

AllCovered NEWS

HIGHLIGHTS TO HELP YOU THIS WEEK

- Price Discounts = Playing With Fire
- Storm Headed to Gulf of Mexico – Links to Help & Info
- Cargo Theft More Daring
- Fuel Surcharges Climbing

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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>

>> SMALL BUSINESS SECTION <<

SMALL BIZ – PRICE DISCOUNTS = PLAYING WITH FIRE

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

Discounts can be valuable tool, if used with care. If you are careless, offering discounts is like playing with fire. You are likely to get burned.

Most salespeople hate it when customers ask for discounts. It's awkward, and although companies like the idea of gaining almost any business, they shudder at the potential erosion of profit margins that discounts cause.

When customers ask for a discount, at least one of two things could be going on.

First, they haven't seen enough value and don't think the item is worth the price.

This can be solved by presenting every one of the great features of your product, but that takes time. When top sales people are asked for a discount, they immediately question themselves and their presentation.

The second possibility: You are dealing with someone used to asking for -- and getting -- discounts.

You and your company have to decide whether you want to give the discount.

Saying "no" is temporarily uncomfortable but sometimes less dangerous than saying yes. Saying "yes" feels good but can come back to bite you.

Just because a customer asks for a discount doesn't mean he's insisting on one or won't buy otherwise. Many people have saved themselves a fortune by asking for discounts. Remember they have been refused discounts before and still bought.

How you say no is important. Instead of blurting out, "Are you nuts? This is really good stuff," simply say, "I wish we could." This is a nice way of saying no.

Most people who ask for a discount would love for you to match another company's price. If that company's product or service is in any way inferior, don't even think of matching the price. If you do, it says you had inflated margins built into your pricing and your product wasn't worth it in the first place.

Discounts can be a valuable tool and, when used the right way, or be trouble.

MORE: http://www.bizjournals.com/extraedge/consultants/sell_more/2006/08/14/column228.html?hbx=e_sol

TECH BIZ – BLACKBERRY & TREO KILLER?: The Nokia E62 has a great screen, easy-to-use Web browser, responsive OS, and a bevy of e-mail options to challenge Blackberry.

MORE: <http://ct.eneews.pcmag.com/rd/cts?d=184-3166-16-61-140208-393038-0-0-0-1>

TECH BIZ – BLACKBERRY ADDICTION JUST LIKE DRUGS:

MORE: http://www.dailymail.co.uk/pages/live/articles/news/news.html?in_article_id=401646&in_page_id=1770

TECH BIZ – POCKET SIZED REAL PC: Forget Blackberrys or Treos. Sony has a better idea with its new handheld VAIO Micro PC. It's a complete Windows XP PC in a package about the size of the Sidekick phone. It's not a notebook replacement but it's useful.

MORE: <http://ct.eletters.whatsnewnow.com/rd/cts?d=181-714-1-381-261855-39163-0-0-0-1>

NEXT WEEK

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Links to source
stories at end of
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WEATHER ALERT – STORM IN GULF OF MEXICO

As I send this Friday evening “Tropical Depression Five” is expected to head through the Florida Straits into the Gulf of Mexico and strengthen. TD5 is forecast to be south of Cuba Monday morning and near the center of the Gulf by mid-week (30 August).

Allcovered has help for your planning **Just In Case** this or any other storm gets bad.

DISASTER PREPAREDNESS: How to be financially prepared for a disaster.

CLICK: http://www.allcovered.net/AC-OM-TRAINING-Training-&Help-Pages/AC-OM-Disaster_Prep.html

EMERGENCY CHECKLIST: List of items you will need if a disaster strikes.

CLICK: http://www.allcovered.net/AC-OM-TRAINING-Training-&Help-Pages/AC-OM-Emergency_Checklist.html

HURRICANE PREPAREDNESS: Allcovered’s guide to help logistics pros with storms.

CLICK: http://www.allcovered.net/AC-OM-TRAINING-Training-&Help-Pages/AC-OM-Hurricane_Prep.html

US NATIONAL HURRICANE CENTER: Click on “Tropical Depression Five” for latest.

CLICK: <http://www.nhc.noaa.gov/>

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

TECH BIZ – DELL BATTERY RECALL – WHAT TO DO: As we reported last week Dell is recalling over 4-million notebook batteries. Here are the laptop models included in the battery recall and the actions you'll need to take.

MORE: <http://ct.eneews.pcmag.com/rd/cts?d=184-3166-16-61-140208-393047-0-0-0-1>

TECH BIZ – QANTAS CRACKS DOWN ON DELLS IN FLIGHT:

MORE: http://www.channelregister.co.uk/2006/08/23/qantas_dell_measures/

>>>> TRUCKING SECTION <<<<

TRUCKING – FMCSA FILES BRIEF IN H-O-S SUIT

The US Federal Motor Carrier Safety Administration has filed its brief in defense of its 2005 Hours of Service rules that several trucking groups and safety advocate groups are arguing against in the United States Court of Appeals for the District of Columbia Circuit.

The 2005 rule was issued when the same court ordered FMCSA to issue a new rule after tossing out the 2003 HOS rule.

In its initial brief to respondents FMCSA stated the “HOS rule reflects a careful balance of safety considerations, costs and benefits, and the practical effect of the rule on the regulated industry.”

FMCSA argues the new Hours Of Service rule:

- Increases by two hours (from 8-10) the amount of time drivers must be off-duty
- Reduces the on-duty window in which driving is permitted by one hour (from 15-14)
- Eliminates a loophole in the previous 15-hour limit that permitted drivers to extend their on-duty periods by taking breaks during the day, and
- Eliminates an exception in the 2003 rule that permitted drivers to split their off-duty time in sleeper berths into small segments, instead of prohibiting drivers from counting sleeper berth time as off-duty unless they remain in the berth for at least eight consecutive hours.

In summary FMCSA stated that both the Public Citizen and Owner-Operator Independent Drivers Association petitions should be denied. The oral argument date has not yet been set. MORE: <http://www.thetrucker.com/News/Stories/2006/8/23/FMCSAfilesbriefinHOSsuit.aspx>

TRUCKING – STORM FORECAST FOR GULF OF MEXICO: See “Small Business” section for Allcovered’s links to information and tools to help you plan and prepare.

TRUCKING – DIESEL PRICE FALLS: The US average weekly retail on-highway price of a gallon of diesel fell 2.3 cents for the week ending August 21, to \$3.033 according to the Energy Information Administration of the Department of Energy. Despite the decrease, the price was still 44.5 cents higher than one year ago and \$1.15 higher than two years ago.

MORE: <http://www.thetrucker.com/News/Stories/2006/8/21/Averagepriceofgallonofdieselfalls32cents.aspx>

MORE: <http://www.etrucker.com/apps/news/article.asp?id=55008>

TRUCKING – CARGO THIEVES MORE DARING: See “Security” section.

>>>> SECURITY SECTION <<<<

SECURITY – CARGO THIEVES MORE DARING

Imagine driver Butch Ross’s surprise when he looked out his window on the Cross Bronx Expressway in New York only to find two armed men jump from a pickup and onto his passenger-side running board, waving guns and demanding that he pull over.

Lucky for him, he won out that day, with the aid of a nearby exit ramp and the closest telephone pole he whisked the two would-be hijackers away like a couple of flies.

"It was my second trip to New York City, and my last," says Ross.

His friend Donald Woods was not so lucky.

Woods was found shot to death in late June in his tractor and empty trailer in a Pickering, Ontario Wal-Mart parking lot. Woods had been taking a load of meat from Brockville to Toronto,. He left behind a wife and 13-year-old son.

--- IT’S THE CARGO THEY WANT ---

In thieving terms, a load of diapers may be as valuable as a trailer full of big screen TVs. Truckjacking is a growing crime according to Linda Paccanaro, especially if you’re in the business of hauling metals or electronic goods.

With the cost of metals rising, thieves will go to the trouble of repackaging metal, turning ingots into wire, or vice versa. Electronics are also high-value loads, but York Region cargo squad Detective Paul LaSalle says it’s harder for the crooks to move a load of high-def TVs than, say, a load of diapers.

"A trailer load of plasma TVs might be worth half- to \$1 million, but to get rid of that would be a tough go -- you’re not going to get full value. A trailer load of diapers might be worth \$20,000, but the thief might get more full value from that because if you have connections within stores, you could sell a skid load to various stores and get rid of them quicker. Those are things that people buy all the time and it’s something you can get rid of easily."

--- WEEKENDS AND NIGHTS ---

Lasalle says thefts most often happen on the weekends or at night, with thieves scouring industrial areas scoping out loaded trailers. "They typically steal a tractor first, and once they find the trailer they want, they hook it up and drive off."

MORE: <http://www.todaystrucking.com/news.cfm?intDocID=16599>

SECURITY – AUSSIE PORT ID CARDS: Australia has upgraded its anti-terror measures by requiring workers at its biggest ports to wear new security passes. The move is part of a phased introduction of the government’s new anti-terror Maritime Security Identification Cards program. The full program is slated to go into effect by January 1.

MORE: <http://www.joc.com/20060821/sections/ocean/w14311.asp>

SECURITY – ADVANCE DATA REQUIREMENTS CHANGING?: A top US Customs and Border Protection official suggests the agency is getting close to making a decision on advance ocean cargo data elements it expects to require industry to produce to help it analyze containers for potential terrorist connections. Jayson Ahern, assistant commissioner for field operations, confirms CBP is considering asking importers for 10 additional data elements to help Customs officers understand who is stuffing the container at its origin, the actual country of origin, and the importer of record and receiver of goods on the US side.

MORE: http://www.americanshipper.com/SNW_story_main.asp?news=37894

SECURITY – THIRD SA AIRPORT HEIST MAN KILLED

The saga continues. A third person linked to the millions first stolen during a heist at Johannesburg International airport on 25 March has been killed in an apparent hit.

Sergeant Robert Mashele (40), arrested in connection with the theft of money recovered after the March heist, was shot dead in front of his son and a friend in his Norkem Park home.

The money - \$11-million (about R75-million) - was first stolen on March 25, when suspects boarded a plane at the airport, demanded the currency and escaped without firing a shot.

The first person to die was a suspect who shot during the first arrests.

Some of the money was recovered by police and stored at the North Rand Serious and Violent Crime Unit in Benoni. But on May 24 robbers drilled into the safe and stole around R14-million in US dollars and rands. Five men, three of them police officers, were accused of the break-in. Mashele worked at the unit at the time of the break-in.

In June, Solomon Nengwane (53), suspected of having information about the station burglary, died after being arrested and booked out of custody by detectives who had taken him to Pretoria.

MORE: <http://www.thestar.co.za/index.php?fArticleId=3403072>

>>> AIR & OCEAN SECTION <<<

TRADE – STORM FORECAST FOR GULF OF MEXICO: See “Small Business” section for Allcovered’s links to information and tools to help you plan and prepare.

TRADE – MORE AIR CARGO GROUNDED

When Kitty Hawk Cargo went to the ground in late 2005 with a startup less-than-truckload service, the freight airline already had plenty of company. Kitty Hawk’s customers and its competitors had already made the move to from air to surface transportation, a shift that has accelerated as trucking services have improved, domestic expedited supply chains have moved to a two-day mode and prices for air shipping have soared.

“U.S. shipping has moved to a regionally-based, surface-driven model, and there is no turning back,” Ted Scherck, president of the Colography Group, a Georgia-based research and consulting firm.

Industry experts say the long-established move by expedited shippers to the ground in the United States is taking on a new shape as manufacturers and retailers reconfigure supply chains and transportation providers close the gaps between services.

That gap is no longer closing merely because truckers are encroaching on traditional air cargo business, air forwarders and truckers say, but because both wings of the transportation world are increasingly using each other’s services and capabilities.

Rather than simply trying to lure shippers to lower-priced trucking services, some truckers and truck brokers are launching air cargo divisions to get more of the high-yield business while meeting the specialized demands of air freight. At the same time, domestic air forwarders are finding improved time-definite trucking services a needed antidote to tight common-carriage capacity and numbing fuel surcharges.

MORE: http://www.aircargoworld.com/features/0806_2.htm

TRADE – US GROUP BUYS TNT LOGISTICS: TNT says it will sell its underperforming logistics unit to Apollo Management, a US-based private investment fund, for 1.48 billion euros (\$1.9 billion). TNT expects to complete the deal by the end of the year. TNT Logistics manages supply chains for some of the world’s biggest companies, employs 36,000 people in 28 countries and generates annual revenues of around \$4.35 billion.

MORE: <http://www.joc.com/lede/20060823/sections/ecom/w60138.asp>

MORE: http://www.americanshipper.com/SNW_story.asp?news=38116

TRADE – BIG SHIP INSURANCE HIKE COMING: Insurance costs for shipping companies may rise as much as 10% as underwriters prepare for stricter maritime safety regulations. Premiums for so-called protection and indemnity policies will rise as insurers make provisions ahead of rules that will increase shipping companies’ liabilities for pollution and crew compensation.

MORE: <http://www.joc.com/20060824/sections/ocean/w77601.asp>

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OCEAN – FREIGHT RATES FIRING: A survey by the investment banking house Bear Stearns finds "shipper sentiment with respect to expected ocean container ship increases reverses itself relative to the first quarter, with more shippers expecting year-over-year increases and fewer shippers expecting either flat rates or a year-over-year decrease." Most expect a hike averaging 5%.

MORE: http://www.americanshipper.com/SNW_story.asp?news=38034

OCEAN – MSC HIKES UK FUEL SURCHARGE: Mediterranean Shipping Company says rising fuel prices have forced it to increase its fuel surcharge from 6.25% to 7.85% on all United Kingdom haulage requested on or after 21 August.

MORE: http://www.americanshipper.com/SNW_story.asp?news=37806

OCEAN – NOL REVENUES SLIDING: Neptune Orient Lines reports average revenue per container continued to decline in July even as container volumes continued to increase. The parent of APL says volumes during the four weeks from July 1-28 increased by 11% year-on-year. Average revenue per FEU was \$2,648, down 1% from a year ago.

MORE: <http://www.joc.com/lede/20060822/sections/ocean/w62371.asp>

OCEAN – CALIFORNIA BOX FEE DYING?: A proposed California law that would have imposed a \$30 fee for any container passing through the ports of Los Angeles and Long Beach has stalled in the state legislature. Senate Bill 760, the so-called "container fee" bill, will likely not be voted on in this year's legislative session. Revenue from the bill would go to environmental mitigation of port activities, as well as funding for port security and transportation infrastructure to support growing cargo volumes coming through the Southern California ports.

MORE: http://www.americanshipper.com/SNW_story.asp?news=38020

MORE: <http://www.joc.com/20060821/sections/ocean/w32513.asp>

OCEAN – BOX FEE BACKER CHANGES STRATEGY: The California state lawmaker behind the \$30 per container security fee is not working to attach the measure as a rider to other legislation likely to pass a vote.

MORE: http://www.americanshipper.com/SNW_story.asp?news=38213

OCEAN – ARBITRATOR ORDERS ILWU BACK TO WORK: Longshoremen at the Port of Los Angeles returned to work Tuesday after a waterfront arbitrator determined that members of the International Longshore and Warehouse Union could not honor picket lines erected by striking port architects and engineers. Cargo handling at most of the port's container terminals were interrupted for several hours Tuesday. The 7,500 member Engineers and Architects Association union does work throughout the city, including at the port and Los Angeles International Airport. Members went on strike when the City Council voted to invoke state law and unilaterally impose its last offer on the union.

MORE: <http://www.joc.com/20060823/sections/ocean/w51589.asp>

OCEAN – DEMAND FOR NA BOX CAPACITY TO DOUBLE: Demand for container capacity at North American ports will double during the next decade, according to a study by Ocean Shipping Consultant (OSC), a UK-based agency. The study anticipates container port demand would increase by 85% to 85.7 million TEUs by 2015 and by a further 31% to 112.3 million TEUs by 2015-20.

MORE: <http://www.joc.com/20060822/sections/ocean/w97895.asp>

OCEAN – PORT OF NEHRU CUTS FREE TIME: India's western Port of Jawaharlal Nehru, which moves 50% of India's containerized freight, is planning to reduce free storage time for containers to ease congestion at the country's largest box gateway. The proposal would cut free time for all inland containers moved by rail from 15 to 7 days, and from 30 to 10 days for loaded transshipment containers. Free time for loaded and empty inland boxes moved by road would shrink from seven to three days.

MORE: <http://www.joc.com/lede/20060823/sections/ocean/w45220.asp>

OCEAN – GRAND ALLIANCE PLANS ASIA-SAV EXPRESS: The Grand Alliance of OOCL, NYK Line, and Hapag-Lloyd, and the New World Alliance of APL, MOL and Hyundai Merchant Marine, say they will launch a new express, all-water service between Asia and Savannah via the Panama Canal.

MORE: <http://www.joc.com/20060822/sections/ocean/w38374.asp>

OCEAN – CMA-CGM UPGRADES ASIA-CARIBBEAN SERVICE: CMA CGM is upgrading its Pacific East Coast Express 2 service (PEX2), linking the Far East with Mexico, Central America and the Caribbean. As of tomorrow (29 August) the PEX 2 weekly service will use eight vessels of 3,000-3,500-TEU capacity.

MORE: <http://www.joc.com/20060821/sections/ocean/w81071.asp>

OCEAN – PORT OF NEW ORLEANS ALMOST COMPLETELY BACK: The Port of New Orleans, which sustained heavy damage from Hurricane Katrina, had regained nearly 94% of its pre-storm cargo by the end of May, according to figures released by the port.

MORE: <http://www.2theadvocate.com/news/business/3698171.html>

WHAT IS INSURED AND WHAT IS NOT?

When you insure a cargo for your clients, what exactly is... and is not... covered?

We have a simple explanation to help you and your Shipper.

GO TO: www.allcovered.net

CLICK: "Training & Help" – then –

CLICK: "What Do I DO?" -- #B-2 will protect you

Insurance is a contract governed by the wordings of the insuring contract. The insuring contract is made up of the Standard Conditions, any Special Conditions (like special wordings for motor vehicles or household goods), and the applicable Institute Cargo Clauses.

ICC Clauses wordings are at:

http://www.allcovered.net/AC-OM-ICC_Clauses_Compare.html.

The goods are insured while the person buying the insurance has an "Insurable Interest" in the goods... must face the possibility of loss... for the insuring contract to be valid.

Background information, key words you should know and understand, and explanations are available in our Logistics Guide to insurance at:

http://www.allcovered.net/AC-OM-Log_Guide.html

Be sure you understand the terms and conditions to eliminate confusion and to be sure you understand your rights and responsibilities.

You will find many more tools to help keep you and your Shipper safe.

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AIR – FEDEX & UPS HIKE FUEL SURCHARGES: FedEx and UPS will raise their fuel surcharges for overnight air parcels to 17% in September, from 16% now. DHL has not announced its September fee but has an 18% surcharge already.

MORE: <http://www.joc.com/lede/20060824/sections/air/w2907.asp>

AIR – KAL ADDS TO 747F FLEET: Korean Air will convert ten of its older Boeing 747-400 passenger aircraft to freighters. The carrier said the conversion program will boost its freighter fleet from 18 to 30 aircraft by 2010.

MORE: <http://www.joc.com/20060823/sections/air/w79508.asp>

AIR – CATHAY CARGO ADDING MORE INDIA FLIGHTS: Cathay Pacific Cargo, the airfreight unit of the Hong Kong-based airline, plans to start six new freighter services in India amid growing Indo- US and Indo-China trade. Three new freighter services will be launched to connect Delhi, Hong Kong and Paris and three from Mumbai to Hong Kong and Paris.

MORE: <http://www.joc.com/20060823/sections/air/w58581.asp>

AIR – AIRBRIDGE COMING TO US: AirBridge Cargo signed an interline agreement with Continental Airlines and appointed general sales agent partners in the US as it prepares to launch 747F flights to the US next year. ABC says CO will provide "an important link into its network, notably for the movement of oil and gas equipment from Texas to Sakhalin Island off the coast of Russia." ABC, the scheduled services arm of heavy freight specialist Volga-Dnepr, operates two IL-76 freighters weekly from its Krasnoyarsk hub to Sakhalin. It named Platinum Air Cargo as its GSA representative for Houston, Dallas and Washington and Heavy-weight Air Express as its GSA for New York and Chicago.
MORE: <http://www.atwonline.com/news/other.html?issueDate=8%2F23%2F2006>

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

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

ENGLISH LANGUAGE

For those of you who enjoy language or clever distortions thereof:

- Those who jump off a bridge in Paris are in Seine.
- A man's home is his castle, in a manor of speaking.
- Dijon vu - the same mustard as before.
- Shotgun wedding - A case of wife or death.
- A man needs a mistress just to break the monogamy.
- A hangover is the wrath of grapes.
- Does the name Pavlov ring a bell?
- Reading while sunbathing makes you well red.
- When two egotists meet, it's an I for an I.
- A bicycle can't stand on its own because it is two tired.
- What's the definition of a will? (It's a dead give away.)
- Time flies like an arrow. Fruit flies like a banana.
- In democracy your vote counts. In feudalism your Count votes.
- She was engaged to a boyfriend with a wooden leg but broke it off.
- A chicken crossing the road is poultry in motion.
- If you don't pay your exorcist, you get repossessed.
- With her marriage, she got a new name and a dress.
- The man who fell into an upholstery machine is fully recovered.
- You feel stuck with your debt if you can't budge it.
- Local Area Network in Australia - the LAN down under.
- Every calendar's days are numbered.
- A lot of money is tainted - It taint yours and it taint mine.
- A boiled egg in the morning is hard to beat.
- He had a photographic memory that was never developed.
- A midget fortune-teller who escapes from prison is a small medium at large.
- Once you've seen one shopping centre, you've seen a mall.
- Bakers trade bread recipes on a knead-to-know basis..
- Santa's helpers are subordinate clauses.
- Acupuncture is a jab well done

HYMNS FOR WORKERS

Good morning, friends, and welcome to our hymn sing. We are pleased to announce that we have a hymn for most everyone. Our program this morning, will include:

- **The Forwarder's Hymn:** "I Cannot Tell You Whence It Came"
- **The Shipper's Hymn:** "Seeking The Lost"
- **The Customs Broker's Hymn:** "Enter While You Can"
- **The Trucker's Hymn:** "He Is Able to Deliver"

- **The Port Captain's Hymn:** "A Shelter In A Time of Storm"
- **The Driver's Hymn:** "Broad Is the Road"
- **The Insurance Man's Hymn:** "Protect And Save"
- **The Dentist's Hymn:** "Crown Him with Many Crowns"
- **The Weatherman's Hymn:** "There Shall Be Showers of Blessings"
- **The Contractor's Hymn:** "The Church's One Foundation"
- **The Tailor's Hymn:** "Holy, Holy, Holy"
- **The Golfer's Hymn:** "There Is A Green Hill Far Away"
- **The Politician's Hymn:** "Standing on the Promises"
- **The Optometrist's Hymn:** "Open My Eyes That I Might See"
- **The IRS Agent's Hymn:** "I Surrender All"
- **The Gossip's Hymn:** "Pass It On"
- **The Electrician's Hymn:** "Send The Light"
- **The Shopper's Hymn:** "Sweet By and By"
- **The Realtor's Hymn:** "I've Got a Mansion, Just Over the Hilltop"
- **The Massage Therapist's Hymn:** "He Touched Me"
- **The Doctor's Hymn:** "The Great Physician"
- **And for you motorists:**
 - 45 mph: "God Will Take Care of You"
 - 55 mph: "Guide Me, O Thou Great Jehovah"
 - 65 mph: "Nearer My God To Thee"
 - 75 mph: "Nearer Still Nearer"
 - 85 mph: "This World Is Not My Home"
 - 95 mph: "Lord, I'm Coming Home"
 - Over 100 mph: "Precious Memories"

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

Additional information comes from our own and other sources.

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