

DANGEROUS GOODS REPORT

INSIGHTS ON HAZMAT ISSUES

DG REGULATIONS

- ▶ 2015 REVIEW
- ▶ 2016 PREVIEW

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DANGEROUS GOODS FROM THE REGULATOR'S PERSPECTIVE

A unique perspective into the how and why

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CAREERS IN DANGEROUS GOODS

How did professionals get their start?

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DGS HIGHLIGHTS

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Welcome to the fourth issue of the *Dangerous Goods Report*

2015 was one of those years when Dangerous Goods regulations seemed to change too often for many professionals to keep up. But we did our best! From lithium batteries to GHS to crude oil by rail, we worked with our customers to sort through all the new regulations and restrictions, helping keep their shipments compliant and the public safe.

We've dedicated this issue of the *Dangerous Goods Report* to reviewing the impact of DG regulations over the past year—and looking ahead to 2016. We've also included a rare insight into the regulator's perspective, examined the many paths to careers in DG and visited our shipment-saving partners at DGM Chicago. And don't miss our recap of the 10th annual Dangerous Goods Symposium!

As always, we at Labelmaster are here to help you make sense of the ever-changing Dangerous Goods landscape. We hope you find the information and solutions in the *Dangerous Goods Report* to be useful, and we welcome any questions.



Alan Schoen
President of Labelmaster

ONLINE RESOURCES



GET CONNECTED

Visit labelmaster.com/GHS for more information and updates on GHS. You can also watch our series of webinars that provides detailed information on GHS conversion.



STAY INFORMED

The world of DG is constantly changing. To find updates on a wide range of DG topics, including GHS, visit blog.labelmaster.com.



HEAR FROM OUR EXPERTS

The Master Series is a collection of short videos that provides practical perspectives on current DG issues. For more, visit labelmaster.com/masterseries.



MAINTAIN COMPLIANCE

From advanced shipping software to logistics consulting, Labelmaster Services can help keep your business on the right side of DG regulations. Visit labelmaster.com/services to learn more.



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THE YEAR IN REVIEW

THE YEAR AHEAD

TO SAY 2015 WAS AN EVENTFUL YEAR IN THE WORLD OF DANGEROUS GOODS SHIPPING REGULATIONS WOULD BE SOMETHING OF AN UNDERSTATEMENT. MANUFACTURERS, SHIPPERS, CARRIERS AND CONSULTANTS ALIKE HAVE BEEN WORKING OVERTIME JUST TO KEEP UP.

As we come to the end of these tumultuous 12 months, we wanted to take a moment to reflect on the key events that made headlines this year and see what might be coming around the bend in 2016.



LITHIUM BATTERIES—A HIGHLY CHARGED TOPIC

New Year's Day saw the first of many restrictions on the shipping of lithium batteries in 2015 as the International Civil Aviation Organization (ICAO) prohibited the carrying of lithium metal batteries as cargo in passenger airlines.

February 6—**HM-224F** went into effect in the U.S.

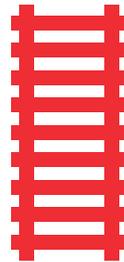
Some of the major changes imposed by **HM-224F** included:

- ▶ Replacing “equivalent lithium content” (ELC) with watt-hours (Wh)
- ▶ New, simplified proper shipping names and UN numbers
- ▶ Eliminating the “12/24” exception
- ▶ New paperwork retention requirements for manufacturers
- ▶ New regulations for shipping cells/batteries for disposal or recycling

February 20—PHMSA extended the compliance date for **HM-224F** to August 7, 2015, but not for transportation by air. Carriers by air were still bound by the original compliance date.

Regulatory agencies weren't the only groups involved in shaping the discussions of lithium battery shipping in 2015:

- ▶ In February, Delta Airlines banned bulk shipments of lithium ion batteries. United soon followed suit.
- ▶ In March, the U.S. Postal Service issued an update to its Publication 52 (the document governing the movement of DG), which aligned USPS regulations on lithium batteries with the changes made by **HM-224F**—but slightly more strictly.
- ▶ On July 17, Boeing issued new guidance on the bulk carriage of lithium ion batteries on its passenger aircraft.
- ▶ On July 27, Malaysia Airlines suspended all transportation of lithium metal batteries, including those contained in or packed with equipment, on both passenger and cargo aircraft.
- ▶ On August 31, Lufthansa banned all excepted standalone shipments of lithium batteries (lithium metal and lithium ion) on passenger or cargo aircraft, and all fully regulated lithium battery shipments on passenger aircraft.



RAIL TRANSPORTATION—REGULATIONS HEATING UP

After several high-profile incidents involving highly flammable liquids, most notably Bakken crude oil, the rail industry has been under increasing scrutiny from federal regulators. Some of the consequences included:

April 27—the USDOT Federal Railroad Administration (FRA) issued Emergency Order Number 30, Notice 1, limiting the speed of trains carrying large amounts of highly flammable liquids to 40 miles per hour through high-threat urban areas.

In May, PHMSA and the FRA announced the final rule **HM-251** Enhanced Tank Car Standards and Operational Controls for High-Hazard Flammable Trains.

Among the regulations in the ruling were:

- ▶ New tank car specifications (DOT 117)
- ▶ Enhanced braking requirements
- ▶ Reduced operating speeds
- ▶ Rail routing risk assessment and notification requirements
- ▶ Requirements for more accurate classification of unrefined petroleum-based products

Many of the provisions in **HM-251** have met with resistance from the railroad industry, and discussions are ongoing at this point.

But perhaps the most significant event for the rail industry in 2015 came on October 28, when Congress voted to **extend the Positive Train Control (PTC) mandate** of the **Rail Safety Improvement Act of 2008** (RSIA 2008) to December 31, 2018. Railroads now have three more years to install PTC systems on all lines carrying passengers and any toxic by inhalation (TIH) chemicals.

With U.S. rail infrastructure far from ready to meet the PTC mandate, several major operators had stated that the original December 31, 2015 deadline would force them to suspend the carriage of all freight and passenger traffic—essentially, all service—if no extension were granted.

The rail industry (and the nation) is thankful for the extension.



Labelmaster offers a complete line of products for shipping lithium batteries. **SEE PAGES 16 AND 17.**

GLOBALLY HARMONIZED SYSTEM— IT'S ALL COMING TOGETHER

Aligning OSHA's Hazard Communication Standards (HCS) with the Globally Harmonized System for Classification and Labeling of Chemicals (GHS) is a major, multi-year undertaking that will eventually affect every potentially hazardous chemical in the workplace.

The process actually began with the publishing of OSHA's new HCS in 2012, but there were two key deadlines in 2015:

- ◆ **June 1**—Manufacturers and importers were required to comply with all modified provisions, which meant all chemicals produced and shipped were required to have HCS-compliant labeling and SDS.
- ◆ **December 1**—After December 1, distributors could only ship containers with HCS-compliant labels.

Up to now, GHS implementation has primarily affected manufacturers and distributors. The next major deadline—and it's a big one—comes on June 1, 2016. That's the day compliance becomes **mandatory for all workplaces.**



These internationally recognized pictograms are designed to limit the need for language conversion in our culturally diverse global trade.

SEE PAGES 16–19
for more information on Labelmaster's
GHS and hazcom products.

**2016
THE EXPERTS
LOOK AHEAD**

What does 2016 hold for the world of DG? We asked attendees at the 10th annual Dangerous Goods Symposium (DGS) this year to speculate on what some of the major topics will be in 2016.



“I would not be surprised if there were more incidents with lithium batteries on airplanes that are undeclared. Because it’s not the regulated community that’s shipping things poorly. It’s those people that just don’t know any better.”

*Eugene Sanders, Manager,
W.E. Train Consulting*



“There are some things happening at the UN with regard to corrosivity and toxicity. Everyone in the industry is on the edge of their seat waiting to find out what that’s going to be.”

*Wendy Buckley, President,
Specialty Transportation
and Regulatory Services*



“I’m hoping that regulators are able to take hazmat Class 9 and set it up so it’s not just miscellaneous, but to break it down, segment it into other specific items.”

*Kimberly Alexander,
Operations Manager,
Universal Distributors*



“I think we’re going to continue to see implications from GHS labeling. And I really think that things will need to be done to cut down on the confusion between workplace labeling and transport labeling.”

*Vaughn Arthur, President of the
Dangerous Goods Advisory
Council (DGAC)*



“Class 9 is the gorilla of hazard classes—it just keeps growing and growing. We’ve got hazardous waste liquid and solid NRS. We’ve got zinc dithionite, we’ve got asbestos, and of course, we’re hearing now about the new Class 9 lithium battery label.”

*Leo Traverse, President
and Hazardous Material Trainer,
Hazmateam, Inc.*



“GHS is going to be very big. It’s going to be fully implemented this year, so we’re anticipating OSHA’s going to be hot and heavy on compliance.”

*Paul Dambek, Hazardous Material Trainer
and Consultant, Hazmateam, Inc.*

DANGEROUS GOODS

from the Regulator's Perspective

Sit two Dangerous Goods professionals down for a coffee, and there's a good chance they'll talk about the challenges of keeping up with regulations.

Bob Richard feels their pain. He's currently Vice President of Regulatory Compliance Services at Labelmaster, but he also served as the Deputy Associate Administrator for Hazardous Materials Safety at PHMSA from 2006 to 2010, where he helped develop and enforce DOT regulations with a team of 75 inspectors.

He offers a unique viewpoint into how and why regulators do what they do.

He understands the perception that all regulators care about is hassling businesses and collecting fines. But he insists their real goal is to **"...focus on the highest risk to the public—to ask, 'How much safer are we?' Of course, that's hard to measure."**

HOW REGULATIONS HAPPEN

How does that simple focus turn into the complex maze of regulations you deal with every day? Richard attributes much of the complexity to how regulations originate.

"There are a number of things that influence regulation development," Richard says. "Some regulations are mandated by Congress, others start with petitions by regulated companies. Another factor is international harmonization. You have cases where Congress pressures the agencies into writing special permits and approvals."

And, of course, executive orders. **"Every president as far as I can remember has said, 'We need to simplify regulations.'**

But when an incident occurs or something goes wrong, people want to blame somebody. Politicians typically want to invoke more regulations."

Regulators do the best they can to reconcile these pressures with the information available. But industries often change faster than regulations can adapt.

Take lithium battery shipping. Richard explains that many of the limits contained in those regulations "...were developed when lithium batteries were just evolving. Those numbers made sense at the time, but once they're set in regulations, they're almost impossible to change."

WHAT REGULATORS WANT

Richard says, “When I was a regulator, I tried taking a multifaceted approach to risk reduction and preventing incidents by understanding why and how they occurred in the first place.”

Richard draws a strong distinction between shippers who commit violations by mistake or through ignorance, and those who intentionally flout regulations.

“We must hold intentional violators accountable,” he says. “There are still many areas of the world where safety oversight is deficient. You can find too many undeclared shipments and non-compliant shippers that put us all at risk. But until those people are held accountable, it won’t change.”

WHAT YOU CAN DO

You have a voice in the rulemaking process, and recourse if you’re accused of a violation.

“In the U.S., unlike some other countries, there are rules and procedures for rulemaking,” says Richard. He reminds readers that all new and proposed federal regulations are posted for public comment in the Federal Register for 90 days, or longer if they’re more complicated. “Based on those comments, they’ll evaluate and publish a final rule. You can appeal that final rule.”

And if you’re accused of a violation? **“The most important thing a company can do is respond. You have to show that you’re committed to fixing it.** Don’t admit guilt, but show that you recognize the concerns and describe what you’re doing to correct them.”

He adds, “Companies sometimes make the mistake of hiring a high-priced lawyer when they may only need a hazmat expert who knows the regulation.”

After all, keep in mind the agency’s objective—protecting public safety.

“The money they collect goes into the treasury—not to PHMSA,” says Richard. “They simply want you to comply and ship safely.”



Watch Bob Richard's Master Series video, *Lithium Batteries: Regulatory Changes Present Challenges*, at labelmaster.com/masterseries.



CHOOSING THE DANGEROUS PATH

Ask anyone who works in the field of shipping Dangerous Goods and they'll tell you: Working with DG is **a unique experience!**

Each new day brings new and different challenges. The ever-changing nature of the rules and regulations means practitioners must always be on their toes. And it takes a special kind of person to embrace the incredibly detail-oriented nature of the business.

It's also different because unlike most careers (e.g., accounting, engineering, marketing, legal, medical or veterinary), there's no standard academic program of study. You can't walk into a university and come out with a BS in DG. And you don't hear many high school students saying, "I want to be a Dangerous Goods/hazmat professional!"

So, how do people get involved in the DG life?

"I DON'T KNOW. IT JUST SORT OF HAPPENED."

For many folks, getting into DG was simply a matter of coincidence. They took an available job with a company and then discovered there was a DG component to it. Or, in some cases, the responsibility was added after the fact—sometimes after discovering the company had been shipping things improperly.

Others found their chosen area of study had applications in Dangerous Goods shipping they might not have initially considered. Package design, material testing, change

management, supply chain integration and instructional development are a few of the skills that can open job opportunities in DG.

People with military experience often discover their skills are a natural fit for a DG job in the civilian world. For armed forces personnel, rules and regulations are second nature. Plus, they routinely work with things that explode. Military jobs in procurement, supply and logistics dovetail naturally with the strong, process-driven safety culture that makes compliant DG shipping possible.

Still other people find themselves on the government/regulatory side of the fence, putting their widely varied skills to work in developing, testing, writing or enforcing the regulations.

DEDICATION TO THE GREATER GOOD

The one thing everyone who works in DG for any length of time has in common is **a passion for what they do**. There's a very real sense of pride and accomplishment in keeping the global supply chain moving and helping protect the public at the same time.

That's what we, as an industry, need to promote to the next generation of Dangerous Goods professionals.

“People from all different backgrounds succeed in the DG compliance world. A woman who was an English major, with no technical background, was best regulation writer I ever worked with at PHMSA. She has since retired and does volunteer work in her local library ... go figure.”

Bob Richard, Vice President of Regulatory Compliance Services, Labelmaster

“It’s not just about following regulations—it’s about making sure people are safe and healthy and can go home to their families at the end of the day.”

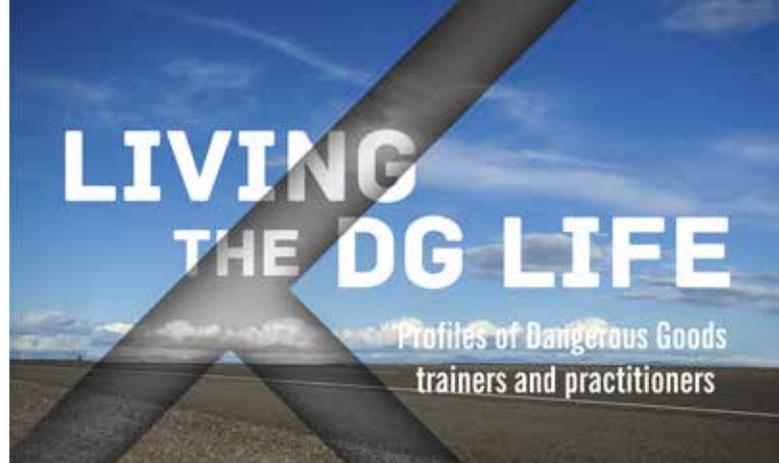
Chandra Deeds Gioiello, Consultant, Industrial Health & Safety Consultants, Inc.

“You’re considering getting into the DG industry? I would tell you that you’re looking at a very interesting career. We often joke that we’re geeky people doing geeky things, but we are happy doing it. And we feel like we’re making a difference.”

Vaughn Arthur, President, Dangerous Goods Advisory Council

“I’m an architect, somebody else is an accountant, someone else is a biologist, someone’s a chemist. And here we are solving problems given all the different training we have. It makes DG the most creative industry I know.”

Howard Skolnik, President & CEO, Skolnik Industries



Get a unique, behind-the-scenes look into the day-to-day lives of DG professionals with our new video series: “Living the DG Life.”
Labelmaster.com/masterseries

KEEPIN’ ON TRUCKIN’

The American Trucking Association (ATA) estimates **there’s a shortage of between 35,000 and 40,000 truck drivers out there**, which strains the whole transportation industry. But that same shortage also represents a tremendous opportunity for young people looking to get into the workforce, especially those who can qualify for a hazardous materials endorsement.





DGM CHICAGO

Everything you need, right where it's needed most

DGM Chicago offers a variety of services for shippers of Dangerous Goods, including:

- ◆ Corrective action for non-compliant shipments
- ◆ Custom hazardous materials crating (domestic and export)
- ◆ TSA-approved cargo screening
- ◆ ULD builds
- ◆ Dry ice delivery and re-icing
- ◆ Blocking and bracing
- ◆ Fulfillment and distribution services
- ◆ Airport transfer arrangements

WHERE REGULATIONS MEET REALITY

In a perfect world, you've properly classified, packaged, labeled and documented your shipment of Dangerous Goods. The shipment travels effortlessly through all the various modes of transportation to reach its destination on time and your customer is happy.

But we all know the world is far from perfect.

Packages get damaged in transit. Substandard labels can fall off. "T's" don't get crossed and "i's" don't get dotted. The net result is your shipment is rejected by an air carrier and you're out of luck.

Not if DGM Chicago can help it.





PUTTING THE PRINCIPLES INTO PRACTICE EVERY DAY

DGM Chicago is a division of Labelmaster and a franchise of Dangerous Goods Management (DGM)—a global network of 51 service providers operating in 32 countries.

Located adjacent to the cargo processing area of Chicago's O'Hare International Airport, this team of DG experts specializes in the timely correction of rejected DG shipments. As General Manager Tracie Cady describes it, "We're the practitioners of what Labelmaster represents. Labelmaster provides the labels, packaging, regulatory books and software; we're working hands-on with Dangerous Goods."

When rejected shipments hit the dock at DGM Chicago, it's a race against time. "We'll get a package that's supposed to be on a plane in just a couple hours, and it can be extremely challenging to get everything into proper compliance before the lockout time," says Cady.

From labeling to documentation and even custom crate building, DGM Chicago has a breadth of resources and expertise to help ensure packages continue on their way as quickly as possible, whether the package is going across the country or across the planet.

So, what can DG shippers do to help avoid the need for corrective action in the first place?

"THE LESS WE HAVE TO DO, THE FASTER IT'LL GO THROUGH."

Three of the most common problems DGM Chicago encounters are:

- ◆ **Substandard packaging**—Bargain packaging might seem like a great way to save money, but it may be more susceptible to damage during transit and end up costing more in the long run.
- ◆ **Overzealous stretch wrap**—A perfectly stacked shipment of perfectly compliant packages can run into trouble at the last minute when stretch wrap is applied too tightly and damages the packaging.
- ◆ **Overloaded pallets**—Trying to get an extra container on a pallet is a recipe for damage.

"The best thing you can do is stay in touch with your freight forwarder," says Cady. "Find out how they handle damaged or rejected shipments and make sure they're keeping you apprised of any unexpected delays."

Finally, if you know your DG shipment is going through O'Hare, it might be a good idea to plan for a little extra time. Extensive road construction around the airport is delaying incoming truck shipments just as the impending holiday rush starts driving cargo volumes up dramatically.

Can DGM Chicago help you keep your DG shipments compliant and on time? Contact them at 866.655.5539 and learn more at labelmaster.com/services/dgm.



DANGEROUS GOODS SYMPOSIUM HIGHLIGHTS

The 10th annual Dangerous Goods Symposium in St. Louis was our **biggest and most informative yet**. It may also have been the most fun.

Our international lineup of star presenters shared fresh insights into new regulations—and new solutions—with DG trainers and professionals from every sector of our ever-evolving industry. Highlights included:

- ◆ **The ICAO Competency-Based Training Workshop**, led by Labelmaster’s Rhonda Jessop and Patrick Cote from Purolator
- ◆ **“Retrospective and Perspective”** from Jeff Hart, former chairman of the UN Sub-Committee of Experts
- ◆ **“Lithium Batteries in Air Transport—a Carrier’s Perspective,”** from Bob McLelland of UPS

For a look at some of the presentations, visit labelmaster.com/symposium/2015-dgs-presentations.

After hours, attendees also played interactive DG-related games (seriously—they were a blast) and toured the nearby Anheuser-Busch brewery. For everyone, DGS 2015 was a perfect opportunity to learn, network and have fun.



Want to make DGS 2016 in Chicago one of next year’s highlights? DGS 2015 filled up fast, so save your spot today at labelmaster.com/symposium.

“I think it’s absolutely amazing. I wish I’d come a lot sooner, but I know I will be here every year moving forward.”

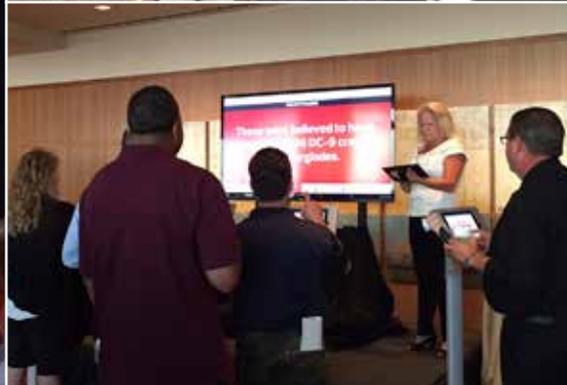
Kimberly Alexander, Operations Manager, Universal Distributors, LLC

“You have the carriers. You have the suppliers. You have the shippers, the regulators. It’s gone beyond my expectations.”

Rick Fischer, Transportation Compliance Analyst, Honeywell

“Learning about different people’s perspectives on new regulations, especially the international perspective, is a major plus.”

Wendy Buckley, President, Specialty Transportation and Regulatory Services



HAZMAT HUMOR from DGS 2015 attendees

Q: If you had one DG-related superpower, what would it be?

A: Knowing which lithium battery packing instruction applied to my shipment.

Q: If DG shipping had a theme song, what would it be?

A: "Yakety Sax" (the Benny Hill theme song).

Q: What wisdom would you pass along to someone just starting out in DG shipping?

A: Double-check and double-check and double-check.

Q: If you could sum up DG shipping in one word, what would that word be?

A: "Challengingtosaytheleast!"

Q: What steps is the DG industry taking to prevent the zombie apocalypse?

A: More regulations.

BATTERY LABELS



Lithium Battery Handling Label

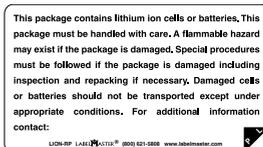
L435P

These Lithium Battery Handling Labels are required on all packages carrying lithium ion batteries or lithium metal batteries by aircraft. The paper shipping labels are personalized with customer's designation as to whether the packaging contains a lithium ion battery or lithium metal battery, and are personalized with customer's contact phone number as required by the regulations. Customers must specify both the lithium battery type and phone number when ordering. If you wish to order this item online, add to the cart and purchase the item. Within 24 hours, one of our Customer Success Team Members will contact you to obtain the information you wish to personalize. Sold 500 per roll.

Reg. price: \$77.30

Sale price: **\$61.84**

DOCUMENTS



Lithium Battery Peel-Away Document

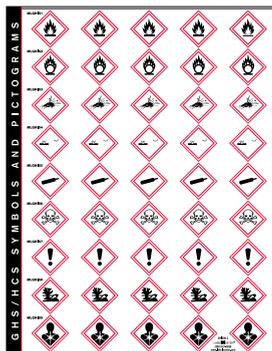
LION-R

This personalized peel-away document provides hazard communication information that the package contains lithium ion batteries or cells (personalized by customer) and must be handled with care. It explains that special procedures must be followed if the package is damaged and to include inspection and repacking if necessary. If you wish to order this item online, add to the cart and purchase the item. Within 24 hours, one of our Customer Success Team Members will contact you to obtain the information you wish to personalize. Sold 500 per roll.

Reg. price: \$50.00

Sale price: **\$40.00**

HCS/GHS LABELS



HCS/GHS Pictogram Labels Sheet

GHISMLC

Properly label your hazardous chemicals with Labelmaster's Mini GHS Pictogram Labels. The UN Globally Harmonized System (GHS) of classification and labeling of chemicals is used to enhance the protection of human health and the environment by providing an international system for hazard communication, providing a recognized framework for countries without a system, reducing the need for testing and evaluation of chemicals, and facilitating international trade in chemicals whose hazards have been properly assessed and identified on an international basis. These mini labels use the GHS pictograms to depict the recommended measures that should be taken to minimize or prevent adverse effects resulting from exposure to a hazardous product. They also instruct users how to minimize improper storage or handling of a hazardous product. They are sold in packs of 25 sheets, with each sheet including five mini labels for all nine of the available pictograms.

Reg. price: \$14.50

Sale price: **\$11.60**



20% OFF SALE!*

Visit labelmaster.com/DGReport for exclusive savings!

HURRY, OFFER ENDS 1/30/16

PACKAGING



Lithium Battery Shipping Kit, 9" x 9" x 9"

BBUA999BS

Ship lithium batteries safely and simply with Labelmaster's Lithium Battery Shipping Kits. Complete with a lithium battery package, proper shipping name label, Hazard Class 9 Label, Cargo Aircraft Only Label, Lithium Battery Label and 10 Shipper's Declaration for Dangerous Goods Forms, this UN-tested packaging has been reviewed for safe shipments of lithium batteries by all modes of transport and meets the requirements of Procedure 1A. To use, simply place your lithium battery inside the provided plastic liner bag, fill void spaces with Bubble Wrap® (sold separately) and affix labels. Measuring 9" x 9" x 9", each kit is sold individually.

Reg. price: \$5.66 Sale price: **\$4.53**

Safely ship individual batteries or solid hazardous materials by all modes of transport with Labelmaster's UN-certified Lithium Battery Packaging. Designed, tested and certified to meet the safety specifications of the DOT-CFR, ICAO and IMO when used with Anti-Static Bubble Wrap®, this packaging comes in three sizes.



Lithium Battery Packaging, 12" x 12" x 12"

UA121212BSR

Reg. price: \$7.97 Sale price: **\$6.38**



Lithium Battery Packaging, 15" x 10" x 10¹/₂"

UA151010BS

Reg. price: \$7.67 Sale price: **\$6.14**



Lithium Battery Packaging, 15" x 14" x 14"

UA151414BS

Reg. price: \$11.33 Sale price: **\$9.06**

*20% discount applies to items featured in this *DG Report*

BOOKS

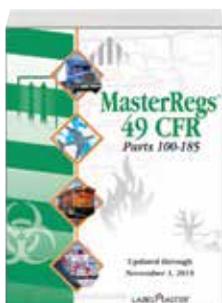


Early 49 CFR, Standard Bound, Revised October 2015

EARLY0029

Stay current with the most recent regulatory updates when you rely on Labelmaster's Early 49 CFR, Revised October 2015. This is released about six months prior to the release of the government 49 CFR, with this version serving as an update to Parts 100–185. Featuring the same format as the government release, this standard edition is designed with a user-friendly layout that makes it even easier to find information. Sold individually.

Reg. price: \$41.00 Sale price: **\$32.80**

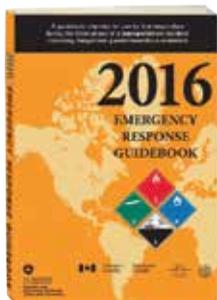


MasterRegs™ 49 CFR, Standard Bound, Revised November 2015

490023

Make regulations easier to understand and implement with Labelmaster's MasterRegs™ 49 CFR, Revised November 2015. This standard-bound publication is a reader-friendly version of 49 CFR Parts 100–185 and includes Labelmaster's exclusive Hazmat Table, samples of compliance shipping papers and much more—all organized in a user-friendly format designed to save you time. Sold individually.

Reg. price: \$46.25 Sale price: **\$37.00**

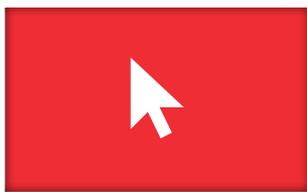


2016 Emergency Response Guidebook, Standard Bound Pocket

ERG0024

Stay up to date with the latest Dangerous Goods lists from the United Nations recommendations, as well as from other international and national regulations, with Labelmaster's 2016 Emergency Response Guidebook. This standard-bound, full-size book contains sections that have been added, expanded and/or revised to include the addition of all new Dangerous Goods listed in UN Recommendations on the Transport of Dangerous Goods (16th, 17th and 18th editions) as well as an index list of Dangerous Goods in order of ID number and in alphabetical order. Rail Car and Road Trailer Identification Charts, as well as a section on Pipeline Safety Information, make this quick-reference book an indispensable tool. Sold individually.

Reg. price: \$4.15 Sale price: **\$3.32**



20% OFF SALE!*

Visit labelmaster.com/DGReport for exclusive savings!

HURRY, OFFER ENDS 1/30/16



Visit labelmaster.com
TO ORDER
 Call 800.621.5808



LABELMASTER.COM/DGREPORT

SAFETY



GHS Training Manual

GHISTRN1

Bring awareness and teach the Hazcom 2012/GHS standard to employees with Labelmaster's GHS Training Manual (in English). This manual helps employers implement the new requirements into their workplaces, complete with explanations of the SDS format, workplace labeling requirements and training requirements. Sold individually.

Reg. price: \$99.00 Sale price: **\$79.20**



GHS Label Wallet Cards, Laminated Paper

GHISTRNWC1

Labelmaster's GHS Label Wallet Cards provide a quick and easy GHS reference for employees. Sized at 2½ x 3½ in., these English version cards can be distributed during training programs so employees can keep a hazard communication card with them at all times. Printed on heavy-duty cardstock and laminated for durability, these two-sided hazcom wallet cards are sold in packs of 25.

Reg. price: \$10.00 Sale price: **\$8.00**



GHS Training Poster, Laminated Paper

GHISTRNPST1

Measuring 28 x 20 in., Labelmaster's GHS Training Posters give your employees a quick reference to understand GHS labels. They feature an explanation of all parts of the label in an easy-to-understand format. Printed on laminated paper for longer-lasting use. Posters are sold individually.

Reg. price: \$28.00 Sale price: **\$22.40**

SOFTWARE



Lithium Battery Advisor **25% OFF! Offer expires 12/31/15!**

DGISLBA

Shipping lithium batteries is a challenging task for many shippers. While regulations help ensure the safety of those involved in the process, they're often complex and difficult to navigate. This leads to operational headaches, and costs companies time and money. Leave nothing to chance. The Labelmaster Software Lithium Battery Advisor is the first tool of its kind developed to simplify the complicated process of shipping lithium batteries. Simply answer a few questions about your battery or device, such as what type of lithium battery is being shipped or whether the battery is contained in equipment. The Lithium Battery Advisor will then produce a guidance document for your shipment that contains useful, relevant information, including:

- General instructions
- Required packaging and labels
- Sample shipping documentation
- Labeling and marking diagrams

Reg. price: \$119.00 Sale price: **\$89.00**

Learn more at labelmaster.com/software/lithium-battery-advisor.

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GHS and LI battery products!
Hurry, offer expires 1/30/16!

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VOLUME
04

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INSIGHTS ON HAZMAT ISSUES



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