

UPCOMING DATES AND LOCATIONS

Multimodal Dangerous Goods Transportation Training 2 Days Shipping Dangerous Goods by Air Recurrent Training 1 Day

Secaucus, NJ	Jul 12-13	Jul 14
Boston, MA	Jul 26-27	Jul 28
Allentown, PA	Aug 16-17	Aug 18
Chicago, IL	Sep 13-14	Sep 15
Woodbridge, NJ	Sep 27-28	Sep 29
Danbury, CT	Oct 4-5	Oct 6
Birmingham, AL	Oct 18-19	Oct 20
Atlantic City, NJ	Nov 8-9	Nov 10
Suffern, NY	Nov 15-16	Nov 17
Philadelphia, PA	Dec 6-7	Dec 8
Saddle Brook, NJ	Dec 13-14	Dec 15

To register, use the form on the mail panel, call us at 800-631-3098, or visit our website and register online:
www.unzco.com

How to Register — 4 Easy Ways...

Registering for Unz & Co. training is easy! Once you have made your choice of program, select your preferred city and date from the listing above.

1. **ONLINE** visit our Web site <http://www.unzco.com> and register online.
2. **FAX** the completed Registration Form to 1-732-868-0260.
3. **PHONE** 800-631-3098 M - F 8:30 am to 5:00 pm EST
4. **E-MAIL** unz@unzco.com

REGISTRATION FEES:

Multimodal Dangerous Goods Transportation Training Workshop 2-Day \$895

Shipping Dangerous Goods by Air - Recurrent 1-Day \$495

Attend Both for \$1315 and save \$75

Hotel Reservations Workshop attendees who require overnight accommodations are responsible for making their own arrangements. Unz & Co. reserves a block of rooms at the workshop hotel which are held until 30 days prior to the workshop date. Make your reservations early to ensure availability and be sure to mention that you will be attending an Unz & Co. workshop. See www.unzco.com for hotel info.

Workshop Schedule	Registration & complimentary continental breakfast	Daily schedule
Multimodal Dangerous Goods Workshop	7:30am	8:00am to 4:30pm
Shipping Dangerous Goods by Air Workshop	7:30am	8:00am to 4:30pm

Please arrive at registration promptly. Workshop schedules include a one-hour lunch break and two complimentary refreshment breaks.

All workshop registrations must be prepaid.

Unz & Co. Cancellation Policy Should a program be cancelled for any reason, you will be notified as early as possible, enabling you to transfer to another workshop. Unz & Co. liability will be limited to the return of the registration fee.

- If you are unable to attend the workshop for which you have registered, you may: send another person from the same company in your place, or you can transfer your registration to another date or location scheduled within 12 months of the original workshop date.
- Full refunds for written cancellation notices received at least two weeks prior to the start date. Written cancellations received within two weeks of the start date will result in no refund, but the issuance of an enrollment certificate valid for one year from date of issuance and may be redeemed at face value for any Unz & Co. workshop.

YOUR SATISFACTION IS GUARANTEED OR YOUR MONEY BACK

If you are not 100% satisfied with an Unz & Co. training program, for any reason, we will refund your money within thirty days of the workshop date or issue you a credit towards another Unz & Co. workshop of your choosing.

NOTICE OF PROPOSED RULEMAKING

CORRECTIONS TO HARMONIZATION RULEMAKING (HM224D and HM215J) Corrections to a Final Rule issued January 4, 2010 by PHMSA is aimed at harmonizing the US hazardous materials regulations with various international regulations including the UN Model Regulations, ICAO Technical Instructions and the IMDG code. *You may view the entire rulemaking via PHMSA's website.*

CHANGES TO REQUIREMENTS FOR EMERGENCY RESPONSE TELEPHONE NUMBER (HM206F) In this final rule, published on October 19, 2009, PHMSA is amending the Hazardous Materials Regulations to clarify requirements governing third party emergency response information services providers such as CHEMTREC and others. PHMSA is requiring basic identifying

information including the offeror, the name, or contract number to be included on shipping papers beginning in October 2010.

Note: the new UnzHazmat® documentation software automatically generates this information. *See the ad on the right.*

MORE NEWS

PHMSA POSTS LATEST HAZMAT INCIDENT SUMMARY

PHMSA has posted their latest hazardous materials incident summary report on their website. There were over 14,000 hazmat incidents in the past year with the leading causes of incidents cited as (1) human error (2) dropped packages and (3) loose closures or containment devices. Four people were killed as a result of these incidents and the total financial losses amounted to over \$35 million.

NOTEWORTHY CHANGES

Visit <http://www.unzco.com/industrynews/dg.htm> for more details on the following:

- The 2009-2010 ICAO Technical Instructions for the Safe Transport of Dangerous Goods by Air incorporated a number of revisions to requirements for the transport of lithium batteries
- PHMSA is amending the statutorily mandated registration and fee assessment program for persons who transport, or offer for transportation, certain categories and quantities of hazardous materials

- PHMSA is modifying current security plan requirements applicable to the commercial transportation of hazardous materials by air, rail vessel and highway. The final rule narrows the list of materials subject to security plan requirements and reduces associated regulatory costs and paperwork burden
- PHMSA is amending packaging requirements in Hazardous Materials Regulations to enhance compliance flexibility, improve clarity, and reduce regulatory burdens

HERE'S WHAT PAST ATTENDEES HAVE SAID ABOUT UNZ & CO. COURSES

"...your organization of this difficult material was excellent, and everyone feels they received valuable training..."

Woodrow Shih, International Logistics Manager, Mitsubishi International Corp.

"No question went unanswered ... Materials were great ... the instructor thorough."

Jack D. Kline, Philip Morris USA



Call 800-631-3098

SAVE TIME & COSTS WITH CUSTOMIZED TRAINING

Unz & Co. offers an in-house training program that combines professional instructors, up-to-date reference materials, and a customized agenda, all presented at your site. You and your staff benefit from company-specific training, enhanced group dynamics and the hands-on lessons that are part of every Unz & Co. workshop.

Our In-house Dangerous Goods Transportation Workshop can be customized to emphasize the materials you deal with most, including the following topics:

- An in-depth examination of the DOT, IATA, and IMDG regulations
- Finding your way through the regulations
- Enforcement, registration and training requirements
- Classification and use of the tables
- Packaging selection, marking and labeling
- Shipment documentation and placarding of vehicles



UnzHazmat[®] 5.0

DOCUMENTATION SOFTWARE

Create, Manage, and Transmit Your Hazmat Documentation with Powerful New Software from Unz & Co.

NEW

DOT, IATA, IMDG, ERG and other shipping documents included.

Create your documents quicker.

The software guides the way to completing a full set of documents. *The more you use it, the more time you save* because of UnzHazmat[®]'s expanding historical database of transactions, customers, products, carriers, vendors, and more.

Pop-up help keeps you working, not searching for answers, includes a complete glossary of terms and abbreviations built into the User Manual, available from the main menu of the program. Professional documentation has never been easier.

Manage your documentation with user-friendly database features.

UnzHazmat[®] is rich in features such as pull-down menus including product selections, buyers, sellers and more. They let you work quickly, efficiently, and accurately — access data with just a click.

Business Integration

Transfer data from your existing UnzHazmat[®] software to spreadsheet programs with a click. Built-in templates allow you to import or export data as the need arises.

Also, *generate shipment, customer, and product management reports* based on your data.

Transmit your hazmat communications

UnzHazmat[®] guides you through the entry process to help you produce compliant documents.

Generate Mandatory ERG guides as you complete your documentation

Print to Paper or E-mail Print any number of hard copies while simultaneously producing electronic files for distribution to other involved parties. Your *color printer* will generate the IATA form with the red diagonal hatchings or the IMO declaration with the blue diagonal hatchings. (Optionally, preprinted color bordered paper is available.)

Call 800-631-3098 or visit www.unzco.com for details and a free demo download.

Call 800-631-3098

Registration Form Register Online! www.unzco.com



800-631-3098 • www.unzco.com

Dangerous Goods Workshops — July - December 2010
333 Cedar Avenue, Building B, Suite 2, Middlesex, NJ 08846

Coming to your area soon ~

Online: www.unzco.com **Call toll-free:** 1-800-631-3098 **E-mail:** unz@unzco.com
Fax this form to: 732-868-0260
Mail: 333 Cedar Avenue, Building B, Suite 2, Middlesex, NJ 08846

Name _____ Title _____

E-mail _____ Tel _____

Program Title _____ Date/Location _____

Organization Information

Company _____

Address _____

City/State/Zip _____

Telephone _____ Fax _____

Method of payment (All programs must be paid in advance)

- Payment enclosed Invoice company
 Charge to: Mastercard Visa American Express

Card No. _____ Signature _____

Name on card _____ Exp date _____

For security reasons, it is now required to provide card holder street number and Zip code.

Please add Priority Code from mail panel



Training for International Trade Professionals Since 1879

DANGEROUS GOODS WORKSHOPS • JULY - DECEMBER 2010

TRAIN, TEST, AND CERTIFY FOR COMPLIANCE

MULTIMODAL DANGEROUS GOODS

Transportation Training

This 2-day workshop satisfies mandatory training requirements including the General Security Awareness Component

New Dangerous Goods Employees must be trained within 90 days. Remember, training is mandatory every three years — and recommended every 1 or 2 years to stay current with changing regulations.



SHIPPING DANGEROUS GOODS BY AIR

Recurrent Training 1-day Workshop

Essential recurrent training for those who ship dangerous goods by air. IATA stipulates that recurrent training must occur at least every 24 months.



Look inside for detailed information, dates, and locations for these workshops.

www.unzco.com

MULTIMODAL DANGEROUS

Satisfies mandatory compliance training requirements

DAY 1

7:30am – 8:00am

- Registration and Continental Breakfast

8:00am – 4:30pm

General Awareness

- Statutory Basis for the Regulations: 49CFR Overview: DOT, IATA/ICAO, and IMDG/IMO
- Who's Regulated? What's Regulated? The parties, the products, the purpose
- Learning to Use 49CFR, Parts 100-185: Examining its organization - finding aids
- The Modal Administrations. The roles of the FRA, FHWA, USCG, etc.
- Training Record Requirements

The Hazmat Table / List of Dangerous Goods / Dangerous Goods List

- Finding a Proper Shipping Name
- The Impact of the UN Recommendations on 172.101
- Examining the special provisions (Column 7)
- Understanding the Appendices

Performance-based Packaging

- Standards and Tests
- Specification for Containers
- Selecting the Proper Container
- Filling Limits and Proper Closure

Marking

- Determining Package Marking Requirements – For Bulk and Non-Bulk
- DOT, IATA and IMDG Specific Marking Requirements

Labeling

- Determining Hazard Class and Handling Labeling (including additional requirements)
- DOT, IATA and IMDG specific marking requirements

DAY 2

7:30am – 8:00am

- Registration and Continental Breakfast

8:00am – 4:30pm

Documentation

- Preparing a Correct Shipping Document Including Certification
- DOT, IATA and IMDG Formats and Requirements
- Standard shipments, Limited Quantity Shipments, Overpacks and Consolidations

Placarding

- Determining Placarding Requirements – For Bulk and Non-Bulk – DOT and IMDG

Emergency Response Information

- Requirements for Emergency Response Information and Telephone Number
- New Requirements for Use of Third Party ERI Providers

Loading- Unloading, Blocking And Bracing

- Common Techniques and Requirements ground, rail and water shipments.

Classification

- Hazard Class Definitions
- Classification Differences in IATA and IMDG
- The Process (rules) of Classification: the Most Important Compliance Step.
- Selection of the Most Appropriate Proper Shipping Name
- Identification and Classification of:
 - Dangerous Goods
 - Hazardous Substances
 - Hazardous Waste
 - Hazardous Substances (RQ's)
 - Marine Pollutants
 - Consumer Commodities
- Use of the Hazard Precedence Table
- Dangerous Goods in Excepted Quantities

General Security Awareness

- Security Risks in Dangerous Goods Transportation
- Methods of Enhancing General Security
- Recognize & Respond to Security Threats

Your questions answered and specific needs addressed.

Unz & Co.'s Certificate of Training

Documents compliance with the hazmat employee training requirements under Title 49 CFR, section #172.704(a) and (c), and with the hazmat employer's recordkeeping requirements in #172.704 (d)



US GOODS TRANSPORTATION

ments including the general security awareness component.

Unz & Co.'s MultiModal Dangerous Goods Transportation Workshop delivers the up-to-date information you need to meet dangerous goods training requirements including the general security awareness component.

General Awareness/ Familiarization Training

You'll be instructed in using 49CFR Part 100-185, how to understand the purpose and meaning of each section, and how to recognize and identify dangerous goods consistent with the hazard communication standards.

Function-Specific Training

As a participant, you'll receive training and testing in:

- Hazard Classification
- Marking, Labeling, Placarding
- Shipping Paper Preparation
- Performance Packaging Selection
- Use of Air and Ocean Related Regulations

General Security Training

Each hazmat employee must receive training that provides an awareness of security risks associated with dangerous goods transportation.

FREE BONUS!

A \$395 RETAIL VALUE!



The Unz & Co. Compliance Manual

Specially designed for the workshop! Featuring examples and exercises, the manual helps you understand and apply each regulation. Includes exercises and tests to help you comply with the law.



49CFR Parts 100-185

Your copy of the DOT regulations.

The Unz & Co. workshops have been a vital tool in assuring compliance with all DOT regulations. They are specifically tailored to our operation... thorough and well presented.

Ralph J. Anzano, Manager Regulatory Affairs,
Ottens Flavors



Latest Edition 2008 Response Guide

An easy-to-use, color-coded reference listing over 2,500 dangerous goods by name and UN identification number.

Benefits of Attending

Did you know the Federal Register has released an update on the civil and criminal penalties.

- The fine went from \$32,500 to \$50,000 for a knowing violation and to \$100,000 if a death occurs - and jail sentences can go up to 10 years.
- Criminal penalties now apply for any reckless and willing violations.

Learn about regulatory additions and changes enacted in the last 12 months —

Dangerous goods enforcement activity is at an all-time high and new homeland security regulations are making it even more difficult to remain compliant.

Knowledge is the difference in remaining compliant and Unz & Co. can help.

Over the years, Unz & Co. has remained dedicated to providing dangerous goods transporters with the most up-to-date compliance aids, services and training. From the materials we use to produce our products to the experience and in-depth knowledge we bring to each of our workshops, our commitment to quality is constant.

Unraveling the complexities of regulatory compliance for 131 years.

Running a profitable enterprise in these times takes more than business sense, it requires an in-depth knowledge of the regulations that control the industry. Unz & Co. can give you that knowledge.

Fax: 732-868-0260

TRAINING WORKSHOP

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YOU SHOULD ATTEND IF YOU:

- If you are a new DG employee who needs to be trained within the 90 days of your start date.
- If you are due for re-certification training and:
 - Classify dangerous goods
 - Package dangerous goods
 - Mark and label/placard packages or vehicles
 - Prepare shipping papers
 - Offer or accept dangerous goods for transport
 - Handle dangerous goods (e.g. load, unload, secure, etc.)
 - Operate a transport vehicle
 - Retest or recondition packaging
 - Write or review material safety data sheets
 - Manage product stewardship
 - Supervise or manage the above positions
 - You also require training in General Awareness and Security



ON-SITE COMPLIANCE REVIEWS

An on-site audit of your operation will pinpoint any problem areas. Our consulting experts will work side-by-side with your personnel to assess all regulatory issues. This review will be followed by...

Unbiased Recommendations for corrective action will be presented in a comprehensive written report. These reports are confidential.

Unz & Co. Guarantee of Confidentiality Our high-relevancy training and compliance reviews provide a forum for open discussions without compromising confidentiality. Unz & Co. will issue a signed confidentiality statement to meet your corporate requirements.

Follow-up Reviews Follow-up reviews are recommended every six to twelve months or as regulations or client products change.

On-going Retainer Services Our consultants are available to answer technical questions and to help you with your specific needs. Our researchers are on call to answer questions on specific topics and render written recommendations.

INTERNATIONAL TRADE COMPLIANCE WORKSHOPS ALSO AVAILABLE

Gain complete compliance confidence throughout your organization.

Export Operations and Procedures - Two-day workshop. Gives you an understanding of what is involved in selling and transporting goods to foreign buyers — from negotiating terms of sale and payment with a prospective customer to the delivery of goods to their final destination. You'll learn proper preparation of the commercial, legal and transportation documents.

Export Controls & Licensing - One-day workshop. Ensure compliance with the Export Administration Regulations (EAR), learn the structure of the EAR, Classification, the Commerce Country Chart and Commerce Control List, License Exceptions, License Determination and the Ten General Prohibitions Rules. Plus Recordkeeping requirements.

NAFTA and Other Free Trade Agreements Workshop - One-day workshop. Ensure your goods are accorded preferential tariff treatment when shipping to Canada or Mexico. To do this, it is necessary to properly classify goods under the Harmonized System, correctly apply the Specific Rules of Origin, accurately determine the NAFTA Preference Criterion, document the eligibility of the goods, and more.

Introduction to the ITAR and Licensing Workshop - Two-day workshop. If you are manufacturing or exporting any ITAR-related product, you may need to register with the U.S. government and/or obtain any needed export licenses. Find out your responsibilities and how to protect your company at this workshop.

Import Operations & Procedures Workshop - Two-day workshop. Learn about the Customs Modernization and Informed Compliance Act and your responsibilities for classification and valuation of imported goods. Learn how to demonstrate Reasonable Care and avoid fines and penalties.

Find the latest updates on workshops at — www.unzco.com.

Fax: 732-868-0260

SHIPPING DANGEROUS GOODS

The regulations covering air shipments are often very different from those for water shipments. Advanced knowledge specifically

BENEFITS OF ATTENDING

The International Civil Air Organization (ICAO) and the International Air Transport Association (IATA) regulations demand stringent compliance procedures when shipping dangerous goods by air. Keeping up to date with the changes in regulations is a must. Failure to comply with regulations will result in fines, penalties and costly shipment delays. Fines and penalties are significantly higher for air shipment violations. Also, while airlines follow the IATA regulations, many carriers file variations on those regulations with IATA. The shipper must be aware of, and know how to comply with those variations.

Failure to comply can result in costly delays of your shipments as well as fines and penalties. Regulations require training and testing. IATA stipulates that recurrent training must occur at a minimum of every two years. The Unz & Co. seminar satisfies these requirements and the certificate specifies that you have been trained and tested in the applicable regulations. The training will equip you to prepare shipments that are fully compliant with the regulations. Your goods will move quickly, safely and profitably.

Mandatory Prerequisite Recurrent Training

This one-day workshop provides regulation updates to experienced students. Learn to prepare shipments that are in full compliance with IATA and ICAO Regulations. You cannot register for this one-day program unless you have previously been certified in IATA or previously attended the Unz & Co. Multimodal Dangerous Goods Transportation Training.

Topics covered in our 1-day recurrent training workshop:

- Summary of all Regulatory Changes in the prior 12 months
- IATA Regulations Effecting the Air Shipper
- Shipper Responsibilities
- Operator Responsibilities and Variations
- Q Values
- Classification of Articles/Substance Multiple Hazards
- Use of the Identification Table and Packing Instructions
- Packaging/Overpacking
- Segregation & Handling
- Operator Variations, including FedEx and UPS
- General Awareness & General Security Training

You'll also find cost-cutting tips and techniques, such as how to save on hazmat surcharges.



MODS BY AIR WORKSHOP

very different from those governing ground or
y for experienced students.

Daily Schedule

7:30am – 8:00am

- Registration and Continental Breakfast

8:00am – 4:30pm

Applicability

- Training Requirements
- Shipper's Responsibility
- Operator's Responsibility
- Enforcement
- Exemptions
- Consolidations
- Security Requirements/Plan

Glossary

- Definitions
- Nomenclature

Limitations

- Forbidden Dangerous Goods

- Hidden Dangerous Goods
- Dangerous Goods in Excepted Quantities
- State Variations
- Operator Variations

Classification

- Determining Hazard Classifications
- Precedence Table
- Packing Groups

Identification Table

- Using the Table
- Special Provisions

Packaging

- Packing Instructions
- Packing Requirements
- UN Spec Packaging
- UN Performance Test
- Overpacks

Labeling and Marking

- Marking and Labeling Requirements
- Handling Labels

Documentation

- Dangerous Goods Declaration Requirements
- Air Waybills

Segregation

Limited Quantity

- Dangerous Goods Permitted
- Dangerous Goods Not Permitted
- Packaging
- Quantity Limitations

Test



FREE BONUS!

A \$305 RETAIL VALUE!

Unz & Co.'s Workshop Manual
Specially prepared for this workshop

IATA Dangerous Goods Regulations
Must-have information for air shippers
of dangerous goods.

Plus, a handy calculator



UNZ & CO. has the tools you need to put your training to work.

We carry a full line of products for the hazardous materials transportation industry —

Labels and placards to help you mark your shipments in full compliance.

Forms and documentation that will get your shipments to their destination — quickly and safely.

References to help you understand and put to use all the regulations affecting your shipments.

Software — Hazmat documentation made easy.

See our full line of products at: www.unzco.com



Call: 800-631-3098