

AllCovered NEWS

HIGHLIGHTS TO HELP YOU THIS WEEK

- Put Your Price In Perspective
- Cargo Claims and the Law
- Breakbulk Business Booming

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AllCovered News

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

YOU DESERVE IT – WE DELIVER IT

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Your Sources For: Cargo – Liability – E&O – Bonds – Trucking – Life – Health - Benefits

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

NOTE: All links to stories in PDF version work – just click them

>> SMALL BUSINESS SECTION <<

SMALL BIZ – PUT PRICE IN PERSPECTIVE

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

Do you cringe when you tell customers your product's price? More important, do your customers cringe when you tell them the price?

Giving customers the price is one of the most dreaded and difficult parts of the sale. Blurting out the price without first building the value can make customers feel that you've dropped a bombshell on them, and it's a sure way to blow up a sale.

Here's how to help your customers not only accept your price but also appreciate it: Give an awesome, customized presentation... explanations of what each feature does and focus on the benefits -- how his life will improve by using the product.

After the presentation, wait for your customer to ask the price.

Rather than blurting out the total cost, help your customer see how inexpensive your product is by reducing the price into little parts, such as the cost per person for the number of people who will benefit from a program.

This underused, powerful technique is called "**reduce to the ridiculous.**" I think it should be called "reduce to the reasonable."

To turn a total price into a tempting price, take the cost of your product and divide it by the unit of time (years, months, etc.) the customer expects to own or use it.

- If the annual price is large, divide it by 12 to get the monthly amount.
- Divide the monthly amount by 4.3 to get the weekly amount.
- Divide the weekly amount by seven days to get the daily amount.

"Reduce to the reasonable" not only reduces sticker shock, it can also minimize the price difference between your product and less expensive products.

Let's say your product costs \$1,200 and a competitor's product is \$1,000. Ask your customer which she would prefer if both cost the same. If you've done a valuable presentation, she will choose yours. Then, ask what she likes more about your product. Be patient and let her talk herself into it.

After she's finished, use the "reduce to the reasonable" technique. But break down only the price difference between the two products. "Are we worth 2-cents more?"

This is a persuasive technique used by top salespeople and marketers. Come up with three ways to use this strategy, and you'll help customers put price in its proper perspective -- and you will sell more.

MORE: http://www.bizjournals.com/extraedge/consultants/sell_more/2006/10/16/column237.html?hbx=e_sol

ONLY IN AMERICA: A new food is making its debut at State Fairs in the US... "Fried Coke."

MORE: <http://www.pcmag.com/article2/0,1895,2043152,00.asp>

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SMALL BIZ – HUMILITY AND SUCCESS

In the US election day is tomorrow. With TV ads and newspapers... radio and billboards... it's hard to walk out your door and not see some politician's name and their attack on the opponent. Name recognition is the goal of every politician.

It's not just politicians... but some star athletes who grab the microphone or strut and preen in front of a camera for all the "face time" they can get.

Marketing yourself and your achievements in a positive, assertive way is how you succeed in life, right?

Not necessarily, according to a study by Baylor University in Texas.

The more humble succeed more often than the braggart.

"If you are humbled by something, some would think you would get depressed and question your self-worth. But our findings indicate that humility is a positive quality associated with self-esteem, well-being and even performance benefits," says Dr. Wade Rowatt, head of the team that studied 200 college students.

Athletes, in particular, were researched. Nearly every top athlete in every sport was associated with humility, according to Rowatt. Those traits may influence things such as the way they prepare for a game to how they respect their opponents.

In another study, Rowatt examined whether humility is associated with higher academic performance. The preliminary findings indicated college students who showed more humble traits got higher grades than those who were arrogant and narcissistic, reports NewsWise.

Rowatt defines humility as a psychological quality characterized by being more modest, down-to-earth, and respectful, rather than arrogant, immodest, or egotistical. This conception of humility implies that one acknowledges mistakes, realizes limits, avoids bragging, and is respectful of others.

In sports terms... "Let the big mouth talk. You play." ... and the player gets it done.

SMALL BIZ – FREE ACCOUNTING SOFTWARE FROM MS: If your business does not need all the power of a complicated accounting software package, Microsoft's new "Accounting Express 2007" may be all you need. Best of all, it's free. The review is here.
MORE: http://reviews.cnet.com/Microsoft_Office_Accounting_Express_2007/4505-6405_7-32135427.html?tag=nl_e724

SMALL BIZ – FREE WI-FI LEGAL: In a court ruling that could have wide ramifications, Continental Airlines won a battle to offer high speed Internet service in its frequent flier club at Boston Logan International Airport. The US Federal Communications Commission ruled against the Massachusetts Port Authority, or Massport, which ordered airlines in 2005 to unplug their wireless and wireline high-speed Internet services in their lounges and instead use the airport's fee-based system.

MORE: <http://news.airwise.com/story/view/1162465865.html>

>>>> TRUCKING SECTION <<<<

TRUCKING – DRIVER SHORTAGE TOPS ISSUES

The driver shortage was named first, second or third on 57% of the responses to the 2006 Critical Issues in Trucking, giving it the top spot in the annual industry survey by the American Transportation Research Institute.

The driver shortage bumped fuel issues to second on the list, after post-hurricane worries drove fuel to the top of last year's results.

The top solution for the driver shortage, earning favor with 92% of respondents, suggests the trucking industry "should expand recruitment campaigns to enhance driver image and attract from an expanded pool of applicants."

Rounding out the list of top issues from the 2006 survey are driver retention, Hours of Service; congestion; government regulations; highway infrastructure; tort reform; tolls/highway funding; and environmental issues.

MORE: <http://www.thetrucker.com/News/Stories/2006/10/29/ATRIDrivershortagetopsindustryissues.aspx>

TRUCKING – DIESEL DOWN SLIGHTLY: The US national average price of a gallon of diesel fell \$0.007 last week to \$2.517, nearly 36 cents less than the same week in 2005.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=56292>

TRUCKING – CARGO CLAIMS & THE LAW: See "Air & Ocean" section

TRUCKING – EXECS SEE FUEL COST THREAT

Almost 70% of international trucking leaders think fuel prices place business at risk. As a result, 92% of US trucking managers are seeking new methods for efficiency and cost savings. The driver shortage was a close second at 69%.

Low business volume was among the least of executives' concerns, cited by only 9% of Americans. Two-thirds of American executives plan to buy new trucks in the next 12 months, compared to only 54% of their foreign counterparts.

GE Capital Solutions, a financing provider for the trucking industry, commissioned the survey of 1,200 American, British, Canadian and French trucking executives in cooperation with Dun and Bradstreet.

70% of interviewees said fuel prices place their business at risk. Nearly nine out of 10 executives think fuel prices will jump in the next 12 months and say this cost represents a third of their overall costs.

The United States leads in the use of alternative fuels including bio-diesel, but only 7% of interviewees said they used them. American executives were the most willing to consider alternative fuel use, with 65% being open to the idea. Canadians were the least willing, with only 45% indicating they were receptive -- perhaps a reflection of Canada's climate and consumer uncertainty about bio-diesel's cold-weather performance.

A quarter of US trucking managers say maintenance and insurance are the best places to save money, followed by salaries and general efficiencies.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=56272>

TRUCKING – MEXICAN TRUCKS COMING TO US... EVENTUALLY: The Bush administration still expects to open American highways to trucks from Mexico, but only when that country's commercial equipment and operators meet US requirements, according to the US Transportation Secretary. "We in the administration very much support opening the border, but there is nothing immediately planned to open the border or have the trucks come over," says DOT Secretary Mary Peters. "The real key point is we want Mexican trucks and Mexican drivers to adhere to the same standards that we do in the United States."

MORE: <http://www.thetrucker.com/News/Stories/2006/10/31/DOTbossMexicantruckswillgethere%E2%80%A6eventually.aspx>

> > > > SECURITY SECTION < < < <

SECURITY – TSA DELAYS AIRLINE CARGO WORKER CHECKS

In a follow-up to our story in a recent edition...

The Transportation Security Administration has rolled back the deadlines for criminal-background checks for tens of thousands of airline workers who handle cargo loaded onto passenger airplanes, saying the industry cannot meet the timetables.

"TSA has concluded that the regulated community will be unable to meet some deadlines in the air cargo final rule because of the large number of employees and agents subject to the requirements," the agency said in a notice published this week.

The rules were originally slated to go into effect from Oct. 23 to Dec. 1. They require background checks and security training for an estimated 50,000 workers employed by the airlines or by airline contractors handling cargo, said TSA spokesman Darrin Kayser.

Under the new timetables, several deadlines have been pushed back as far as mid-2007. The agency also will open the regulation to a new round of public comment, which could lead to more changes.

Air cargo has long been described as the weak underbelly of aviation security since the packages loaded into planes undergo far less scrutiny than passengers or their luggage. Last week, a report card by the Council on Foreign Relations gave cargo security a D-plus.

"How is it possible that we check everyone in the passenger terminal, but we don't check the people loading cargo on the plane itself?" asked Isaac Yeffet, a former security chief for El Al Israel Airlines and now a private consultant.

MORE: http://www.latimes.com/news/printedition/asection/la-na-cargo28oct28.1.87702.story?coll=la-news-a_section

TRADE – CARGO CLAIMS AND THE LAW

--- Excerpted from an article by *The New York Law Journal* – Link at end ---

When goods move under a “through Bill of Lading” where part of the movement is via Ocean and the rest Inland, what law applies regarding liability for damage during transit? The conclusion of the US Court of Appeals is that goods damaged during the Inland portion of the movement are governed by US Federal Law, not the Carriage of Goods by Sea Act, (COGSA). COGSA would limit the inland carrier’s liability to \$500 per box/item.

THE CASE

Sompo Japan Insurance Co. of America v. Union Pacific Railroad Co.

The case involved competing cargo liability laws and the issue of what law governs a carrier’s duty when goods shipped from overseas are subsequently damaged in interstate transit prior to delivery.

WHAT HAPPENED

Tractors were contracted to be moved from Japan to Suwanee, Georgia. The ocean voyage was on MOL. The inland movement was on Union Pacific Railroad. 32 tractors were damaged in a derailment in Texas on their way to Georgia. Damage was estimated at USD 500,000.

CONFLICTING ARGUMENTS

UP argued that since goods moved on a through Bill of Lading that the Carriage Of Goods by Sea Act was governing law, limiting the railroad’s liability to \$500 per box/piece. This strategy was employed because the bill of lading contract contained a “period of responsibility” clause purporting to contractually extend COGSA’s reach beyond the sea voyage, and a “Himalaya” clause granting subcontractors the benefit of the ocean carrier’s defenses, such as COGSA’s package limitation.

The insurer argued that the Carmack Amendment to the Interstate Commerce Act applies to a carrier’s liability for goods damaged during interstate shipment and that this federal statute superceded the attempt here to extend COGSA’s package limitation contractually to the subcontractor railroad.

ORIGINAL DECISION

The District Court ruled COGSA applied and limited recovery to \$500 each piece.

APPEALS COURT DECISION

The Court of Appeals for the Second Circuit rejected COGSA’s extension to inland transit by a contract provision in the bill of lading, stating that the contract term was superceded by an applicable federal statute, Carmack.

The Appeals Court sent the case back to the District Court.

NOW WHAT?

In the words of the New York Law Journal, “The parties are now briefing these issues for resolution, and it is likely we have not heard the last of this case.”

SO WHAT?

As Allcovered so often explains... each claim is unique. The two words we hate to use, but which apply in so many claims and underwriting decisions are, “It Depends.”

What law applies? What were the Terms of Sale? What Incoterms apply? Who had the “Insurable Interest” in the goods at time of damage? Did cargo coverage apply at the time of damage? (Terms of Sale & Incoterms usually decide this).

Will a variation on this argument be made on Ocean/Trucking through Bills of Lading? Will this ruling be extended to Air/Inland moves? We have no idea.

WHAT YOU CAN DO

Protect yourself. Allcovered has it’s “Shippers Guide to Insurance” system... a video online and a booklet we can customize for your company that helps you teach your Shippers why they need coverage, what coverages are available, when coverage starts and stops, and how to make sure they are protected.

We event explain what you can do to be safe if Shippers refuse to protect themselves.

The financial and legal responsibilities you assume when you move freight for another are much greater than they were a few years ago. Be safe.

MORE: <http://www.law.com/jsp/nvli/PubArticleNY.jsp?hubtype=FeaturedContent&id=1161939920428>



BOOST BUSINESS – PROTECT YOURSELF

“Mike, I received the hand books. They do look fantastic, and they are very informative. I would like to include them in all of my presentation folders. How can I get another 50 copies?”

That's the response we are getting from clients who use Allcovered's exclusive "Shipper's Guide to Insurance" in their marketing.

We have a "Shipper's Guide to Insurance" video you can show your Shippers and those you are pitching for business... and a customized "Shipper's Guide to Insurance" booklet you can leave with them.

--- SO WHAT? ---

With these new tools you are teaching your clients... partnering with them for protection... and not just another Bubba asking for their freight.

--- YOU DESERVE IT – WE DELIVER IT! ---

Allcovered.net wants to help you grow.

You deserve to work with a company that does the extra things to help you.

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

TRADE – TNT TO SELL FORWARDING: Not long after selling its logistics unit, Netherlands-based postal and express group TNT confirms it will also divest its freight forwarding unit, TNT Freight Management. The company employs 2,300 people, with 126 offices in 28 countries. "The business unit as such is in excellent shape, however, as we are focusing on the growth opportunities in our core mail and express network distribution activities," says Peter Bakker, TNT's chief executive officer.

MORE: http://www.americanshipper.com/SNW_story.asp?news=41611

OCEAN – CHINA-US TRADE SCORCHING HOT: Shipping between the United States and China in 2005 grew at a faster pace than between the US and all world markets, with a dramatic widening of the trade imbalance between the two according to The Colography Group. US imports by all modes from China last year rose 19.2% reports Collography in a summary of air and ocean trade between the US and 224 of its trading partners.

MORE: http://www.americanshipper.com/SNW_story.asp?news=41669

OCEAN – US WEST COAST PORT VOLUME DOWN IN SEPTEMBER: Container volumes at West Coast ports reached their second-highest monthly total of the year in September, although the numbers were off slightly from August. Total container volumes in September dropped 3.2% from August. Container volume was down 2.8%. This trend indicates that retailers bring their first major shipments of primarily low-cost holiday merchandise into the country in August and then follow in October with higher-priced goods.

MORE: <http://www.joc.com/20061102/sections/ocean/w39640.asp>

OCEAN – APL EARNINGS DOWN: APL's third quarter earnings were down 66% on lower freight rates and higher fuel costs. APL's revenue per FEU (40-foot Equivalent Unit) was down 10% to \$2,652.

MORE: http://www.americanshipper.com/SNW_story.asp?news=41878

OCEAN – BREAKBULK OUTLOOK STRONG: Breakbulk rates are likely to remain strong and get stronger over the next four to five years, Fred Bedford, director of Jumbo Shipping, told the Journal of Commerce's 17th Annual Breakbulk Conference & Exhibition last week. For the specialized super-heavy lift segment of the trade, which can carry pieces of cargo of up to 100 feet in length, Bedford believes rates will stay very strong through 2010 because there is little capacity and the number of projects being built around the world is increasing rapidly.

MORE: <http://www.joc.com/lede/20061031/sections/ocean/w64665.asp>

OCEAN – BREAKBULK RISKS EVERYWHERE: Breakbulk shippers moving goods to destinations in Third World countries face a host of risks that are far greater than those facing shippers of containerized goods. A panel on geopolitical hotspots at The Journal of Commerce's 17th Annual Breakbulk Conference & Exhibition regaled attendees with vivid

examples of these risks, including piracy, royal coups, and terrorism. The Middle East is one of the hotspots, both because of the wars in Iraq and Afghanistan, but also because of the problems of royal succession in the states that belong to the Gulf Cooperation Council, said Bader Al-Saif, vice president of oil and gas for Kuwait-based PWC Logistics. With \$430 billion worth of oil and petrochemical projects on the drawing boards in the GCC states, shippers need to be cognizant of the fact that the problems of succession could disrupt some of these projects, Al-Saif warned. Piracy is rampant in Southeast Asia, Bangladesh, the coasts of East and West Africa, the Caribbean and the northern coast of South America, said Gary Strom, vessel chartering manager, Bechtel Global Logistics.
MORE: <http://www.joc.com/20061031/sections/ocean/w71747.asp>

OCEAN – ENERGY PROJECTS STRETCH CAPACITY: More capital-intensive petroleum, chemical, mining and engineering projects are being built around the world than ever before, but the capacity to meet the demand is in such short supply that these projects will face long delays. That's the belief of James Scotti, vice president and chief procurement officer for Fluor Corporation told The Journal of Commerce's 17th Annual Breakbulk Transportation Conference & Exhibition. Scotti sees strong demand across four major markets: oil and gas exploration and production; gas processing, fuel oil, and chemical production. Production in all the markets is increasing at 10% per year, according to Cambridge Energy Associates.
MORE: <http://www.joc.com/20061031/sections/ocean/w27142.asp>

OCEAN – INDIAN PORT TRUCKERS END STRIKE: Truck operators in India 's southern state of Kerala called off their five-day strike Friday, following a settlement with the state government. Truckers were protesting the recent order passed by the Supreme Court to install speed governors in vehicles.
MORE: <http://www.joc.com/20061103/sections/logis/w64706.asp>

OCEAN – GRAND ALLIANCE TO MAKE SEASONAL TRANS-PAC CUT: Grand Alliance carriers Hapag-Lloyd, NYK and OOCL will lay up vessels in the traditional transpacific slack season as they bid to balance supply and demand. Effective 20 November the lines will cut capacity by 3,000 TEUs (20-foot Equivalent Units) per week.
MORE: http://www.americanshipper.com/SNW_story.asp?news=41683

OCEAN – EMIRATES TAKES SLOTS: Emirates Shipping Line will take slots on the weekly Asia/US East Coast AUX service of Zim and Italia Marittima effective 21 November.
MORE: http://www.americanshipper.com/SNW_story.asp?news=41778

AIR – WORLDWIDE AIR CARGO UP: International airfreight traffic increased 4.9% in September, according to data released by the International Air Transport Association. Year-to-date, IATA says freight demand has grown 5.2% over the same period in 2005.
MORE: <http://www.joc.com/lede/20061101/sections/air/w57838.asp>

AIR – CONTINENTAL CARGO UP 1.1% IN OCTOBER:
MORE: http://www.americanshipper.com/SNW_story.asp?news=41868

AIR – AMERICAN AIR CARGO UP 1% IN OCTOBER:
MORE: http://www.americanshipper.com/SNW_story.asp?news=41966

AIR – LAX CARGO UP 11%: Cargo traffic at Los Angeles International Airport rose 11% in September as the peak season began in earnest.
MORE: <http://www.joc.com/lede/20061102/sections/air/w42425.asp>

AIR – FEDEX BUYS INDIA'S PRAKASH: FedEx has signed an agreement to acquire its Indian service provider, Prakash Air Freight, for \$30 million.
MORE: http://www.americanshipper.com/SNW_story.asp?news=41967

AIR - ROYAL JORDANIAN CARGO SERVICE TO BEIRUT: Royal Jordanian will start cargo service this week to Beirut. "Our A310 freighters work well for these shorter flights. Royal Jordanian Cargo... will be announcing more new freighter destinations in the coming weeks," says Geoffrey Weston, Vice President, Cargo.
MORE: <http://www.ameinfo.com/100104.html>

AIR – DECCAN TO LAUNCH CARGO SERVICE: India's Deccan Aviation plans to launch air cargo services through a new subsidiary within six to nine months.
MORE: <http://news.airwise.com/story/view/1162242307.html>

AIR – DELTA STARTS JFK-MUMBAI SERVICE: Delta Air Lines launched daily JFK-Mumbai flights, becoming the only carrier to offer direct service on the route.
MORE: <http://www.atwonline.com/news/other.html?issueDate=11%2F2%2F2006>

AIR – MALEV STARTS BKK SERVICE: Malev will launch twice-weekly Budapest-Bangkok service on 15 November aboard 767-200ERs.

AIR – AIR CANADA STARTS EDM-LHR SERVICE: Air Canada has begun Edmonton-London Heathrow flights aboard a 211-seat 767-300ER. The service, the only direct flight from Edmonton to Europe, will be operated thrice-weekly initially and increase to daily on April 1.

AIR – BOEING 747-8 UPDATE: There has been no immediate surge of orders for Boeing's alternative to the much delayed Airbus A380 super-jumbo. Boeing's 747-8 is a stretched version of the 747 that is 18.3-feet (5.6 meters) longer than the 747-400 and can carry 467 passengers in a standard configuration as competition to the Airbus A380 which will seat 550. Boeing says the 747-8F freighter will have a payload capability of 140 metric tonnes (154 tons) and a range of 8,288 km. (4,475 nm.). It will feature 16% more revenue cargo volume than the dash 400F, 14% lower operating cost per ton mile and 17% less fuel burn. So far Boeing has sold 44 747-8F Freighters, but only three passenger variants to unnamed buyers. Boeing prefers to make both the freight and passenger versions the same size. Some airlines in Asia and the Middle East would prefer the 747-8 passenger version be a bit shorter so it would have longer range. The first 747-8 freighter is scheduled for delivery to Luxembourg's Cargolux in late 2009. The first Intercontinental (passenger version) is tentatively set for delivery a year later.

MORE: <http://news.airwise.com/story/view/1162330527.html>

MORE: <http://www.atwonline.com/news/other.html?issueDate=11%2F1%2F2006>

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

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

WEEK AT THE GYM: ONE MAN'S STORY

DEAR DIARY;

For my sixty fifth birthday this year, my wife (the dear) purchased a week of personal training at the local health club for me. Although I am still in great shape since playing on my college tennis team 45 years ago, I decided it would be a good idea to go ahead and give it a try.

I called the club and made my reservations with a personal trainer named Belinda, who identified herself as a 26-year-old aerobics instructor and model for athletic clothing and swim wear. My wife seemed pleased with my enthusiasm to get started.

The club encouraged me to keep a diary to chart my progress.

MONDAY

Started my day at 6:00 a.m. Tough to get out of bed, but found it was well worth it when I arrived at the health club to find Belinda waiting for me. She is something of a Greek goddess - with blond hair, dancing eyes and a dazzling white smile. Woo Hoo!! Belinda gave me a tour and showed me the machines. She took my pulse after five minutes on the treadmill. She was alarmed that my pulse was so fast, but I attribute it to standing next to her in her Lycra aerobic outfit. I enjoyed watching the skillful way in which she conducted her aerobics class after my workout today. Very inspiring! Belinda was encouraging as I did my sit-ups, all though my gut was already aching from holding it in the whole time she was around. This is going to be a FANTASTIC week!!

TUESDAY

I drank a whole pot of coffee, but I finally made it out the door. Belinda made me lie on my

back and push a heavy iron bar into the air -- then she put weights on it! My legs were a little wobbly on the treadmill, but I made the full mile. Belinda's rewarding smile made it all worthwhile. I feel GREAT-!! It's a whole new life for me.

WEDNESDAY

The only way I can brush my teeth is by laying the toothbrush on the counter and moving my mouth back and forth over it. I believe I have a hernia in both pectorals. Driving was OK as long as I didn't try to steer or stop. I parked on top of a GEO in the club parking lot. Belinda was impatient with me, insisting that my screams bothered other club members. Her voice is a little too perky for early in the morning... and when she scolds, she gets this nasally whine that is VERY annoying. My chest hurt when I got on the treadmill, so Belinda put me on the stair monster. Why the hell would anyone invent a machine to simulate an activity rendered obsolete by elevators? Belinda told me it would help me get in shape and enjoy life. She said some other garbage too.

THURSDAY

Belinda was waiting for me with her vampire-like teeth exposed as her thin, cruel lips were pulled back in a full snarl. I couldn't help being a half an hour late, it took me that long to tie my shoes. Belinda took me to work out with dumbbells. When she was not looking, I ran and hid in the men's room. She sent Lars to find me. Then, as punishment, she put me on the rowing machine -- which I sank.

FRIDAY

I hate that Belinda more than any human being has ever hated any other human being in the history of the world. Stupid, skinny, anemic little cheerleader. If there was a part of my body I could move without unbearable pain, I would beat her with it. Belinda wanted me to work on my triceps. I don't have any triceps! And if you don't want dents in the floor, don't hand me the \$*&@ barbells or anything that weighs more than a sandwich. The treadmill flung me off and I landed on a health and nutrition teacher. Why couldn't it have been someone softer, like the drama coach or the choir director?

SATURDAY

Belinda left a message on my answering machine in her grating, shrilly voice wondering why I did not show up today. Just hearing her made me want to smash the machine with my planner. However, I lacked the strength to even use the TV remote and ended up catching eleven straight hours of the Weather Channel.

SUNDAY

I'm having the Church van pick me up for services today so I can go and thank GOD that this week is over. I will also pray that next year my wife (the ... Dear wife...) will choose a gift for me that is fun -- like a root canal or a vasectomy.

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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