

ACHIEVING GLOBAL REGULATORY ALIGNMENT FOR A COMPRESSED GAS CONSUMER PRODUCT

OVERVIEW

A distributor of a non-flammable, non-toxic compressed gas began expanding its international shipping. However, the increasing regulatory complexity threatened to halt the process. As a company expanded international distribution of a non-flammable, non-toxic compressed gas, it encountered increasing regulatory complexity. Despite minimal safety risk, inconsistent hazardous materials requirements across jurisdictions created compliance uncertainty, added costs, and limited access to retail and e-commerce channels.

HazMat Safety Consulting (HSC) was engaged to provide regulatory interpretation and advocacy, helping the customer secure immediate relief and achieve international alignment—reducing long-term cost, complexity, and compliance burden.



THE PROBLEM

The client's compressed gas product was subject to hazardous materials regulations that varied significantly by country and mode of transport. While European regulations allowed a broad exception, North American and other international requirements were more restrictive and inconsistent.

Key challenges included:

- Conflicting regulatory requirements across jurisdictions
- Increased packaging, documentation, and training obligations
- Barriers to shipping through retail and e-commerce channels
- Limited internal resources to pursue regulatory change at the international level

The client required a consulting firm with recognized regulatory and industry credibility, practical experience navigating standards bodies, and the ability to engage directly and productively with regulators.

THE SOLUTION

HSC implemented a phased regulatory strategy to deliver immediate operational relief while pursuing long-term international alignment. ►

- **Fast Near-Term Regulatory Relief:** HSC obtained U.S. DOT and Transport Canada special permits, enabling immediate shipment using approved packaging. These permits aligned North American requirements with existing European provisions and established a regulatory precedent.
- **International Regulatory Harmonization:** Building on the special permits, HSC led a sustained effort through the UN Transport of Dangerous Goods Sub-Committee, submitting formal proposals, engaging directly with regulators and technical experts, and addressing safety, enforcement, and implementation concerns.

After multiple submission cycles, a universal exception was adopted, enabling consistent global treatment of the product. Throughout the process, HSC maintained close client communication and provided clear guidance on regulatory timelines and expectations.

RESULTS

The regulatory initiative delivered lasting benefits for the customer, including:

- Global regulatory alignment, eliminating country-specific inconsistencies
- Authorization to ship the product as a limited quantity
- Retail employee exemptions from formal hazmat training requirements
- Reduced packaging, documentation, and compliance costs
- Expanded access to retail and e-commerce markets
- Ongoing operational efficiencies

The outcome established a regulatory framework supporting the client's global supply chain while maintaining safety and compliance.

CONCLUSION

This case demonstrates how experienced regulatory leadership can turn compliance challenges into lasting operational advantages. By pairing immediate regulatory relief with sustained international advocacy, HazMat Safety Consulting reduced risk, cost, and complexity while enabling global market access. The customer now relies on HSC as its primary dangerous goods advisor, valuing the firm's expertise, responsiveness, and proven results in an increasingly complex regulatory landscape.

Regulatory Leadership That Drives Global Alignment

HazMat Safety Consulting's former regulator consultants bring firsthand experience writing, enforcing, and shaping dangerous goods regulations at both national and international levels. This credibility enables HSC to move beyond interpretation into effective regulatory advocacy, delivering practical, lasting results.

HSC delivers value by:

- Engaging directly with regulators and standards bodies to drive globally aligned solutions
- Advancing regulatory outcomes grounded in safety, enforceability, and operational reality
- Supporting implementation so regulatory change translates into compliant operations

The result is durable global alignment that reduces complexity, risk, and long-term compliance burden.