

## DIE CASTER FINDS A BUSINESS EDGE WITH MSDSONLINE



*"It more than paid for itself."*

### Hal Grant

Director of Environmental Services  
Pace Industries

### Pace Industries

- One of the nation's largest die casters
- Over 3,400 employees in 15 locations
- Using the MSDSonline HQ Account since 2010

With fifteen locations throughout North America, Pace Industries is one of the nation's largest and leading die casting providers. Its products are used in everything from automobiles, to lawn and garden tools, to medical devices. In addition to die casting services, Pace offers its customers a suite of connected products and services including painting, chromating, finishing, and engineering support.

For most of its history, Pace relied on paper safety data sheets to meet HazCom safety and compliance needs. However, in 2010 Pace moved to MSDSonline, a VelocityEHS solution, in order to make managing safety data sheets easier, and also to better position itself for alignment with GHS. In doing so, Pace realized new efficiencies that helped it stay lean, fast, and competitive in a changing marketplace.

Hal Grant, director of environmental services for Pace, led this transition to the MSDSonline HQ Account.

"In my previous life I had been a consultant,

and had done business with VelocityEHS before," explains Mr. Grant. "For a number of reasons, I believed they would be the right choice for Pace. Managing fifteen plants with over 3,400 employees is a big job. You need a cohesive, twenty-first century solution. That's what I knew VelocityEHS could bring."

Mr. Grant says that Pace was ready for a change.

"The hard copy binders were difficult to maintain," says Mr. Grant. "Everybody thought so. Getting alignment from employees and management around a better solution was easy. I called business acquaintances who had used a VelocityEHS solution recently, and verified that they were still happy with the service. They were. It was a pretty unanimous response."

At the time, the impending alignment with GHS by OSHA, as well as Pace's unique suite of chemicals, also made the MSDSonline HQ Account a good choice.

"Back then [in 2010], the impact of the

new GHS regs hadn't been discussed very much — it was still a glimmer in OSHA's eye, so to speak," explains Mr. Grant. "But we understood it meant we'd need to manage and update safety data sheets in a better way than digging through binders. Pace does non-ferrous die casting. We're molding molten aluminum, zinc, and magnesium. We need a lot of mold-related compounds and lubricants. In addition, we have all the typical manufacturing chemicals like paints, solvents, and hydraulic fluids. It's a lot to keep track of, and we knew that GHS would make it even more difficult for a paper system to work."

After getting sign-off from management, Mr. Grant and his team adopted the HQ Account. According to Mr. Grant, Pace noticed a number of benefits right away — to safety, costs, and even to business competitiveness.

"The big change is how easy things go when we bring a new chemical onsite," explains Mr. Grant. "It used to take a long time to make sure we had the right safety data sheet. Now we can look it



up immediately. I can't emphasize enough how helpful this is. During the engineering process, it's common for our customers to propose we use a new chemical. Not all of these chemicals are going to be things we're necessarily comfortable using. We can use the HQ Account to access an SDS for that chemical, and the manager can look at it and determine if it's something we're willing to have onsite."

"It was also a good choice in terms of cost," Mr. Grant continues. "It's definitely saved us 'soft dollars' in terms of man-hours. The [HQ Account] system wasn't a whole ton of money, and it more than paid for itself."

In a fast-paced, competitive, and quickly-evolving industry like die casting, Pace sees every tool that will allow it to adapt and stay nimble as an asset for success. In this way, the HQ Account has become not only a tool for safety and compliance, but also something that helps keep Pace at the head of the pack.

"A system like this is a smart way to go because it improves our reaction time," concludes Mr. Grant. "For instance, our facility in Minnesota might be wanting to do a job that requires a chemical we've never used before, and they're having a hard time getting ahold of the manufacturer. Previously, we would have hesitated. Now we can just search it on the [HQ Account] system, and we have that information right away. We can go ahead with the project. Manufacturing changes very quickly nowadays, so accessing this information quickly is a real strong benefit to our business."



## MANUFACTURERS FIND A POWERFUL TOOL IN MSDSONLINE

Manufacturers are responsible for identifying the hazards of each product they create and communicating that information to importers, distributors, and customers. They also face ever-mounting challenges when it comes to complying with safety and environmental regulations. That's a lot to deal with!

At VelocityEHS, our award-winning suite of seamless solutions give manufacturers the tools they need to keep their products and workplaces safe and compliant. Our cloud-based solutions make it easy to meet ever-evolving local, state/province, and federal requirements, provide required safety data sheet information to workers, and keep operations running smoothly. Find out what makes us the solutions provider that more businesses of all sizes trust with their compliance and safety needs!

### 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.

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