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 in 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 arriving with the labels formatted for the US instead of Canada. Now we can access the correct safety data sheets online."
Benefits of the HQ Account

Many 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.