

PREMIER EQUIPMENT KEEP COMPLIANT WITH MSDSONLINE

“It’s saving us money and time.”

Richard Deslauriers,
Health and Safety Manager
Premier Equipment

Premier Equipment

- Ten locations in Ontario, Canada
- One of the country’s largest John Deere dealers
- Imports hazardous chemicals from the USA



With 10 locations throughout Ontario, Canada, Premier Equipment sells and services John Deere tractors, harvesters, mowers, and other machinery to customers across the province. It also provides a suite of water management and agricultural management tools. With regular imports coming in from vendors throughout the United States, Premier Equipment has to negotiate handling hazardous substances that may not always arrive correctly labeled, while still remaining compliant and protecting the safety of its employees. It manages a permanent inventory of industrial chemicals and cleaners requiring safety data sheets.

Richard Deslauriers is health and safety manager at Premier Equipment. Until a few years ago, his company used the traditional paper binder method to meet its compliance and safety needs. But as Premier continued to expand, maintaining these manually-updated binders became a real “pain point.”

“I’d go to all the stores to help the dealers, and the SDSs were always such a pain,” explains Mr. Deslauriers. “We had four, four-inch binders full of SDSs at each location, and we had to make sure all four binders were always up to date. It was so much work that it became a part-time employee’s entire job.”

Mr. Deslauriers knew there had to be a better way to handle his chemical safety and compliance needs. He found it the MSDSonline HQ Account. The HQ Account allows safety managers to effortlessly track, manage, and report on hazardous chemicals, while providing employees with required right-to-know access. The cloud-based system works seamlessly across multiple device platforms to give users access to a regularly updated library of millions of safety data sheets — the largest in the industry — including documents formatted to align with the latest national, state/province, and local regulatory requirements, including those arising from GHS (re)alignment.

“I showed my boss how [the HQ Account] worked and what the pricing was,” explains Mr. Deslauriers. “He said, ‘Go nuts!’ Now it’s saving us money and time. We used to have to have someone update books every single month — that involved printing new safety data sheets, and having them physically sent to every single store, then inspecting and verifying that the stores had complied. [With the HQ Account] it’s much easier. I created a three-minute orientation video that explains how the HQ Account works. That’s all it takes for our employees to get it. It’s easy to use. People at any of our locations, at any of our stores, can now add materials and manage SDSs.”

In addition to saving time and money, Premier Equipment takes advantage of the HQ Account’s extensive database of safety data sheets when irregularities arise in international shipping.

“We import a lot from the United States,” explains Mr. Deslauriers. “We did have an issue with stuff sometimes arriving with the labels formatted for the US instead



of Canada — battery acid in a drum, things like that. I've always been able to use the MSDSonline HQ Account to find the right SDS and re-label it."

Premier Equipment also appreciates the peace of mind that comes with the HQ Account's regularly updated library as Canada continues its process of adopting GHS.

"In terms of the move toward GHS, I'm not panicking because I know what the efforts are on [MSDSonline's] end," Mr. Deslauriers says. "When I go to safety seminars, I tell people we feel like we're in good hands because we've got the HQ Account."

And according to Mr. Deslauriers, the HQ Account has already helped Premier Equipment to stay compliant when questions arose.

"One of our stores got audited by Health Canada a while back," says Mr. Deslauriers. "I showed the inspector how even if both of our servers went down, I could still access downloaded electronic copies of our SDSs on my USB. She said that was awesome!"

Businesses With Multiple Locations Find a Proven Solution with the HQ Account

The ability to effectively manage chemical hazards and compliance requirements over multiple locations is becoming increasingly vital for EHS professionals. The MSDSonline HQ Account is designed to make it simple and easy to do exactly that. As the name suggests, our HQ Account gives you the ability to maintain site specific inventories organized down to the storage location within a particular facility. Combining access to our industry-leading database of manufacturer-original safety data sheets with easy-to-use management and companywide deployment tools, the HQ Account is one reason why more businesses — from Fortune 1000 companies to small businesses — rely on us for their HazCom solutions than any other provider.

Keeping Canadian Businesses on the Leading Edge of Compliance

VelocityEHS knows the unique challenges faced by Canadian businesses working to comply with Health Canada and WHMIS hazard communication standards. Maintaining access to up-to-date safety data sheets is integral to WHMIS and worker protection. That's why Canadian HQ Account customers get access to the industry's largest library of millions of safety data sheets to help them satisfy all mandated safety document requirements. And as Health Canada continues to align with GHS — a global approach to classifying hazardous chemicals and communicating their dangers — our SDS library will be regularly updated to reflect those changes.

Benefits of the HQ Account

Millions of MSDSs at Your Fingertips

24/7 access to the industry's leading database of safety data sheets ensures your company's library is up-to-date and in compliance.

Simplify Compliance

Easy-to-use tools help you meet hazard communication requirements (OSHA / WHMIS / GHS), including hazard determination, right-to-know access, labeling, safe chemical handling, PPE, and more.

Improve Chemical Management

Robust chemical management tools provide greater container-level control over the location, status and risk associated with the chemicals you use. Our free mobile Chemical Inventory Scanner app lets you scan barcode/QR code labels for in-the-field container management.

Mobile Access

Our online accounts are mobile optimized, and our free eBinder mobile app makes it possible to access SDSs and chemical inventory information offline, when internet connectivity is limited. With these mobile capabilities, critical chemical safety information is always at your fingertips.

Regulatory Compliant

Multiple back-up options mean your system meets OSHA, WHMIS and other regulatory requirements for electronic safety data sheet /chemical management.

Quick ROI & Low Cost of Ownership

The HQ Account pays for itself by eliminating time-consuming, manual administrative tasks. Plus, there's no software to install or maintain, and you get immediate access to new features.

