

AllCovered NEWS

HIGHLIGHTS TO HELP YOU THIS WEEK

- Biz Planning For 2007 – Our multi-week planning guide starts
- Average Staff Raises for 2007
- Business Etiquette for the Holidays
- Do You Really Want to Run A Business?

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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 <<

NOTE: Each year Allcovered News works to bring you information to help you with your planning. Over the next few weeks we will have stories to help you in 2007.

BIZ PLANNING FOR 2007 – STAFF RAISES OF 3.5% TO 8.2%

As you plan your budgets for next year, keep in mind the market remains competitive for skilled administrative staffers.

"Firms recognize they must offer competitive compensation to attract the best employees," says Diane Domeyer, executive director of OfficeTeam. "Senior-level administrative professionals who can manage office activities and other support staff are in especially high demand and may see more significant gains in starting salaries in 2007."

--- SURVEY RESULTS ---

(Based on US National Averages)

- Senior office or facilities managers can expect starting salaries to rise an average of 8.2% in 2007. Salaries for this position will range from \$37,500 to \$52,000.
- Senior executive assistants will see average starting salaries up 6.5%, ranging from \$39,000 to \$54,000.
- Sales assistants can expect base compensation in the range of \$26,250 to \$34,000, up 3.4% over 2006.
- Customer-service and call-center reps will see a base compensation increase of 3.6%. Starting base compensation will range from \$21,500 to \$29,000.

Source: SMM's Performance Newsletter

BIZ PLANNING FOR 2007 – DOLLAR HEADED LOWER?: The dollar hit a 15-year low last week. US house prices are falling. The inventory of unsold homes in the US is high. The freight index, a measure of the volume of freight moving within the US is down. Is the dollar going lower? Most analysts seem to think the answer is "Yes." Factor that into your planning for 2007.

MORE: <http://www.telegraph.co.uk/money/main.jhtml?xml=/money/2006/11/29/cndollar29.xml>

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=57626

TECH BIZ – NEW SKYPE SOFTWARE COMING: If you have been wary of using the wildly popular internet voice and videoconferencing service Skype for security reasons, a new version out in beta now may raise your comfort level. Network administrators can control security and usage now. The new version also allows audio conferencing with up to 100 people that you can set up from your desktop.

MORE: <http://www.pcmag.com/article2/0,1895,2062415,00.asp>

Wednesday
Strike At Israeli
Ports – Airport
Truckers Strike
In Korea

**JUST FOR
FUN:**

A Freight
Forwarder's
Real Age
Difference
Between Cats &
Dogs

NEXT WEEK

Biz Planning
for 2007:
Economic
Outlook for
2007

End of Ocean
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Means More
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Links to source
stories at end of
excerpts

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BIZ PLANNING FOR 2007 – COMPANIES HAMPER SALES REPS

--- From the Sales and Marketing Management Performance Newsletter ---

What's keeping the sales force from success?

A new study by Industrial Performance Group suggests it is management. Too often, it says, managers keep salespeople occupied with tasks other than sales, hampering their productivity.

"There's untapped potential in salespeople and giving them more time to sell can increase financial returns," says Robert Nadeau, managing principal of the Industrial Performance Group. "Management can start small by finding simple issues and fixing them. If managers free up just an hour or two of each salesperson's week, the financial results can be surprising."

--- WHAT'S HOLDING BACK SALES REPS? ---

- Salespeople spend just 8% of their time prospecting and qualifying new customers. Yet they spend 23% of their time dealing with problems and mistakes, searching for information and expediting orders.
- Salespeople spend 62% of their time on non-revenue-generating activities and 38% of their time selling.
- Barriers to more selling: outdated work processes, lack of focus, too much/too little information, outdated sales training and an inability to execute.

Source: SMM's Performance Newsletter

BIZ PLANNING FOR 2007 – "GEAR DOWN" TO REACH UP

When managers speak with employees, or sales people pitch for new business, too often they forget a critical factor: Their audience cannot understand them but is too embarrassed to admit it.

According to the US Department of Education:

- 43% of American adults score at or below basic levels of prose literacy, meaning they are unable to read and understand sentences and paragraphs,
- 34% score at or below basic levels of document literacy, the ability to read sentence fragments, such as a medical prescription, a claim form, or basic memo.

It is a tightrope you must walk with skill.

You do not want to speak in such a way that you seem to "talking down" to your listener... but at the same time, you do not want to "talk over" them with words, phrases and ideas they do not understand.

Remember that people understand the spoken word at only 85 words per minute, so slow down... pause often... give your listener time to absorb what you are saying.

Want more ideas on effective sales planning and marketing?

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HEALTH BIZ 2007 – HEALTH LAW CHANGES AT STATE LEVEL: Congresswoman Tammy Baldwin, one of the most liberal members of Congress, and Representative Tom Price, one of the most conservative, seldom agree on political issues. Baldwin, supports universal health care similar to that in Canada. Price, a surgeon from Roswell, Georgia., adamantly opposes the idea. But the two agree on one thing: Significant health care reform stands little chance of getting through Congress. Watch for state by state health coverage actions in 2007.

MORE: <http://www.jsonline.com/story/index.aspx?id=535435&format=print>

HEALTH BIZ 2007 – SHIFTING RISK AND RESPONSIBILITY: For many workers trying to decide which health plan to choose, this year's open enrollment season comes down to two options: 1)- higher costs or 2)- higher risk. Either way, you pay -- whether taking on higher risk or taking more dollars out of each paycheck. And with health costs rising ever higher and more employers saying they can't take on the entire burden, the squeeze is on.

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

HEALTH BIZ – WAL-MART \$4 GENERIC DRUG PLAN NATIONWIDE: Wal-Mart Stores says it will expand its generic prescription drug discount program -- introduced earlier this year -- to stores in the 11 remaining states that do not yet offer the discount. Under the program Wal-Mart pharmacies sell 30-day prescriptions of certain generic medications for \$4. The program provides discounts for 160 different generic medications.
MORE: www.kaisernetwork.org/daily_reports/print_report.cfm?DR_ID=41264&dr_cat=3

BUSINESS ETIQUETTE FOR THE HOLIDAYS

--- Excerpted from an article in *Realtor Online* – Link at End ---

Holiday cheer comes once a year, but good impressions can last a lifetime. This festive time of year offers no shortage of opportunities to network, celebrate with colleagues, and show your appreciation to clients with holiday cards and gifts. Yet with all of these cheery occasions comes the potential for etiquette mishaps.

Sending Cards – Is Email Acceptable?

"E-mail cards are being done a lot," says Beverly Langford, author of "The Etiquette Edge: The Unspoken Rules for Business Success"... "But there are people who would think that's the easy way out, so it depends on your audience. But something is better than nothing, and sooner is better than later."

Charles Price, a realtor, says it's always better to do cards the old-fashioned way. "Handwritten notes are like gold," he says. "It's one of the best things you can do. You need to stay in contact with people at every opportunity, and the holidays are a season where you can market yourself with cards and gifts."

Gift-Giving Dilemmas: What to Buy?

Shopping for your valued clients and most trusted colleagues can be tough. You know them on a professional level, but do you really know what they'd enjoy as a gift?

Edible gifts are always a safe bet, but any thoughtful present will do.

Peggy Post of the Emily Post Institute says it's not necessary to give gifts to bosses, in general. "You don't want to look like you're currying favor, but if you feel like you really want to do something, you can bake something or buy something very simple."

Going to the Party: What to Wear or Bring?

Don't make assumptions about what to wear, especially if you've never been to that party before. If the invitation doesn't state the attire, call and ask. You don't want to show up underdressed to a black-tie event or over-dressed if it is casual.

To arrive to a party in style, there's one accessory you can't forget: a gift for the host. Just bring something simple like a box of high-quality chocolates to denote your gratefulness for the invitation."

Conversation Starters: What's Off Limits?

At a work-related party, you should make an effort to veer away from "shop talk" and include spouses in the conversation. Ask open-questions that let the other person talk."

Making a Toast: What Should You Say?

Whether you're moved to make a toast at a friend's party or you're hosting a gala and would like to say a few words, keep it short and to the point, focusing your remarks on the event being celebrated. A joke or short story is OK, as long as it's clean.

Stating the Obvious: Watch What You Drink

Among all holiday etiquette mistakes, having too much alcohol to drink always tops the list, experts say. Your professional reputation and your friendships are at stake.

To avoid embarrassing situations, either don't drink alcohol or limit your intake.

The days of work parties where coworkers let down their hair, got drunk, and ended up wearing lampshades on their heads are out of style.

MORE: <http://www.realtor.org/rmomag.NSF/pages/Feat1200612?OpenDocument>

SMALL BIZ – DO YOU REALLY WANT TO RUN A BUSINESS?

--- Excerpted from an article by Scott Clark – Link at end ---

Many people, driven primarily by disenchantment with their present jobs, believe they have the attributes to be successful entrepreneurs. They long for the independence and freedom of owning their own business.

They overlook the risks and uncertainty of owning a business that their present employer is assuming for them. They may want the glory, but they may not have what it takes to tough it out on their own.

If you think you've got what it takes to run your own show, read on and see if you can identify with some common characteristics of successful entrepreneurs:

- They are highly self-confident individuals with extremely high standards. They are hard-driving, emotionally charged, overly energetic people, who will judge both themselves and their employees harshly when even minor mistakes are made.
- They strive to maintain absolute control over their destinies. Most have little, if any, management experience.
- They are goal-oriented to a fault, and they cannot tolerate mediocrity or failure. Success is the only result acceptable to them. They are workaholics in their quest.
- While they are willing to make great sacrifices to achieve success, they are also impatient and bored by the planning and administrative aspects of their companies, often ignoring these tasks.
- They have large egos needing to be nurtured. They tend to believe they are always right, and it is difficult for them to heed the advice of others (no matter how sound the advice) when it differs from their own beliefs.
- They are calculated risk takers. They tend to have a gut feeling to guide them, and they are willing to "bet the store" on their choices.
- They are good communicators who can generate enthusiasm within others because they believe so deeply in their cause. However, they sometimes have trouble accepting the fact that their employees are not driven by the same inner motivation to succeed. Therefore, they often fail to properly motivate their own employees.
- They are weak in money matters, seeing cash only as a means to an end, rather than as an essential commodity needing to be constantly and carefully monitored. Either they are so positive they will succeed that financial planning seems irrelevant to them, or they are so uncomfortable in dealing with finances that they avoid money matters as much as possible.
- Because they are so self-confident, energetic, and driven to succeed, they often perceive themselves as infallible. They fail to realize, often until it's too late, that no amount of drive or raw talent can substitute for experience.
- Above all, they are visionaries. They see a vision of the future, and they strive against all odds to make their vision a reality.

As this profile demonstrates, the entrepreneurial personality is a mixed bag of positive and negative attributes. The same all-consuming drive that provides the creative energy to launch a business can also lead to its downfall.

TAKE THIS QUIZ

If you still think you have what it takes and can overcome the negative traits listed above, then I would ask you to write a short (less than ten-word) answer to this question: What do you seek from owning your own business?

If one of your key responses was POWER, be very careful. Striving for power usually alienates those who serve under you. Even if you succeed, you will always be confronted by others who can exert more power than you.

If one of your answers was to CREATE, consider this: Entrepreneurs who love to create tend to make lousy business executives. If you really want to focus your energies on developing new widgets, recruit someone else to run the business and manage the bottom line.

Other typical responses include RECOGNITION, PRESTIGE, MONEY, and EXCITEMENT. Recognize these aren't actually reasons, they are just powerful motivators.

NOW ANSWER THIS

Perhaps the clearest way to plot your course is to answer one more question. Write a paragraph in response to this question: "If you knew when your life would end, what must you have accomplished by that time so that you could look back on your life with a sense of deep satisfaction?"

Now review your answer carefully. Is running your own business going to allow you to accomplish your goals?

If not, you may want to consider another line of work that will help you achieve your desired objectives... or ways to make your current situation more attuned to your true goals.

MORE: http://www.bizjournals.com/extraedge/consultants/company_doctor/2006/09/18/column531.html?hbx=e_sol

>>>> TRUCKING SECTION <<<<

TRUCKING – TONNAGE INDEX FALLS: The American Trucking Associations' advanced seasonally adjusted for-hire Truck Tonnage Index dropped 1.8% in October. The latest reduction put the index at its lowest level since the end of the 2006 first quarter. For the year the index is down 2.1%.

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=57624

TRUCKING – FMCSA SHOULD “THROW THE BOOK” AT REPEATERS: In the past year, the Federal Motor Carrier Safety Administration imposed the maximum fine on only 33 of 533 repeat violators, says a federal audit that recommends harsher treatment for fleets that are chronic offenders. At the same time, the audit praises FMCSA, saying the agency's implementation of the Motor Carrier Safety Improvement Act of 1999 has greatly improved truck and bus safety.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=56668>

TRUCKING – OOIDA OPPOSES SPEED LIMITERS: In a letter to two federal agencies, the Owner-Operator Independent Drivers Association (OOIDA) has voiced its strong opposition to petitions by the American Trucking Associations (ATA) to mandate speed governors on commercial motor vehicles. OOIDA president and CEO Jim Johnston states restricting commercial trucks to speeds below 68 mph would provide no safety benefit and would, in fact, have a negative impact on highway safety, saying on some highways "...operating a truck at or above 68 miles per hour can be appropriate, safe and legal."

MORE: <http://www.thetrucker.com/News/Stories/2006/11/27/OOIDAlettervoicesoppositiontospeedlimiters.aspx>

TRUCKING – EXPERTS DISCUSS WAYS TO CUT CARGO THEFT:

MORE: <http://www.ocala.com/apps/pbcs.dll/article?AID=/20061130/NEWS/211300343/1001/NEWS01>

TRUCKING – US PASSPORT DEADLINE MOVED UP: See "Air & Ocean" section.

TRUCKING – VOLVO TRUCK GROUP SALES UP 10% IN 2006:

MORE: <http://www.thetrucker.com/News/Stories/2006/11/27/VolvoGroupreports%E2%80%98strongdemand%E2%80%99inNorthAmerica.aspx>

TRUCKING – DIESEL UP: The US national average on-highway price of a gallon of diesel climbed 1.4 cents a gallon according to the Energy Information Administration of the Department of Energy. The average price of \$2.567 is 8.8 cents higher than one year ago.

MORE: <http://www.thetrucker.com/News/Stories/2006/11/27/Priceofdieselupforthethirdstraightweek.aspx>

MORE: <http://www.etrucker.com/apps/news/article.asp?id=56712>

>>>> SECURITY SECTION <<<<

SECURITY – MORE TWIC PROBLEMS

Given the slow pace at which bureaucracies move, it would be easy to say the Transportation Worker Identification Credential (TWIC) program will never meet the 1 July 2007 deadline set by Congress for operation.

That could mean a lot of chaos and frustration in coming months for truckers, port workers, air cargo workers and all of the 850,000 workers expected to be required to use the TWIC.

The US government wants a card that identifies all truckers, airport, airfreight port and other workers up and running... quickly... but new concerns about error rates inherent in government biometric identification cards are the latest problem to plague the long-delayed Transportation Workers Identification Credential program.

TWIC is supposed to be deployed at the top 40 US ports no later than 1 July 2007.

Two problems are paramount.

First, there are worries that TWIC smart cards, which use a personal identification number and must be inserted into a reader, won't work properly in the harsh, salty air of marine environments. DHS officials, in response, withdrew the card readers from the initial TWIC deployment. They now are working with industry and port authority officials

to develop standards for "contact-less" TWIC readers to avoid the problems of corrosion from salt air and water.

Second, serious concerns are surfacing about the 1% system error rate. That figure reflects a 1 in 100 false acceptance rate, and a 1 in 100 false rejection rate.

--- **1% FAILURE? – SO WHAT?** ---

At a busy port welcoming 1000 trucks an hour, a 1% failure rate would be at least ten false reads per hour.

Would such an error rate significantly slow commerce? "Absolutely, it would," said Lisa Humber, vice president for the Maritime Exchange for the Delaware River and Bay, a nonprofit trade association that participated in TWIC prototype testing.

"We've got vehicles backed up five to seven deep, so you'd have to pull someone out of line and let them through, because you cannot back out. And some of the ports have only one lane," Humber told Washington Technology. "We'd certainly be concerned about the potential for a lot of false reads, and 1-in-100 is a large number."

MORE: http://www.washingtontechnology.com/news/21_23/cover-stories/29754-1.html

SECURITY – WORKING GROUP MEETS ON TWIC

--- Excerpted from a detailed article in *American Shipper* – Link at end ---

A working group of industry representatives met in Washington last week at the request of the Department of Homeland Security to develop technical standards for a standardized biometric identification card. The working group is co-chaired by Lisa Humber, (see story above) who says DHS's guidelines to the working group are to develop a card that:

- Doesn't require proprietary technology.
- Incorporates privacy controls.
- Is interoperable with new standards for government-issued ID cards for federal employees and contractors to access federal facilities.
- Is capable of incorporating future undefined capabilities.
- Can support maritime operations.
- Is suitable for mass production.

A rule is expected later this month or early in 2007 requiring longshoremen, seafarers, truck drivers and others who regularly conduct business on the waterfront to enroll in the program so the government can conduct

background checks, collect fingerprints and issue ID cards. The cards for unescorted access to secure port areas will be issued to roughly 850,000 workers during a period of 18 months.

The Transportation Security Administration has said the biometric ID cards will cost most workers \$149. For workers that have already undergone background checks for other credentials, such as Haz-Mat endorsements, the cards would cost about \$95.

The working group has until the end of February to submit its recommendations to DHS. A pilot test scheduled to commence in early April. The ports of New York-New Jersey and Los Angeles-Long Beach will participate in the test program. The top 40 ports in the US are required by law to have the TWIC program for all workers by 1 July.

MORE: http://www.americanshipper.com/SNW_story.asp?news=43296

CHALLENGING TIMELINE

- End of February – card capability recommendations due
- April – Tests at PONY-NJ, LA-Long Beach
- July 1 – TWIC for all workers at top 40 ports

SECURITY – NEW BOX SCREENING TECHNOLOGY ANNOUNCED:

MORE: <http://www.upi.com/SecurityTerrorism/view.php?StoryID=20061127-123137-1569r>

SECURITY – ANOTHER X-BOX TRUCKLOAD THEFT IN LONDON:

MORE: <http://tech.blorge.com/Structure:%20/2006/11/26/xbox-360s-stolen-by-the-truckload/>

SECURITY – THEFT TRUCKS FOUND IN MALAYSIA: More than 20 robbers entered the Batu Maung Free Commercial Zone cargo complex and made off with \$12.7-million of microchips and motherboards on 20 November. Nine suspects have been arrested.

MORE: <http://thestar.com.my/news/story.asp?file=/2006/11/27/nation/16140814&sec=nation>

MORE: <http://thestar.com.my/news/story.asp?file=/2006/11/26/nation/16137590&sec=nation>

>>> AIR & OCEAN SECTION <<<

NEXT WEEK:

IN-DEPTH FOCUS ON WHAT THE END OF LINER CONFERENCES MEANS TO YOU.

OCEAN – MAERSK CUTS TRANS-PAC CAPACITY AND HIKES RATES: Maersk says it will pursue a general rate increase of at least \$300 per 40-foot equivalent unit (FEU) to US West Coast ports and a hike of \$500 to US East Coast ports. Earlier in November Maersk said it was raising Europe to US rates up by \$300 per container effective 1 January. Maersk said increases will be even greater for cargo continuing to inland destinations, in order to offset the dramatic cost increases of providing inland service.

MORE: <http://today.reuters.com/news/articlebusiness.aspx?type=basicIndustries&storyID=nL27212340&imageid=&cap=&from=business>

MORE: http://www.americanshipper.com/SNW_story.asp?news=43245

MORE: <http://www.joc.com/20061127/sections/ocean/w78374.asp>

OCEAN – 16 FEFC CARRIERS HIKE ASIA-EU RATES: Maersk, MSC and 14 other shipping lines plan to raise their rates for moving cargo to Europe from Asia. The 16-member Far Eastern Freight Conference plans to raise three-month contract rates for shipping goods to Europe from Asia, excluding Japan, by \$200 per 20-foot standard containers from 1 January. The group handles about 60% of trade between Asia and Europe. The average rate for shipping goods to Europe from Asia dropped 22% from a year earlier to \$1,408 per 20-foot container in the second quarter, according to Containerisation International..

MORE: http://www.bloomberg.com/apps/news?pid=20602060&sid=aZXJzGQuiy8Q&refer=movers_by_index

OCEAN – HAPAG-LLOYD HIKING TRANS-ATLANTIC RATES: Hapag-Lloyd is joining Maersk and MSC in raising rates in the North Europe-to-North America trade. From 1 February rates will rise \$200 per TEU and \$250 per FEU.

MORE: http://www.americanshipper.com/SNW_story.asp?news=43309

OCEAN – MAERSK LAUNCHES WEEKLY CENTRAL AM – EU SERVICE: Beginning in January, Maersk Line will start a weekly service connecting Central America and the Caribbean directly with Northern Europe in an effort to support growth in reefer products from Costa Rica, Panama and Jamaica into the main distribution centers in Northern Europe as well as dry cargoes.

MORE: http://www.americanshipper.com/SNW_story.asp?news=43307

OCEAN – CMA-CGM EXPANDS US SERVICES: French carrier CMA CGM will upgrade its service from Europe to Australasia via the US East Coast and Panama Canal with the deployment of a seventh vessel in early December. The TDM Panama Direct service calls at US East Coast ports New York, Norfolk, and Savannah before transiting the Panama Canal and on to Tahiti and Noumea, Australia and New Zealand. The carrier also has added the Port of Boston to its trans-Atlantic rotation connecting US East Coast ports with Northern Europe.

MORE: <http://www.joc.com/20061128/sections/ocean/w63033.asp>

MORE: http://www.americanshipper.com/SNW_story.asp?news=43385

OCEAN – LOWER BAF FOR ESPMC-WITASS: Carriers in the ESPMC-WITASS Conference that covers the Europe/Caribbean/South America trade have lowered their bunker surcharge for January sailings by roughly 5% at a time when many lines are experimenting with slowing the service speed of ships in order to save on fuel consumption.

MORE: http://www.americanshipper.com/SNW_story.asp?news=43306

OCEAN – CONGESTION CHARGES AT PUERTO CABELLO: Chilean ocean carrier Compania Chilena de Navegacion Interoceanica says congestion at Puerto Cabello has forced it to raise its congestion surcharge for all export and import cargo at the Venezuelan port to \$93 per TEU and \$186 per FEU.

MORE: http://www.americanshipper.com/SNW_story.asp?news=43305

OCEAN – IS HANJIN FOR SALE?: Shares of Hanjin Shipping, South Korea's largest shipping line, have jumped on speculation that the company may become a takeover target.

MORE: http://www.thestandard.com.hk/news_detail.asp?we_cat=10&art_id=32840&sid=11075642&con_type=1&d_str=20061128

OCEAN – PORT MERGERS IN VANCOUVER?: The boards of directors of the Vancouver, North Fraser and Fraser River port authorities ratified a report recommending their integration into a single Canada Port Authority in an effort to capture a larger share of Pacific trade. The report is being forwarded to the Federal Minister of Transport, Infrastructure and Communities for his review and action.

MORE: http://www.americanshipper.com/SNW_story.asp?news=43295

OCEAN – CANADIAN TEACHERS BUY PORTS: The Ontario Teachers' Pension Plan Board will pay \$2.35 billion for four ocean terminals located in two of North America's busiest ports from the Hong Kong-based parent company of container shipping line OOCL, Orient Overseas (International) Limited (OOIL). Deltaport and Vanterm terminals in Vancouver; New York Container Terminal at Staten Island and Global Terminal in Bayonne, New Jersey are the terminals involved. The Ontario Teachers' Pension Plan is an independent corporation responsible for investing the \$96 billion (Canadian dollars) fund and administering the pensions of Ontario's 163,000 elementary and secondary school teachers and 101,000 retired teachers.

MORE: http://www.americanshipper.com/SNW_story_main.asp?news=43164

MORE: <http://www.joc.com/20061127/sections/ocean/w86288.asp>

OCEAN - DP WORLD EXPECTS BIDS IN TWO WEEKS FOR US PORTS:

MORE: <http://www.newsday.com/news/politics/wire/sns-ap-ports-security.0.3186506.story?coll=sns-ap-politics-headlines>

MORE: <http://www.joc.com/lede/20061128/sections/ocean/w12614.asp>

OCEAN – INTERMARINE ADDS HEAVY-LIFT SHIP: Intermarine has taken delivery of the second of six new heavy lift ships joining the New Orleans-based line's fleet.

MORE: <http://www.joc.com/20061130/sections/ocean/w437.asp>

OCEAN – SO-CAL PORTS EYE MAG-LEV TRAINS TO CUT SMOG

The odds are this idea will not fly, but in searching for ways to reduce air pollution and highway congestion, harbor officials in Southern California might resort to so-called maglev trains to haul cargo containers to and from the Los Angeles and Long Beach ports... the first freight application of the technology anywhere in the world.

"If we are going to get serious about cleaning up the port, we need to bring electric power into the transportation system. We need to be emission free if we are going to grow," said S. David Freeman, president of the Los Angeles Harbor Commission. "Maglev is one of several options we are looking at. It has a lot going for it."

Now under study at Cal State Long Beach are three maglev proposals to shuttle cargo to rail yards in Los Angeles and to inland distribution centers in Victorville and Beaumont.

Maglev, or magnetic levitation, trains produce no air pollution along their routes and are powered by magnetic fields in guideways that pull them along at speeds up to 300 mph. So far, two systems have been built for commercial passenger service in China and Japan.

Adapted for freight, researchers say, maglev trains could do the work of thousands of trucks and conventional locomotives, cutting harmful emissions in the port area and alleviating congestion on rail and highway corridors that serve the nation's largest harbor complex.

By 2030, the ports of Los Angeles and Long Beach are expected to handle the equivalent of 21 million 40-foot cargo containers annually... triple today's volume.

Truck trips on the Long Beach Freeway are expected to increase from 40,000 a day to more than 90,000 in the next 25 years.

Researchers say maglev freight systems are becoming economically attractive because of the need to reduce air pollution and the high cost of building highways and conventional rail lines.

MORE: <http://www.latimes.com/technology/la-me-maglev28nov28.1.3172244.story?coll=la-headlines-technology&track=crosspromo>

AIR – SLOW OCTOBER AIR FREIGHT GROWTH: International airfreight traffic slowed dramatically in October, traditionally one of the strongest months of the year. Global volume increased 2.3% in October from the same month a year ago, according to the International Air Transport Association. It was the weakest monthly growth rate in a year, and contrasts with 4.9% growth in September -- the same growth rate for the first 10 months of the year.

MORE: <http://www.joc.com/20061130/sections/air/w840.asp>

MORE: http://www.americanshipper.com/SNW_story.asp?news=43603

AIR – TAIWAN'S CHINA AIR EYES CARGO FUTURE

When you are number five in global air freight, you try harder and keep an eye on the competition.

Taiwanese carrier China Airlines sees competition across the border clouding the outlook for Hong Kong's airfreight business, especially once airports in southern China resume direct links with Taiwan.

China Airlines is the world's fifth largest air cargo carrier in terms of freight ton kilometers flown, data for 2005 from the International Air Transport Association show. Korea Air, Deutsche Lufthansa, Singapore Airlines and Cathay Pacific are the top four.

China Airlines general manager (Hong Kong) Michael Wu said: "Hong Kong International Airport is facing a significant threat to its cargo business from Guangzhou's new Baiyun airport. If Guangzhou strengthens its facilities, such as customs and capacity, Hong Kong would lose its advantage after three to five years."

He said China Airlines intends to tie up with other mainland carriers through a special prorated agreement to avoid losing market share, "...to tap their network to secondary cities like Changsha."

Wu expects the next round of negotiations between Hong Kong and Taiwan, due in the first half of next year, will pave the way for a rearrangement of cargo capacity on the route.

MORE: http://www.thestandard.com.hk/news_detail.asp?pp_cat=1&art_id=32755&sid=11036393&con_type=1

AIR – AF-KLM CARGO LOSSES: Air France-KLM says its cargo unit lost \$7.8-million amid stiffer competition on Asian routes in the second quarter. The company blames the "highly competitive" environment, particularly in Asia, and rising fuel prices which hit its freighters harder than its younger, more fuel-efficient passenger aircraft. Cargo revenues were up 3.7%, volume up 3.2%, but the load-factor was flat.

MORE: <http://www.joc.com/lede/20061127/sections/air/w60766.asp>

AIR – AF-KLM AS A WHOLE MADE MONEY:

MORE: <http://www.atwonline.com/news/story.html?storyID=7176>

AIR – US-AIR MAKES PITCH FOR DELTA: US Airways presented its case for a takeover of Delta Air Lines Thursday to DL management and representatives of its creditors' committee. US Airways Chairman and CEO Doug Parker said, "We reviewed our offer and had a chance to engage in discussions on the many facets of this proposal. While we recognize the steps that Delta management has taken, we are confident that our proposal for a 'New' Delta will create more value than a standalone plan." A post-meeting statement from DL called the meeting an "obligation" and reiterated the airline's intention to emerge from bankruptcy as an independent carrier. It was not clear whether the parties would meet again to take US Airways' unsolicited bid for its larger rival further. Delta was legally obliged to review the bid. An ad hoc group of bondholders, organized last week, aims to put pressure on Delta to fully consider the US Airways bid, a person familiar with the matter has said.

MORE: <http://www.atwonline.com/news/story.html?storyID=7232>

MORE: <http://news.airwise.com/story/view/1164971792.html>

MORE: <http://news.airwise.com/story/view/1164920611.html>

AIR – DELTA CUTS OCTOBER LOSS TO \$88-MILLION:

MORE: <http://news.airwise.com/story/view/1164919768.html>

TRADE – \$10,000 AND UP GATE PENALTIES BEGIN WEDNESDAY AT US PORTS:

US Customs and Border Protection has issued more severe guidelines for mitigating penalties against companies that release without permission import cargo flagged for security inspections at ports of entry. CPB will hold terminal operators and other transportation service providers liable for any delivery mistakes. Fines for unauthorized removal of containers will be reduced to between \$10,000 and \$25,000, compared to the traditional practice of automatically lowering penalties to \$2,500. A second violation will result in fines ranging between \$25,001 and \$50,000, and a third penalty will result in mitigated fines of \$50,001 and \$75,000. In each instance, the fine could also be set at or 75% of the domestic value of the cargo, whichever is lower.

MORE: http://www.americanshipper.com/SNW_story.asp?news=43596

TRADE – WHAT \$10,000 GATE FEES MEAN FOR FORWARDERS: If a port terminal releases a flagged container by mistake, the fine will be a minimum of \$10,000 (no longer

dropped to \$2,500) and could run as high as \$25,000 for the first offense. If the goods move on your Bill Of Lading, you could be named in any actions or lawsuits.

TRADE – STRIKE SHUTS ISRAELI PORTS & AIRPORTS: Israel's largest trade union Wednesday launched a general strike that shut down all seaports and the country's only international airport. The walkout began after the government and Histadrut labor union failed to reach agreement on funding of union locals by Jerusalem.

MORE: <http://www.joc.com/20061129/sections/ocean/w57829.asp>

TRADE – TRUCK STRIKE IN KOREA BUT “CHAOS” UNLIKELY: South Korean officials were confident late last week about tackling the logistical difficulties arising from a strike by the country's truck drivers. The Korea Cargo Transport Workers Union, which represents about 1,000 truck drivers, announced the strike to demand an improvement of their freight operating systems and basic labor rights. The scheduled industrial action, if launched, follows a similarly-scaled one in 2003, when unionized truck drivers blocked major ports and highways and caused havoc for the country's exports. Whether the situation becomes serious is expected to depend on the outcome of a meeting scheduled for tomorrow (Tuesday) by the National Assembly's Construction and Transportation Committee.

MORE: <http://english.yonhapnews.co.kr/Engnews/20061130/61000000020061130201719E6.html>

TRADE – FMC DENIES SETTLEMENT IN UNREGISTERED NVO CASE: The Federal Maritime Commission has turned down settlement agreements in a case involving eight Florida-based non-vessel-operating common carriers, and ordered the case returned to an administrative judge to further justify the settlements. The FMC got a federal injunction against the eight household movers for alleged violations of the Shipping Act, including operating without a license, tariff, or proof of financial responsibility. FMC says it has received more than 250 complaints against the group, including failure to deliver cargo, lost cargo, overcharges, and charging for insurance that was never obtained. The companies identified in the case are Moving Services LLC, International Shipping Solutions, Dolphin International Shipping, All-in-One Shipping, Boston Logistics, Around the World Shipping, Tradewind Consulting, and Global Direct Shipping, and 15 individuals associated with the companies.

MORE: <http://www.joc.com/20061130/sections/ocean/w84652.asp>

MORE: http://www.americanshipper.com/SNW_story.asp?news=43598

TRADE – DHL HIKES RATES 3.9%: DHL Express says international and domestic express rates will average 3.9% higher in 2007.

MORE: <http://www.joc.com/lede/20061130/sections/air/w29307.asp>

TRADE – K+N BUYS HSBC EXPORT SERVICES: Kuehne + Nagel has agreed to buy the export services division of Britain's HSBC Bank, effective 1 December. Based in Coventry, England, and employing about 30 staff, HSBC Export Services specializes in export documentation and credit management as well as sea freight and road freight. No financial terms were released.

MORE: http://www.americanshipper.com/SNW_story.asp?news=43238

TRADE – US PASSPORT DEADLINE MOVED UP: Truckers carrying shipments into the United States from Canada and Mexico may be required to show passports at border crossings earlier than first planned. The deadline could be moved up to 1 January 2008 for all US, Canadian and Mexican citizens entering or re-entering the United States. Air travelers entering or re-entering the US from Canada, Mexico and Bermuda must present passports on arrival starting 23 January 2007.

MORE: <http://www.joc.com/lede/20061128/sections/trade/w69468.asp>

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

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

FREIGHT FORWARDER'S REAL AGE

I am not over 50. I am 49.99 plus shipping and handling.

DIFFERENCE BETWEEN CATS AND DOGS

--- CAT'S DIARY ---

Day 683 of my captivity.

- My captors continue to taunt me with bizarre little dangling objects.
- They dine lavishly on fresh meat, while the other inmates are fed hash or some sort of dry nuggets. Although I make my contempt for the rations perfectly clear, I nevertheless must eat something in order to keep up my strength. The only thing that keeps me going is my dream of escape. In an attempt to disgust them, I once again vomit on the floor.
- Today I decapitated a mouse and dropped its headless body at their feet. I had hoped this would strike fear into their hearts, since it clearly demonstrates what I am capable of. However, they merely made condescending comments about what a "good little hunter" I am. The audacity!
- There was some sort of assembly of their accomplices tonight. I was placed in solitary confinement for the duration of the event. However, I could hear the noises and smell the food. I overheard that my confinement was due to the power of "allergies." I must learn what this means, and how to use it to my advantage.
- Today I was almost successful in an attempt to assassinate one of my tormentors by weaving around his feet as he was walking. I must try this again tomorrow... but at the top of the stairs.
- I am convinced that the other prisoners here are flunkies and snitches. The dog receives special privileges. He is regularly released and seems to be more than willing to return. He is obviously mentally challenged!
- The bird has to be an informant. I observe him communicate with the guards regularly. I am certain that he reports my every move. The captives have arranged protective custody for him in an elevated cell, so he is safe..... for now....

--- DOG'S DIARY ---

8:00 am: Dog food! My favorite thing!
9:30 am: A car ride! My favorite thing!
9:40 am: A walk in the park! My favorite thing!
10:30 am: Got rubbed and petted! My favorite thing!
12:00 pm: Lunch! My favorite thing!
1:00 pm: Played in the yard! My favorite thing!
3:00 pm: Wagged my tail! My favorite thing!
5:00 pm: Milk bones! My favorite thing!
7:00 pm: Got to play ball! My favorite thing!
8:00 pm: Wow! Watched TV with my master! Heavenly!
11:00 pm: Sleeping on the bed! My favorite thing!

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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