



*HazScan Inc.*

***Protecting the global supply chain***



*John Bannon*  
*Edward Beale*

# *HazScan, Inc.*

Dedicated to performance solutions for safe vessel hazmat shipping

**- 10% of containers  
ship hazmat**

**- 4 billion tons of  
hazmat per year,  
valued at \$446 billion**



# *About Us*

## **Ed Beale, *President***

- Coast Guard background
- Aviation & ship operations
- Instructional Designer



## **John Bannon, *CEO***

- Coast Guard background
- Marine Safety Officer
- Performance Technologist



# *The Opportunity*

M/V HYUNDAI FORTUNE

*"Now more than ever"*

**1998-2006: 10+ major  
Hazmat catastrophes**



# *Snap-shot: The regs.*

## **Code of Federal Regulations (CFRs)**

## **2. International Maritime Dangerous Goods (IMDG)**

- Provide safe shipping guidance
- Data is complex—(Packaging, labeling, stowage, segregation, classifying)



# *Snap-shot: The Industry*

## **The Players:**

### ✧ Shippers

- ✧ shipping lines

- ✧ Consolidators

### ✧ Enforcement agencies

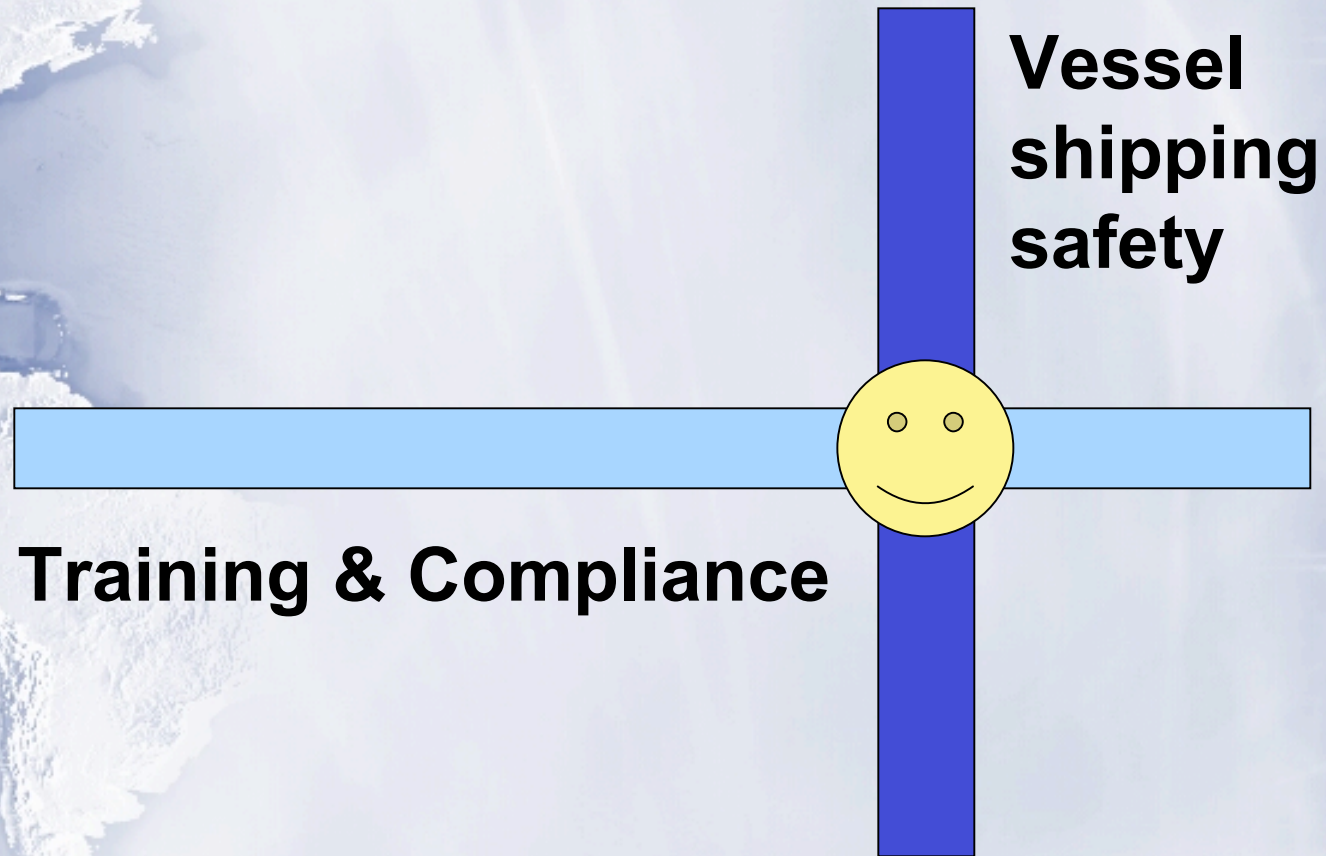
- ✧ USCG

- ✧ International Maritime Org.

### ✧ ***Commercial trainers & consultants***



# *"Identifying the Sweet Spot"*



*"Looking beyond the limits of training & data resources"*

# Current Hazmat Support



2006 survey: 1 in 10 hazmat containers had deficiencies

## Costly

- ✧ Instructor led training & webinars
- ✧ Hazmat consultants

## Data Rich

- ✧ Information is tough to digest in one sitting



# Existing Companies

**Currie Associates**



**National Cargo Bureau**



**IATA**



**Hazcheck**



# Bridging the Gap

- ✧ Consolidated data
- ✧ Common language
- ✧ Accessible

Special Programs Admin., DOT

of transport units on ships: (1) The requirements apply to the segregation units which are carried on trailerships or in "roll-on/roll-off" spaces.

(3) Segregation Table. Table §176.83(g) sets forth the general requirements for segregation between transport units on board trailerships.

—SEGREGATION OF TRANSPORT UNITS ON BOARD TRAILERSHIPS AND TRANSHIPS.

Requirement	Closed versus closed		Closed versus open		Open versus open	
	On deck	Under deck	On deck	Under deck	On deck	Under deck
Fore and aft.	No restriction.	No restriction.	No restriction.	No restriction.	At least 3 m.	At least 3 m.
Athwartships.	No restriction.	No restriction.	No restriction.	No restriction.	At least 3 m.	At least 3 m.
Fore and aft.	At least 6 m.	At least 6 m or one bulk-head.	At least 6 m.	At least 6 m or one bulk-head.	At least 6 m.	At least 12 m or one bulk-head.
Athwartships.	At least 3 m.	At least 3 m or one bulk-head.	At least 3 m.	At least 3 m or one bulk-head.	At least 6 m.	At least 12 m or one bulk-head.
By a complete compartment.	At least 12 m.	At least 24 m + deck.	At least 24 m.	At least 24 m + deck.	At least 36 m.	Two decks or two bulk-heads.
Athwartships.	At least 12 m.	At least 24 m + deck.	At least 24 m.	At least 24 m + deck.	At least 36 m.	Prohibited.
Continuously by an adjacent compartment.	At least 36 m.	Two bulk-heads or at least 36 m + two decks.	At least 36 m.	At least 48 m including two bulk-heads.	At least 48 m.	Prohibited.
Athwartships.	Prohibited.	Prohibited.	Prohibited.	Prohibited.	Prohibited.	Prohibited.

heads and decks must be resistant to fire and liquid.

segregation on board barge carrying hazardous materials. The requirements of this section apply to the segregation in ships as well as to the segregation in barge-carrying vessels specially designed and constructed to carry such barges.

(1) Segregation between shipborne barges on barge-carrying vessels: (1) When a shipborne barge is loaded with two or more hazardous materials with different requirements for segregation, the most stringent applicable segregation requirement must be applied.

(2) "Away from" and "separated from" require no segregation between shipborne barges.

(3) For barge-carrying vessels with vertical holds. "Separated by a complete compartment or hold from" requires that separate holds are required.





# *Our Vision: One stop shopping!*

## **Integration:**

- ✧ Industry tips and best practices
- ✧ Access to ALL regulations—tied to engaging easy to use training modules

## **Services:**

- ✧ Affordable relevant online training
- ✧ Sell 24/7 access to HazScan resources
- ✧ Incorporate lead advice & top solutions

Best practices

CFRs

IMDG

**Hazscan**  
database:  
- Integrated  
- Current

E-learning  
Modules

Tailored  
website

Those who  
need to know

# *The System*



# HazScan

Successfully logged you out.

Username:

Felix

Password:

\*\*\*\*\*

Remember me

Login »

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*Prototype*

# HazScan

Protecting the Global Supply Chain



## Pages

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March 2007

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## Users Online

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March 14th, 2007

## Suspected terror cell enroute Port of San Diego

By admin

A terror cell living inside a vessel container is suspected enroute to San Diego aboard an unknown vessel. [More information.](#)

Posted in [Enforcement](#) | [No Comments](#)

March 14th, 2007

## New container crack allowances

By admin

DHS has released new crack allowances for container top-rails. Read a [short summary \(PDF\)](#) or take this [5 minute sticky lesson](#) for HazScan credit.

Posted in [CFR](#), [Changes](#) | [No Comments](#)

March 14th, 2007

## HANJIN SHANGHAI (HJSH) suspected violation

By admin

The HANJIN SHANGHAI (HJSH) is suspected of transporting human cargo, in violation of [49 CFR 174](#). U. S. Customs and the U. S. Coast Guard have fast response teams waiting, and should be contacted when the vessel arrives in the

## Search

## Recent Posts

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[HANJIN SHANGHAI \(HJSH\) suspected violation](#)

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# HazScan

Protecting the Global Supply Chain



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## Training for Felix Wolfe

Welcome back. You have 5 new modules available. These modules should take you 25 minutes to complete. You will receive credit towards your Chief Inspector certificate for modules 1095, 1096. You will receive credit towards your DHS certification for modules 321, 324, 402.

- 321: Daylight savings updates (6 days ago)
- 324: New ground scan radar equipment (3 days ago)
- 402: New container crack regulations (1 day ago)
- 1095: 49 CFR 171-173 changes (14 days ago)
- 1096: RFID labeling system standards (4 days ago)

Ready to begin? [Start Here.](#)

[Edit this entry.](#)

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# *Market Research*

## **Enforcement Industry**

- ✧ Coast Guard
- ✧ National Cargo Bureau
- ✧ California Highway Patrol

## **Shipping Industry**

- ✧ Matson Shipping Lines

*“Having an online tool accessible in the field that provides the regulations & solutions is invaluable”*

--Supervisor Irvin Jacobs, CHP





# *Ideas to Action*

## **Measure and Assess**

- ✧ Complete content analysis
- ✧ Contract leading industry consultants

## **Align and Design**

- ✧ Contract/outsource design/development

## **Develop to Deployment**

- ✧ Prototype with test market
- ✧ Advertise

## **= Results:**

- ✧ Show the tie to safety & financial savings = Value
- ✧ Measure success by growth





# *Strategic to Tactical*

## **Investment start-up costs: \$ 775k**

- ✧ Hire consultants, developers & designers
- ✧ Industry advertisement, initial free targeted trial service

## **FY 07: Begin contracting & developing**

- ✧ Online FY08
- ✧ Profitable: 5<sup>th</sup> operating quarter
- ✧ Win through: Standardization, excellence, efficiency & training/bottom line savings
- ✧ Measure success, incorporate feedback



# *Our Mission*

***HazScan protects the global supply chain by equipping transportation professionals with accurate and timely information through easy tools and tailored instruction***

✧ **Core Values**

✧ Integrity and Customer Service

✧ **Vision**

✧ Provide integrated compliance support to maximize shipping safety worldwide

✧ **Strategic Goal**

✧ To be the Number One supplier of hazmat support



# *The Future*

- ✧ Expansion
- ✧ Focus on technology delivery and content improvement
- ✧ Continue to move beyond information delivery to information integration



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*[www.hazscan.com](http://www.hazscan.com)*