

AllCovered NEWS

Copyright 2006
ALL RIGHTS RESERVED

HIGHLIGHTS TO HELP YOU THIS WEEK

- Marketing – Stop Whining and Sell
- Trucking's ULSD Journey Begins
- Added Security = Added Cost
- How Supply Chain Management Has Changed

Monday, 5 June 2006 --- Edition #491

AllCovered-NEWS is sent free via email to over 13,000 and all who request it designed to display as html or plain text as your email software requires

Allcovered.net – PO Box 1439 – 304 MLK Jr Dr – Fort Valley, GA 31030 USA – Voice: +1.478.825.5566

DETAILED CONTENTS THIS WEEK

SMALL BUSINESS:

Marketing – Stop Whining and Sell
Nip Drug Use Early – Or Pay Later

TRUCKING:

ULSD Journey Begins
Diesel Down

SECURITY:

Aussie Ports Vulnerable
Added Security = Added Cost

OCEAN & AIR FORWARDING:

Supply Chain Management Has Changed
What's Going To Happen To TNT Logistics?
Cargo Aircraft & the Future
Air Cargo Up
Many New Air Cargo Services
US West Coast Box Volume Up

JUST FOR FUN:

Memory Test

NEXT WEEK

Balancing Contractors Vs. Employees

Links to source stories at end of excerpts

©2006 Allcovered
All Rights Reserved

CONTACT US

AllCovered News

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

YOU DESERVE IT – WE DELIVER IT

Free from Allcovered.net ... We have logistics Allcovered
Trouble viewing this? See this & past issues online in PDF format at:
<http://www.allcovered.net/AC-News-PDF.htm>

>> SMALL BUSINESS SECTION <<

SMALL BIZ – MARKETING – STOP WHINING AND SELL!

-- Excerpted from an article by Jeffrey Gitomer – Link at end –

Sometimes salespeople whine. Below are the finest sales whines. They're all worth a fortune -- if you can get rid of them.	
1: I Got Beat On Price	That would be your fault. The customer perceived no difference between you and the competition, and no value beyond the product, therefore price was all that mattered.
2: They Went With Someone At A Higher Price	That's proof that lowest price doesn't matter. Value and relationship will win the order and the profit.
3: I Had To Bid Through A Purchasing Agent	You were too chicken, or unprepared, to meet with the boss (who, by the way, tells the purchasing agent what to do).
4: The Buyer Won't Decide	You have not created enough of a value-proposition to interest the customer enough to act today.
5: Competitors Stole One Of Our Big Accounts	That's because they can. Whenever you lose a customer to a lower price, it means you were vulnerable to lose the account. Find the real reason before you start losing more of them.
6: The Prospect Won't Give Me An Appointment	You haven't established enough rapport or interest to earn an appointment. You're begging or selling. Try engaging and gaining interest with questions about them.
7: I Can't Get To The Decision Maker	That's because you have started your encounter too low. If you find out the decision-maker is not the person you're talking to, immediately request a meeting with all three of you and learn the lesson for the next prospect you want to sell.
8: The Customer Won't Return My Call	Give customers and prospects a solid reason and they'll call you.
9: Our Sales Cycle Is Too Long	That's because you're dealing with influencers, not decision-makers. CEOs decide in two minutes.
10: Our Training Is Lousy	Meet with the training department. Make sure it offers customized sales training, not generic.
11: I Hate My Job	Find out why, then become the best salesperson in the company. Then quit. Leave on top. If you quit too soon, you'll go to the next place blaming instead of bragging.
12: I Hate My Boss	The previous answer applies.
13: I Don't Have Time To...	Yes, you do. You're just not prioritizing your time. Substitute pre-call planning for television.

Allcovered.net
PO Box 1439
304 MLK Jr Dr
Fort Valley, GA
31030 USA
Voice:
+1.478.825.5566
Email:
mike.miller@allcovered.net
john.jarrard@allcovered.net

14: Quit Your Whining

I just gave you real-world answers that basically boil down to this: If you spent as much time selling as you do whining, you'd be a millionaire.

MORE: http://www.bizjournals.com/extraredge/consultants/sales_moves/2006/05/15/column501.html?hbx=e_sol

SMALL BIZ – NIP DRUG USE EARLY – OR PAY LATER

Employers can head off drug problems at work by developing a written drug policy, applying it consistently and training supervisors to recognize early signs of drug abuse.

It's that simple say drug counselors, human resource experts and lawyers who have dealt with meth use in the workplace.

Many employers test workers for illegal drugs, especially as a condition of employment. But they often overlook their own policies that allow them to test for "reasonable suspicion" after a person is on the job, and don't train supervisors to recognize when workers may have a problem.

Employers should take an ongoing interest in drug abuse because workers using drugs are more likely to miss work, file worker's compensation claims for on-the-job injuries and perform at a lower level, said David Zwisler, Mountain State's director of labor relations.

"Everybody has recognized that if they don't have a company-wide testing program they're going to get the dregs of the workforce that's available, and their insurance rates are going to go sky high because of higher injury rates," says Dick O'Brecht, the executive director of AGC in Colorado.

MORE: http://www.bizjournals.com/denver/stories/2006/05/29/story3.html?f=et152&hbx=e_vert

SAMPLE DRUG POLICIES:

MORE: http://www.officedeepot.com/renderStaticPage.do?isessioid=00008ILQaV6WCO0b7h5HbIinsG.10qga5344?context=content&file=/BusinessTools/text/P05_5255.jsp

TECH BIZ – BLACKBERRY KILLER?: It's called the Q phone. Based on Windows Mobile software. It's paper thin, has a nice screen and the keyboard seems more typable.

MORE: <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-666-1-339-261855-35500-0-0-0-1>

TECH BIZ – EARLY PLANS FOR NATIONWIDE FREE BROADBAND: Well, it's hard to call 384k of bandwidth broadband, but if it is free, and it works around the country, it could change telecommunications forever. But there's a really big "IF" attached to this startup - that's the free handout it wants from the US Government. Big names are behind this one, from VC powerhouse Kleiner Perkins to former bigwigs at the FCC and @Home. Audacious? Yes. Possible? Perhaps.

MORE: <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-666-1-339-261855-35509-0-0-0-1>

>>>> TRUCKING SECTION <<<<

TRUCKING – THE ULSD TRANSITION BEGINS

Last Thursday, June 1, marked another step in a long line of environmental improvements as the trucking industry begins the transition to ultra low sulfur diesel fuel (ULSD).

The Environmental Protection Agency mandated that by June 1, 80% of the on-road diesel fuel refined or imported must be ultra low sulfur diesel. Retail outlets have until October 15 to comply with the ULSD rules.

The new fuel standard reduces the amount of sulfur in on-road diesel by 97% and will support smokeless diesel engine technologies hitting the market in 2007.

Meeting ULSD requirements is expected to add 5-cents to the cost of a gallon of diesel.

--- CHALLENGES ---

"The trucking industry recognizes the critical role that ultra low sulfur diesel fuel plays in ensuring future diesel emission reductions," ATA President and CEO Bill Graves said. "The industry remains concerned, however, that the transition could create fuel supply disruptions and operational challenges."

ATA has called for the expansion of US refining capacity and the establishment of a single national diesel fuel standard.

The transition to ULSD could cause fuel supply and availability disruptions because it is easily contaminated during transport through a complex system of pipelines and fuel terminals that also transport high sulfur products like home heating oil or jet fuel. Transitioning to ULSD also initially may decrease domestic refining capacity. Increased imports are expected to

make up for the shortfalls. This would further increase US dependence on foreign energy.
MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=56735

TRUCKING – DIESEL DOWN: US diesel prices fell for the second straight week, but the decline was miniscule and the average price remains at \$2.882 a gallon for the week ended May 29 (compared with \$2.888 for the week ended May 22). Diesel costs 72 cents more than it did in the same week last year.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=53601>

MORE: <http://www.thetrucker.com/News/Stories/2006/5/30/Averagedieselpriecfallsforsecondstraightweekbutremainshigh.aspx>

TRUCKING – BORDER E-MANIFEST REVIEW: The American Transportation Research Institute (ATRI) has been commissioned by the US Customs and Border Protection Agency (CBP) to conduct a Border Efficiency Assessment, specifically focusing on the agency's Truck E-Manifest initiative and its use by motor carriers. ATRI's work will include documenting industry- and regulatory-based border crossing inefficiencies and quantifying appropriate Truck E-Manifest efficiency solutions.

MORE: <http://www.thetrucker.com/News/Stories/2006/6/1/ATRlcommissionedtoassesscustomsACETruckE-Manifestimpacts.aspx>

>>>> SECURITY SECTION <<<<

SECURITY - AUS PORTS VULNERABLE TO TERROR

Australia remains highly vulnerable to a terrorist attack because of "gaping holes" in maritime security, a counter-terrorism conference has been told.

Maritime Union of Australia spokesman Dean Summers says foreign ships carrying explosive cargoes, including ammonium nitrate, were freely plying Australian waters. "When these ships are issued with a permit, there are no checks whatsoever of their bona fides," Summers said.

Analysts worldwide fear terrorists may hijack a ship and turn it into a weapon.

Labor Senator Glenn Sterle told a budget estimates hearing last week about 200,000 foreign seafarers visit Australian shores each year without stringent checks. He called it "a contradiction" that the Government was tightening security around Australian seafarers and port workers while allowing foreign-flagged ships to do whatever they liked.

MORE: <http://www.news.com.au/story/0,10117,19273766-421,00.html>

SECURITY - MORE ON SO AFRICAN MONEY STOLEN FROM POLICE STATION: It was a daring, dangerous heist: to break into a police station, crack a safe and make off with R71-million (USD 10.7 million) in crisp US dollar bills. The cash, seized from a gang of robbers who had stolen it off a cargo airplane at the Johannesburg International Airport, was neatly packed in sealed evidence bags. Police would not confirm how much of the R71-million in their safe was stolen, or whether it was an inside job. But a police source, who spoke to the Saturday Star, was convinced his colleagues were behind the theft. "It's obvious. The police stole the money. I'm absolutely convinced," the source, who works on the North Rand, said.

MORE: http://www.iol.co.za/index.php?set_id=1&click_id=15&art_id=vn20060527092855701C625703

SECURITY - ADDED SECURITY = ADDED COST

"It's something we've got to do, but it's going to be a lot more work for us," says Ray Crawford, co-owner of Apco Freight Systems in Greensboro.

The Transportation Security Administration has proposed new safety guidelines for air cargo, the first major changes to regulations of the industry since 1999.

The new guidelines could add cost and inconvenience to freight forwarders, or companies that arrange shipments for others. But shippers themselves will likely not be affected.

The air cargo industry estimates that about 55,000 tons of freight are shipped nationwide each day. That translates to 40.2 billion pounds annually.

One of the biggest proposed changes is that all employees at freight forwarders would need to undergo a federal background check. The TSA estimates that about 51,000 employees nationwide will have to go through the screening.

The TSA also plans to get more aggressive in inspecting freight forwarders for regulatory compliance, doubling the number of inspectors from 150 to 300 nationwide.

MORE: <http://msnbc.msn.com/id/13029261/>



TRADE – HOW SCM HAS CHANGED

--- Excerpted from an article by Brett Harper – Link at end ---

Ten years ago, the typical supply chain for manufacturing companies was domestic. Today it's likely to be global.

I've been in logistics for more than 20 years. In that time, I've learned that some degree of change goes with the territory. However, I can honestly say that thanks to globalization, the past decade has included the most transition... and some of the most pronounced industry-wide changes of heart... I've ever seen.

ADDING BUFFER TO J-I-T

Back when many manufacturers' supply chains spanned no more than a few hundred miles, it wasn't unusual for manufacturers to keep a mere day or two of safety stock on hand.

Their lead times were measured in hours. Most transportation providers were known quantities. And, the routes and infrastructure they were highly familiar and time-tested.

Today, that kind of lean inventory is a luxury most companies can't afford, because timely deliveries from global sources depend upon a far wider variety of factors that a manufacturer can't always predict or control.

As a result, many companies now opt to keep several weeks rather than several days of inventory on hand at any given time.

MORE VENDOR MANAGED INVENTORY

Due to increased inventory levels... and the increased length of time products spend in transit... many companies have seen their inventory carrying costs rise. Hence they've started to take more of an interest in vendor-managed inventory, a financial and demand planning strategy that's traditionally been used most by the electronic and retailing industries.

With VMI, companies don't take ownership of a product until a point very near the tail end of the supply chain. In the meantime, all the coordination and financial obligation for the product is handled by a vendor or collection of vendors.

AIR FREIGHT CONTINGENCY PLANS

Airfreight historically has been the least-used mode of transportation in the global supply chain because of its higher expense. But events such as the 2004 peak season congestion demonstrated there are times when modal flexibility can be advantageous.

There are occasions when speed is far more important than transportation cost, especially if the lack of parts is going to shut down a production line.

Just as it's unrealistic for any competent company to operate without a set of supply chain contingency plans, it is inadvisable for most companies not to budget for the use of at least some airfreight in contingency situations.

DIFFERENT 3PL FOCUS

Ten years ago, when the 3PL that companies were looking for was primarily for domestic logistics, companies were inclined to base much of their choice on cost and service.

Today, companies looking for a global 3PL are just as likely to value factors such as experience, knowledge and relationships in the market and to rely on the 3PL they choose as a true partner, not just another vendor.

SO WHAT?

No matter the size of your freight and logistics business, if you can offer a shipper or consignee comprehensive solutions with proof of local knowledge and contacts through their supply chain, you have a great shot at their business.

Small and medium-sized freight forwarders that use the relationships they have with other forwarders around the world can leverage their contacts into contracts and business for both... selling their responsiveness... local knowledge... and owner-run companies at all points of the supply chain... as opposed to multi-nationals more corporate service.

MORE: http://www.worldtrademag.com/CDA/Articles/Feature_Article/feaa895af68b010VgnVCM100000f932a8c0

TRADE - WHAT'S GOING TO HAPPEN TO TNT LOGISTICS?

With new takeover rumors swirling around TNT, the company says divestment of its logistics remains "in progress," as the company seeks to shake off an operation that counted some \$1.1 billion in revenue in the first quarter but only \$25-million in operating profit.

TNT wants to rid itself of one of the world's largest contract logistics operations to focus on the higher margins in the express and mail market.

UPS is said to be studying a purchase of TNT. With more than \$3.1-billion in cash on hand this spring UPS can pay the price if it decides to. TNT has the European network to give UPS a heavyweight response to DHL in the Deutsche Post-owned operator's back yard.

MORE: http://www.aircargoworld.com/regions/euro_0606.htm

TRADE – US & VN SIGN PACT: The Bush administration has signed a bilateral market access agreement with Vietnam, taking the Southeast Asian country another step closer to membership in the World Trade Organization. The Bush administration will seek congressional approval for permanent normal trade relations (PNTR) status for Vietnam.

MORE: http://www.americanshipper.com/SNW_story_main.asp?news=33649

TRADE – CSX FUEL HIKE: CSX Intermodal announced it will implement a June surcharge of 21.5%, up from 21% in May. The new surcharge covers ramp-to-ramp, ramp-to-door, door-to-ramp and door-to-door rates. The drayage-only surcharge is 27%.

MORE: <http://www.ioc.com/lede/20060601/sections/logis/w38502.asp>

AIR – CARGO AIRCRAFT AND THE FUTURE

Like cargo airlines everywhere, Northwest Cargo is looking to cut costs through greater fuel efficiency.

Northwest Airlines, alone among the major US passenger airlines, operates a sizable freighter fleet that mainly serves the trans-Pacific, but the fleet includes several older 747-200s that airlines worldwide are finding too costly to operate.

For many cargo operators, the better operating efficiency of the newer aircraft now is offsetting the higher capital costs of buying new planes.

NWA Cargo is studying the economics of 747-400 freighters, the coming 747-8 freighters, the coming 777-freighters, and the planned A380-freighter.

NWA Cargo President Jim Friedel says he plans to replace seven of his 14 freighters.

NWA Cargo has seven 747-200s built during 1984-88 - what Friedel calls the "sweet spot" of the production run - with powerful "R" series engines to haul more fuel and cargo than earlier -200s. They are almost as economical as -400s, he says, so NWA plans to hold them until 2014 or 2015.

That still leaves four NWA Cargo 747-200's that are older and less economical.

MORE: http://www.aircargoworld.com/regions/northam_0606.htm

AIR – CLEANUP UNDERWAY AT ISTANBUL: Removal of the remains of cargo which was destroyed during May 24th's massive fire at Istanbul's Ataturk Airport is underway.

MORE: <http://www.zaman.com/?bl=hotnews&alt=&trh=20060527&hn=33472>

AIR – WORLD AIR CARGO UP IN 2006: World airlines enjoyed robust growth freight demand in the first four months of 2006 despite rising oil prices that could spark a near 10% spike in fuel bills this year according to the International Air Transport Association (IATA). Freight demand is up 5.7% for January through April 2006.

MORE: http://www.khaleeetimes.com/DisplayArticleNew.asp?xfile=data/business/2006/June/business_June31.xml§ion=business&col=

MORE: <http://news.airwise.com/story/view/1149166280.html>

AIR – US AIR EXPORTS UP IN 2005: US air exports shipments and revenue passed record levels in 2005, according to The Colography Group. US air exports totaled 92.4 million shipments, up 8% over 2004 and the first time shipments exceeded the 90 million annual mark. Air export revenue in 2005 was a record \$9.5 billion.

MORE: http://www.americanshipper.com/SNW_story_main.asp?news=33585

AIR – 3-WAY CHINA CARGO AIR MERGER?: Air China Cargo and China Cargo Airlines are in talks for a merger by the end of September this year. Hong Kong's Dragonair is also rumored to be involved in this partnership to emerge as one of the top five global cargo airlines, and the largest in the Mainland. Currently, more than half of the country's air cargo

volume is handled by foreign carriers. The new global cargo airline will be based in Shanghai, the report added.

MORE: <http://www.chinaknowledge.com/news/news-detail.aspx?id=3217>

MORE: <http://www.forbes.com/business/feeds/afx/2006/05/28/afx2777913.html>

AIR – KAL EYES CHINESE CARGO JV: Korean Air Lines is looking to set up a logistics joint venture in China, establishing the country as one of its major international cargo hubs. KAL is said to be talking with Okay Airlines of Tianjin.

MORE: <http://www.logisticsmgmt.com/index.asp?layout=articleXml&xmlId=390789821>

AIR – CATHAY BEGINS HK-INDIA FREIGHTER SERVICE: Cathay Pacific launched the first direct freighter service between Hong Kong and Chennai on Friday, connecting the world's two fastest growing economies, China and India, twice weekly on a 747-200F.

MORE: http://english.people.com.cn/200605/31/eng20060531_270063.html

AIR – KAL ADDS SEATTLE FREIGHTER SERVICE: Korean Air has begun three-times weekly Incheon-Los Angeles-Seattle cargo service.

MORE: <http://www.asiatraveltips.com/news06/295-Seattle.shtml>

AIR – SIA CARGO PLANS MAJOR CHINA SERVICE EXPANSION: Singapore Airlines may operate five planes by 2009 at its China venture to tap freight traffic that is forecast to increase by 14% every year.

MORE: <http://business-times.asia1.com.sg/sub/shippingtimes/story/0,4574,197077,00.html>

AIR – SIA BEGINS CHINA-LAX CARGO SERVICE: Singapore Airlines Cargo has opened the first cargo flights between the United States and Tianjin in northern China. The flight begins in Singapore, then stops in Nanjing and Tianjin before arriving in Los Angeles.

MORE: <http://www.joc.com/20060530/sections/air/w97522.asp>

AIR – MORE DIRECT DFW-PEK FLIGHTS: Air China Cargo will begin a new, direct service between Dallas-Fort Worth International Airport and Beijing on June 17. The three weekly flights deploying Boeing 747 freighters will boost to 38 the weekly cargo flights from Asia to the DFW market.

MORE: <http://www.joc.com/20060602/sections/air/w10582.asp>

AIR – AMERICAN SAYS NEW LHR CARGO FACILITIES BOOST TO BUSINESS:

MORE: <http://www.cargonewsasia.com/ecna/preview.aspx?article=2846>

AIR – DELTA PILOTS OK WAGE CUTS: Delta Air Lines pilots ratified a new labor agreement that includes \$280 million in annual concessions the airline says are "crucial" to its effort to emerge from Chapter 11 bankruptcy protection. The Air Line Pilots Assn. said 95% of eligible Delta pilots participated in the voting and 61% were in favor of the pact.

MORE: <http://www.atwonline.com/news/story.html?storyID=5239>

AIR – DELTA LAUNCHES MORE EU SERVICE: Delta Air Lines launched daily Atlanta-Athens and New York JFK-Kiev flights last week. This week Delta begins daily services from ATL to Edinburgh and Venice, all aboard 767-300ERs.

ALLCOVERED NEWS – Just one of our many services.

YOU DESERVE IT – WE DELIVER IT

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

OCEAN – US WEST COAST BOX VOLUME UP: Container volumes at US West Coast ports increased 8.3% in the first four months of 2006 compared to the same period a year ago, according to figures published Thursday on the Web site of the Pacific Maritime Association. Containerized imports increased at an even faster rate than overall cargo. Imports were up 10.3%. This confirms reports from trans-Pacific carriers that vessel utilization rates on eastbound sailings have been quite high even though the trade is in the traditionally slack period of the year. Los Angeles-Long Beach in the first four months of 2006 increased its market share of West Coast cargo to 69% from 67% same period last year.

MORE: <http://www.joc.com/lede/20060602/sections/ocean/w69928.asp>

OCEAN – MORE CALLS SHIFTED FROM ROTTERDAM: The Grand Alliance has suspended its North Atlantic Express (ATX) and Pacific Atlantic Express (PAX) services to the Port of Rotterdam. Since 20 May the two trans-Atlantic have called the Port of Amsterdam's Ceres Paragon Terminal.

MORE: <http://www.joc.com/lede/20060601/sections/ocean/w30759.asp>

OCEAN – ACL NET UP 248%: Swedish ocean carrier Atlantic Container Line's net income soared 248% in 2005 to a record USD 55 million. ACL offers liner services for container, project and oversized cargo between North America and Europe, the Mediterranean, West Africa and the Middle East.

MORE: http://www.americanshipper.com/SNW_story.asp?news=33589

OCEAN – DELAYS FORECAST AT JAMAICA PORTS:

MORE: <http://www.radiojamaica.com/news/story.php?category=2&story=25041>

OCEAN – MALTA CHOOSE NEW PORT HANDLERS: A consortium made up of Portek Group (Singapore) and TF Shipping Agencies will be awarded the contract for cargo handling services in the Grand Harbour for the next 30 years.

MORE: <http://www.di-ve.com/dive/portal/portal.jhtml?id=233957&pid=23>

OCEAN - DUBAI PORT EXPANSION: Dubai Ports Authority has announced the major expansion and modernization of Al Hamriyah Port in Dubai in order to meet the rapid growth in domestic and regional trade. The expansion project involves development and expansion of three quays at the port, including augmentation of the commercial quay by 2.5 km in two phases.

MORE: <http://www.itp.net/business/news/details.php?id=20795&category=>

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

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

MEMORY TEST

The average person only gets 7 right. This is based on US info, so use all lobes of your brain. This can be more difficult than it looks... it just shows how little most of us really see. There are 25 questions about things we see every day or have known about all our lives. How many can you get right?

No cheating. No looking around. No getting out of your chair. No using anything on or in your desk or computer.

Write down your answers and Check answers (on the bottom) AFTER completing all the questions. REMEMBER - NO CHEATING! That means no looking at your phone or anything on your desk...

QUESTIONS:

1. On a standard traffic light, is the green on the top or bottom?
2. How many states are there in the USA? (Don't laugh, some people don't know)
3. In which hand is the Statue of Liberty's torch?
4. What six colors are on the classic Campbell's soup label?
5. What two numbers on the telephone dial don't have letters by them?
6. When you walk does your left arm swing with your right or left leg?
7. How many matches are in a standard pack?
8. On the United States flag is the top stripe – red or white?
9. What is the lowest number on the FM dial?
10. Which way does water go down the drain, counter or clockwise?
11. Which way does a "no smoking" sign's slash run?
12. How many channels on a VHF TV dial?
13. On which side of a women's blouse are the buttons?
14. Which way do fans rotate?
15. How many sides does a stop sign have?
16. Do books have even-numbered pages on the right or left side?
17. How many lug nuts are on a standard car wheel?

18. How many sides are there on a standard pencil?
19. Sleepy, Happy, Sneezzy, Grumpy, Dopey, Doc. Who's missing?
20. How many hot dog buns are in a standard package?
21. On which playing card is the card maker's trademark?
22. On which side of a Venetian blind is the cord that adjusts the opening between the slats?
23. There are 12 buttons on a touch tone phone. What 2 symbols bear no digits?
24. How many curves are there in the standard paper clip?
25. Does a merry-go-round turn counter or clockwise?

ANSWERS:

1. Bottom (Where is green on traffic light?)
2. 50 (How many states in USA?) (Actually there are 46 states and 4 commonwealths)
3. Right (In which hand is the Statue of Liberty's torch?)
4. Blue, red, white, yellow, black, & gold (What 6 colors are on the classic Campbell's label?)
5. 1, 0 (What two numbers on the telephone dial don't have letters by them?)
6. Right (Which foot is forward when left arm is swinging?)
7. 20 (Matches in a pack?)
8. Red (Top stripe on the American flag?)
9. 87.7 (Lowest number in FM dial?)
10. Clockwise, north of the equator (Water down the drain?)
11. Towards bottom right (Slash on "No Smoking" sign?)
12. 12, no #1 (VHF channels?)
13. Left (Side of ladies shirt buttons are on?)
14. Clockwise. as you look at it (Direction a fan blade turns?)
15. 8 (sides to a stop sign?)
16. Left (Even numbered pages on which side of a book?)
17. 5 (lug nuts on a wheel?)
18. 6 (sides on a standard pencil?)
19. Bashful (The missing dwarf?)
20. 8 (Hotdog buns in a standard pack?)
21. Ace of spades (Has the manufacture's trade mark/logo?)
22. Left (side of Venetian blinds that adjusts space between slats?)
23. *, # (non-numbers on phone key pad?)
24. 3 (curves in paperclip?)
25. Counterclockwise (which way a merry-go-round turns?)

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

Allcovered News is just one more tool and service we offer our clients.

YOU DESERVE IT – WE DELIVER IT – TRY US!

www.allcovered.net We have logistics **ALL covered**

AllCovered-NEWS is a weekly service for clients and friends of Allcovered.net. It is intended to help our clients be more effective and better informed than their competition. If you have not received AllCovered-NEWS before, you are receiving today either because you signed up, or a friend recommended you. We hope AllCovered-NEWS is a valuable resource for you. If you wish not to receive AllCovered-NEWS, please hit the "return" button of your browser. In the "Subject" line type "UNSUBSCRIBE" followed by your email addresse.

Information for this week's AllCovered-NEWS was gleaned primarily from:

Air Transport World = http://www.atwonline.com	Logistics News = http://www.logisticsnews.com
AirWise = http://news.airwise.com/index.html	Trucking Info = http://www.truckinginfo.com
American Shipper = www.americanshipper.com	The Trucker = http://www.thetrucker.com
Business Times of Asia = http://business-times.asia1.com.sg/	eTrucker = http://www.etrucker.com
Journal of Commerce = http://www.joc.com	Traffic World = http://www.trafficworld.com

Additional information comes from our own and other sources.

This information has been edited for length and to make it more relevant for our clients.

Links to full source material is at end of all stories when available. Copyrights of material excerpted resides with the original copyright holder.

We thank these news sources for allowing us to use their material and urge you to support them.

This information is believed accurate but is not guaranteed.

Copyright 2006 – Allcovered.net & The Allen Insurance Group

All Rights Reserved