

AllCovered NEWS

HIGHLIGHTS TO HELP YOU THIS WEEK

- Twice the Sales In Half the Time
- Sales – Think About How You Think
- UK Terror Plot – Canceled Flights – Air Cargo Moving
- FOCUS: When Is a Pallet a Package Under Law?

COPYRIGHT 2006
All Rights Reserved

Monday, 14 August 2006 --- Edition #501

AllCovered-NEWS is sent free via email to over 10,000 and all who request it designed to display as html or plain text as your email software requires

DETAILED CONTENTS THIS WEEK

SMALL BUSINESS:

Twice the Sales
In Half the Time

Sales – Think
About How You
Think

When You Buy
New PCs Think
What "Vista"
Will Require

TRUCKING:

Florida CDL
Data Stolen
Diesel Over \$3

SECURITY:

30% of LHR
Flights
Canceled
Sunday

Asian Airports
Hike Security

Baggage Ban
to Stay – What
It Means

Air Cargo
Moving

OCEAN & AIR FORWARDING:

FOCUS: When
Pallets are
Packaged
Under Law?

Cargo
Insurance Can
Save Your
Business

Cougar Ace
Salvage
Continues

General
Average
Declared at
PONY-NJ

General
Average –
Protect
Yourself

TACA Holds

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 – TWICE THE SALES IN HALF THE TIME

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

The most successful salespeople continuously prospect. They are new-business magnets.

Moderately successful salespeople sometimes prospect and do it fairly well, while unsuccessful salespeople don't prospect at all or do it poorly.

Doesn't it make sense to improve your prospecting skills so you can achieve your goals in half the time? Here are a few proven techniques to help you be more productive as you call on prospects.

DIFFERENTIATE Develop a one sentence statement of why you and your service are better, faster, cheaper than your competition.

BE POSITIVE Be positive, passionate and confident. People want to do business with enthusiastic and confident people.

RECEPTIONISTS ARE YOUR FRIEND Introduce yourself. Ask the receptionist's name. Ask for her help in giving you the name of the person responsible for decisions regarding your type of service.

RESPECT THE ASSISTANT Remember, the assistant's job is to save the boss time and avoid unimportant phone calls... and most bosses consider sales calls unimportant. State your name and ask to speak to the person you are calling because (name of referral) suggested you call.

GET TO THE POINT When you get to the decision-maker, introduce yourself and, without pausing, say who referred you. Then, in one sentence, tell the boss how you can help them... what's in it for them.

GET THE DATE Don't spend a lot of the boss' time on the phone, instead just say, "I know you're busy and I've interrupted you. When can we get together for a few minutes so I can show you how this adds to your profit? Is Tuesday or Wednesday better?"

You have given a definite time, so the boss is more likely to say yes... You then get your specific date and time to meet.

MORE: http://www.bizjournals.com/extraedge/consultants/sell_more/2006/07/31/column226.html?hbx=e_sol

SMALL BIZ – STAFFING: Looking for a good employee? Looking for a job? Simply Hired has 5-million job listings, 5,000 job bulletin boards and information on 200,000 companies.

MORE: <http://ct.eneews.pcmag.com/rd/cts?d=184-3088-4-54-205416-382052-0-0-1>

HEALTH BIZ – MINI-MED PLANS GROW: Over the last two decades, some businesses have offered limited-benefit or "mini-med" plans to employees. Today these policies are among the fastest-growing employer-provided health insurance plans, covering an estimated three-quarters of a million workers and their family members at companies.

MORE: <http://tinyurl.com/lk7fe>

Surcharges
New Air Cargo
Services

**JUST FOR
FUN:**

Annual
Neologism
Contest

NEXT WEEK

When & How to
Say "No"

Links to source
stories at end of
excerpts

©2006 Allcovered
All Rights Reserved

CONTACT US

Allcovered.net
-US-
PO Box 1439
304 MLK Jr Dr
Fort Valley, GA
31030 USA

Voice:
+1.478.825.5566

-UK-
Voice:
+44.84.5838.2094
Email:

mike.miller@allcovered.net
john.jarrard@allcovered.net

SMALL BIZ – SALES – THINK ABOUT HOW YOU THINK

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

"Think" is a word most people say but don't do. Or at least they don't do it enough.

Ever hear the phrase, "What were you thinking?" Do I have to define what that means? No, because it usually means you weren't thinking.

How do you think? Have you ever thought about the way you unconsciously or subconsciously think?

Have you ever thought about how thinking affects outcomes and results?

Consider these elements of the way thinking affects every area of your life:

- * It is the process used to make a decision.
- * It is vital to attitude.
- * It is vital to response.
- * It is vital to action.
- * It is vital to outcome.

Thinking is a process you develop through conscious practice -- if you're paying attention.

There are several ways to think:

1. In writing. Writing your thoughts allows your thought process to deepen.
2. To yourself. Contemplating action or decision as you gaze out a window.
3. In a group. Bring up your idea or thought and get feedback, or more thoughts.
4. Out loud. When you hear your thoughts they become clearer in your mind.

MORE: http://www.bizjournals.com/extraedge/consultants/sales_moves/2006/07/31/column510.html?hbx=e_sol

TECH BIZ – HOW MS VISTA WILL CHANGE HARDWARE: As you purchase new computers today, are you planning for the major new requirements that Microsoft's new operating system "Vista" will require? You need a lot more RAM and a lot more horsepower.

MORE: <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-704-1-374-261855-38572-0-0-0-1>

>>>> TRUCKING SECTION <<<<

TRUCKING – FLORIDA CDL DATA STOLEN

The Office of Inspector General (OIG) at the U.S. Department of Transportation says a laptop computer containing personal identification information of approximately 133,000 Florida residents was stolen from a government-owned vehicle on July 27 in the Miami area.

Based on OIG's review to date, the password protected laptop contains four databases with personal identifiable information (such as names, Social Security numbers, dates of birth, and addresses) of approximately 42,792 Florida pilots, approximately 80,667 Miami-Dade County CDL holders, and approximately 9,005 individuals who obtained their personal driver's licenses and approximately 491 drivers who obtained their CDLs from the Largo licensing examining facility near Tampa.

People who believe their data might be at risk can call OIG's Hotline Complaint Center at 1-800-424-9071 or visit OIG's website at <http://www.oig.dot.gov>. OIG also intends to establish a reward for information leading to the laptop's recovery.

MORE: <http://www.thetrucker.com/News/Stories/2006/8/11/FloridaCDLlistamongdatastoredonstolengovernmentlaptop.aspx>

TRUCKING – DIESEL OVER \$3.00: The US average on-highway price of a gallon of diesel hit \$3.055 for the week ended August 7, according to the Energy Information Administration of the Department of Energy. That's an increase of 7.5 cents a gallon over the previous week and 64.8 cents a gallon over one year ago.

MORE: <http://www.thetrucker.com/News/Stories/2006/8/7/Averagepriceofdieselroarspast3agallon.aspx>

MORE: <http://www.etrucker.com/apps/news/article.asp?id=54796>

TRUCKING – CA & MX FAST DRIVERS QUALIFY FOR HAZMAT SHIPMENTS: The Transportation Security Administration has issued an interim rule that allows commercial drivers who are licensed in Mexico or Canada, and who have received a card under the Free and Secure Trade (FAST) program, as eligible to transport hazardous materials in the US.

RULE: <http://a257.g.akamaitech.net/7/257/2422/01jan20061800/edocket.access.gpo.gov/2006/06-6754.htm>

MORE: <http://www.jcc.com/lede/20060807/sections/ocean/w6885.asp>

TRUCKING – PORT BOX TRAFFIC HIGH: Traffic is growing so rapidly at the nation's major retail container ports that August could tie October as the busiest month of the year, according to the August Port Tracker report by the National Retail Federation (NRF) and Global Insight. "The ports are already in peak season," Global Insight economist Paul Bingham said. "Nationally, August volumes are expected to be as high as the peak projected for October, and we're going to see the record numbers continue into fall. The increase in volume is going to challenge everyone's ability to perform, but the ports themselves and the truck and rail systems are all operating okay so far. We expect shippers will make it through peak season without significant congestion."

MORE: <http://www.thetrucker.com/News/Stories/2006/8/10/RetailcontainerporttraffichighAugustmaytieOctoberasbusiestmonth.aspx>

TRUCKING – OVERVIEW OF HOW TIMES ARE CHANGING: With truck prices running \$90,000 and up... diesel fuel at \$3.00 a gallon... new technology... new regulations... GPS... the Internet... Just-In-Time delivery... and so much more, the trucker you pass on the highway is not the "cowboy" movies and television portrayed him to be 20 years ago. If he ever was.

MORE: http://www.heralddemocrat.com/articles/2006/08/04/local_news/community/commentary09.txt

> > > > SECURITY SECTION < < < <

SECURITY – 30% OF LHR FLIGHTS CANCELED SUNDAY

Airlines canceled almost a third of flights from Britain's busiest airport Sunday, plunging travelers into a fourth day of travel chaos triggered by the foiling of an alleged airplanes bombing plot.

On Sunday, British Airways canceled almost 100 flights to Europe from Heathrow and scrapped all its domestic flights from London's second airport, Gatwick. Most long-haul flights were operating, although 10 BA flights to the United States were canceled.

Many passengers were also missing their flights because they were stuck in lengthy security lines, prompting airlines to ask the government to bring in police to speed up the security checks.

In the wake of Thursday's foiled plot to bomb as many as 10 airplanes over the Atlantic Ocean, authorities introduced tough new security measures, including individual searches of all passengers and a ban on carry-on luggage except clear plastic bags containing travel documents and a few essential items.

MORE: http://hosted.ap.org/dynamic/stories/B/BRITAIN_TERROR_PLOT_AIRPORTS?SITE=7219&SECTION=HOME&TEMPLATE=DEFAULT&CTIME=2006-08-13-08-06-26

SECURITY – ASIAN AIRPORTS RAISE SECURITY

Authorities stepped up airport security across Asia on Friday and banned passengers to the United States and Britain from carrying liquids after London said it foiled a plot to blow up transatlantic flights. Flights were delayed and there were delays at airports around the region because of the new security measures, which include frisking and intensive baggage checks.

INDIA: "No hand baggage will be allowed on select flights to some Western destinations," said an officer of the Central Industrial Security Force, the agency responsible for the security of Indian airports. "In all other flights, 50% of randomly selected hand baggage is being manually checked."

INDONESIA: Stepped up airport security, but liquids and hand baggage had not been banned.

JAPAN: Liquids and gels were banned from carry-on bags for passengers taking flights on US airlines or flights bound for the United States, said a spokesman for Tokyo's Narita International Airport. "Obviously, baggage checks are tougher than before and take longer and therefore we are urging passengers to check in early."

NEW ZEALAND: Passengers to the United States and Britain were banned from carrying hand baggage.

THAILAND: Issued restrictions on passengers flying to the United States from carrying liquids, but stopped short of banning hand baggage.

MORE: <http://news.airwise.com/story/view/1155292116.html>

SECURITY – BAGGAGE BAN TO STAY – WHAT IT MEANS

"I reckon the days of carry-on luggage are gone," says Maxim Worcester, managing director of Control Risks consultancy in Germany. "It's the easiest way of solving the problem, isn't it?"

Restrictions on carry-on baggage may stay in place for months, even years, after British authorities thwarted a suspected plot to blow up planes in mid-air using liquid explosives, security analysts said. Most passenger luggage will be checked, not allowed in the cabins.

- ***This means almost all passenger luggage will be forced into a plane's cargo hold, and thus there will be far less space for commercial cargo.***
- ***Expect all-cargo airlines to struggle to meet added demand from cargo that once traveled in the bellies of passenger planes.***
- ***Belly-hold space said to be down at least 6%***
- ***Expect more bumping of cargo because of capacity restrictions.***
- ***Be prepared with alternative plans for Shippers.***

MORE: <http://news.airwise.com/story/view/1155340387.html>

SECURITY – AIR CARGO MOVING

While airlines and airports delayed and cancelled hundreds of flights to the UK after the arrest terrorists accused of planning to blow up 10 US commercial aircraft above the Atlantic Ocean, air cargo scrambled to continue operations as everything carried onboard was hurriedly stuffed into containers below deck.

"Steady as she goes. Be safe, be vigilant, keep customers informed," said American Airlines Cargo President Dave Brooks.

"We are confident we have disrupted a plan by terrorists to cause untold death and destruction," London Police Deputy Commissioner Paul Stephenson told the television cameras.

In Washington, US Homeland Security Michael Chertoff who looks and sounds a little like the comic book character Elmer Fudd, described the plot "as sophisticated as any we have seen in recent years as far as terrorism is concerned."

But the message from both sides of the Atlantic that US flags, this time aircraft operated by American Airlines, United Airlines and Continental Airlines are believed to have been targeted, was chilling.

Jack Boisen, Continental Airlines Vice President Cargo said, "We have yet had no direct impact on cargo security... There has been an initial, but pretty small, adjustment to available cargo capacities... Our early experience indicates a 6%-8% loss on our B777's, but I believe this will also improve over the next couple of days."

Scott Dolan, vice president cargo at United Airlines, said: "Despite experiencing service disruption to operations at London Heathrow, new policies put into place regarding air travel are not expected to impact the United Cargo operation."

"But an equally compelling issue," says Lufthansa Cargo Godfather of Security Harald Zielinski "is while European Union and the rest of the world move to implement even stricter air cargo security procedures for the passenger/cargo combination business what must not be overlooked is possible use of a freighter aircraft in a terrorist incident."

"The negative effect would be dramatically enhanced by using a freighter loaded with the right mixture of dangerous goods as a dirty bomb."

"If somebody enters the air cargo security field without insomnia, this job may help you to get it. The reason for that is not just anxiety or doubt in one's own capabilities, it is the worry whether security can be guaranteed in all areas including locations that are not under my direct influence."

"Despite all the screening and checking and other security redundancies, somebody will slip through. Terrorists have a distinct learning aptitude. The knowledge that a freighter aircraft is less secure enhances its risk as a terrorist weapon."

"There simply cannot be a separate but unequal approach to air cargo security."

MORE: <http://www.aircargonews.com/060811/cargoterroralert.html>

SECURITY – GAPING HOLES IN AUSSIE AIRPORT SECURITY: Boarding a domestic flight under a false name is easy says a report.

MORE: <http://www.news.com.au/heraldsun/story/0,21985,20108172-662,00.html>

SECURITY – GROUP WANTS TO CUT JO-BURG THEFTS: The Association of European

Airlines (AEA), Freight Forwarders International (FFI) and the Technology Asset Protection Association (TAPA) last month met with the South African government's Department of Transport to discuss methods of combating "unacceptably high" levels of cargo crime at Johannesburg International Airport. A recent survey of TAPA members revealed 113 criminal incidents at the airport since the start of the year, compared to 36 reported incidents at all other airports in Europe, the Middle East and Africa (EMEA).

MORE: http://www.americanshipper.com/SNW_story.asp?news=37291

SECURITY – TWIC VULNERABLE: The computer system that will support the Transportation Workers Identification Credential has "significant security vulnerabilities" from internal and external threats that may delay implementation of the universal transportation security card, according to the Department of Homeland Security inspector general's office.

REPORT: http://www.dhs.gov/interweb/assetlibrary/OIGr_06-47_Jul06.pdf

MORE: <http://www.joc.com/20060807/sections/logis/w69236.asp>

>>> AIR & OCEAN SECTION <<<

FOCUS ON TRADE – WHEN PALLETS ARE PACKAGES

As Allcovered has stressed in presentations to freight forwarder associations and networks around the world this year, the risks forwarders take when they move goods for others have risen tremendously in recent years.

Each shipment of goods is different. Each is unique. In so many things to do with insurance the two words, "It Depends" apply.

In the following legal case, except for the fact that the number of items in the container were listed, the claimant might only have received \$500 total for damage to ALL the goods in that container.

Be careful. Know the laws and regulations.

--- Excerpted from an article in *Shipping Times* – Link at end ---

THE STORY

The dispute involved the shipment of 330 bobbins of acrylic yarn. The buyers, Toray Carbon Fibers America, bought the cargo from its Japanese affiliate for use in its manufacturing plant in Alabama.

Mitsui Marine & Fire Insurance Company insured the bobbins, which were packed for shipping onto large steel pallets that held three bobbins on one pallet. The pallets, in turn, were loaded into five large intermodal containers.

The sellers got a freight-forwarding company to handle the shipment. The freight forwarder contracted with Hanjin Shipping Company to transport the cargo by ship from Japan to Savannah. Hanjin hired Norfolk Southern Railway Company to transport the cargo by train from Savannah to Alabama.

The bobbins reached Savannah unharmed but 89 pallets (containing 267 bobbins) were damaged during the rail transport phase. It was alleged that Norfolk used a process called 'humping' to join certain rail cars. The process refers to connecting a moving rail car with a motionless rail car. The cars move by gravity from an incline and 'hump' onto the appropriate track.

Mitsui paid out US\$268,000 under its insurance policy. It then sued Hanjin and Norfolk-Southern for negligence.

THE COURT CASE – ISSUE ONE

At first instance, a trial judge ruled that Hanjin's and Norfolk's liability was limited to US\$500 per pallet because Hanjin's bills of lading issued to the freight forwarder incorporated the COGSA limitation provisions.

Mitsui appealed, arguing that the trial judge erred because the COGSA should not have applied to its claims. Norfolk also appealed arguing that 'package' should have been taken to mean the intermodal containers and not the pallets in them.

The US COGSA applies to bills of lading for the carriage of goods from the time goods are loaded to the time they are discharged from the ship. During that period, the Act limits the carrier's liability for any damage to goods to a maximum of US\$500 'per package' unless the shipper declares a higher value on the bill of lading.

The Act also permits the contractual extension of this default liability limitation to the entire period during which the goods will be under the carrier's control, including any

land leg of the journey.

In addition, the liability limitation can be contractually extended to apply to agents or independent contractors of the carrier, including so-called 'downstream' inland carriers such as Norfolk.

Hanjin and Norfolk-Southern relied on terms in Hanjin's three bills of lading issued to the freight forwarder that expressly limited the liability of Hanjin and its agents and subcontractors 'at all stages of carriage' to the COGSA per package limitation.

However, Mitsui argued that it should not be bound by those words in the Hanjin bills because its insured, Toray, was not a party to those bills.

But the Court of Appeals of Georgia (4th Division) agreed with Hanjin and Norfolk. The court relied on the US Supreme Court's decision in Norfolk Southern Railway Co v Kirby (Admiralty Casebook, Dec 3, 2004).

The court ruled that the Kirby decision has established a 'default rule' that an intermediary, like the freight forwarder in this case, could bind a cargo owner to the liability limitations it negotiates with downstream carriers.

THE COURT CASE – ISSUE TWO

The next issue was whether the 'packages' in this case were the pallets or the intermodal containers. The Hanjin bills of lading defined 'package' as 'the single largest unit of goods (for example, container, pallet, box, or bale) delivered by the merchant to the carrier for carriage'.

In the bills, the space against 'Number of packages or containers' was filled with reference to the number of containers shipped under each bill and within brackets there was reference to the number of pallets and bobbins in each container.

Relying on federal case law, ***the court ruled that a shipping container would be taken to be a 'COGSA package' only if the bill of lading does not disclose the number of packages within each container.*** (Emphasis added).

SO WHAT?

As this court decision reads, unless you list the number of 'packages' in a container, then you might receive only payment for one package... the entire container... \$500, on a claim involving an ocean bill of lading and ocean carrier.

WHAT HAPPENED

In this case, the court had little difficulty rejecting Norfolk's argument that the relevant package was the intermodal container because the bills of lading had referred to the number of pallets and bobbins in each container.

THE COURT CASE – ISSUE THREE

The next question was whether the relevant package was each pallet or each bobbin. The court relied on a previous decision that a 'COGSA package' had to be the result of some preparation of the cargo for transportation which facilitates handling.

The court concluded that the pallets, and not the bobbins, were 'COGSA packages' because the seller had prepared the bobbins for shipment by securing them to specially made steel pallets and also because the bills of lading had defined 'package' as the single largest unit of goods delivered to the carrier.

Mitsui Marine and Fire Insurance Company Ltd v Hanjin Shipping Company Ltd and others; Norfolk Southern Railway Company v Mitsui Marine and Fire Insurance Company Ltd, Court of Appeals of Georgia, Fourth Division, June 9, 2006. (Judgement available at www.lexisone.com)

MORE: http://business-times.asia1.com.sg/sub/shippingtimes/story/0_4574_200988-1152388740_00.html?

TRADE – CARGO INSURANCE CAN SAVE YOUR BUSINESS

A dramatic cargo ship accident off the Alaskan coast last month highlights a hard-to-track risk to doing business overseas: Problems at sea can result in big losses for companies relying on the products on board.

For Japanese automaker Mazda, last month's incident aboard the Cougar Ace could mean the loss of nearly 4,800 cars and trucks.

Cargo loss and damage happens often.

No one agency tracks how much cargo is lost at sea around the world each year. But because ships can carry such large loads, accidents take on a large scale. One sunken ship can carry thousands of cars or thousands of containers of cargo worth hundreds of millions of dollars.

Industry experts estimate that perhaps 10,000 containers fall off ships each year, less than 1% of the number of containers sent by sea annually but representing a huge cost to those

who lose cargo to the ocean.

The Cougar Ace roll was not the first dramatic cargo-ship accident this year. In March, an explosion on the Hyundai Fortune container ship as it was sailing through the Gulf of Aden from Asia to Europe damaged hundreds of containers. Insurers estimate its cargo was worth \$225 million to \$700 million.

Pirates also are a threat to cargo ships.

MORE: http://www.usatoday.com/money/world/2006-08-03-cargo-problems-usat_x.htm

TRADE – WHAT CAN FORWARDERS LEGALLY DO?: A petition filed by Team Ocean Services with the Federal Maritime Commission is seeking an order clarifying the role of agents representing ocean transportation intermediary companies. It asks for a declarative order clarifying exactly what an agent can do to provide assistance with non-vessel-operating common carrier and ocean freight forwarders provided by an OTI the agent represents, even though the agents do not have OTI licenses.

MORE: http://www.americanshipper.com/SNW_story.asp?news=37497

TRADE – SINGAPORE FORWARDER FINED: Apex Logistics of Singapore has been fined USD \$17,700 for violating the Regulation of Imports and Exports Act. Apex Logistics Private Limited pleaded guilty to four counts of making a false declaration to Singapore Customs. The company had imported clothing that was made in China into Singapore and subsequently re-exported them to the US. Apex falsely declared the country of origin of the clothing it was exporting on export permits, although the company knew it to be China.

MORE: <http://www.channelnewsasia.com/stories/singaporelocalnews/view/224328/1.html>

OCEAN – COUGAR ACE SALVAGE CONTINUES: MOL's "Cougar Ace" remains moored at the Icicle Seafood's Mooring Buoys in Wide Bay northwest of Dutch Harbor. The Coast Guard cutter Sycamore, motor vessel Makushin Bay, tug Gladiator, tug Sea Victory, and motor vessel Redeemer with Kashoga Barge are on-scene supporting salvage and pollution response contingency operations. The salvage team is continuing to remove water from the number nine cargo deck today.

MORE: <http://www.alaskareport.com/coastguard10132.htm>

MORE: http://www.americanshipper.com/SNW_story.asp?news=37294

OCEAN – "APL ITALIA" DECLARES "GENERAL AVERAGE" PONY-NJ: The APL Italia, a new 4,389-TEU vessel under charter to APL, has experienced a problem with its rudder at the Port of New York and New Jersey that is so severe that the vessel's owners have declared general average. The APL Italia is at anchor in New Jersey and its containers have been discharged and are being moved to their final destination, said Michael Zampa, an APL spokesman. "APL is providing security for its customers' cargoes."

MORE: <http://www.joc.com/lede/20060807/sections/ocean/w6885.asp>

DEFINITION: "GENERAL AVERAGE" FROM ALLCOVERED:

- Loss resulting from a voluntary sacrifice of any part of the vessel or cargo, or an expenditure to safeguard the vessel and the rest of the cargo. When such a loss occurs, it is paid on a pro rata basis by the ship owner and all cargo owners. Intentional act or sacrifice that is carried out to safeguard vessel and cargo. When a vessel is in danger, the master has the right to sacrifice property and/or to incur reasonable expenditure. Measures taken for the sole benefit of any particular interest are not considered general average.

- An Ocean Marine coverage meaning a partial loss which has resulted from the voluntary and deliberate sacrifice of some cargo for the benefit of all concerned, and which must be shared by all parties (owners of ship, cargo and freight) in proportion to their interest. For example, if 100 containers were jettisoned from a 1000 container load in order to protect the ship, the owners of the remaining 900 containers, the owners of the ship, and the owners of the freight would all contribute to offset the losses of those whose cargo was jettisoned for the benefit of the whole.

MORE: http://www.allcovered.net/AC-OM-Terms-Pages/AC-OM-Terms_G.html

NOTE: Limited and inexpensive "Clauses C Only" coverage under ICC Clauses C cargo insurance will cover you for General Average claims.

FIND MORE THAN 3,700 OCEAN AND TRANSPORT TERMS AND DEFINITIONS:

GO TO: <http://www.allcovered.net>

CLICK: "Research & Reference" – then –

CLICK: "Ocean/Transport Terms"

Just one more service from Allcovered.net.

----- **YOU DESERVE IT – WE DELIVER IT** -----

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

OCEAN – TACA HOLDS FUEL CHARGES: Ocean carrier members of the Trans-Atlantic Conference Agreement will hold their Bunker Adjustment Factor, unchanged, through 15 October. For traffic to/from and via Atlantic/Gulf Coast ports, charges are \$467 per 20-foot container, and \$933 per 40- and 45-foot container. All other freight is charged at \$47. The group also held its Currency Adjustment Factor at eight percent through.

MORE: <http://www.joc.com/20060811/sections/ocean/w38317.asp>

OCEAN – US PORT VOLUME TO GROW 85%: A report released by Ocean Shipping Consultants says North American container port throughput has doubled in the last decade and could expand by as much as 85 percent more in the next decade. The report, "Container port markets in the Americas to 2020," says throughput throughout the hemisphere has expanded 121% from 1995 to 2005 and by 47% from 2000 to 2005, to 71.2 million TEUs.

REPORT: http://www.osclimited.com/releases/C_M_Americas_2020_rel.pdf

MORE: http://www.americanshipper.com/SNW_story.asp?news=37284

OCEAN – MAERSK LAUNCHES LARGEST BOX SHIP: Maersk Line, the world's largest ocean container carrier, is poised to pull even further ahead of its rivals this week with the launch of the world's largest container ship. The vessel will be able to carry up to 13,000 TEUs, more than 4,000 more than the current largest container vessels in service. The new ship is due to enter service on 14 September after completing its sea trials, with a maiden voyage from Gothenburg that will also call at Bremerhaven, Rotterdam and Algeciras, before transiting the Suez Canal en route to Singapore, Japan and its final destination, Hong Kong.

MORE: <http://www.joc.com/20060807/sections/ocean/w58817.asp>

AIR – BA WORLD CARGO UP 11.6%: British Airways World Cargo reports commercial revenues of \$312.9 million for its fiscal first quarter ending June 30, an 11.6% improvement on the previous year. Volumes increased 4.1% to 1.23 billion cargo ton kilometers.

MORE: http://www.americanshipper.com/SNW_story.asp?news=37191

AIR – DHL ADDS ASIA-NY FLIGHTS: DHL has added five direct flights from Asia Pacific markets to John F. Kennedy International Airport in New York. The flights will add eight tons and later cut-off times to DHL's daily capacity.

MORE: <http://www.joc.com/20060803/sections/air/w77857.asp>

AIR – KAL CARGO GROWTH SLOWS: Korean Air Lines says operations slowed out of Korea due to a strong won but that was offset by bullish growth from China. The combination of both resulted in a 6% lift in FTKs.

MORE: <http://www.atwonline.com/news/other.html?issueDate=8%2F11%2F2006>

AIR – GREAT WALL ADDS KOREAN STOP: Great Wall Airlines will from Wednesday add stops at Seoul Incheon Airport in South Korea to its six-time-weekly freighter service between Shanghai, China and Amsterdam in the Netherlands.

MORE: http://www.americanshipper.com/SNW_story.asp?news=37290

AIR – FEDEX HIKES FUEL CHARGES: FedEx has hiked the fuel surcharge it applies to international air freight shipments to 60 cents per kilogram from 55 cents. Rival UPS Air Cargo's fuel surcharge for forwarder freight has been 65 cents per kilogram since June 22.

MORE: <http://www.joc.com/20060803/sections/air/w58806.asp>

AIR – FEDEX & PILOTS IN CRUCIAL TALKS: FedEx Express and its pilots face a crucial period in their long-running contract negotiations, a company spokesman said, as the two sides press to settle their differences in federally mediated talks the last two weeks of August, and that those two weeks "will be critical."

MORE: <http://www.joc.com/20060809/sections/air/w84418.asp>

AIR – NWA SAYS ATTENDANT STRIKE COULD MEAN LIQUIDATION: The judge is supposed to rule today (Monday). A Northwest Airlines labor executive said in a bankruptcy hearing that strike actions by its flight attendants could cripple it to the point of shutting down. The company's 8,000 flight attendants had said they would begin random, unannounced work stoppages starting at 10:01 p.m. EDT on 15 August to protest terms of a contract imposed on them that calls for \$195 million in concessions. "If we lost 20% of our traffic, we could not sustain ourselves. If we simply allowed it to happen, the company would liquidate." A strike would affect 130,000 passengers on 1,200 flights a day, the company said in court. MORE: http://seattletimes.nwsources.com/html/business/technology/2003186772_webnwstrike09.html

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

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

ANNUAL NEOLOGISM CONTEST

Once again, The Washington Post has published the winning submissions to its yearly contest, in which readers are asked to supply alternate meanings for common words.

The winners are:

1. Coffee (n.) the person upon whom one coughs.
2. Flabbergasted (adj.) appalled over how much weight you have gained.
3. Abdicate (v.) to give up all hope of ever having a flat stomach.
4. Esplanade (v.) to attempt an explanation while drunk.
5. Willy-nilly (adj.) impotent.
6. Negligent (adj.) describes a condition in which you absent-mindedly answer the door in your nightgown.
7. Lymph (v.) to walk with a lisp.
8. Gargoyle (n.) olive-flavored mouthwash.
9. Flatulence (n.) emergency vehicle that picks you up after you are run over by a steamroller.
10. Balderdash (n.) a rapidly receding hairline.
11. Testicle (n.) a humorous question on an exam.
12. Rectitude (n.) the formal, dignified bearing adopted by proctologists.
13. Pokemon (n) a Rastafarian proctologist.
14. Oyster (n.) a person who sprinkles his conversation with Yiddishisms.
15. Frisbeetarianism (n.) (back by popular demand): The belief that, when you die, your Soul flies up onto the roof and gets stuck there.

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 address.

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