

## Case Study

## Premier Equipment

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



### Premier Equipment Keep Compliant with VelocityEHS

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 VelocityEHS Chemical Management. The software 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 [VelocityEHS Chemical Management] 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. [VelocityEHS Chemical Management] it's much easier. I created a three-minute orientation video that explains how VelocityEHS Chemical Management 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 extensive VelocityEHS 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 VelocityEHS Chemical Management to find the right SDS and re-label it."*

Premier Equipment also appreciates the peace of mind that comes with the regularly updated VelocityEHS library as Canada adopted GHS.

*"In terms of the move toward GHS, I'm not panicking because I know what the efforts are on [VelocityEHS] 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 VelocityEHS Chemical Management."*

And according to Mr. Deslauriers, VelocityEHS Chemical Management 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 VelocityEHS Chemical Management

The ability to effectively manage chemical hazards and compliance requirements over multiple locations is becoming increasingly vital for EHS professionals. VelocityEHS Chemical Management is designed to make it simple and easy to do exactly that. As the name suggests, VelocityEHS Chemical Management 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, VelocityEHS Chemical Management 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 VelocityEHS Chemical Management 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 VelocityEHS Chemical Management

### Millions of SDSs at Your Fingertips

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

### Simplify Compliance

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

### Mobile Access

Our online accounts are mobile optimized, and our SDS / Chemical Management mobile app— available for free download on the App Store® and Google Play™— 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.

### Enhanced Chemical Management

Robust chemical management tools, including our chemical mapping feature, give you greater container-level control over the location, status and risks associated with chemical products in your facility. Plus, the SDS / Chemical Management app makes it possible to quickly scan container barcodes, QR codes and UPC codes to retrieve and manage container and other chemical inventory information from the field.

### Regulatory Compliant

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

### Quick ROI & Low Cost of Ownership

All of our Chemical Management accounts pay for themselves by eliminating time-consuming, manual administrative tasks; plus, there's no software to install or maintain and you get immediate access to new features and enhancements.

*"It's saving us money and time."*

*Richard Deslauriers,  
Health and Safety Manager  
Premier Equipment*

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