

AllCovered NEWS

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HIGHLIGHTS TO HELP YOU THIS WEEK

- Earn Referrals
- 9% of US Motorists Flunk Driving Test
- Ports Need Terror Recovery Plans
- New TIA BOL Wording Draws Mixed Reviews

Monday, 3 July 2006 --- Edition #495

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AllCovered News

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

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



US OFFICES CLOSED TUESDAY, 4 July

The US offices of Allcovered and the Allen Insurance Group will be closed Tuesday in honor of the 4th of July Independence Day holiday.

>> SMALL BUSINESS SECTION <<

SMALL BIZ – EARN REFERRALS

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

A good friend gave me a book about building your business through referrals. The author says, "The best marketing strategy is to be referable."

He is correct. He writes, "Refer-ability means that your very best clients and customers are continually cloning themselves -- continually introducing you to those like themselves or better than themselves."

According to the author, your "refer-ability" depends upon four habits:

1. Show up on time.
2. Do what you say.
3. Finish what you start.
4. Say "please" and "thank-you."

He is partially right.

Earning referrals in today's climate is far more complex.

In my experience, I have found that a referral is earned, not asked for. When you ask for one, you immediately put your relationship in an awkward position -- especially if the customer is reluctant to make a referral for you.

That's because giving a referral carries risk. When someone refers you, it means the person is willing to risk a relationship with the referred individual or company.

Here are the elements that breed referrals:

- 1. Be likeable.** Without a friendly relationship, there's no need to go further.
- 2. Be reliable.** The company, the product, the service -- and you -- must be the best and be there when needed.
- 3. The customer considers you an expert in your field.** To be referable, you must have an expertise that breeds customer confidence.
- 4. The customer trusts you.** The customer is certain you will do everything in the referred party's best interests.
- 5. You have a track record of performance.** You have already done the same thing for the customer -- who is comfortable you can repeat the performance.
- 6. Customers consider you valuable; to them, you're a resource, not a salesperson.** That goes far beyond doing what you say you're going to do. It means helping the customer to profit more, produce more or gain some other form of value, which may or may not be attached to your product or service.

Here's a strategy that will work 100% of the time: Give your customers a referral first. It will not only blow them away, they will also join your referral team.

MORE: http://www.bizjournals.com/extraedge/consultants/sales_moves/2006/05/22/column502.html?hbx=e_scl

Loans

Links to source stories at end of excerpts

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SMALL BIZ – NON-COMPETES AGREEMENTS IN COURT

If ever there was proof that the US economy is chugging along at an impressive clip, one need look no further than Suffolk Superior Court in Massachusetts, where a bevy of suits has been filed by firms trying to enforce non-compete agreements and other contracts with former employees.

Legal experts say the trend is unquestionably linked to the economy's robust growth, as firms dangle lucrative perks when recruiting top performers away from competitors.

The offers can include huge signing bonuses and various freebies.

To discourage talent raids, companies that lose top performers are quick to use the courts. The result is usually an economically induced spike in suits over non-compete agreements, client lists and so-called "trade secrets," experts say.

The lawsuit strategy has two goals: Disrupt the departing employee's ability to take clients with them, and send a threatening message to current employees who might be tempted to leave. Even if a company wins in a non-compete lawsuit, financial awards are very small.

The goal, says one attorney is to get the judge to issue an injunction to either block a defendant from contacting former clients.

SAMPLE NON-COMPETE: > CLICK <

MORE: http://www.bizjournals.com/boston/stories/2006/06/19/newscolumn3.html?f=et152&hbx=e_vert

PERSONAL BIZ – 9% OF MOTORISTS FLUNK DRIVING TEST

On a sample written driver's test, Northeast drivers scored the worst, Pacific Northwest and Midwest drivers scored the best, and one in 11 drivers nationwide failed.

For the second consecutive year, Oregon drivers tested highest and Rhode Island the lowest on the GMAC Insurance National Drivers Test. On a 100-point scale, Oregon motorists averaged 91 and Rhode Island motorists 75. A score of at least 70 is required to pass a standard driver's test, so nearly half the Rhode Island drivers failed.

"The rules of the road should not be something you learn once when you are 16 years old," said Gary Kusumi, president and CEO of GMAC Insurance Personal Lines.

Many respondents also were guilty of engaging in distracting behaviors while driving:

- 42% eat while driving
40% talk on cell phones
24% send text messages
8% change clothes while driving

Take the test for yourself at www.gmacinsurance.com.

MORE: http://www.etrucker.com/apps/news/article.asp?id=54023

>>>> TRUCKING SECTION <<<<

TRUCKING – TL DRIVER TURNOVER MIXED

The driver turnover rate among large truckload carriers dropped to 116% per year, its largest quarterly decrease in 10 years during the first quarter of 2006 according to the American Trucking Associations.

However, small truckload carriers saw the average turnover rate increase slightly to 111%, marking the highest rate since ATA began recording driver turnover statistics in 1995.

Reports from carriers indicated that a number of large truckload fleets are reducing some of their long-haul freight to accommodate drivers' preferences to spend more time at home.

MORE: http://www.etrucker.com/apps/news/article.asp?id=54046

MORE: http://www.joc.com/lede/20060626/sections/logis/w21931.asp

TRUCKING GROUPS AT ODDS ON NEW BROKER CONTRACT: See "Air & Ocean" section.

TRUCKING – LONG-TERM TRANSPORT FOCUS

--- Excerpted from a detailed article by Andy Duncan – Link at end ---

It was ironic that as flooding from a foot of rain stranded motorists and shut down most commuter trains into Washington, a 12-person commission gathered June 26, to talk about transport problems and how to fund solutions.

The National Surface Transportation Policy and Revenue Study Commission was created by Congress in 2005. It is supposed to examine the condition and future needs of the nation's surface transportation system and come up with alternatives to fuel taxes for highway funding. Its deadline for submitting recommendations: July 1, 2007.

This was only its second meeting.

After a daylong parade of speakers gave out a laundry list of transportation problems, Commissioner Frank Busalacchi, Wisconsin transportation secretary, solemnly summarized the feeling of the group. "The finish line here is not going to be pretty. It's going to be ugly. This is not going to be an easy lift for Congress."

Briefly, some comments and statements made during the meeting:

--- CONGESTION ---

"Congestion is not temporary, and the adding of capacity alone is not going to solve this problem."

Congestion costs the US economy \$168 billion a year.

Congestion costs have grown 8% per year since 1982.

Much of future congestion will be truck traffic.

We are expecting "...70% more trucks on the highways!" cried Commissioner Matt Rose, CEO of the Burlington Northern Santa Fe Railroad.

--- TRADE ---

Total US trade (exports plus imports) doubled in the past 10 years. "More trade means more domestic freight movements in all forms of transportation."

Cargo containers will make up a much larger portion of truck traffic. All those containers will be hauled by rail or truck across the United States, and huge new ports being build in Mexico and Canada will increase and worsen bottlenecks at border crossings.

"We're going to have a shortfall in West Coast port capacity under any scenario."

--- POPULATION GROWTH ---

This fall, the US population will surpass 300 million.

"The US population grows each decade by a number equal to the population of Canada. Needless to say, the US does not add the equivalent of Canada's infrastructure each decade."

MORE: <http://www.etrucker.com/apps/news/article.asp?id=54055>

TRUCKING – DIESEL DOWN A NICKEL: The US national average diesel price dropped by nearly 5 cents for the week ending June 26. The price of a gallon of diesel was \$2.867. Despite the drop, the national price was 53 cents higher than it was a year ago.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=54048>

TRUCKING – THIEVES FIND CARGO GOLD IN CANADA: See "Security" section

TRUCKING – TRUCK TONNAGE UP IN MAY: The American Trucking Associations' advanced seasonally adjusted for-hire Truck Tonnage Index increased 0.3% in May, following a 2.0% gain in April. ATA Chief Economist Bob Costello says industry capacity remains relatively tight and would further tighten this fall.

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=56862

TRUCKING – CHECK LABEL OF ADDITIVES FOR 2007 TRUCKS: The Automotive Specialty Products Alliance advises against using fuel additives not clearly identified as approved for use in 2007 trucks. The US Environmental Protection Agency requires fuel additives sold after June 1, 2006, to be labeled. Additives with sulfur content lower than 15 ppm should say on the label: "This diesel fuel additive complies with the federal low sulfur content requirements for use in diesel motor vehicles and non-road engines."

MORE: <http://www.etrucker.com/apps/news/article.asp?id=54025>

TRUCKING – SCHNEIDER OPENS INTERMODAL SERVICE: Schneider has launched a new intermodal service. The new offering features a Schneider-operated intermodal ramp as well as dedicated trains running six days a week from Marion to Kansas City, with connecting service to California and the Southwest. The service will ultimately cut up to one day from existing transit times for freight originating in this market.

MORE: <http://www.thetrucker.com/News/Stories/2006/6/26/SchneiderNationalcelebratesopeningofnewintermodalservice.aspx>

SECURITY – BOMB THREAT CLOSES CALIFORNIA PORT

A bomb threat against US President George W Bush and his "Jewish gang" scrawled on a cargo ship shut down part of a major California port until investigators determined that no explosives were on the vessel.

Officials shut down a terminal at Port Hueneme, about 96 km (60 miles) north of Los Angeles, after a dock worker discovered the message inside the refrigerated cargo ship, arriving from Guatemala with a load of bananas.

Laura Eimiller, a spokeswoman for the FBI, said the threat, which was written on a metal pillar in the hold of the ship, the Mild Lotus, read: "nitro + glycerin, a gift for gw bush and his jewish gang."

MORE: <http://www.smh.com.au/news/World/No-explosives-found-at-Californian-port/2006/06/27/1151174165721.html>

MORE: <http://www.caltraderreport.com/eWebPages/front-page-1151351050.html>

SECURITY – PORTS NEED TERROR RECOVERY PLANS

As last week's brief closing of Port Hueneme shows, restoring service quickly would be vital to fending off an attack's economic repercussions. So warns the Public Policy Institute of California, a think tank.

"No matter what we do to protect the ports, it will not be enough to ensure -- absolutely -- against an attack at some location," says Jon Haveman, PPIC program director and co-editor of the 294-page report.

The 361 US ports handle 80% of US international trade by weight... 41% by value.

"Temporarily shutting down a major US port could import significant economic costs throughout not only the United States but also the world," says the report, noting that Osama bin Laden has listed damaging the American economy as a key goal of al-Qaida's attacks.

The ultimate fear is that some day one of those large steel shipping boxes could hide a crude nuclear weapon.

The PPIC report, titled "Protecting the Nation's Seaports: Balancing Security and Cost," contained presentations by a dozen experts. Some believe any port closures will have only short-term effects. Others fear the effects of a terror strike at a port could be massive.

Tightening security is made difficult by a number of factors:

- The huge volume of containers and other cargo
- Conflicting desires for both security and speedy cargo movement,
- Jurisdictional conflicts among the federal, state and local governments and private entities that are involved in major ports' operations.

The authors argue that all the anti-terrorism efforts have overlooked the crucial need to be prepared to recover from an attack and to restore port activities as quickly as possible.

MORE: <http://www.dailybreeze.com/news/articles/3241461.html>

SECURITY – PORT OF LA STUDIES INSPECTING CARGO ON-SITE: The nation's largest port complex is looking to check shipping containers on site for dirty bombs. Currently, US Customs and Border Protection personnel conduct follow-up inspections at a warehouse in Carson, more than six miles from the port.

MORE: <http://www.tkb.org/NewsStory.jsp?storyID=127580>

SECURITY – CANADA TO CHECK PORT WORKERS: Canada plans background checks for its port workers similar to US the anti-terror program aimed at securing ocean freight gateways.

MORE: <http://www.joc.com/20060629/sections/ocean/w86891.asp>

SECURITY – GROUP TO SET BOX SECURITY STANDARDS: An organization devoted to setting standards for container security devices was announced in Brussels Thursday. Members of the International Container Security Organization will focus solely on setting standards for container security devices (CSDs), and the way the devices will communicate with outside data sources, said group president Dr. Christoph Seidelmann.

MORE: <http://www.joc.com/20060629/sections/ocean/w77147.asp>

MORE: http://www.americanshipper.com/SNW_story.asp?news=35228

SECURITY – THIEVES FIND CARGO GOLD IN CANADA

Industrial stoves, shampoo, diapers and custom built vinyl windows were some of the stolen cargo from the Greater Toronto Area (GTA) recently recovered from a Jamaican shipping yard by York Region police.

Cargo theft is one of the fastest growing crimes in the GTA.

The Ontario Trucking Association estimates the cost of cargo theft to Canadian businesses is about \$1 billion a year with about \$300 to \$500 million lost in Ontario.

Who would have thought that people would steal loads of lumber, diapers and steel? They'll go for anything and everything," says Detective Constable Chris Reid, a member of the Auto/Cargo unit with York Region Police.

Cargo theft, Reid says, has long been a problem in Florida and California. Trucks on the road are now being stolen at gunpoint south of the border. But until the mid-'90s cargo theft was almost unheard of here. The most common method criminals use to steal cargo is what Reid calls "fishing," when thieves break into trucking yards at distribution centers looking for trailers filled with cargo. Often, Reid says, they have insider information on when valuable cargo will be ready for the taking.

MORE: http://www.thestar.com/NASApp/cs/ContentServer?pagename=thestar/Layout/Article_Type1&c=Article&cid=1151273413245&call_pageid=968332188492

SECURITY – FOLLOW-UP: 18 NOW ARRESTED IN JO-BURG HEIST: Another man has been arrested in connection with the multi-million rand heist at Johannesburg International Airport in March. The men are part of a gang who allegedly boarded an SAA plane at Johannesburg International Airport and made off with R72 million in foreign currency.

MORE: <http://www.citizen.co.za/index/article.aspx?pDesc=19152,1,22>

>>> AIR & OCEAN SECTION <<<

OCEAN - FREIGHT HANDLING "A FRIGHT"

(See also: "Long Term Transport Focus" in Trucking Section)

Fix it now, or pay later is the message.

Tangled truck lines on jammed freeways, overstretched railroads and congested US seaports are sagging beneath the surging volume of imports from Asia -- and something needs to be done before the backup costs American companies big bucks according to APL's president for the Americas, John Bowe.

"Last year, ocean container ships sat for up to two weeks waiting to be offloaded," Bowe said. That compares with a standard unloading time of three or four days. And while things are better this year, many changes need to be made before the long-term outlook improves.

APL's Bowe called for coordinated effort from the public and private sectors to come up with a "holistic national freight policy." He believes neither business nor government, acting alone, can get the job done on a national scale.

MORE: <http://www.sfgate.com/cgi-bin/article.cgi?file=/chronicle/archive/2006/06/10/BUG34JBS3F1.DTL&type=business>

OCEAN – LA TRUCKERS LIKE PIERPASS: 71% of harbor truck drivers in Los Angeles-Long Beach report that the PierPass extended gates program has helped to reduce congestion on local freeways and within marine terminals. PierPass was launched in July 2005 offering shippers extended gate hours if they moved freight during non-peak hours. PierPass reports about 35% of the truck moves in the two ports now occur during off-peak hours.

MORE: <http://www.joc.com/20060628/sections/ocean/w15906.asp>

MORE: http://www.americanshipper.com/SNW_story.asp?news=35128

OCEAN – NEW RULES FOR PIERPASS EXPORTS: PierPass announced new procedures for handling export containers to ensure that exporters pay the required fees for moving their containers during peak daytime hours at the Port of Los Angeles-Long Beach. Effective 7 August exporters who deliver their containers to marine terminals during peak hours must claim their booking numbers before the containers arrive at the terminals.

MORE: <http://www.joc.com/20060627/sections/ocean/w76971.asp>

OCEAN – BOX RATES STABILIZING: Container shipping freight rates have been very volatile year-to-date, but Goldman Sachs believes they are stabilizing. Asia-to-Europe rates

were very weak in 1Q, but they have recovered in 2Q.

MORE: <http://corpv.etnet.com.hk/web/service/ep/ETNETP1/NEWS/ENG/NewsContent.jsp?MAINTYPE=NEWS&ENCODING=ENG&SUBTYPE=DETAIL&CLIENT=ETNETP1&NEWSID=160629143>

OCEAN – ASIAN SHIPPERS ATTACK SECURITY & THC CHARGES: Shipping councils from China, Hong Kong, Japan, Korea, and Thailand have issued a declaration protesting a variety of additional charges they are being assessed for security and terminal handling. The groups' joint declaration supported the European Shippers' Council's efforts to remove the European Community's block antitrust exemption for ocean carriers

MORE: <http://www.joc.com/20060628/sections/ocean/w42606.asp>

OCEAN – FEEDERS SET CHENNAI CHARGES: The consortium of feeder operators at India's Port of Chennai has imposed a surcharge of \$30 per TEU effective immediately on all containers moving to and from Chennai Container Terminal.

MORE: <http://www.joc.com/20060626/sections/ocean/w54520.asp>

OCEAN – CKYH ALTERS US PORT CALLS: CKYH alliance carriers, COSCO, "K" Line, Hanjin and Yang Ming, have changed the US port rotation for its all-water Asia/US East Coast service starting Wednesday. Originally, the service was to call at Savannah, Miami and Houston, but will instead call at Savannah, Charleston, Norfolk and then Miami. The service will have a 22-day transit time from Shanghai to Savannah.

MORE: http://www.americanshipper.com/SNW_story.asp?news=35235

OCEAN – UK FTA “SKEPTICAL” OF ELAA PROPOSALS: The United Kingdom's Freight Transport Association, which represents British shippers and logistics companies, says it is "skeptical" about recent proposals put forward by the carrier group, the European Liner Affairs Association, for an alternative to liner conferences. The EU is pushing for an end to liner conferences and their antitrust exemptions.

ELAA PROPOSAL: <http://www.elaa.net/documents/RevisedELAAProposal.pdf>

MORE: http://www.americanshipper.com/SNW_story.asp?news=35146

OCEAN – HANJIN STARTS SRI LANKA JV: Korea's Hanjin Shipping and Navigation Maritime Colombo of Sri Lanka launched a joint venture company in Colombo on Saturday, 1 July. "The Colombo local company is expected to help Hanjin stay ahead in competition in the Bay of Bengal region (encompassing India, Pakistan, Bangladesh, and Sri Lanka) and become more profitable with enhanced sales and logistics operation," Hanjin said.

MORE: http://www.americanshipper.com/SNW_story.asp?news=35145

OCEAN – APL'S REVENUE DOWN: Despite a 6% rise in container volume, APL's average revenue per 40-foot container during the four-week period ended June 2 was down 8% to \$2,556 from \$2,789 in the same period last year.

MORE: http://www.americanshipper.com/SNW_story.asp?news=34921

OCEAN – MAERSK SEES 20% LOWER PROFITS AHEAD:

MORE: http://www.americanshipper.com/SNW_story.asp?news=35060

OCEAN – COSCO BUYS 8 SHIPS: China Cosco Holdings, parent of Cosco Container Lines, will spend \$516.8 million for eight container ships, each with capacity of 5,100 TEUs.

MORE: <http://www.joc.com/lede/20060627/sections/ocean/w29723.asp>

TRADE – NEW TIA BOL WORDING DRAWS MIXED REVIEWS

The American Trucking Associations and the Owner-Operator Independent Drivers Association are cautioning members about the use of a model broker-carrier agreement recently released by the Transportation Intermediaries Association.

ATA said it believes that the agreement "inherently favors the interests of brokers and their shipper customers in many instances."

The TIA contract provides for the carrier to receive payment from the broker, whether or not the broker is paid by the carrier. But it prohibits the carrier from seeking payment from a shipper who has already paid the broker.

The TIA contract includes a provision that could shorten the 120-day period motor carriers currently have by law to react to cargo claims, with a default to full-carrier liability, ATA notes.

It also cautions against a provision creating exposure to consequential damages related to

unauthorized re-brokering of loads.

Rick Staller, president of Bee Trucking and chairman of the TIA Motor Carrier Conference, said the standardized contract will "create efficiencies and save me a great deal of time." He added that it covers two big issues for carriers. "It obligates brokers to pay even if they don't collect from the shipper and allows for recourse if the broker doesn't pay within an agreed time frame. As such, the ITA Model Broker-Carrier contract offers better protection to the carrier than any previous contract."

CONTRACT: <http://www.tianet.org>

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=56859

TRADE – TIME TO RE-THINK OUT-SOURCING?: US companies need to think carefully about outsourcing to Asia because the complexity of international trade and extended supply chains means that saving money by outsourcing production to countries with low-cost labor is not guaranteed, logistics experts agree. Higher freight costs and possible supply interruptions may begin to tilt the equation in favor of production in Central America, Mexico or even the United States itself, says Michael Stolarczyk, senior director retail business development in the Americas for logistics provider Exel.

MORE: http://www.americanshipper.com/SNW_story.asp?news=35226

TRADE – THERE IS A MARKET FOR SPECIALIZED LOGISTICS: Large logistics providers have many advantages, but small, regional logistics providers are still viable in an era of consolidation spurred by large multinational companies' demands for global logistics providers that can manage all aspects of international supply chains, according to several logistics professionals who spoke at an industry conference in Atlanta. Smaller logistics providers have the advantage of having top management that is accessible and can quickly focus on customer problems, whereas in large outfits executives are stretched across a large number of logistics accounts. Smaller companies are likely to provide more attention because the customer represents a bigger chunk of their business.

MORE: http://www.americanshipper.com/SNW_story.asp?news=34982

AIR – UPS AIR CARGO HIKES SURCHARGE: UPS Air Cargo, which handles freight supplied from outside forwarders, raised its fuel surcharge to a record 65 cents a kilogram for US-origin freight, effective June 26. UPS and rivals FedEx and DHL all said they were keeping their July monthly fuel surcharges on air packages at the same levels as in June – 16% for UPS and FedEx, 18% for DHL.

MORE: <http://www.joc.com/20060627/sections/air/w17895.asp>

AIR – KAL REMAINS TOP CARGO AIRLINE: Korean Air was the world's busiest air cargo transporter for the second consecutive year in 2005. Statistics from the International Air Transport Association (IATA) on air cargo transport show Korean Air in the lead with 7.98 billion ton-kilometers. Ton-kilometers are calculated by multiplying the volume of cargo traffic by flight distance.

MORE: <http://english.chosun.com/w21data/html/news/200606/200606270012.html>

AIR – CHINA CARGO AIRLINES TO MERGE: China's top two cargo airlines, Air China Cargo and China Cargo Airlines, are set to merge by the end of this year, looking for more clout in a market dominated by foreigners. Foreign carriers now control about two-thirds of the country's air cargo volume. The joint company, which will use the China Cargo Airline name, will be a 50-50 venture between Air China and China Eastern.

MORE: http://today.reuters.com/investing/financeArticle.aspx?type=mergersNews&storyID=2006-06-30T021549Z_01_SXA174789_RTRIDST_0_AIRLINES-CHINA-AIRLINE.XML

AIR – CHINA AIRLINES WANTS DIRECT TAIWAN-MAINLAND FLIGHTS: China Airlines, Taiwan's largest air carrier, plans to apply for permission to fly cargo to China, after the island's government eased restrictions on transport links to the mainland. Taiwan will let airlines operate charter cargo services to the mainland carrying equipment for Taiwanese investments. Taiwan's airlines will not be able to carry finished goods or operate regular services. They will also have to apply for permission for each flight on a case-by-case basis.

MORE: <http://www.chinapost.com.tw/business/detail.asp?ID=84857&GRP=E>

AIR – ALASKA AIRLINES UNVEILING 737-400 CARGO PLANE:

MORE: http://www.americanshipper.com/SNW_story.asp?news=35055

AIR – NWA RETIRING DC-10s: Northwest Airlines will accelerate the retirement of its 12 remaining DC-10s over the next seven months. The DC-10s will be replaced with newly arriving A330s on transatlantic services and three parked 747-400s that are being returned to service on transpacific routes.

MORE: <http://www.atwonline.com/news/other.html?issueDate=6%2F29%2F2006>

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

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

THE CRACKED POT

An elderly Chinese woman had two large pots, each hung on the ends of a pole which she carried across her neck.

One of the pots had a crack in it while the other pot was perfect and always delivered a full portion of water. At the end of the long walk from the stream to the house, the cracked pot arrived only half full.

For a full two years this went on daily, with the woman bringing home only one and a half pots of water.

Of course, the perfect pot was proud of its accomplishments.

But the poor cracked pot was ashamed of its own imperfection, and miserable that it could only do half of what it had been made to do. After two years of what it perceived to be a bitter failure, it spoke to the woman one day by the stream.

"I am ashamed of myself, because this crack in my side causes water to leak out all the way back to your house."

The old woman smiled, "Did you notice that there are flowers on your side of the path, but not on the other pot's side?"

"That's because I have always known about your flaw, so I planted flower seeds on your side of the path, and every day while we walk back, you water them."

"For two years I have been able to pick these beautiful flowers to decorate the table.

Without you being just the way you are, there would not be this beauty to grace the house."

Each of us has our own unique flaw.

But it's the cracks and flaws we each have that make our lives together so very interesting and rewarding.

You've just got to take each person for what they are and look for the good in them.

Remember to smell the flowers on your side of the path.

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

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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

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