

AllCovered NEWS

HIGHLIGHTS TO HELP YOU THIS WEEK

- Biz Planning For 2007 – Our multi-week planning guide
- Failure Is Not An Option In 2007
- 12 Tech Ways To Boost Business
- State of Global Security Chain

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Monday, 18 December 2006 --- Edition #519

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Allcovered.net – PO Box 1439 – 304 MLK Jr Dr – Fort Valley, GA 31030 USA – Voice: +1.478.825.5566

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AllCovered News

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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

HOLIDAY CLOSINGS

Friday, 22 December: Offices Closing at 1200 US Eastern Time
Monday, 25 December: Offices Closed for Christmas Holiday
Tuesday, 26 December: US Offices Open – UK Office Closed
Monday, 1 January '07: Offices Closed for New Year's Holiday

>> SMALL BUSINESS SECTION <<

NOTE: Each year Allcovered News works to bring you information to help you with your planning. Throughout December we will have stories to help you in 2007.

BIZ PLANNING 2007 – FAILURE IS NOT AN OPTION

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

As Allcovered continues its planning for 2007 focus, let's continue based on projections that the economies of the world, as a whole, will slow in 2007.

Detailed economic outlooks are in last week's Allcovered News available here: <http://www.allcovered.net/AC-News-PDF.htm>

Asia, China and many areas will do well, but if analysts are right, the US economy which has pulled the rest of the world along since the mid 1990's will slow quite a bit. That could lead to failure for many businesses... but it is critical to keep in mind... If you fail, it's because you've chosen to fail

Ever hear the old saying, "Failure is an event, not a person"? That statement is half right. Failure is an event and a person. But always remember: **Failure is avoidable.**

Here are 16.5 reasons that failure occurs:

1. Being self-defeatist. That's telling yourself why it won't happen, not why it will.
2. Lack of belief in your company, product or yourself. If you don't believe, you can't convince others to believe.
3. Limited self-image. You hope they like you, because you don't like yourself enough to create your own self-confidence.
4. Laziness. You lack the personal sense of urgency needed to create it in others.
5. Failure to prepare. This is most evident in the presentation phase of persuading a prospective client to try you and your services.
6. Failure to do your homework. You need to gain knowledge about how your customer or prospect will benefit from your product or service.
7. Procrastination. This involves putting off the homework it takes to be a winner.
8. Saying the wrong thing. Making the wrong comments to the customer, about the competition, about your company, about your product or about yourself is an easy way to lose.

Airline Profits
In 2007
Qantas Sold
More Airlines In
Merger Talks
DP World Sells
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APL Reports
Lower Per-Box
Rates

**JUST FOR
FUN:**

12 Fun Rules
For The
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Politically
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NEXT WEEK

Biz Planning
for 2007:
Hiring For Your
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Links to source
stories at end of
excerpts

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CONTACT US

Allcovered.net
-US-
PO Box 1439
304 MLK Jr Dr
Fort Valley, GA
31030 USA
Voice:
+1.478.825.5566

-UK-
Voice:
+44.84.5838.2094
Email:
mike.miller@allcovered.net
john.larrard@allcovered.net

9. Showing greed. This involves trying too hard to close the sale, rather than trying to help the customer benefit.
 10. Insincerity. Most salespeople never get this one.
 11. Not perceived as trustworthy. Trust is earned through likeability and believability.
 12. Failure to work your tail off. Many seasoned sales people get out-hustled by a younger, more aggressive salesperson.
 13. Failure to follow your own plan. Cutting corners results in lost business.
 14. Trying to do everything yourself. You have a team of people, a boss and an army of customers all willing to give you help. But you have to ask for it.
 15. Making excuses rather than making sales. Excuses are not a reason for failure; they're the scapegoat.
 16. Failure to do your best. In sales, second best is first loser. Doing your best requires commitment, focus and dedication.
 - 16.5. Not loving what you do. Nothing ensures failure more than a lack of passion for what you do or a lack of passion for what you sell.
The only good part about failure is that it's an option.
Failure to do your best, for example, is making a choice.
And notice the list does not include "got beat on price" as one of the failures. It's one of the excuses.
- MORE: http://www.bizjournals.com/extraedge/consultants/sales_moves/2006/11/27/column527.html?hbx=e_sol

BIZ PLANNING 2007 – JUDGE TRADE SHOW ATTENDEES

--- Excerpted from an article by Susan Friedmann – Link at end ---

Don't waste time on time wasters.

To help you plan for 2007 last week Allcovered News offered ideas on how you and your company can be Trade Show Stand-Outs. Read it here: <http://www.allcovered.net/AC-News-PDF.htm> in our 11 December edition.

This week, suggestions on how you judge the possibilities all those people you meet at Trade Shows offer to you and your company.

The trade show floor is full of different types of people with different agendas.

Some people have specific goals for attending the show; others do not.

Your observation and questioning skills will be the key to determining who may be a viable sales prospect and, ultimately, whether the show is successful.

You can slot most Trade Show attendees into one of these categories:

Definites: If you have done a thorough job of pre-show marketing, definite prospects and existing customers will visit your booth.

Demonstration Junkies: Watch out for passers-by who are attracted to your booth by a demonstration or other activity. These could be valuable prospects or time wasters. Ask a few short, open-ended questions to find out.

Curiosity Cats: These types could be curious about anything. Do not spend too much time with someone who is just interested in the design of your booth or your demonstrations. They are likely just trying to learn how to make their booth better.

Paper Lovers: Some people love to collect literature or just take any piece of paper no matter what it is. But don't dismiss them. Are they attending the show to research the market for a boss? If so, they may be an influencer worth pursuing.

Eyeballers: These types are usually extremely friendly; they smile and their whole body language says, "please talk to me." Questioning will determine whether or not they are prospects worth pursuing.

Jeopardy Gigolos: Winning contests is their passion. They are always ready, willing, and able to drop a business card into a fishbowl for any kind of drawing. Contests that require more than just a business card to enter will help deter these types.

Keepsakers: Any kind of giveaway attracts these types. Keen questioning will ascertain if this visitor has potential.

The Disinterested: Some people in the crowd will simply not be interested in what you have to offer. They often let you know in no uncertain terms through their body language; for example, walking by purposely avoiding eye contact or chatting with a colleague. Waylaying these types will only upset them.

Hawks: These people attend shows for the sole purpose of selling you their products or services. They are unlikely to be prospects, but you never know. If floor traffic is slow, it may be worth asking a few questions.

Job Seekers: Trade shows are an excellent place to network and look for organizations who may have present or future job openings. As with Hawks, you may want to spend time with them during slow, unproductive periods.

Nonentities: These folks can fool you. They could be underlings in their organization sent to do some specific research. Never underestimate them. They may be extremely strong influencers. In addition, they probably know who in their organization you need to contact. Time spent with them could be invaluable.

Snoops: Beware of the competition! They often give themselves away by knowing too much or asking precise questions. Make sure that you do more questioning than talking so that you lessen the chances of giving away valuable information.

MORE: <http://www.thetradeshowcoach.com>

BIZ PLANNING 2007 – 12 TECH WAYS TO BOOST BUSINESS

--- Excerpted from an article by John Quain – Link at End ---

Want to cut costs, improve communications, reduce paperwork, and say goodbye to administrative headaches? Here are 12 technologies to consider that might help push your business ahead of your competition in 2007.

Save money on telephones... printing... keeping in touch... managing customers, employees and projects... even handle payroll faster, cheaper and easier.
At the end of this list is a link to detailed information on each one.

VOIP	You know the cost savings of Voice Over IP phone service, but only about 17% of small to midsize businesses have made the switch. Why? Because most Internet phone services don't offer communications packages designed for small businesses. That's changing, with a variety of tiered services to fit nearly any business.
Virtual PBX	You probably use an expensive PBX (private branch exchange) system to juggle extensions, calls, and voice mail. For small businesses, a better solution is a virtual PBX which does not require new hardware and is managed via the Web. You get a main number from the hosting company and then route all calls through it to other lines, be it a cell phone, a home-office, or phone abroad. Avoid long-distance charges by routing calls via VoIP.
Wi-Fi Phones	Want to lower your cell-phone bills? You can with wireless VoIP. To make the move, you need a <u>Wi-Fi</u> phone that can tap into any available hot spot and thus enable you to make free or cheap calls from any Wi-Fi access point on the planet
Virtual Meetings	Travel costs are forecast to rise 15% in 2007. Virtual meetings allow participants to share documents instantly, trade quick text messages, jump to Web sites together during a call, and even see each other via video conferencing. Some, like Skype and SightSpeed are free.
Business Blogs	Blogs may seem like a major time-waster. However, businesses can use these easy-to-create pages as a tool to improve communications with clients and employees. It's usually free.
In-House Print and Copy Shop	Inexpensive, superior photo-quality printers put professional-looking print jobs are within the reach of every small company. Marketing materials, glossy flyers, pamphlets, and even posters and banners are often the most effective ways to get your message across. You can create each without going to a pro print shop.
Online File Sharing and Backup	Spending hours sending clients gigabyte-size files on disc or performing tedious backups of critical data is no way to keep your business humming along. Those tasks should take just a few mouse clicks... and they can, with the right online service.
Wikis	A "Wiki" is a piece of server software that allows any user to create or edit a web page. In business, Wikis allow several people working together on a project to update the page... share links and post materials in a running dialogue all can see and share.

Online Databases & Applications	Project management, customer relationship management (CRM), inventory control... they all depend on databases. Fortunately, it's getting easier to build your database... and applications... online without investing tens of thousands of dollars in software.
Web-Based CRM	Web-based CRM solutions are flexible and customizable. They can handle everything from inventory control and lead tracking to sales forecasts and marketing campaigns. Customers are able to access their own info and everyone in a company can see exactly which products or problems are where.
Online Recruiting	The best person to hire is often someone who isn't looking for a job or perusing the classifieds. Recruiters and headhunters call these candidates "passive" job-seekers. Now there are better ways to reach them online if they casually scan looking for a better job.
Online Payroll	Everybody likes to get paid, but no one likes to do the payroll. Fortunately, small businesses can make it easier on themselves by subscribing to online services that take care of the complex task.
MORE: http://www.pcmag.com/article2/0,1895,2042614,00.asp	

BIZ PLANNING 2007 – DUMP STRESS & GET MORE DONE
--- Excerpted from an article by Laura Laaman – Link at end ---

As you plan your business strategy for the year ahead, keep in mind that you have to take care of yourself before you can take care of your business, your family and your employees.

Most successful individuals have more stress. They have larger goals and more financial responsibilities.

Morning seems to be an important time of day for these top achievers, and their morning routines often help them reduce their stress. One top executive I know sets up his breakfast the night before. He measures out his cereal, oatmeal or smoothie ingredients and prepares his coffee maker.

This way, because it's already prepared, he eats breakfast rather than skipping. He eats healthy foods rather than hitting the fast-food drive-through, and he saves money.

He often does the same for lunch and snacks and takes along the water he'll drink throughout the day. With the exception of a working lunch with a supervisor, co-worker, prospect or client, he views the time he would wait for a table at a restaurant as costing him valuable time and money.

Work out in the morning. Gyms are filled with amazingly successful people in the early morning. They get their workouts out of the way and don't have to take a second daily shower.

We all have to wait every day, whether it's during our commute to work, while waiting for a meeting or waiting for the doctor. Have listening or reading materials with you at all times so you make use of the unexpected waits.

Fighting traffic isn't any fun. Rather than get frustrated, top performers get ahead of the traffic. Leave a little earlier and miss the rush-hour traffic.

MORE: http://www.bizjournals.com/extraedge/consultants/sell_more/2006/10/02/column235.html?hbx=e_sol

- QUICK TIPS -

- Set out your breakfast the night before.
- Get your laundry done once a week, rather than hauling out the iron every day or making repeated trips to the cleaners.
- Exercise in the mornings.
- Carry reading or listening materials with you, in case you're stuck waiting somewhere.
- Get ahead of rush-hour traffic.

PERSONAL BIZ – LAST MINUTE HOLIDAY GIFT IDEAS:

MORE: http://reviews.cnet.com/4520-12828_7-6656954-1.html?tag=nl.e404

HEALTH BIZ – PEOPLE WANT HEALTH RECORDS ONLINE:

A survey by the nonprofit Markle Foundation finds patients enthusiastic about being able to access their health information online. A vast majority say they would use this information to prevent unnecessary care and take better care of themselves.

MORE: <http://ct.eneews.eweek.com/rd/cts?d=186-5079-16-87-194617-583185-0-0-0-1>

>>>> TRUCKING SECTION <<<<

TRUCKING – DRIVERS TO PRISON FOR FAKING LOG BOOKS

Four former drivers for a California trucking company have been sentenced to jail after pleading guilty to keeping false driver's logbooks. The falsifications occurred while the men were employed as drivers for Nijjar Brothers Trucking of Madera, California, according to the US Department of Transportation Office of Inspector General.

In US District Court in Fresno, California, Greg Allen Mello was sentenced to 15 months; Baljinder Singh was sentenced to 135 days, or more than four months; and Pedro Farias-Lopez and Muhammad Arshid Chaudhry each were sentenced to three months, the OIG reported. Each also was ordered to pay a \$100 fine and serve 24 months supervised release.

Nine other drivers for Nijjar have pleaded guilty and are awaiting sentencing, the OIG said.

Separate criminal charges are pending against Singh in Arizona for the Sept. 30, 2003, death of a man and his 13-year-old son in a collision with Singh's truck. At the time, Singh allegedly had been driving for at least 19 hours without rest, according to OIG. Six other people were injured in the four-vehicle crash.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=56935>

TRUCKING – TIP FROM HIGHWAY WATCH LEADS TO ARREST: See "Security" section.

TRUCKING – WHITE HOUSE OK'S INTERMODAL CHASSIS DEAL: The White House Office of Management and Budget has signed off on proposed regulations that would establish requirements related to the maintenance of intermodal equipment, and raise the standard of compliance for passing a new entrant safety audit. The White House still has two FMCSA proposals under consideration: use of electronic onboard recorders for hours-of-service compliance and regulation of household goods brokers. The White House cleared in September a final rule regarding supporting documents for drivers' logs. FMCSA has delayed publishing the rule, however, saying that it needs time to train field personnel to ensure clarity and uniform enforcement nationwide.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=56784>

TRUCKING – TRUCK MAKERS IDLE WORKERS: Truck manufacturers are laying off factory employees in anticipation of an industry-wide decline in demand for heavy-duty vehicles that meet the new federal emissions standards, which take effect Jan. 1, 2007. Manufacturers expect buyers to repeat the buying pattern of 2002, where they ordered as many trucks as possible before the introduction of the new diesel engines, then held off buying again as long as they could.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=56947>

TRUCKING – 85% OF HIGHWAY DIESEL NOW ULSD: Surveys of retail stations since mid-October show that about 85% of highway diesel fuel meets ultra-low-sulfur standards. All highway diesel fuel must be ULSD by 2010. ULSD fuel has 97% less sulfur than the previous variety of diesel.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=56978>

TRUCKING – DIESEL UP: The US national average price of a gallon of diesel rose \$0.003 for the week ending 11 December to \$2.62.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=56982>

TRUCKING – US HIGHWAY CONGESTION GETTING WORSE:

MORE: <http://www.thetrucker.com/News/Stories/2006/12/12/DOTstudytrafficcongestiongettingworse.aspx>

TRUCKING – IG SAYS CONGESTION TOP DOT CHALLENGE: Defining, developing and implementing strategies to improve congested conditions on the nation's highways, ports, airports and borders is the Number One management challenge for the Department of Transportation. That's the summation of the annual report from the DOT's Office of the Inspector General forwarded recently to Transportation Secretary Mary Peters.

MORE: <http://www.thetrucker.com/News/Stories/2006/12/4/TransportationcongestiontopDOTchallengeIGreportsays.aspx>

SECURITY – TIP FROM HIGHWAY WATCH LEADS TO ARREST

A report made by a trained Highway Watch participant to the program's Information Sharing and Analysis Center (ISAC) has prompted an arrest and subsequent joint investigation by New York and Rhode Island authorities.

Last month a Highway Watch participant made a report to the program's Call Center regarding suspected suspicious behavior by a commercial driver student seeking a hazmat endorsement. That person was later identified as Mohammed Yusef Mullawala, an Indian resident of Pakistani descent.

Investigators learned that Yusef possessed driver's licenses in three different states, New York, New Jersey and Rhode Island. Investigators also learned that when Mohammed Yusef Mullawala obtained his driver's license from the Rhode Island Registry of Motor Vehicles, he had provided a false statement indicating that he was a Rhode Island resident.

The Bureau of Immigration and Customs Enforcement checked Mohammed Yusef Mullawala's immigration status and determined he was a citizen of India, was in the United States on a temporary student visa, and that the visa had expired.

On December 5, Mullawala was taken into custody by Rhode Island authorities and turned over to the Bureau of Immigration and Customs Enforcement. He will be in custody until a hearing is held at Immigration Court in Boston, which is expected to occur within the next few weeks.

MORE: http://www.truckinginfo.com/news/news-detail.asp?news_id=57701

WHAT IS "HIGHWAY WATCH?"

Highway Watch trains transportation professionals like truck drivers, bus drivers and others to spot potential security risks and report them to help protect the nation's critical infrastructure and the transportation of goods, services, and people. So far more than 200,000 people have joined. For more information click the link below.

MORE: <http://www.highwaywatch.com/>

SECURITY – STATE OF GLOBAL SECURITY CHAIN

--- Excerpted from an article by David Blanchard – Link at End ---

The world hasn't gotten much safer since 9-11. Fortunately, the benefits of securing your supply chain are real and quantifiable.

If you think that the world has gotten safer since security measures were put in place post-9-11, think again. In her annual State of Logistics Report for the Council of Supply Chain Management Professionals, supply chain consultant Rosalyn Wilson points out that "more disruptions are occurring and are having a more significant impact." Wilson notes that not only are international terrorist incidents on the rise, but also that "...severe weather that strikes anywhere on the globe is now more likely to threaten far-flung global supply chains."

Ironically, the lengthening of supply chains across international borders and sometimes entire hemispheres has resulted in both cheaper labor and more expensive security measures. "The interconnectedness and mutual dependencies of global critical infrastructures such as ports, highways, railroads, airports, telecommunications links, and power plants, coupled with the advent of lean business processes that minimize standing inventories increase the collective risk from what would once have been relatively minor disruptions," Wilson observes.

In addition, "the continual threat of disruptive events, such as severe weather, political upheaval and terrorist attacks in the globalized and interconnected world can severely disrupt normal patterns and cause changes in the free flow of goods."

So what is a freight forwarder or manufacturer to do?

Wilson suggests that companies should manage security as a core business function by integrating security prerogatives throughout all supply chain activities. Cargo security technology and monitoring solutions, for instance, "can provide significant return on investment, and often at bargain prices considering the value of the capital that could be lost by a disruption in the global container shipping."

MORE: <http://www.industryweek.com/ReadArticle.aspx?ArticleID=13102&SectionID=2>

SECURITY – BENEFITS OF A SECURE SUPPLY CHAIN

A recent study has quantified the tangible business benefits of investing in supply chain security efforts. Those benefits include:

- **Improved product safety**
 - 38% reduction in theft/ loss/ pilferage
 - 37% reduction in tampering
- **Improved inventory management**
 - 14% reduction in excess inventory
 - 12% increase in reported on-time delivery
- **Improved supply chain visibility**
 - 50% increase in access to supply chain data
 - 30% increase in timeliness of shipping information
- **Improved product handling**
 - 43% increase in automated handling of goods
- **More efficient customs clearance process**
 - 49% reduction in cargo delays
 - 48% reduction in cargo inspections/examinations
- **Speed improvements**
 - 29% reduction in transit time
 - 28% reduction in delivery time window
- **Resilience**
 - close to 30% reduction in problem identification time
 - response time to problems, and in problem resolution time
- **Higher customer satisfaction**
 - 26% reduction in customer attrition
 - 20% increase in number of new customers

MORE: <http://www.industryweek.com/ReadArticle.aspx?ArticleID=13103>

SECURITY – US CUSTOMS EYES “CONSIGNEE” CHANGES: US Customs and Border Protection wants to replace the “ultimate consignee” and “manufacturer’s ID number” data fields used on customs entry documents with terms that more clearly define the parties involved in buying and selling goods from overseas, according to a draft CBP proposal circulated to the trade community. The agency is proposing to eliminate ultimate consignee and substitute it with two data fields, the buyer (or “sold to party”) and the “deliver to” party that physically receives the good.

MORE: http://www.americanshipper.com/SNW_story.asp?news=44316

SECURITY – MONTREAL REQUIRES BOX SEALS: The Montreal Port Authority is now requiring that empty containers being delivered by truck or by rail be sealed before entering any of its container terminals to prevent tampering of empty containers delivered to the port.

MORE: <http://www.joc.com/20061212/sections/ocean/w29822.asp>

SECURITY – INDIA CONSIDERS JOINING CSI: The government of India is examining a proposal from the US Bureau of Customs and Border Protection to extend its Container Security Initiative to major Indian ports.

MORE: <http://www.joc.com/20061211/sections/ocean/w71641.asp>

SECURITY – CHINA WILL INCREASE AIRPORT SECURITY: China will introduce special machines at its 147 civil airports to spot liquid explosives. The newly developed machines, described by its Chinese maker NUCTECH as the world’s most sophisticated, will be installed gradually nationwide, said Yang Chengfeng, head of the General Administration of Civil Aviation of China’s security division.

MORE: <http://news.airwise.com/story/view/1165924641.html>

ALLCOVERED GIVES YOU MORE: At Allcovered we offer cargo insurance and a full range of services for logistics professionals, but we also offer tools, training, this newsletter to keep you better informed than your competition, and more. **YOU DESERVE IT – WE DELIVER IT!** Try Allcovered with just 5% of your business. “5 Steps + 2 Minutes = Allcovered” ... fast... simple... secure... No money up-front. No annual contract... service 7 days a week.

MORE: http://www.allcovered.net/AC-OM-Who_Is_Allcovered.html

2007 BIZ PLANNING – FORWARDERS CAUGHT IN MIDDLE

Just as more shippers are pushing for long-term contracts, airlines are making constant changes to schedules and routes, making it almost impossible for freight forwarders to deliver consistency for shippers.

This could lead more shippers to move freight to ocean transit and away from airfreight.

--- AIRLINES SEARCHING FOR PROFIT ---

As a result of their precarious balance sheets, airline schedules have been in constant flux, observed Bob Imbriani, senior vice-president of international operations at forwarder Team Worldwide. "We are seeing a continual shifting of planes, trade lanes, patterns."

Carriers have deployed freighters in some markets only to pull them over to other destinations after a few months. The imbalance on the transpacific routes has only heightened readiness to shift equipment at short notice, leaving forwarders scrambling to find alternative capacity for their traffic.

--- SHIPPERS WANT LONG-TERM STABILITY ---

On the other side, shippers have been pushing for longer-term capacity arrangements. "Clients have been looking for earlier movements, often involving some storage," says Team's Imbriani. He reckons that peak seasons in recent years, which produced crippling backlogs, have induced importers and exporters to adopt a more cautious, forward-looking approach.

"Some years ago you could make sure your goods would move by paying premium prices. Recently not even that could ensure they got to market in time."

--- FORWARDERS IN THE MIDDLE ---

Forwarders' desire to secure longer-term capacity is not only frustrated by airlines' fickleness. They are also struggling with the volatility of fuel surcharges, which are particularly high in air cargo. "[Fuel price] stability is probably the biggest problem. For shippers, forwarders and carriers it's difficult to plan with that volatility. It hampers the ability to do long-term agreements," agrees Scott Dolan, of United Airlines Cargo.

"We just can't give customers three months' notice of surcharge increases, because we get two weeks' notice from the airlines. We've lost business because of that," says one frustrated forwarder.

MORE: <http://www.cargonewsasia.com/ecna/preview.aspx?article=3197>

AIR – LH-CARGO UP 2.9% IN NOVEMBER:

MORE: <http://news.airwise.com/story/view/1165871033.html>

MORE: <http://www.joc.com/lede/20061211/sections/air/w19236.asp>

AIR – CATHAY NOVEMBER CARGO UP 9.3%:

MORE: http://www.americanshipper.com/SNW_story.asp?news=44456

AIR – UNITED AIRLINES NOVEMBER AIR CARGO DOWN 1.7%:

MORE: http://www.americanshipper.com/SNW_story.asp?news=44313

AIR – HK NOVEMBER AIR CARGO UP 8.2%:

MORE: http://english.people.com.cn/200612/11/eng20061211_331202.html

AIR – IATA FORECASTS AIRLINE PROFITS FOR 2007: After six years of losses, airlines will return to profit in 2007, according to IATA Director General and CEO Giovanni Bisignani, who tempered the good news by calling the \$2.5 billion profit he expects next year "peanuts" when compared to \$450 billion in revenues. Losses in 2006 are forecast at \$500-million. Bisignani tempered his forecast with the warning that, "...a significant economic downturn would hurt a fragile industry. 2007 will be another year of hard work, challenges and change with tough targets to meet, so let's save the champagne for another year."

MORE: <http://www.atwonline.com/news/story.html?storyID=7341>

MORE: <http://news.airwise.com/story/view/1165958078.html>

AIR – QANTAS BOARD ACCEPTS TAKEOVER OFFER: The second offer worked. The Qantas board last week unanimously accepted a revised and higher offer from Airline Partners Australia, the consortium led by Australia's Macquarie Bank and Texas Pacific Group of the US. The new deal, worth a reported A\$11.1 billion (\$8.74 billion), replaced APA's early offer that included a A\$100 million break fee that Qantas would owe the consortium if the deal was scuttled by shareholders or regulators. The new deal reportedly eliminates that fee.
MORE: <http://www.atwonline.com/news/story.html?storyID=7354>
MORE: <http://news.airwise.com/story/view/1166050999.html>

AIR – QANTAS TAKEOVER AWAITS GOVERNMENT APPROVAL:
MORE: <http://www.optusnet.com.au/news/story/abc/20061214/22/business/1811619.inp>

AIR – US INDUSTRY EXPERTS SAY “TEAM-UP OR BE LEFT BEHIND”: A wave of merger talk across the US airline industry has left all the players in the sector with a choice of either teaming up with former bitter rivals or being left behind with inferior routes and costs.
MORE: <http://news.airwise.com/story/view/1166102661.html>

AIR – UNITED AND CONTINENTAL IN MERGER TALKS: United Airlines is in preliminary talks with Continental Airlines about a possible merger. United has also reportedly contacted Delta about merger possibilities. As Allcovered reported last week, Continental has said it would consider a merger if it is necessary to remain competitive. Any merger by Continental carries a complication. Bankrupt Northwest Airlines holds a so-called "golden share" in the airline, giving it the right to block mergers involving Continental.
MORE: <http://news.airwise.com/story/view/1166013319.html>
MORE: <http://www.atwonline.com/news/story.html?storyID=7342>

AIR – UNITED AIRLINES HEAD SAYS INDUSTRY NEEDS CONSOLIDATION:
MORE: <http://news.airwise.com/story/view/1165960445.html>

AIR – NWA SEEKS OK TO PLAN FOR MERGERS: Northwest Airlines has asked permission from a US Bankruptcy Court to hire Evercore Group as an adviser on "strategic alternatives." The move was seen widely as preparation to respond to a potential US Airways/Delta Air Lines merger. The bankruptcy court must approve the deal.
MORE: <http://www.atwonline.com/news/other.html?issueDate=12%2F12%2F2006>

AIR – AIRTRAN OFFERS TO BUY MIDWEST: US Low-Cost carrier AirTran says it has offered to buy rival Midwest for a total equity value of about USD\$290 million.
MORE: <http://news.airwise.com/story/view/1166012146.html>

AIR – DELTA CONSIDERS TAKEOVER BID FOR US-AIR: US-Airways offered to buy Delta. Now Delta wants to try and buy US-Air.
MORE: <http://money.cnn.com/2006/12/12/news/companies/delta.reut/index.htm?postversion=2006121207>

AIR – US AIRLINE MERGERS FACE INTENSE ANTI-TRUST SCRUTINY & LOBBYING:
MORE: <http://www.atwonline.com/news/story.html?storyID=7368>

AIR – ALITALIA STRIKE CANCELS 472 FLIGHTS FRIDAY & SATURDAY: A 24-hour strike by Alitalia employees forced the financially strapped Italian airline to cancel 472 flights scheduled for Friday & Saturday. Eight unions called the strike to demand the renewal of their collective contract and cost-of-living increases.
MORE: <http://www.news.com.au/business/story/0,23636,20936608-31037,00.html>

AIR – EMIRATES BULLISH ON GROWTH:
MORE: <http://www.atwonline.com/news/story.html?storyID=7315>

AIR – FOG AFFECTS FLIGHTS IN CHINA: Heavy fog blanketed Beijing, Shanghai and other parts of north and east-central China last week, disrupting air travel across the region. Visibility was reduced to less than 50 meters at Tianjin airport.
MORE: <http://news.airwise.com/story/view/1165924869.html>

AIR – LH-CARGO ADDING SECURITY TOOLS: Lufthansa Cargo is equipping its cargo complexes at Munich and Frankfurt airports with a combination of X-ray and explosives detection systems. In Johannesburg, the airlines will implement structural conversion work at the South African station, as well as additional alarm systems and a new security service.
MORE: http://www.americanshipper.com/SNW_story.asp?news=44312

AIR – A380 RECEIVES CERTIFICATION: Airbus has received EASA and FAA certification for the A380 powered by the Rolls-Royce Trent 900, but festivities in Toulouse were clouded by a surprise morning raid by French police into parent EADS' Paris headquarters last week, part of an escalating insider trading investigation stemming from the A380 program's extensive delays. The certification keeps Airbus on track to deliver the first A380 to Singapore Airlines in October 2007. The aircraft is the largest ever to be certified for passenger carriage. MORE: <http://www.atwonline.com/news/story.html?storyID=7340>

OCEAN – DP WORLD SELLS US PORTS: Dubai Ports World, the company whose planned takeover of major US port operations ignited a political firestorm earlier this year, has agreed to sell those operations to AIG Global Investment Group. The ports are in Miami, New York/New Jersey, Philadelphia, Baltimore, Tampa and New Orleans. AIG Global Investment Group is an asset management firm. Its parent company is the New York-based insurance firm, American International Group.

MORE: <http://www.miami.com/mld/miamiherald/business/16218263.htm>

MORE: http://www.americanshipper.com/SNW_story_main.asp?news=44322

MORE: <http://www.joc.com/20061211/sections/ocean/w43486.asp>

OCEAN – HIGHER SE ASIA FREIGHT RATES: Member lines of the Southeast Asia and South Asia/Australia Trade Facilitation Agreement have announced rate hikes for 2007, covering the trade from Singapore, Malaysia, Indonesia, Thailand, Vietnam and the Indian sub-continent to Australia. A rate increase of \$200 per TEU will apply as of January, followed by \$300 per TEU beginning in July.

MORE: <http://www.joc.com/20061213/sections/ocean/w87856.asp>

OCEAN – APL REVENUE PER BOX DOWN 13%: Neptune Orient Lines, parent company of APL, reports APL revenue per 40-foot equivalent units (FEU) dropped 13% to \$2,559 during the four-week period ended 17 November. Container volume was up 12%.

MORE: http://www.americanshipper.com/SNW_story.asp?news=44304

OCEAN – TACA BAF UNCHANGED: The Trans-Atlantic Conference Agreement's bunker adjustment factor will be unchanged through at least 15 February. TACA's bunker rates for traffic to, from and via US Atlantic and Gulf coasts ports are \$395 per TEU, \$790 per FEU or 45-foot container, and weight-measure adjustment of \$40. Rates for traffic to, from and via US Pacific Coast ports are \$593 per TEU, \$1,186 per FEU or 45-foot container, and weight-measure adjustment of \$59.

MORE: http://www.americanshipper.com/SNW_story.asp?news=44616

OCEAN – STORM SHUTS VANCOUVER'S DELTAPORT: A fierce storm closed Deltaport Thursday. Cargo movement is expected to be delayed two or three days.

MORE: <http://www.joc.com/lede/20061215/sections/ocean/w9923.asp>

OCEAN – FOLLOW-UP – JAPAN EYES END TO LINER CONFERENCES: Last week Allcovered News ran a lengthy story on Europe's moves to remove anti-trust exemption from ocean carrier conferences. (See Allcovered News 11 December Air & Ocean section here: <http://www.allcovered.net/AC-News-PDF.htm>) This week Japan's transport ministry is launching a review of the block exemption that allows ocean carriers to set common rates.

MORE: http://www.americanshipper.com/SNW_story.asp?news=44303

OCEAN – TRADE VOLUMES THROUGH PORT OF VANCOUVER TO DOUBLE BY 2025:

MORE: http://www.americanshipper.com/SNW_story.asp?news=44739

TRADE – TIP FROM HIGHWAY WATCH LEADS TO ARREST: See "Security" section.

TRADE – EUROPE LOGISTICS FOCUSES EAST: The booming express and logistics markets in Central and Eastern Europe is set to continue according to UK-based "Transport & Intelligence." The report says the combination of growing consumer demand due to increasing standards of living, and the rise of "near-sourcing" by multinational manufacturers has driven logistics market growth rates of about 20% a year in the region.

MORE: http://www.americanshipper.com/SNW_story.asp?news=44609

TRADE – TNT LOGISTICS CHANGES NAME TO CEVA:

MORE: http://www.americanshipper.com/SNW_story.asp?news=44449

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

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

FUN RULES FOR THE HOLIDAYS

1. Avoid carrot sticks. Anyone who puts carrots on a holiday buffet table knows nothing of the Christmas spirit. In fact, if you see carrots, leave immediately. Go next door, where they're serving rum balls and eggnog.
2. Drink as much eggnog as you can... And quickly. Like fine single malt scotch, it's rare. In fact, it's even rarer than single-malt Scotch. You can't find it any other time of year but now. So drink up! Who cares that it has 10,000 calories in every sip? It's not as if you're going to turn into an eggnog-alcoholic or something. It's a treat. Enjoy it. Have one for me. Have two. It's later than you think. It's Christmas!
3. If something comes with gravy, use it. That's the whole point of gravy. Pour it on. Make a volcano out of your mashed potatoes. Fill it with gravy. Eat the volcano. Repeat.
4. As for mashed potatoes, always ask if they're made with skim milk or whole milk. If it's skim, pass. Why bother? It's like buying a sports car with an automatic transmission.
5. Do not have a snack before going to a party in an effort to control your eating. The whole point of going to a Christmas party is to eat other people's food for free. Lots of it. Hello?
6. Under no circumstances should you exercise between now and New Year's. You can do that in January when you have nothing else to do. This is the time for long naps, which you'll need after carrying a 10-pound plate of food and that vat of eggnog.
7. If you come across something really good at a buffet table, like frosted Christmas cookies in the shape and size of Santa, position yourself near them and don't budge. Have as many as you can before becoming the center of attention. They're like a beautiful pair of shoes. If you leave them behind, you're never going to see them again.
8. Same for pies. Apple. Pumpkin. Mincemeat. Have a slice of each. Or if you don't like mincemeat, have two apples and one pumpkin. Always have three. When else do you get to have more than one dessert? Labor Day?
9. Did someone mention fruitcake? Granted, it's loaded with the mandatory celebratory calories, but avoid it at all cost. I mean, have some standards.
10. One final tip: If you don't feel terrible when you leave the party or get up from the table, you haven't been paying attention. You did not eat enough. Re-read tips; start over, but hurry. January, with its awful New Year's resolutions to lose weight, is almost here.

POLITICALLY CORRECT HOLIDAY GREETINGS

Please accept with no obligation, implied or implicit, my best wishes for an environmentally conscious, socially responsible, low-stress, non-addictive, gender-neutral celebration of the winter solstice holiday, practiced within the most enjoyable traditions of the religious persuasion of your choice, or secular practices of your choice, with respect for the religious/secular persuasion and/or traditions of others, or their choice not to practice religious or secular traditions at all.

I also wish you a fiscally successful, personally fulfilling and medically uncomplicated recognition of the onset of the generally accepted calendar year 2007, but not without due respect for the calendars of choice of other cultures whose contributions to society have helped make America great... Not to imply that America is necessarily greater than any other country, nor the only America in the Western Hemisphere. Also, this wish is made without regard to the race, creed, color, age, physical ability, religious faith or sexual preference of the wishee.

By accepting these greetings, you are accepting the aforementioned terms as stated. This greeting is not subject to clarification or withdrawal. It is freely transferable with no alteration to the original greeting. It implies no promise by the wisher to actually implement any of the wishes for herself/himself/others, and is void where prohibited by law and is revocable at the sole discretion of the wisher.

This wish is warranted to perform as expected within the usual application of good tidings for a period of one year or until the issuance of a subsequent holiday greeting, whichever comes first, and warranty is limited to replacement of this wish or issuance of a new wish at the sole discretion of the wisher.

CAROLS FOR THE PSYCHOLOGICALLY CHALLENGED

1. Schizophrenia --- Do You Hear What I Hear?
2. Multiple Personality Disorder --- We Three Queens Disoriented Are
3. Amnesia --- I Don't Know if I'll be Home for Christmas
4. Narcissistic --- Hark the Herald Angels Sing About Me
5. Paranoid --- Santa Claus is Coming to Get Me
6. Obsessive Compulsive Disorder ---Jingle Bells, Jingle Bells, Jingle Bells, Jingle Bells, Jingle Bells, Jingle Bells, Jingle Bells, Jingle Bells, Jingle Bells ...

ONE-LINERS

- Seen on a bulletin board: "Success is relative... The more success, the more relatives."
- My Grandfather is eighty and still doesn't need glasses... He drinks straight out of the bottle.
- You know the kids are growing up when your daughter begins to put on lipstick or your son starts to wipe it off.
- Sign in a bar: "Those drinking to forget... Please pay in advance."
- If your daughter wants to learn to drive, don't stand in her way.
- Behind every great man there is a surprised woman.
- Some people kiss with both eyes closed. Too bad they marry the same way.
- A Spouse is someone who'll stand by you through all the trouble you wouldn't have had, if you'd stayed single.
- The surest sign that intelligent life exists elsewhere in the universe is the fact that it has never tried to contact us.

Have a great holiday season!

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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