

Case Study

JBS Industries

JBS Industries uses TotalSDS™ to decrease the time spent on the SDS authoring process, allowing more time for critical job functions.

“The TotalSDS™ platform does everything it says it can do. There are no surprises. What is advertised is exactly what you get. The customer support is outstanding! GSM has been available to help with any kind of regulatory or software question I have, and they are extremely responsive. And more than that, the software capabilities are consistently getting better as they are adding more and more features.”

*Greg Switzer, Product/Formulation Chemist
JBS Industries*

Executive Summary

The Product and Formulation Chemist at JBS Industries knew their current SDS authoring system was not up to speed and that they needed a better tool to gain productivity. As a 40-year industry chemist, he had been spending too much time researching complicated and changing regulations that a compliant SDS requires and not enough time on product formulation. After evaluating nine competitors and their software, they chose Global Safety Management.

About JBS Industries

JBS Industries is a leading car wash supplies manufacturer that has been creating high-quality car wash and industrial cleaners since 1979. Since then, JBS has continued to grow its business and client base across the entire spectrum of professional cleaning, serving the United States, Canada and various markets worldwide. Customers range from dog groomers to big rig wash owners, and maintenance crews involved in aviation.

As a car wash soap manufacturer, they create densely concentrated products with high dilutions, product consistency, custom manufacturing, and private labeling capabilities. JBS is constantly evolving with the industry through product innovation and environmental engineered products.

The Challenges

When Product and Formulation Chemist, Greg Switzer came to JBS Industries, he was asked to bring their SDS platform up to speed. Their process was inefficient and time intensive. The limitations of their authoring tools impeded their ability to create compliant SDS quickly. JBS Industries' process was slow and not user-friendly. It required a complete knowledge of regulations and OSHA compliance. Greg's extensive expertise lies in chemistry and the product formulations. He knew he needed help with the regulatory piece of the process. When he was tasked with finding a better tool and regulatory partner, Greg welcomed the opportunity to evaluate updated, ground-breaking SDS authoring options.

The Solution

JBS Industries required an authoring system that would reduce the SDS creation time to allow chemists to focus on the product - not researching compliance issues and ever-changing regulations. TotalSDS's wizard logic eliminates multiple steps by taking a top-down view of roughly 33,000 possible hazard combinations to quickly categorize, change and create an SDS in minutes.

They have also learned to rely on GSM's team of regulatory experts who are readily available to answer questions on topics such as, environmental impact, global regulations, shipping, toxicology and workplace safety. Having an assigned personal Project Coordinator that he can contact for any concerns has been key for Greg and his regulatory needs.

Results

Over the past 2 years that JBS Industries has been using TotalSDS™ to author their documents, they have seen their SDS authoring time reduced by 80%. Many of their products have the exact same formula, but have different names as they private label many products. With TotalSDS™, they can easily duplicate the SDS, make the few edits and produce the new document in less than 5 minutes – a task where, previously, they would have had to rewrite each SDS in its entirety.

When Greg was outsourcing his SDS authoring, it would cost the company between \$300 - \$500 per SDS. With his TotalSDS™ subscription, the authoring costs have been drastically reduced. In addition, his Project Coordinator was able to show him how to link his product to their emergency hazmat incident support provider which better ensures safety in the workplace.

Greg found that the ease of use of the software has been a great help and simple to comprehend. “The training was thorough. I still get support when I need it and I'm not charged. My trainer would record our sessions and could show me where I'd made a mistake so I could correct myself and truly learn the software. It has an easy flow and has been very user-friendly, especially for a process and topic that can be very complex.”

As the software and regulatory support have become a necessary tool and successful process at JBS Industries, they are requesting a longer subscription agreement to save additional costs. They have found the software that has solved their SDS authoring challenges.