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our recent issue:



Column: Carrier Insights
Top 10 Shipping Tips for 2010

By Jordan Colletta, Vice President, UPS e-Commerce Marketing



If you made a New Year's resolution to improve your company's supply chain, now comes the hard part — making it happen. It seems so difficult to live up to the expectations we set for ourselves and our companies, but here are 10 tips to ease the stress.

[Which of these resolutions made your list?...](#) [Return to top](#)

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Third-Party Negotiators, a Smart Decision in Any Economy

By Keith Byrd, [Transportation Impact](#)

Third-party negotiators, 3PNs, are on the rise. From California to North Carolina, large and small 3PNs are growing as shippers seek to improve profitability through the effective negotiation of their carrier agreements. The growth in 3PNs is a function of their proven ability to generate strong results as well as the current economic condition, both factors are driving companies to actively seek expert negotiators to reduce their small package spend.

[Read the rest of "Third-Party Negotiators"...](#) [Return to top](#)

Negotiating Up

By Stephen Frenkel, MWI's Director of Negotiation Programs



We all seem to be tasked with doing more with less lately — raises are few and far between, but so are resources required to get our jobs done. But there's still room for negotiation.

[How will you "negotiate up"?...](#) [Return to top](#)

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Dimensioning Weighing Scanning – Perfect Solution for Logistics Industry

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The DWS solution from OCS Checkweighers Inc. has become a necessity for the logistics industry. A DWS provides an essential solution to the demands of increased competition in the world's logistics marketplace. All businesses are operating in a world that demands ultra efficient methods to reduce costs and avoid price increases. OCS has been a successful partner in a DWS solution located at UPS.

[Discover more about Dimensioning Weighing Scanning...](#) [Return to top](#)

Are Your Parcels as Safe as You Think They Are?

By Ken Holloway, Vice President of Safety Specialists, Inc.



You may think that you do not ship hazardous materials, but are you sure? You need to KNOW whether all items shipped are hazardous materials or not, not just THINK you know.

[Are you following these steps to reduce the risk?...](#) [Return to top](#)

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What is Enterprise Shipping?

By Michael Everson, [Data Trak](#)

Implementing new shipping software for the enterprise is quicker, easier, and more affordable with today's software technology. Don't lose out on the benefits an Enterprise Shipping solution can bring to your company.

[Read the rest of this report...](#) [Return to top](#)

Need A Lift?

By Dixie Brock, Warehouse Safety Specialist, APL Logistics



Forklifts and other pieces of industrial equipment are an indispensable part of almost every warehousing operation throughout the world. They're also a primary danger in these facilities. Each year they're responsible for approximately 100 U.S. fatalities — and at least 20,000 more injuries.

[Don't be a statistic — reduce your risk...](#) [Return to top](#)

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Regional Parcel Carriers Small but Growing

By David G. Ross, CFA, Stifel



We hosted a conference call, Friday, January 8th with several leading regional parcel companies (OnTrac, Lonestar Overnight, Eastern Connection, Spee-Dee Delivery and U.S. Cargo) to learn more about this small but growing segment of the U.S. small package market, and we gathered a wealth of information in the process.

[How are regional carriers changing the landscape?...](#) [Return to top](#)

Importer Security Filing Questionnaire

By Tom Stanton, International Analyst, AFMS



January 26 was the deadline for meeting the requirements for 10 + 2 filing, so here's a quick rundown of the changes that are now in effect.

[Will these changes affect you?...](#) [Return to top](#)

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Are Your Parcels as Safe as You Think They Are?

By Ken Holloway, Vice President of Safety Specialists, Inc.

When you shipped or transported packages today, you may not have even considered whether the items inside were hazardous materials. What if one of those packages was not identified as a hazardous material and started a fire, chemically burned a delivery person or exploded?

You may think that you do not ship hazardous materials, but are you sure? You need to KNOW whether all items shipped are hazardous materials or not.

Hazardous materials can cause injury, property and environmental damage. Your company could receive fines in addition to bad publicity and lawsuits. You could be fined or be sentenced to serve time in jail.

Ask what is in the package, and develop a checklist of the items that you will not accept, ship or transport. If you ship items, review them periodically to determine if the regulations, carrier restrictions or formulations have changed and affect your shipments.

Do you know what is in the package? Ask what items are included in the package. Common products that may be hazardous materials are: aerosols, paints, perfumes, lighters, certain types of batteries, fuels, computers or electronic equipment, cleaning compounds, fire extinguishers, compressed gas cylinders, swimming pool chemicals, matches, pesticides, fireworks, ammunition, adhesives, nail polishes, first aid kits and photographic chemicals. These items would need to be investigated to determine how to safely transport.

There could also be clues found on the package to help you recognize a possible hazardous material. Some of these clues are:

- Hazard class diamond shaped label
- Consumer Commodity ORM-D marking on the package
- Warning statements such as "caution combustible"
- Frozen or refrigerated – does the package contain dry ice?
- Name of shipper or consignee – what type of business are they in?
- Smells or strong odors, i.e. fuel contained in machinery or parts

Make sure misleading or no longer applicable markings are removed or covered up.

Know what you are shipping before you ship it. Hazardous materials can be a time when what you don't know could hurt you or someone else.

Ken Holloway is Vice President of Safety Specialists, Inc. and has extensive hazardous materials transportation experiences dating back to 1969. His vast experience includes working with shippers, carriers and trade associations in all phases of hazmat transportation. Safety Specialists, Inc. has been focused on hazardous materials transportation safety training and advising since 1993. It is their goal to assist companies make hazardous materials transportation safe, understandable and efficient. In the months to come, Ken will discuss topics to help you understand what is required, how to comply and how to save money.

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