

## CHANGES TO OSHA REGULATIONS OPEN UP SUPPLY SALES OPPORTUNITIES

GHS, or the Globally Harmonized System of Classification and Labeling of Chemicals, is a system developed by the UN to standardize the way hazardous materials are classified and labeled. The standardization helps workers throughout the world easily identify and appropriately handle dangerous substances. In the US, OSHA has adapted their standards to incorporate GHS. **And those OSHA standards are about to change.**

In early February, OSHA issued [proposed rules](#) to update the agency's Hazard Communication Standard (HCS) to align with the seventh revision of GHS. Among these proposed rules are new and revised hazard classifications, revised provisions for updating labels, and new labeling provisions for small containers. Comments on the proposed revisions are due by April 19, but once OSHA publishes the final rule, most labels will need to be revised.

**This means that your current GHS/OSHA label customers will need new labels.** Genuine Supplies can provide preprinted or blank OSHA/GHS labels (as well as printers and ribbons).

And if you're looking for a new market to target, hazardous product manufacturers, importers and distributors in the US will also need to update and replace their labels.

Don't wait until the new rules go into effect. Talk to your customers and prospects now to help them plan for the changes.

Contact us for more information on how you can grow your labels sales by targeting customers in these markets. And remember you can contact our team anytime to place an order or request a quote.