

# ACHIEVING EXCELLENCE WITH THE WORLD'S LARGEST PRIVATE CATTLE FEEDER



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Ron Odell,  
Safety Director  
Cactus Feeders

## About Cactus Feeders

- World's largest privately owned cattle feeder
- Founded in 1975
- Uses the MSDSonline HQ Account for chemical replacement

**Cactus Feeders** is the world's largest privately owned cattle feeding operation. Headquartered in Amarillo, Texas, it operates nine large-scale feedyards across Texas and Kansas, employing over 500 workers and feeding as many as 520,000 cattle at one time. Since its founding in 1975, it has been a pioneer in cattle feeding techniques, cattle health regimens, and food science. In recent years, it has also moved to emphasize chemical replacement and first responder safety.

Because of the infrastructure required to manage livestock on a very large scale, Cactus Feeders has a unique profile of product needs, including fuels, disinfectants, and maintenance products. Keeping Cactus Feeders on the leading edge of chemical management falls to Ron Odell, safety director. In 2013, Mr. Odell began searching for a solution to help Cactus Feeders expand its environmental, safety, and compliance capabilities —

with a special emphasis on improving SDS management.

"We were looking for a simple way in which each location could add or remove products as needed," explains Mr. Odell. "At the time, every location was just keeping [SDS] books in their offices. It was a real pain updating them all the time. Our managers felt like just when they'd get them completed. . .it'd be time for more."

Already familiar with the brand from a prior phone solicitation, Mr. Odell found a solution in the MSDSonline HQ Account.

"We decided, 'Let's go ahead and give this thing a try!'" explains Mr. Odell.

With the MSDSonline HQ Account, companies like Cactus Feeders get access to the largest database of SDSs in the industry, as well as an advanced suite of powerful tools allowing them to manage, track, and report on products. They can

also easily provide employees or first responders with safety information. A cloud-based system that works seamlessly across multiple PC, laptop, and mobile devices, the MSDSonline HQ Account is trusted by more workplaces than any other solution in the industry.

After adoption, Cactus Feeders immediately found that the HQ Account's functionality fit with its commitment to environmental sustainability.

"We definitely use the HQ Account for product replacement," says Mr. Odell. "We'll look [in the MSDSonline database] to find products that will do the same job but be less harmful to the environment. This especially comes up in painting and maintenance. It helps us control whatever we can on the health side when we have a project."

The implementation of the HQ Account has also enhanced efforts by Cactus Feeders



to provide the first responder community with updated information regarding onsite chemical products.

“We give an annual tour of our facilities to the local first responders,” explains Mr. Odell. “On this tour, we show them the HQ Account and what it can do. They tell us they’re glad we have it. They like what they see!”

And perhaps most importantly, Mr. Odell reports that employees at Cactus Feeders have had a positive response to the HQ Account.

“[The HQ Account] has made it really easy for anyone to access what onsite chemicals we have, and in what departments,” explains Mr. Odell. “Especially in a multiple location environment, this thing is extremely efficient. It saves time for our administrators; they can check anything they need to check, location by location. I access it remotely, and so do many of our line managers — on their iPads or iPhones.”

If you’re ready to learn more about what the HQ Account — or any of the MSDSonline compliance solutions — can do for you, visit us online at [www.msdsonline.com](http://www.msdsonline.com)

## COMPANIES GREEN THEIR OPERATIONS WITH MSDSONLINE

Establishing a chemical management practice that works to substitute safer, less-hazardous products whenever possible is not just a great way for businesses to lessen their environmental footprints, it can also be an important step toward increased safety and compliance. By substituting safer alternatives, companies enjoy systematic eliminations and reductions of the health and safety hazards faced by workers. And according to OSHA, transitioning to safer alternatives in the workplace has multiple financial perks as well. It can create cost savings by lowering risk-associated expenses. It can also improve worker performance, connote industry leadership, and promote positive corporate image through socially responsible practices.

Need help taking the first step toward chemical replacement? At *VelocityEHS*, our chemical management tools can help you evaluate your products at the ingredient level, while our regularly updated library of millions of safety data sheets makes it easy to investigate products you’re considering for substitution. Additionally, our solutions can help you flag and ban certain chemicals from entering the workplace in the first place, while providing greater transparency in the procurement process via advanced material approval routing controls.

## 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.

“It saves time for our administrators; they can check anything they need to check, location by location.”

