

# AllCovered NEWS

## HIGHLIGHTS TO HELP YOU THIS WEEK

- Business Lessons From Machiavelli
- 75% of Employees Looking For New Job
- Higher Standards for New Trucking Companies
- CBP Setting New Tariff Schedule

COPYRIGHT 2007  
All Rights Reserved

Monday, 1 January 2007 --- Edition #521

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

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

### DETAILED CONTENTS THIS WEEK

#### SMALL BUSINESS:

Biz Lessons  
From  
Machiavelli  
Universal  
Health Care To  
Get More Focus  
75% of  
Employees  
Looking For  
New Job

#### TRUCKING:

Higher  
Standards for  
New Trucking  
Companies  
Truckers  
Attach New  
York Times  
Article  
FMCSA  
Proposes  
"Roadability"  
Rule

#### SECURITY:

Senators  
Question Cost  
& Use of RFID  
DHS To Cut  
Number of  
Credentials  
Radiation  
Detectors At All  
US Ports in '07

#### OCEAN & AIR FORWARDING:

US CBP Sets  
New Tariff  
Schedule  
Ship Charter  
Rates  
Bottoming?  
Box Ship  
Orders Dive  
Maersk Hiking  
Rates  
Port of Ashdod

### AllCovered News

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

**YOU DESERVE IT – WE DELIVER IT**

Allcovered.net ... We have logistics Allcovered

Allcovered News is a service of Allcovered & the Allen Insurance Group

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

Trouble viewing this? See this & past issues online in PDF format at:

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

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

#### HOLIDAY CLOSING:

Allcovered and Allen Insurance Group offices will be closed  
Monday, 1 January for the New Year's Holiday

## >> SMALL BUSINESS SECTION <<

### SMALL BIZ – LESSONS FROM MACHIAVELLI

#### *Lessons in Life and Leadership from Machiavelli*

Italian political strategist Niccolo Machiavelli died in 1527, but Machiavelli's ideas remain remarkably relevant. Sayings derived from his writings, such as "The end justifies the means," and "Keep your friends close and your enemies closer," are still in use, and his political treatise "The Prince" is still in print.

For many people, the term "Machiavellian" suggests manipulative behavior. That's not what Machiavelli stressed. He was a realist who believed that a leader should put the welfare of his people, or in today's terms, the business, ahead of popularity.

Here, lessons we can all learn from him:

- **Anticipating the worst and taking action can overcome bad luck.** Machiavelli acknowledged that our success and failure can be out of our control, but he also believed that the role of chance could be minimized. EXAMPLE: A storm may destroy your building, but if you have planned in advance what to do in case of an emergency, damage to your business can be minimized. Your business will be up and running faster than others. You'll be in a position to benefit by taking business from competitors who were not prepared. Risk can never be eliminated, but it can be contained by those who plan ahead and take action.

-- RESOURCE EXAMPLES:

Disaster Preparedness from Allcovered:

[http://www.allcovered.net/AC-OM-TRAINING-Training-&Help-Pages/AC-OM-Disaster\\_Prep.html](http://www.allcovered.net/AC-OM-TRAINING-Training-&Help-Pages/AC-OM-Disaster_Prep.html)

Hurricane Preparedness:

[http://www.allcovered.net/AC-OM-TRAINING-Training-&Help-Pages/AC-OM-Hurricane\\_Prep.html](http://www.allcovered.net/AC-OM-TRAINING-Training-&Help-Pages/AC-OM-Hurricane_Prep.html)

- **The only reliable allies are those who benefit from our success.** Machiavelli warned princes against leading mercenary troops into battle that might not give their full effort or might turn on their employers. Instead, we should team up only with those who truly benefit from our victory or our opponent's defeat. As long as our success is in their interests, they will be on our side. Before we place our trust in anyone, we must first ask, "Are the interests of this person truly in line with my own? If not, is there a way to make it so?" EXAMPLE: Machiavelli would be in favor of profit-sharing programs that give employees a stake in their employer's success.

-- RESOURCE EXAMPLES:

Allcovered's "Shippers Guide to Insurance" to teach your shippers how to protect themselves... protect you... and help you sell more services to them. Video #2:

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

"Sick-Out"
<b>JUST FOR FUN:</b>
The Purina Diet Test for Dementia
<b>NEXT WEEK</b>
Eliminate Objections & Hike Sales
Links to source stories at end of excerpts
©2007 Allcovered All Rights Reserved
<b>CONTACT US</b>
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: <a href="mailto:mike.miller@allcovered.net">mike.miller@allcovered.net</a> <a href="mailto:john.larrard@allcovered.net">john.larrard@allcovered.net</a>

- **Pay attention to employees.** Machiavelli stressed that a ruler must pay attention to the morale of his people at all times. That way he could manage changes or address grievances before dissatisfaction turned to open rebellion.
- **Assume your competitors want to take your place.** Machiavelli was thinking of current allies as well as foes. To keep your position, you have to anticipate the actions of those around you and work to disarm them. Your countermeasures must be subtle, understated. If you are seen as a tyrant it can unravel all your hard work.
- **Don't let others know what you are thinking.** Once you become predictable, your power decreases significantly. To succeed in business, as in a poker game, you must hide your true thoughts. If people see you coming, you give them time to prepare to outdo you. Catch them off-guard with your actions.
- **Work the playing field.** Great rulers get what they want because they know how to control the options, leaving little to chance. Before setting out on any venture, the shrewd ruler ensures the conditions are favorable. To do that, you must first have a brutally honest understanding of yourself, your business, your strengths and weaknesses... then you can begin designing plans to evaluate competitors, locate their weaknesses, and attack the weaknesses of your competition.  
-- **RESOURCE EXAMPLES:**  
Allcovered's Sales & Marketing guides to help you grow your business.  
[http://www.allcovered.net/AC-OM-TRAINING-Sales-Pages/AC-OM-Training\\_Sales\\_Main.html](http://www.allcovered.net/AC-OM-TRAINING-Sales-Pages/AC-OM-Training_Sales_Main.html)
- **Don't isolate yourself.** A good business leader avoids making proverbial fortresses by staying visible and interacting socially, always abreast of the change in morale. He is therefore prepared for whatever comes at him... usually forewarned.
- **Our activities in our free time often shape our success.** Machiavelli warned leaders that they must concentrate on the study of war even in peacetime. For businessmen, free time and work time really are all part of the limited amount of time we have at our disposal to succeed at our goals. **EXAMPLE:** Read books and listen to others who have succeeded to learn how they did it.
- **Forgiving those who do us wrong is a mistake.** When we forgive those who try to harm us, we undercut the efforts of those who are loyal. It is better to punish those who deserve to be punished and show love to those who truly deserve love.
- **Passion is the best motivator.** Machiavelli believed that you can't lead people into battle by explaining the logic of the situation... you must do so by inflaming their passions. Even in our everyday lives, it pays to seek out people who believe passionately in what they do. If your employees and clients see how passionate you are, your passion is infectious.
- **It is much safer to be feared than loved when one of the two must be lacking.** Leaders must lead and will not always be popular. Making hard business decisions sometimes causes pain, but if the survival of the business is at stake, some small pain for the few is better than failure and pain for all. A leader's responsibility is to everyone, not just the few.
- **Trust enemies above friends for frankness.** When Machiavelli advocated keeping friends close but enemies closer, he meant that we can trust our enemies to criticize us when we deserve to be criticized. Friends are often less than honest with us. Some become jealous of our success. Others agree with everything we say in a misguided attempt to protect our feelings, even when they know we're wrong. When we surround ourselves with flatterers, we're on a road to failure.
- **The hard route to the top is often the best.** Some people are born into money and power, while others have to earn them. Don't waste time being jealous of those whom fortune has given a head start. Such people often lose in the end. Machiavelli saw that leaders who inherit their success are more likely to fail than self-made people who are forced to learn important life lessons during their own climbs.

**HEALTH BIZ – MASSACHUSETTS HEALTH PLAN DRAWS NATIONAL INTEREST:**

Universal healthcare has reemerged as an issue on Capitol Hill and around the country, with lawmakers looking to the plan that the state of Massachusetts began in 2006 as a political and structural model for the nation's 46 million uninsured.

MORE: <http://tinyurl.com/yh32b2>

## SMALL BIZ – 75% OF EMPLOYEES LOOKING FOR JOBS

--- Excerpted from an article by Deborah Rothberg – Link at end ---

The new year may bring resignations aplenty, as more than 75 percent of employees are currently looking for new jobs, according to a poll released by the Society for Human Resource Management and CareerJournal.com.

2006 was a big year for losing workers. According to the Human Resource professionals surveyed, on average, 12% of their organizations' work forces voluntarily resigned in 2006... so they had to replace one of every eight employees.

While money took first place among reasons for employees jumping ship... cited by 30% of employees and 40% of HR professionals... opportunity for career advancement also appeared as a significant factor.

27% of workers and 48% of HR pros said career opportunities elsewhere were a prime reason for employees leaving their current jobs.

Dissatisfaction with their current jobs' potential for career development was cited by 21% of employees and 29% of HR pros.

Concern over the sheer volume of resignations was expressed by 73% of HR professionals polled, and half said they would shift their focus to retention programs.

HR pros said some of the most successful retention strategies they'd found were promoting qualified employees, offering competitive merit increases and salary adjustments, and providing career development opportunities. Among these, salary increases were the most popular and successful, but also the most difficult to arrange.

"Offering competitive salaries is important to employees; however, compensation alone is not sufficient for a complete retention strategy," says Susan Meisinger, president and CEO of the Society for Human Resource Management.

"Career development opportunities and work-life balance are also important, and employers must consider these types of benefits in their retention practices if they want to maintain or increase retention at their organizations."

MORE: <http://www.eweek.com/article2/0,1895,2074819,00.asp>

## HIRING FOR YOUR CULTURE

For more on hiring employees that match your business' culture, see the 25 December 2006 Allcovered News at:

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

## TECH BIZ – NEW WORM TARGETS SYMANTEC ANTI-VIRUS SOFTWARE:

MORE: <http://www.pcmag.com/article2/0,1895,2073940,00.asp>

**TECH BIZ – 8 SECURITY SOFTWARE SUITES TESTED:** This overview of the top eight anti-virus, anti-spyware and anti-spam suites may help you choose which is right for you.

MORE: <http://www.pcmag.com/article2/0,1895,1975732,00.asp>

## TECH BIZ – MICROSOFT'S FREE SMALL BUSINESS ACCOUNTING SOFTWARE:

Microsoft Office Accounting Express is not only free, it's a solid, credible, capably designed small-business accounting manager that offers usability, accounting features, Office integration, and business add-ons.

MORE: <http://www.pcmag.com/article2/0,1895,2069980,00.asp>

**TECH BIZ – DEFRAG-A-FILE:** Most users know in order to speed up access to files and enhance your system performance you need to defragment your PC hard drive. But, with today's large drives and the defragmentation utility bundled with Windows, this can take hours. Defrag-A-File enables you to defrag selected files only or the entire drive to speed up access to files and enhance overall system performance.

DOWNLOAD: <http://ct.eneews.pcmag.com/rd/cts?d=184-3679-39-147-694820-459704-0-0-0-1>

**TECH BIZ – BEST MOBILE PRODUCTS OF 2006:** If you travel often, having the right tools with you is important, but so is weight... Lugging a 4-kilogram (9-pound) laptop and a bunch of other gear gets very old very quickly. Here are C-Net's choices for the best mobile tech of 2006... from mobile phones to notebook computers to cars.

MORE: [http://reviews.cnet.com/4321-8900\\_7-6554989-1.html?tag=nl.e404](http://reviews.cnet.com/4321-8900_7-6554989-1.html?tag=nl.e404)

**TECH BIZ – QUESTION:** Is it just me, or is Lenovo not taking advantage of the IBM ThinkPad reputation it paid so much money for? ThinkPads used to be among the very best notebooks. They cost a bit more, but they were durable, had great service and support, and worked well. Now with the exception of the X60 series, no ThinkPads are in any major reviewer's Top Ten List. Now what do we buy?

## >>>> TRUCKING SECTION <<<<

### TRUCKING – TIGHTER STANDARDS FOR NEW TRUCKERS

New motor carriers will be held to higher standards of compliance under a new proposal from the Federal Motor Carrier Safety Administration.

FMCSA says it had identified 11 regulations as essential. The agency proposes that a new entrant's failure to comply with any one of the 11 regulations would result in automatic failure of the audit. Currently if a new carrier fails only one of the regulations, it can still pass. Now FMCSA says a new carrier will fail if it violates any of the following:

- Failing to implement an alcohol and/or controlled substances testing program;
- Using a driver who has refused to submit to an alcohol or controlled substances test;
- Using a driver known to have tested positive for a controlled substance;
- Knowingly allowing, requiring, permitting or authorizing an employee with a commercial driver's license that is suspended, revoked or canceled;
- Knowingly allowing, requiring, permitting, or authorizing a driver to drive who is disqualified to drive a commercial motor vehicle;
- Operating a motor vehicle without having in effect the required minimum levels of financial responsibility coverage;
- Using a disqualified driver;
- Using a physically unqualified driver;
- Failing to require a driver to make a record of duty status;
- Requiring or permitting the operation of a commercial motor vehicle declared "out-of-service" before repairs are made; and
- Using a commercial motor vehicle not periodically inspected.

Comments are due Feb. 20. For a copy of the NPRM, visit <http://dms.dot.gov/search> and search Docket No. 11061.

NEW COMPANY GUIDANCE: <http://www.fmcsa.dot.gov/registration-licensing/registration/new-entrant.htm>

MORE: <http://www.etrucker.com/apps/news/article.asp?id=57215>

### TRUCKING – TRUCKERS ATTACK NEW YORK TIMES ARTICLE

Several transportation organizations have issued official responses to a New York Times article published December 3 titled "As Trucking Rules are Eased, a Debate on Safety Grows;" (Link to original story below).

The American Trucking Associations says the Times reporter who wrote the story, Stephen Labaton, spent several hours last July at the Associations' offices and gathered information about trucking's safety record, as well as the many rules and regulations governing the industry. ATA says the facts in the story were reported inaccurately and distorted.

The Department of Transportation, in its rebuttal to both the Times and the media in general, highlighted such issues as:

- The large truck fatality rate is at a record low;
- The hours-of-service rule was strengthened for the first time since 1939; and
- The Federal Motor Carrier Safety Administration is led by safety professionals, including heads of various state patrols.

The Truckload Carriers Association says the fact that the large truck fatal crash rate dropped 22% from 1993 to 2003 was not mentioned in the Times story.

TCA says in fatal crashes involving a truck and another motor vehicle, unsafe actions by the passenger vehicle and no factors to the truck drivers were reported in 73% of all the cases, statistics not mentioned. Further, with driver fatigue an ongoing concern among the nation's truck drivers, the story fails to report that fatal accidents in which drowsiness or sleepiness is cited as a factor, the passenger vehicle driver is cited 94% of the time.

TCA says the Times story and other reports completely ignore the role the trucking industry plays in the economy, and the professionalism of its drivers. TCA cited the following statistics:

- The trucking industry is the catalyst of the freight distribution system, hauling nearly 70% of all domestic freight transportation tonnage in the United States and accounting for more than 80% of the nation's freight bill;
- More than 80% of the communities in the United States receive their goods exclusively from trucks;
- The trucking industry employs more than 8.6 million people, or one in 15 civilian workers; and
- As the dominant mode of freight transportation, trucking is projected to haul 13 billion tons of freight by 2016, compared with 10 billion tons in 2005.

ORIGINAL ARTICLE: <http://www.truckingsolutions.com/newyorktimes.html>

MORE: <http://www.etrucker.com/apps/news/article.asp?id=57180>

## **TRUCKING – FMCSA PROPOSES “ROADABILITY” RULE**

The Federal Motor Carrier Safety Administration has proposed regulations that would, for the first time, subject intermodal equipment providers (IEPs) to federal safety regulations governing motor carriers. A notice of proposed rulemaking (NPRM) was published in the Dec. 21 issue of the Federal Register.

As required in a recent law, FMCSA is proposing that IEPs:

- Register and file with FMCSA an Intermodal Equipment Provider Identification Report (Form MCS-150C);
- Display the USDOT Number, or other unique identifier, on each intermodal container chassis offered for transportation in interstate commerce;
- Establish a systematic inspection, repair and maintenance program to ensure the safe operating condition of each intermodal container chassis;
- Maintain documentation of the program; and
- Provide a means to effectively respond to driver and motor carrier reports about intermodal container chassis mechanical defects and deficiencies.

Comments on the proposal are due March 21. For a copy of the NPRM, visit <http://dms.dot.gov/search> and search Docket No. 23315.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=57216>

**TRUCKING – DIESEL DOWN A PENNY:** The US national average price of a gallon of diesel fell a penny to \$2.596 a gallon last week, but that is nearly 15 cents higher than the same time a year ago.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=57279>

**TRUCKING – 2005 TRUCK FATALITIES DOWN:** Preliminary figures indicate large truck fatalities decreased in 2005 from the previous year, but were up from 2003, according to a new Federal Motor Carrier Safety Administration Progress Report. 5,212 deaths were recorded in accidents involving heavy trucks in 2006. The large truck fatality rate per 100 million truck vehicle miles was 2.34 in 2005.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=57291>

**TRUCKING – FOLLOW-UP – ATA STUDYING DRIVER TURNOVER JUMP:**

MORE: <http://www.etrucker.com/apps/news/article.asp?id=57148>

MORE: <http://www.thetrucker.com/News/Stories/2006/12/25/TruckloaddivertturnoverincreasedinthirdquarterATAsays.aspx>

**TRUCKING – VOLVO DELIVERS 3% MORE TRUCKS IN 2006:**

MORE: <http://www.thetrucker.com/News/Stories/2006/12/25/VolvoGrouptruckdeliveriesup3percentthroughNovember.aspx>

## **>>>> SECURITY SECTION <<<<**

**SECURITY – SENATORS QUESTION USE & COST OF RFID:** Once considered the new wonder technology of the decade, RFID (Radio Frequency ID tags) appears to be coming under increasing criticism. This time it's US senators questioning the value and relative cost of the technology as applied by the Department of Homeland Security. Meanwhile, NCR is forging ahead by trying to jumpstart RFID adoption among Small & Medium Sized (SMB) customers with a special starter package with pricing that starts at \$12,000. IBM, meanwhile, is doing its bit with a new RFID information center.

MORE: <http://ct.eneews.eweek.com/rd/cts?d=186-5158-49-642-1381787-590013-0-0-0-1>

NCR SMB RFID PACKAGE: <http://ct.eneews.eweek.com/rd/cts?d=186-5158-49-642-1381787-590016-0-0-0-1>

IBM WEBSHERE RFID INFO: <http://ct.eneews.eweek.com/rd/cts?d=186-5158-49-642-1381787-590019-0-0-0-1>

**SECURITY – DHS TRYING TO CUT NUMBER OF CREDENTIALS:** The US Department of Homeland Security is exploring ways to streamline the 22 different credentialing programs it manages to screen people entering the country, and working in the transportation sector to make sure they do not pose a terrorist threat, a top official said last Friday. Different US government programs have different types of security credentials with different requirements. Richard Barth, assistant secretary for policy development, says it will not be possible to only have one credential program because of the wide differences in existing requirements, but hoped that current efforts could be trimmed to a few programs.

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=44994](http://www.americanshipper.com/SNW_story.asp?news=44994)

## **SECURITY – RADIATION DETECTORS AT US PORTS IN 2007**

The Homeland Security Department will complete the deployment of radiation detection devices at virtually all US ports by the end of next year according to Customs and Border Protection Commissioner Ralph Basham. "By then, we will screen 98% of all incoming container cargo for radiation," Basham said in a speech at his agency's annual trade symposium. "We have the money and we have the equipment."

Basham also briefed the conference on his agency's plan to install radiation screening equipment at foreign ports through which large volumes of US-bound cargo flow.

The plan calls for scanning all of these containers at Port Qasim, Pakistan; Port Cortes, Honduras, and Southampton in the United Kingdom, and for limited screening at Salalah, Oman; Busan, South Korea; Singapore, and possibly Hong Kong. The commissioner said "real time" images recorded by the scanning devices would be immediately "streamed" into a yet-to-be-developed "fusion center" and then sent to the existing homeland security data analysis facility here for risk assessment.

To highlight the "sensitivity" of the issue, Dave Huizenga, the Energy Department's international materials chief, explained that it would take only a "grapefruit-sized" piece of material to make a nuclear weapon.

MORE: <http://www.govexec.com/dailyfed/1206/121406cdpm1.htm>

## **> > > AIR & OCEAN SECTION < < <**

**TRADE – US CUSTOMS SETS NEW IMPORT TARIFF SCHEDULE:** Importers should learn this week what the deadline is for making changes in their data systems to reflect changes in the US Harmonized Tariff Schedule. President Bush is expected to sign a proclamation formally announcing the changes, followed in a few days by a Federal Register notice. Once the new schedule appears in the Federal Register, importers will have 30 days to replace old tariff numbers, although CBP says it will provide an additional 15-day grace period.

MORE: <http://www.joc.com/20061221/sections/trade/w35696.asp>

**TRADE – US TERMINALS MUST NOW POST BOND:** US terminal operators will be required to obtain a bond to guarantee payment of penalties issued for the unauthorized release of ocean containers that have been designated for security inspections, according to a notice posted on the US Customs and Border Protection Web site. Deadline to have the bonds in place is 20 January. CBP is cracking down on what it calls "gate outs," in which terminals mistakenly release containers for delivery that Customs has flagged for inspection.

THE NOTICE: [http://www.cbp.gov/linkhandler/cgov/toolbox/legal/bulletins\\_decisions/bulletins\\_2006/vol40\\_12202006\\_no52/40genno52.ctt/40genno52.pdf](http://www.cbp.gov/linkhandler/cgov/toolbox/legal/bulletins_decisions/bulletins_2006/vol40_12202006_no52/40genno52.ctt/40genno52.pdf)

MORE: [http://www.americanshipper.com/SNW\\_story\\_main.asp?news=45234](http://www.americanshipper.com/SNW_story_main.asp?news=45234)

MORE: <http://www.joc.com/20061221/sections/ocean/w63567.asp>

**TRADE – INDIA TRUCKERS MAY STRIKE ON 20TH:** Indian transport operators have threatened a nationwide strike starting 20 January if New Delhi fails to address their concerns over third-party insurance cover and other issues. According to transporters, insurance companies are forcing them to accept a 150% increase in third-party premiums.

MORE: <http://www.joc.com/20061222/sections/logis/w2299.asp>

**OCEAN – BOX SHIP CHARTER RATES BOTTOM?:** Containership charter rates are bottoming out after an 18-month long fall as ocean carriers look for additional tonnage to keep pace with surging cargo volumes on key trade lanes, and to launch new services on secondary routes. Charter rates have fallen sharply over the past three months, but the decline now appears to be slowing as carriers bet the boom in global trade will continue.

MORE: <http://www.joc.com/20061222/sections/ocean/w71020.asp>

**OCEAN – SHIP ORDERS DOWN:** Orders for container ships have almost dried up. In the last three years \$70-Billion has been spent on new vessels to keep pace with growth in container traffic on key trade lanes. London ship broker Clarksons reports no contracts for container vessels at all in the past six weeks. The sudden slump in container ship orders reflects concern that the growth in global container traffic won't be sufficient to absorb the massive volume of new capacity that will enter the market over the next two years.

MORE: <http://www.joc.com/lede/20061227/sections/ocean/w1012.asp>

**OCEAN – MAERSK HIKES RATES:** Maersk will raise rates this year by \$200 per TEU each quarter on many trade lanes, saying, "We intend to restore the rates to a level where we can address the cost increases and continue to offer a reliable and efficient coverage."

MORE: <http://www.joc.com/20061227/sections/ocean/w1543.asp>

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=45451](http://www.americanshipper.com/SNW_story.asp?news=45451)

**OCEAN – ISRAEL'S PORT OF ASHDOD HIT WITH "MYSTERY PLAGUE":** 40% of the workers at the Port of Ashdod have reported sick at times in the past week. Port CEO Shuki Sagis says this is the second time inside a year that a major chunk of staff has suddenly disappeared, claiming illness. Sagis' theory is the sudden sickness is actually a figment of the tensions between labor and management, regarding hiring practices.

MORE: <http://www.haaretz.com/hasen/spages/806321.html>

**OCEAN – CMA-CGM ADDS ASIA-AFRICA CAPACITY THIS MONTH:**

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=45248](http://www.americanshipper.com/SNW_story.asp?news=45248)

**OCEAN – CKYH WILL ADJUST SOME SCHEDULES:**

MORE: [http://www.americanshipper.com/SNW\\_story.asp?news=45353](http://www.americanshipper.com/SNW_story.asp?news=45353)

**OCEAN – MSC ADDS CHARLESTON CALL:**

MORE: <http://www.joc.com/20061220/sections/ocean/w1217.asp>

**OCEAN – MSC PRESIDENT NOW CHAIRMAN OF ELAA:** Gianluigi Aponte, president of Mediterranean Shipping Company, becomes chairman of the Brussels-based carrier lobby group, the European Liner Affairs Association (ELAA) effective today.

MORE: [http://www.americanshipper.com/SNW\\_story\\_main.asp?news=45355](http://www.americanshipper.com/SNW_story_main.asp?news=45355)

**AIR – KAL ADDS IAH CARGO SERVICE:** Korean Airlines will start twice-weekly cargo flights to Houston's George Bush Intercontinental Airport on 25 January with a 747-400F.

MORE: <http://www.joc.com/lede/20061222/sections/air/w96084.asp>

**AIR – KAL EXPECTS BETTER 2007 PROFIT:**

MORE: <http://news.airwise.com/story/view/1167309800.html>

**AIR – EMIRATES WILL SEEK A380 DELAY COMPENSATION:** Emirates will seek compensation for a delay in the delivery of Airbus's A380 aircraft. Emirates ordered 43 of the aircraft and will lease two more, but production problems at Airbus have held up deliveries.

MORE: <http://news.airwise.com/story/view/1167140385.html>

**AIR – SMALL CARGO PLANES CRASH A LOT:** Faulty maintenance and less oversight than large cargo planes receive leads to problems for the charter-cargo industry.

MORE: <http://www.amtonline.com/article/article.jsp?siteSection=1&id=3040>

**AIR – FIRST OF ECLIPSE VERY LIGHT JETS HEADING TO CUSTOMERS:** Eclipse, which is marketing an all-new "Very Light Jet" (VLJ) expects to send 500 of the new aircraft out the door in 2007. The small jets will seat 5 or 6, have low operating costs, and are intended to serve what is projected to become a nationwide air taxi service system.

MORE: [http://albuquerque.bizjournals.com/albuquerque/stories/2006/12/25/story1.html?e=et184&b=1167022800^1393658&hbx=e\\_vert](http://albuquerque.bizjournals.com/albuquerque/stories/2006/12/25/story1.html?e=et184&b=1167022800^1393658&hbx=e_vert)

**AIR – HOW A 15 MINUTE MEETING ALMOST KILLED THE BOEING 787:**

MORE: [http://seattle.bizjournals.com/seattle/stories/2006/12/25/story3.html?e=et184&b=1167022800^1393595&hbx=e\\_vert](http://seattle.bizjournals.com/seattle/stories/2006/12/25/story3.html?e=et184&b=1167022800^1393595&hbx=e_vert)

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

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

### THE PURINA DIET

I was in Wal-Mart buying a large bag of Purina for my dog and was in line to check out. A woman behind me asked if I had a dog. I thought to myself, "Could she be dumber?"

I was feeling a bit crabby so on impulse, I told her no, I was starting The Purina Diet again, although I probably shouldn't because I'd ended up in the hospital last time, but that I'd lost 50 pounds before I awakened in an intensive care unit with tubes coming out of most of my orifices and IV's in both arms.

Her eyes about bugged out of her head.

I went on and on with the bogus diet story and she was totally buying it. I told her that it was an easy, inexpensive diet and that the way it works is to load your pockets or purse with Purina nuggets and simply eat one or two every time you feel hungry. The package said the food is nutritionally complete so I was going to try it again.

I have to mention here that practically everyone in the line was by now enthralled with my story, particularly a tall guy behind her.

Horrified, she asked if something in the dog food had poisoned me and was that why I ended up in the hospital.

I said no, that I'd been sitting in the street licking my butt when a car hit me.

I thought the tall guy was going to have to be carried out the door.

## **TEST FOR DEMENTIA**

Below is a very private way to gauge your loss or non-loss of intelligence. Take the test presented here to determine if you're losing it or not. OK, relax, clear your mind and begin.

**Q ONE:** What do you put in a toaster?

ANSWER: Bread. If you said "toast," give up now and do something else. Try not to hurt yourself. If you said, bread, go to Question 2.

**Q TWO:** Say "silk" five times. Now spell "silk." What do cows drink?

ANSWER: Cows drink water. If you said "milk," don't attempt the next question. Your brain is over-stressed and may even overheat. However, if you said "water", proceed to question 3.

**Q THREE:** If a red house is made from red bricks and a blue house is made from blue bricks and a pink house is made from pink bricks and a black house is made from black bricks, what is a green house made from?

ANSWER: Greenhouses are made from glass. If you said "green bricks," why are you still reading these? If you said "glass," go on to Question 4.

**Q FOUR:** Its twenty years ago, and a plane is flying at 20,000 feet over Germany (If you will recall, Germany at the time was politically divided into West Germany and East Germany.) Anyway, during the flight, TWO engines fail. The pilot, realizing that the last remaining engine is also failing, decides on a crash landing procedure.

Unfortunately the engine fails before he can do so and the plane fatally crashes smack in the middle of "no man's land" between East and West Germany. Where would you bury the survivors - East Germany, West Germany, or no man's land?

ANSWER: You don't bury survivors. If you said ANYTHING else, you must stop. If you said, "You don't bury survivors", Proceed to the next question.

**Q FIVE:** You are driving a bus from London to Milford Haven in Wales. In London, 17 people get on the bus; In Reading, six people get off the bus and nine people get on. In Swindon, two people get off and four get on. In Cardiff, 11 people get off and 16 people get on. In Swansea, three people get off and five people get on. In Carmathen, six people get off and three get on. You then arrive at Milford Haven. What was the name of the bus driver?

ANSWER: Oh, for crying out loud! Don't you remember your own name? It was YOU!

If you have curious, interesting, funny or thoughtful items to share in "Just For Fun", Email them to [mike.miller@allcovered.net](mailto:mike.miller@allcovered.net) . Thanks.

Allcovered News is just one more tool and service we offer our clients.

**YOU DESERVE IT – WE DELIVER IT – TRY US!**

[www.allcovered.net](http://www.allcovered.net) ..... We have logistics **ALL covered**

AllCovered-NEWS is a weekly service for clients and friends of Allcovered.net. It is intended to help our clients be more effective and better informed than their competition. If you have not received AllCovered-NEWS before, you are receiving today either because you signed up, or a friend recommended you. We hope AllCovered-NEWS is a valuable resource for you. If you wish not to receive AllCovered-NEWS, please hit the "return" button of your browser. In the "Subject" line type "UNSUBSCRIBE" followed by your email address.

**Information for this week's AllCovered-NEWS was gleaned primarily from:**

Air Transport World = <http://www.atwonline.com>  
AirWise = <http://news.airwise.com/index.html>  
American Shipper = [www.americanshipper.com](http://www.americanshipper.com)  
Business Times of Asia = <http://business-times.asia1.com.sg/>

Journal of Commerce = <http://www.joc.com>  
Trucking Info = <http://www.truckinginfo.com>  
The Trucker = <http://www.thetrucker.com>  
eTrucker = <http://www.etrucker.com>

[Additional information comes from our own and other sources.](#)

This information has been edited for length and to make it more relevant for our clients.

Links to full source material is at end of all stories when available. Copyrights of material excerpted resides with the original copyright holder.

We thank these news sources for allowing us to use their material and urge you to support them.

This information is believed accurate but is not guaranteed.

Copyright 2007 – Allcovered.net & The Allen Insurance Group --- All Rights Reserved