

AllCovered NEWS

HIGHLIGHTS TO HELP YOU THIS WEEK

- Simple Things Make Success
- Global Economy To Slow
- Freight Rate Hikes
- Slowing Air Cargo Growth

COPYRIGHT 2007
All Rights Reserved

Monday, 9 April 2007 -- Edition #535

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:

Simple Things
Make Success
Cheap & Good
Color Lasers
Marketing Help
From
Allcovered

TRUCKING:

Diesel Jumps
11.4-Cents
Freight Index
Up

SECURITY:

C-TPAT
Changes To
Cut Delays
Pakistan's
Cargo Seal
Changes
FIATA & IATA
Team On
Security

OCEAN & AIR FORWARDING:

Global
Economy To
Slow
Ocean Carriers
Hike Rates &
Fees
IATA Forecasts
Airline Profits
March Air
Cargo Down

JUST FOR FUN:

Military Humor

NEXT WEEK

Success Closer
Than You Think

Links to source
stories at end of
excerpts

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

>> SMALL BUSINESS SECTION <<

SMALL BIZ – SIMPLE THINGS MAKE SUCCESS

--- Excerpted from an article by Sherry Borchelt & Christine Zmich – Link at end ---

Great outcomes do not involve high costs.

Creating a great place to work seems straightforward: make employees happy. Somehow, it doesn't come so easily for most organizations. Many can't figure out the right ingredients for job satisfaction, leading to higher turnover and unrealized productivity potential. In other cases, the idea seems expensive and difficult to directly connect to bottom-line results.

According to the Great Place to Work Institute, the "Fortune 100 Best Companies to Work For" outperformed the S&P 500 by more than 5% over a seven-year period.

"Most of the things that make a workplace great turn out to cost employers absolutely nothing," wrote Fortune Magazine's Daniel Roth in his article "Trading Places: What's it really like to work at a best company?"

"The shock of my four (undercover) stints wasn't that these companies were so extraordinary, but that other companies can't -- or just don't -- do the simple things that make employees happy. At every stop my fellow workers talked about bosses either leaving them alone or being there for them. They discussed work-life balance, stock options, and sick days."

So what else do these 100 Best know that other companies don't? They are companies with **strength in these areas: credibility** (communication to employees), **respect** (opportunities and benefits), **fairness** (compensation, diversity), and **pride/camaraderie** (philanthropy, celebrations).

The tie that binds these areas is strong leadership that builds a collaborative culture, which yields a return on investment.

"Most of the things that make a workplace great turn out to cost employers absolutely nothing."

The company on top of the 2006 Fortune list, Genentech, knows how to create a culture that keeps employees happy and supports the business strategy. It has proven its success as it tripled its revenues in four years. This winning company has a collaborative culture, a rigorous hiring process and fun meritocracy (yes, those words can go together). The biotech company has beer parties on Fridays, encourages pet projects, has an intensive new-hire orientation and does a weekly poll of workers to ensure that there are no problems and everyone is in line with the company's goals.

But it is also the X-factor -- employees feel that they are doing something worthwhile, and being treated and paid fairly in the process.

How can your company be more like a 100 Best? Here are six key steps:

1)- Celebrate new hires:

There's a reason sports coaches huddle and give a "go-get-'em speech" before

©2007 Allcovered
All Rights Reserved

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.jarrard@allcovered.net

games. Orientation and on-boarding are consistently overlooked, but have high value at relatively low costs. Schedule the new hires' first week with get-to-know you meetings and tell them how their job is critical to the company's mission.

2)- Check in with employees:

Keep in touch with new employees 30, 60 and 90 days out to address any problems with fit or communication. Teach new hires your company history and goals.

3)- Let employees know what is going on:

A lack of communication communicates to employees that they are not important. Companies get lazy about communication and forget its importance, especially in times of change. Announce when people come and go. Communicate frequently during crises, such as layoffs. Employees even like to know when the answer is "we don't know."

4)- Find out what makes employees tick:

Take the pulse of the company through employee surveys, which communicate interest in job satisfaction and find the best route to employee engagement. The Fortune 100 Best companies are known for creative, effective perks.

5)- Cultivate good managers:

It is widely known in the HR consulting world that the biggest reason for an employee's departure is a poor manager. Managers are the grass-roots implementers of the company culture. Provide training and coaching to help managers, especially those who over- or under-delegate, improve their skills.

6)- Know who you want:

Culture is the key component in creating a great work environment; and it's the people who make up the culture. So getting the right people in the door is top priority.

Companies that make people a priority deliver better business results.

What's your company doing?

MORE: http://cincinnati.bizjournals.com/cincinnati/stories/2006/08/14/focus3.html?e=et152&b=1155528000*1329287&hbx=e_vert

TECH BIZ – COLOR LASERS FOR THE OFFICE: It doesn't cost a fortune to have a fast and good color laser printer for your office anymore. The past year has seen a proliferation of these machines for \$500 and under with the speed and paper handling ability to make them viable for heavy-duty office printing. Big-job color lasers can be had for \$500 now compared to \$3,000 four years ago. Now there are budget machines that do superbly at more limited duty for small or home offices cost just \$300.

MORE: <http://www.pcmag.com/article2/0,1895,2110824,00.asp>

HELPING YOU GROW

At Allcovered.net we work to help you grow and manage your business.
Why? Because we want to be the provider you turn to... you Trust... Depend on... We want you to know Allcovered does more...

With this newsletter each week keeping you better informed...
With training, research and reference materials only a click away to help you...
With personalized service only a mouse click, a chat, an email or phone call away...
We're here when you need us.

Ask yourself... are your current providers helping you like this?

YOU DESERVE IT – WE DELIVER IT

Call TODAY and start saving... Try us with 5% of your business.

www.allcovered.net **We have logistics All covered.**

>>>> TRUCKING SECTION <<<<

TRUCKING – DIESEL UP 11.4-CENTS: The US The national average retail price of a gallon of diesel jumped 11.4 cents to \$2.790, or 17.3 cents higher than in the same week of 2006.
MORE: <http://www.etrucker.com/apps/news/article.asp?id=59154>

TRUCKING – TONNAGE INDEX UP: The Truck Tonnage Index increased 1.6% in February after falling 3.1% in January, the American Trucking Associations reports. The index is still 1.7% lower than February 2006.

MORE: <http://www.etrucker.com/apps/news/article.asp?id=59232>

TRUCKING – TEAMSTERS SAY PORTS EXPLOIT TRUCKERS

"Twenty-five years ago, these were good jobs," said Chuck Mack of the Teamsters during a coalition telephone news conference. "Drivers belonged to the Teamsters and made decent wages. But with the advent of deregulation in the 1980s, drivers were reclassified as independent contractors. Since then, it's been an absolute race to the bottom."

Under the current system, drivers are paid by the load, not by the hour, and are required to maintain their own rigs and pay for gas, repairs and insurance, Mack said. "Independent contractor' has a nice ring to it, but the reality of it is, it's really no more than exploitation. Their wages are too low to support their family, and most have no health insurance. They truly are the working poor."

MORE: <http://www.etrucker.com/apps/news/article.asp?id=59106>

>>>> SECURITY SECTION <<<<

SECURITY – C-TPAT CHANGES TO CUT DELAYS: Trusted shippers participating in the government's Customs-Trade Partnership Against Terrorism will not see as many delays and demurrage charges under changes to the C-TPAT program. Todd Owen, executive director for cargo and conveyance security at US Customs and Border Protection, says that multiple containers arriving under a single Customs entry will no longer have to be held on the terminal and incur late pickup charges if only one container in the group is targeted for an inspection. MORE: http://www.americanshipper.com/SNW_story.asp?news=54500

SECURITY – PAKISTAN'S NEW CARGO SEALING SYSTEM: Pakistan's Central Board of Revenue has devised a new system for sealing and de-sealing of cargo containers meant for transshipment, Transit, safe transportation and export. The system has been devised to provide security to inland and transit cargo against pilferage and revenue loss. MORE: http://www.dailytimes.com.pk/default.asp?page=2007%5C04%5C05%5Cstory_5-4-2007_pg5_4

SECURITY – FIATA & IATA TEAM ON SECURITY: The Airfreight Institute of FIATA (AFI) and the International Air Transport Association (IATA) are forming a task force designed to improve the air freight security environment, which they say is increasingly complex and expensive and littered with measures that jeopardize cargo flows. MORE: http://www.americanshipper.com/SNW_story.asp?news=54213

SECURITY – NEW RFID TAG TECH RELEASED: MORE: <http://ct.eneews.eweek.com/rd/cts?d=186-5990-38-104-21585-669609-0-0-0-1>

>>> AIR & OCEAN SECTION <<<

TRADE – GLOBAL ECONOMY TO SLOW: Global economic growth is about to slow because of tighter global monetary policies, the unwinding of investment excesses and the moderation that tends to accompany maturing expansions. Those are the conclusions of the "MAPI Quarterly Forecast of US Exports, Global Growth, and the Dollar: Second Quarter 2007 Through Fourth Quarter 2008," written by economist Cliff Waldman of the Manufacturers Alliance/MAPI. The report says the impact of the housing downturn in the US and the slowdown of investment in China are the two key variables that will determine the strength and stability of the world economy during 2007 and 2008. Most indications point to a soft and stable landing for the world economy. MORE: <http://www.joc.com/articles/news.asp?type=trade>

FULL COVER CARGO INSURANCE AS LOW AS 0.075%

That's not a mistake – members of our affiliated associations pay as little as 0.075% for Full Cover cargo insurance **including** War & Strikes for air cargo shipments or land shipments. Our system is fast, simple and can be paperless... pay only for what you use... no up-front costs.

We mean it when we say "5 Steps + 2 Minutes = Allcovered."

YOU DESERVE IT – WE DELIVER IT

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

TRADE – TOUGH TRANSPORT INSURANCE YEAR AHEAD: Insurance mutual TT Club announced a third consecutive year of rising premium income and a fifth consecutive year of increasing net worth for its 2006 financial year. But the London-based insurer of ship operators, ports and terminals provider foresees a more difficult year for the London market, on a weaker dollar, softer market and higher costs citing the sharp drop in the dollar together with a further softening of market conditions and increasing cost pressures. In a statement, chief executive Paul Neagle said that the Club had to address a sharp upsurge in claims estimates toward the end of the year, especially in relation to handling and carrying equipment.

TRADE – C-TPAT HELPS BUSINESS SAYS CBP: Preliminary findings show that the cost to apply for and maintain voluntary membership in the Customs-Trade Partnership Against Terrorism is not as great as perceived in some circles, and that improved business is a byproduct of efforts to meet the program's security standards according to US Customs and Border Protection officials. The program is designed to encourage importers to implement strong shipment controls and hold their overseas suppliers to the same standard in exchange for trade facilitation benefits such as reduced frequency of inspections and faster processing in dedicated lanes at land crossings. The goal is make it harder for terrorists to secrete people or weapons into a shipment to attack the United States or its trade lanes.
MORE: http://www.americanshipper.com/SNW_story.asp?news=54613

OCEAN – APL REVENUE DOWN 5%: Indicating that the upturn in freight rates is not quite upon us, APL's average revenue per 40-foot equivalent units dropped 5% to \$2,500 during the four weeks ended March 9, while its container volume rose 2%. For the first 10 weeks of 2007, APL reports average revenue per FEU dropped 6% to \$2,538 from \$2,700.
MORE: http://www.americanshipper.com/SNW_story.asp?news=54218

OCEAN – ISDA CARRIERS HIKE RATES: Container shipping lines in the Indian Subcontinent Discussion Agreement (ISDA) have announced a revenue recovery program for their 2007-2008 service contracts in the trade from the Indian subcontinent to the United States. ISDA carriers are recommending a freight rate increase for all commodities in their upcoming contracts of \$500 per FEU for shipments moving all-water from the subcontinent to the US East Coast, and \$650 per FEU for US inland point intermodal shipments.
MORE: http://www.americanshipper.com/SNW_story.asp?news=54371

OCEAN – WTSA CHILLED PAC RATES UP: Container shipping lines in the Westbound Transpacific Stabilization Agreement will increase freight rates for chilled "vegetables, all kinds," or VAK, by \$200 per FEU for all origins and destinations, effective May 1.
MORE: http://www.americanshipper.com/SNW_story.asp?news=54050

OCEAN – WTSA HIKES PAPER RATES: Member carriers of the Westbound Transpacific Stabilization Agreement announced guideline increases on wastepaper for 2007. Effective May 1 wastepaper rates charged by WTSA lines are to be raised \$100 per FEU for inland point and coast-to-coast mini-landbridge intermodal shipments.
MORE: http://www.americanshipper.com/SNW_story.asp?news=54370

OCEAN – ESPMC-WITASS CARRIERS TO HIKE CANAL FEES: Ocean carriers in the ESPMC-WITASS conference, which covers the Europe/Caribbean/South America trade, will in May raise their Panama Canal surcharges. The surcharge for southbound sailings will next month rise to 150 euros (\$200) per TEU while northbound sailings will increase to 195 euros (\$260) per TEU.
MORE: http://www.americanshipper.com/SNW_story.asp?news=54048

OCEAN – CTSA LINES HIKE FUEL FEES: The 11 shipping lines of the Canada Transpacific Stabilization Agreement will raise their fuel recovery charges effective 1 May. Fees will be \$435 per 20-foot container, up \$90. \$545 per 40-foot container, up \$90. and \$615 per 40-foot high cube container, up \$115.
MORE: http://www.americanshipper.com/SNW_story.asp?news=54049

OCEAN – VANCOUVER UN-CLOGGED: The big backlog of container cargo that had clogged up the port system in Vancouver, British Columbia, Canada, has been all but eliminated, according to Canadian media reports.
MORE: http://www.landlinemag.com/todays_news/Daily/2007/Apr07/040207.htm/040407-04.htm

OCEAN – CONGRESS ASKED TO EYE CARRIER ANTITRUST: The US Antitrust Modernization Commission stopped short of recommending repeal of ocean carriers' antitrust immunity under the Shipping Act of 1984, but called on Congress to take a closer look at carriers' exemption to antitrust laws. "Contrary to the asserted need for an immunity, ocean shipping provides a good example of an industry that now operates more efficiently with competition than without," the report states.

MORE: <http://www.joc.com/articles/news.asp?section=ocean&sid=41684>

OCEAN – MSC TAMPA RESCUED: Another Mediterranean Shipping Company-operated containership was rescued by a British coastguard last week, when the 1984-built "MSC Tampa" suffered engine failure in the Dover Strait, one of the world's busiest shipping lanes.

MORE: http://www.americanshipper.com/SNW_story.asp?news=54505

OCEAN – ZIM AND EVERGREEN ALTER US EAST COAST CALLS: Zim and Evergreen are replacing calls at Wilmington, NC, with New York on their joint weekly Asia/US East Coast AUX service.

MORE: http://www.americanshipper.com/SNW_story.asp?news=54618

AIR – IATA FORECASTS AIRLINE PROFITS: IATA raised its 2007 global airline net profit forecast to \$3.8 billion from \$2.5 billion and projected a 2008 collective industry net of \$7.6 billion, pointing to "better than expected traffic coupled with careful control of capacity." Revenue in 2007 is projected to grow 4.4% to \$469 billion, including a 4.7% rise in passenger revenue to \$375 billion and a 3.7% lift in cargo revenue to \$56 billion.

MORE: <http://www.atwonline.com/news/story.html?storyID=8471>

AIR – FEB CARGO TRAFFIC UP 4%: The Airports Council International (ACI), reports cargo traffic in February 2007 increased by 4% compared to the same month in 2006. International freight went-up 5%. Domestic cargo rose 3%.

MORE: http://www.aircargonews.net/article.asp?art_id=1854

AIR – BA-CARGO DOWN 16.3% IN MARCH: British Airways World Cargo reports its March 2007 cargo fell 16.3% while revenue was down 1.6%.

MORE: http://www.aircargonews.net/article.asp?art_id=1872

AIR – UNITED CARGO DOWN 6.5%: United Airlines reports a 6.5% decline in cargo volume for March compared to the same month last year.

MORE: http://www.americanshipper.com/SNW_story.asp?news=54362

AIR – CONTINENTAL MARCH DOWN 5.8%: Continental Airlines flew 93.1 million cargo revenue ton-miles in March, a 5.8% drop from 98.9 million cargo revenue ton-miles in the same month in 2006.

MORE: http://www.americanshipper.com/SNW_story.asp?news=54211

AIR – LH-CARGO ADDS TO DFW SERVICE: Lufthansa Cargo has added a third weekly cargo flight from Dallas-Fort Worth International Airport to Frankfurt, Germany, building on the carrier's 14% growth in import and export volumes during 2006.

MORE: http://www.americanshipper.com/SNW_story.asp?news=54615

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

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

MILITARY HUMOR

These are taken from training manuals and comments made in real military reports. There's a lot of truth for everyday life in these.

"A slipping gear could let your M203 grenade launcher fire when you least expect it. That would make you quite unpopular in what's left of your unit."

- Army's magazine of preventive maintenance.

"Aim towards the Enemy."

- Instruction printed on US Rocket Launcher

"When the pin is pulled, Mr. Grenade is not our friend."

- US Marine Corps

"Cluster bombing from B-52s is very, very accurate. The bombs are guaranteed to always hit the ground."

- USAF Ammo Troop

"If the enemy is in range, so are you."

- Infantry Journal

"It is generally inadvisable to eject directly over the area you just bombed."

- US Air Force Manual

"Whoever said the pen is mightier than the sword obviously never encountered automatic weapons."

- General MacArthur

"Try to look unimportant; they may be low on ammo."

- Infantry Journal

"You, you, and you ... Panic. The rest of you, come with me."

- US Marine Corp Gunnery Sgt.

"Tracers work both ways."

- US Army Ordnance

"Five second fuses only last three seconds."

- Infantry Journal

Bravery is being the only one who knows you're afraid."

- David Hackworth

"If your attack is going too well, you're walking into an ambush."

- Infantry Journal

"No combat-ready unit has ever passed inspection."

- Joe Gay

"Any ship can be a minesweeper... once."

- Anonymous

"Never tell the Platoon Sergeant you have nothing to do."

- Unknown Marine Recruit -

"Don't draw fire; it irritates the people around you."

- Your Buddies

"If you see a bomb technician running, follow him."

- USAF Ammo Troop

"Though I Fly Through the Valley of Death... I Shall Fear No Evil. For I am at 80,000 Feet and Climbing."

- At the entrance to the old SR-71 operating base Kadena, Japan

"You've never been lost until you've been lost at Mach 3."

- Paul F. Crickmore (test pilot)

"The only time you have too much fuel is when you're on fire."

"Blue water Navy truism: There are more planes in the ocean than submarines in the sky."

--From an old carrier sailor

"If the wings are traveling faster than the fuselage, it's probably a helicopter -- and therefore, unsafe."

"When one engine fails on a twin-engine airplane you always have enough power left to get you to the scene of the crash."

"What is the similarity between air traffic controllers and pilots? If a pilot screws up, the pilot dies; If ATC screws up the pilot dies."

"Never trade luck for skill."

The three most common expressions (or famous last words) in aviation are: "Why is it doing that?", "Where are we?" and "Oh S---!"

"Weather forecasts are horoscopes with numbers."

"Progress in airline flying: now a flight attendant can get a pilot pregnant."

"Mankind has a perfect record in aviation; we never left one up there!"

"Flashlights are tubular metal containers kept in a flight bag for the purpose of storing dead batteries.

"Flying the airplane is more important than radioing your plight to a person on the ground incapable of understanding or doing anything about it."

"Just remember, if you crash because of weather, your funeral will be held on a sunny day."

Advice given to RAF pilots during WWII: "When a prang (crash) seems inevitable, endeavor to strike the softest, cheapest object in the vicinity as slow and gently as possible."

"The Piper Cub is the safest airplane in the world; it can just barely kill you."
- Attributed to Max Stanley (Northrop test pilot)

"Never fly in the same cockpit with someone braver than you."

"There is no reason to fly through a thunderstorm in peacetime."
- Sign over squadron ops desk at Davis-Monthan AFB, AZ,

"If something hasn't broken on your helicopter, it's about to."

Basic Flying Rules: "Try to stay in the middle of the air. Do not go near the edges of it. The edges of the air can be recognized by the appearance of ground, buildings, sea, trees and interstellar space. It is much more difficult to fly there."

As the test pilot climbs out of the experimental aircraft, having torn off the wings and tail in the crash landing, the crash truck arrives, the rescuer sees a bloodied pilot and asks "What happened?". The pilot's reply: "I don't know, I just got here myself!"
- Attributed to Ray Crandell (Lockheed test pilot)

If you have curious, interesting, funny or thoughtful items to share in "Just For Fun", Email them to 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 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	Journal of Commerce = http://www.joc.com
AirWise = http://news.airwise.com/index.html	Trucking Info = http://www.truckinginfo.com
American Shipper = www.americanshipper.com	The Trucker = http://www.thetrucker.com
Business Times of Asia = http://business-times.asia1.com.sg/	eTrucker = http://www.etrucker.com

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