit and vote on this week after Congress returns from Easter recess. The legislation insists on 100% scanning of all containers within a year of passage, but Koch said the short-time frame, vague instructions and mandatory sanction to terminate trade with foreign ports that fail to conduct out-bound scans made implementation of the requirement unrealistic. If the 100% scanning measure were to become law, it "...would cripple American commerce and almost certainly cause significant conflict with foreign governments," wrote Koch

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31633](http://www.americanshipper.com/SNW_story.asp?news=31633)

MORE: <http://www.joc.com/20060419/sections/ocean/w59193.asp>

**SECURITY – BOMB ON FRENCH RAILWAY:** French police forensics experts Wednesday were examining an unexploded homemade bomb found on a high-speed rail line. The small explosive device, made from plastic tubing filled with a mixture of diesel fuel and fertilizer, was found on the high-speed TGV line linking Paris with the western city of Nantes. Officials said the bomb's detonator, composed of an alarm clock hooked up to batteries, apparently malfunctioned.

MORE: <http://www.macleans.ca/topstories/news/shownews.jsp?content=w041936A>

**SECURITY – FOLLOW-UP – JO-BURG AIRPORT HEIST:** Nine people appeared in court last week for the theft of millions of dollars from Johannesburg International Airport. Three of the men are Airports Company South Africa officials. Two are foreign nationals. On March 25, gunmen held up guards at the airport gates. Others armed with AK-47 assault rifles held up guards and police at a South African Airways aircraft and helped themselves to bags of currency flown in from Britain.

MORE: [http://www.mg.co.za/articlepage.aspx?area=/breaking\\_news/breaking\\_news\\_national&articleid=269486](http://www.mg.co.za/articlepage.aspx?area=/breaking_news/breaking_news_national&articleid=269486)

**SECURITY – SOMALIA SEEKS HELP ON PIRACY:** Newswire reports say Somalia has asked the US Navy to help fight piracy against commercial shipping off the East African country's coast. The Somalian government also reportedly asked the US Navy to assist with building a new coast guard service for the country. Somalia has not had a navy or coast guard since 1991.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31571](http://www.americanshipper.com/SNW_story.asp?news=31571)

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

### TRADE – HOW CAN SMALL FORWARDERS SURVIVE?

--- Excerpted from a commentary by Paul Lim – Link to full article at end ---

**NOTE:** Lim addresses issues facing small and medium-sized forwarders in Asia, but the issues he raises affect freight forwarders and logistics professionals around the world.

The big are getting bigger and the world of logistics is getting smaller every day.

With every new acquisition by the largest logistics service providers in the world today, the competitive environment becomes less tenable for smaller ones.

So, is consolidation in the logistics world good for everyone?

#### CUSTOMERS:

As buyers of logistics services will tell you, their key strengths are in controlling operational costs by outsourcing - which is encouraging competition between major bidders.

It is becoming quite common that logistics service providers with the best solutions do not necessary win major deals because price has been the major selection factor.

With consolidation, there are fewer but larger service providers with a greater foothold of the market, which is working against buyers seeking low prices for services.

However, there is a strong reaction from customers who are shifting contracts to lesser-known logistics service providers in order to better manage their own position and maintain competition.

#### ASIAN LOGISTICS PLAYERS:

What about the future of home-grown logistics players in Asia?

Can a Thai freight-forwarding company or an integrated local logistics player truly say that they can compete with the likes of DHL and UPS?

What is the future for Asian service providers with the ongoing consolidation in the industry? Will they face the same situation as traditional family-run shops when international hypermarkets arrived?

#### ADVANTAGES OF SIZE:

- **Financing and deep pockets.** With size and deep pockets, larger logistics companies can survive the initial period of investment required to establish themselves in the market. Stronger financial backing will also enable such companies to compete on price where smaller operators find it hard to survive.

- **Network.** With size also comes the ability to establish a stronger network with common organizational and system structures across regional and international borders, something that a local service provider cannot do. For example, utilizing a single interface IT system and management structure of a logistics service provider is a major benefit for multinationals seeking to outsource logistics operations.

- **Talent.** With size also comes the ability to attract the top talent in the industry. This particularly relates to being able to source and retain excellent resources with strong leadership, skills at devising solutions, and operational management capabilities.

Shared across a larger organization, highly-paid talent becomes a cost-effective and

high-return investment. It is no wonder that many local companies are finding it harder and harder to retain their own local talent when the big boys come hunting for them.

#### **HOW DOES A SMALL/MEDIUM FORWARDER COMPETE?:**

Small and medium-sized forwarders may not have the deep pockets of global logistics players, but they do have an advantage in terms of local knowledge.

Singapore is different from Malaysia, which is different from Indonesia and, of course, Thailand is different from the rest of the world. If you succeed in managing an operation in Singapore, it does not necessary mean that you will be successful in Thailand. Conversely is also true. As no one city or country in Asia is the same, establishing common structure across Asia is much more challenging and will take a longer time to complete.

#### **COOPERATE GLOBALLY – OWN LOCALLY:**

Small/medium forwarders have advantages... local knowledge... the willingness to work that odd hour or extra effort that a salaried employee of a multi-national may not.

Working together through freight forwarder networks and associations, small and medium-sized forwarders can offer the contacts, the talent, and the tools that multi-national integrated cargo firms like DHL, UPS and FedEx offer... but with their added local knowledge and personal care that they possess... and that the agents they know through their network/association... and work with around the world possess.

If small and medium forwarders do not hang together, they will hang separately and be forced out of business by the better funded and staffed multi-nationals.

MORE: [http://www.bangkokpost.com/Business/19Apr2006\\_biz014.php](http://www.bangkokpost.com/Business/19Apr2006_biz014.php)



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**TRADE – TOLL BUYS PATRICK:** Australian logistics company Toll Holding says it has reached an agreement to acquire Australian ports and airport operator Patrick Corporation for A\$5.81 billion (\$4.23 billion), furthering Toll's development into one of the world's largest freight transportation companies. Toll is in the process of acquiring a 60% stake in SembCorp Logistics, a large Singapore-based logistics provider, for S\$1.4 billion (\$873 million). Patrick finally agreed to the deal after an often contentious eight-month effort to block Toll's hostile takeover bid.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31468](http://www.americanshipper.com/SNW_story.asp?news=31468)

MORE: <http://finance.news.com.au/story/0,10166,18847625-14334,00.html>

**TRADE - UPS EYES BUYING FORWARDERS:** Package delivery company United Parcel Service is eyeing international freight forwarding and international package delivery companies as part of a "more aggressive" acquisition strategy according to Scott Davis, UPS' chief financial officer. "These are the two major areas where we see potential (for acquisitions). We see great opportunities in particular for freight forwarding moving forward,"

and in contract logistics. UPS bought Menlo Forwarding in 2004.

MORE: <http://today.reuters.com/business/newsarticle.aspx?type=basicIndustries&storyID=nN20348570>

**OCEAN – CARRIERS FEAR 100% SCREENING:** See “Security” section.

**OCEAN – US TRUCK STRIKE NEXT WEEK?:** See “Trucking” section.

**OCEAN - ANOTHER TRUCK STRIKE FOR VANCOUVER?:** 200 Container truckers fearing another strike at the port of Vancouver staged a protest Tuesday, calling on the Canadian government to extend a temporary agreement that got the truckers back to work after a four-week work stoppage last year. Truckers say the hauling rates would plummet. About 1,000 independent container drivers, who offload 40% of the goods shipped through Vancouver, staged the wildcat strike last July to protest against wages and working conditions at the port. MORE: <http://www.canada.com/topics/finance/story.html?id=a884da50-6a4c-49e3-ae91-f52edd435a72&k=44500>

**OCEAN – CANADIAN GOVERNMENT ACTS ON VANCOUVER TRUCKS:** The Canadian government moved to forestall predicted container trucker unrest at the Port of Vancouver by legalizing a licensing system that sets driver pay and other conditions for employers. Lawrence Cannon, federal minister of transport, said the port authorities of Vancouver and Fraser River would be given "the legal obligation to establish a licensing system, set minimum conditions on licenses, and ensure these conditions are respected." The regulations would make legal the port authorities' mandatory reservation systems, extended gate hours, tracking and monitoring of trucks entering and departing terminals, and "any applicable law that governs rates of remuneration."

MORE: <http://www.joc.com/lede/20060420/sections/logis/w39854.asp>

**OCEAN – NSA'S DRAW SHIPPER INTEREST:** The ability for US non-vessel-operating common carriers to enter confidential service arrangements is starting to gain interest among shippers. According to a survey conducted jointly by BDP International, the National Industrial Transportation League and American Shipper, only a quarter of shippers have a "clear understanding" of how NVO Service Arrangements (NSAs) work. However, the survey results point out that more than two-thirds of those shippers would consider entering NSAs, especially if the NVOs were able to provide flexible volume commitments.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31463](http://www.americanshipper.com/SNW_story.asp?news=31463)

**OCEAN – NSA CONFUSION FOR SHIPPERS:** Only a quarter of ocean shippers have a clear understanding of non-vessel operating common carrier confidential service arrangements (NSAs). As of February, only 351 of the 3,398 NVOs operating in US international trades had registered to become NSA filers, according to the Federal Maritime Commission. This weak response to the concept, which was adopted in January 2005, appears to be largely attributable to a modest communication effort on the part of NVOs and the resulting lack of awareness among shippers.

MORE: <http://www.joc.com/20060418/sections/ocean/w96070.asp>

**OCEAN – ASIAN IMPORTS UP 20% TO 30%:** Imports from Asia in January and February increased about 20% from the same period a year ago according to ocean carriers in the Transpacific Stabilization Agreement. Imports moving via all-water services from Asia to the East Coast via the Panama Canal increased 30% in January and 26% in February. TSA Executive Director Albert Pierce says analysts had projected that a surge in vessel deliveries would result in excess capacity in the Pacific, with capacity exceeding demand, but eastbound vessel utilization is running about 95%.

MORE: <http://www.joc.com/20060418/sections/ocean/w88873.asp>

**OCEAN – SO-CAL CARGO MOVING SMOOTHLY:**

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31458](http://www.americanshipper.com/SNW_story.asp?news=31458)

**OCEAN – NEW EUROPE-US SERVICE:** CMA CGM, China Shipping and Evergreen subsidiary Hatsu Marine will start a weekly transatlantic service connecting ports in the South Atlantic and Gulf of Mexico to North Europe beginning 4 June. The port rotation will be: Le Havre; Antwerp; Rotterdam; Bremerhaven; Charleston, S.C.; Veracruz, Mexico; Altamira, Mexico; Houston; and back to Le Havre.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31476](http://www.americanshipper.com/SNW_story.asp?news=31476)

**OCEAN – EMIRATES SHIPPING STARTS-UP:** Emirates Shipping Line, a startup company headed by former Norasia chief executive officer Vikas Khan, officially opened for business. The company is registered in Dubai with commercial headquarters in the United Arab Emirate-state and Hong Kong.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=31572](http://www.americanshipper.com/SNW_story.asp?news=31572)

**OCEAN – HK PORT VOLUME RISES:** Container throughput handled by Hong Kong's ports in March rose 10.5% over the same month last year to 1.998 million TEUs.

MORE: <http://www.joc.com/20060420/sections/ocean/w4691.asp>

**AIR – DELTA & PILOTS REACH DEAL:** Delta Air Lines and its pilots union reached a tentative agreement. Neither Delta nor the Air Line Pilots Association would release details, which still must be ratified by the company's 6,000 pilots. The Wall Street Journal reports Delta pilots agreed to \$280-\$290 million in annual concessions, including a 14% pay cut.

MORE: <http://www.detnews.com/apps/pbcs.dll/article?AID=/20060415/BIZ/604150380/1001/BIZ>

MORE: <http://www.atwonline.com/news/story.html?storyID=4755>

**AIR – AIR ARABIA LAUNCHES SHARJAH SERVICES:** Air Arabia will launch four-times-weekly Sharjah-Kabul service from May 4, four-times-weekly flights to Kochi from May 1 (increasing to daily on May 12) and daily service to Jaipur from May 12. It flies A320s

MORE: <http://www.atwonline.com/news/other.html?issueDate=4%2F18%2F2006>

**AIR - AEROFLOT JOINS SKYTEAM:** Aeroflot has officially joined SkyTeam, becoming the 10th member of the global alliance that eases bookings involving more than one airline and offers members a system of bonuses.

MORE: <http://www.moscowtimes.ru/stories/2006/04/17/045.html>

**AIR – AIR CHINA CARGO & CHINA CARGO AIR MERGING?:** Air China's "Air China Cargo" and China Eastern Airline's "China Cargo Airlines" have formulated a merging plan, according to Singapore's Singtao Daily.

MORE: <http://www.logisticsmgmt.com/index.asp?layout=articleXml&xmlId=376746549>

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

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

#### FORWARDERS' "PROJECT" DICTIONARY

<b>NOTE</b>	Project forwarding... moving all goods needed for a large construction project... from giant earth-moving equipment to the smallest screws and bolts... is a specialized service that carries its own unique terminology.
<b>R.F.Q.</b> (Request For Quotation)	A formal request received from the Contracting Party in which they ask for exact sums for moving all goods needed for the project, exact dates and times of delivery, but fail to list what will move, from where, and when or by what method they wish the goods shipped. Often an RFQ is sought so that the Contracting Party can give your detailed work, estimates and the special rates you received from air and ocean carriers to his brother-in-law to use in his competing bid so the brother-in-law can use your RFQ as his own ideas without knowing what he is doing, and bid \$0.05 less to win the project.
<b>CONTRACTING PARTY</b>	Owner or financial guarantor of the construction project in question who wants a Rolls Royce product

	on a Trabant budget.
<b>CONTRACTOR</b>	A gambler who never gets to shuffle, cut or deal.
<b>BID OPENING</b>	A poker game in which the losing hand wins.
<b>BID</b>	A wild guess carried out to two decimal places.
<b>LOW BIDDER</b>	A contractor who is wondering what he left out of his bid.
<b>ENGINEER'S ESTIMATE</b>	The cost of construction in perfect world where nothing goes wrong..
<b>PROJECT MANAGER</b>	The conductor of an orchestra in which every musician is in a different union. Forwarders' day-to-day contact who cannot understand why you cannot deliver goods he just remembers he needs but forgot to put in the inventory list that are now sitting in Amarillo, Texas to his job site in Papua, New Guinea overnight by chartered aircraft... and just "throw it in to the cost of freight I am already paying you."
<b>CRITICAL PATH METHOD</b>	A management technique for losing your shirt under perfect control.
<b>OSHA (Occupational Safety &amp; Health Administration)</b>	A protective coating made by half-baking a mixture of fine print, red tape, split hairs and baloney -- usually applied at random with a shotgun.
<b>STRIKE</b>	An effort to increase egg production by strangling the chicken.
<b>DELAYED PAYMENT</b>	A tourniquet applied at the pockets.
<b>COMPLETION DATE</b>	The point at which liquidated damages begin
<b>LIQUIDATED DAMAGES</b>	A penalty for failing to achieve the impossible.
<b>AUDITORS</b>	People who go in after the war is lost and bayonet the wounded.
<b>LAWYERS</b>	People who go in after the auditors and strip the bodies.
<b>PROJECT FORWARDER</b>	The freight logistics specialist who has learned how to move anything, anywhere, anytime, without a scratch, dent, or ding on-time, and under-budget. For his trouble, the Project Forwarder is given the privilege of going through this entire process again next time when bidding for the Contracting Party's business even though no one else has ever managed to pull it off before.

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

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