



# eCommerce State Efforts in a Flat World

Association of Structural Pest Control Regulatory Officials

August 23, 2023

A world map composed of a grid of dots, with a color gradient from dark blue on the left to light blue on the right. Three red location pins are placed on the map: one in North America, one in South America, and one in Africa. Dashed red lines connect these pins in a path that loops across the map, suggesting global connectivity or movement.

# Technology and Globalization

The internet and expansion of related technology has resulted in a “flat world”:

- Trading of goods and services worldwide across markets;
- Spread of knowledge of and use of technology;
- Increasing expectation of utilization of technology in “business”.

eCommerce - the internet sale of pesticides - is not something new for regulators:

- “Surf Day”;
- Some States/Tribes/Territories do routinely complete eCommerce inspections; and
- EPA efforts nationally for sale of unregistered pesticides.

However, with the pandemic, pesticide regulatory officials have seen an increase in the online sales of pesticide products and with-it increasing concerns.

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# Increasing Areas of Concern

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- Concerns regarding the sale pesticides and the potential for adverse impacts from use to human or environmental health:
  - Unregistered (Federal/State);
  - Specific claims, i.e., efficacy, safety; and
  - Misbranding.
- Concerns are not limited to restricted use pesticides rather all pesticides including those not subject to federal registration;
- Concerns regarding the ability to regulate the virtual marketplace:
  - Resources;
  - Technology vs Technology;
  - Locating Sellers; and
  - Gaining and Maintaining Compliance.

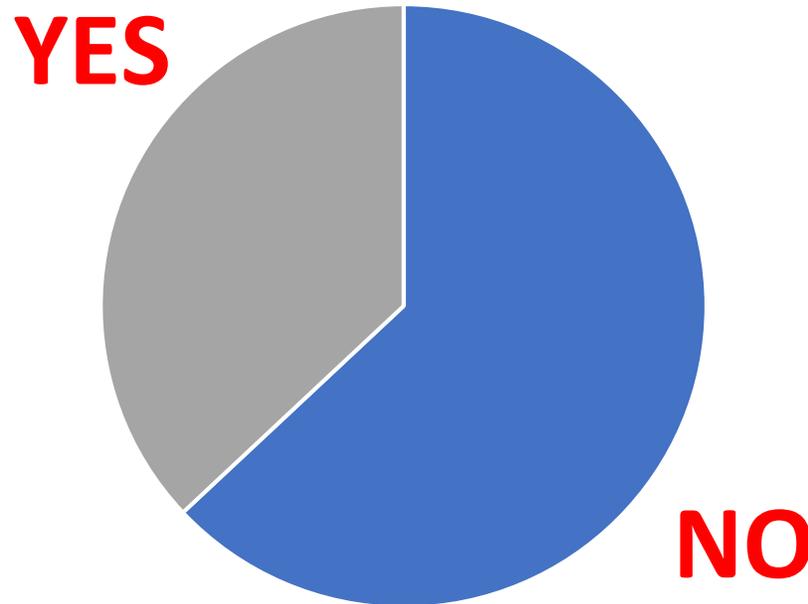
# eCommerce Workgroup

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- Formed in 2022 to identify and discuss issues related to the “virtual” world.
  - Initially, small workgroup comprised of state lead agencies and EPA OECA with the expectation of growth overtime.
  - With a look towards the future and how best to incorporate these activities into the Cooperative Agreement, the workgroup decided to begin by collecting information regarding current e-commerce activities.
  - Survey was distributed to States/Tribes/Territories on February 22, 2023.
  - ***46 Responses!***

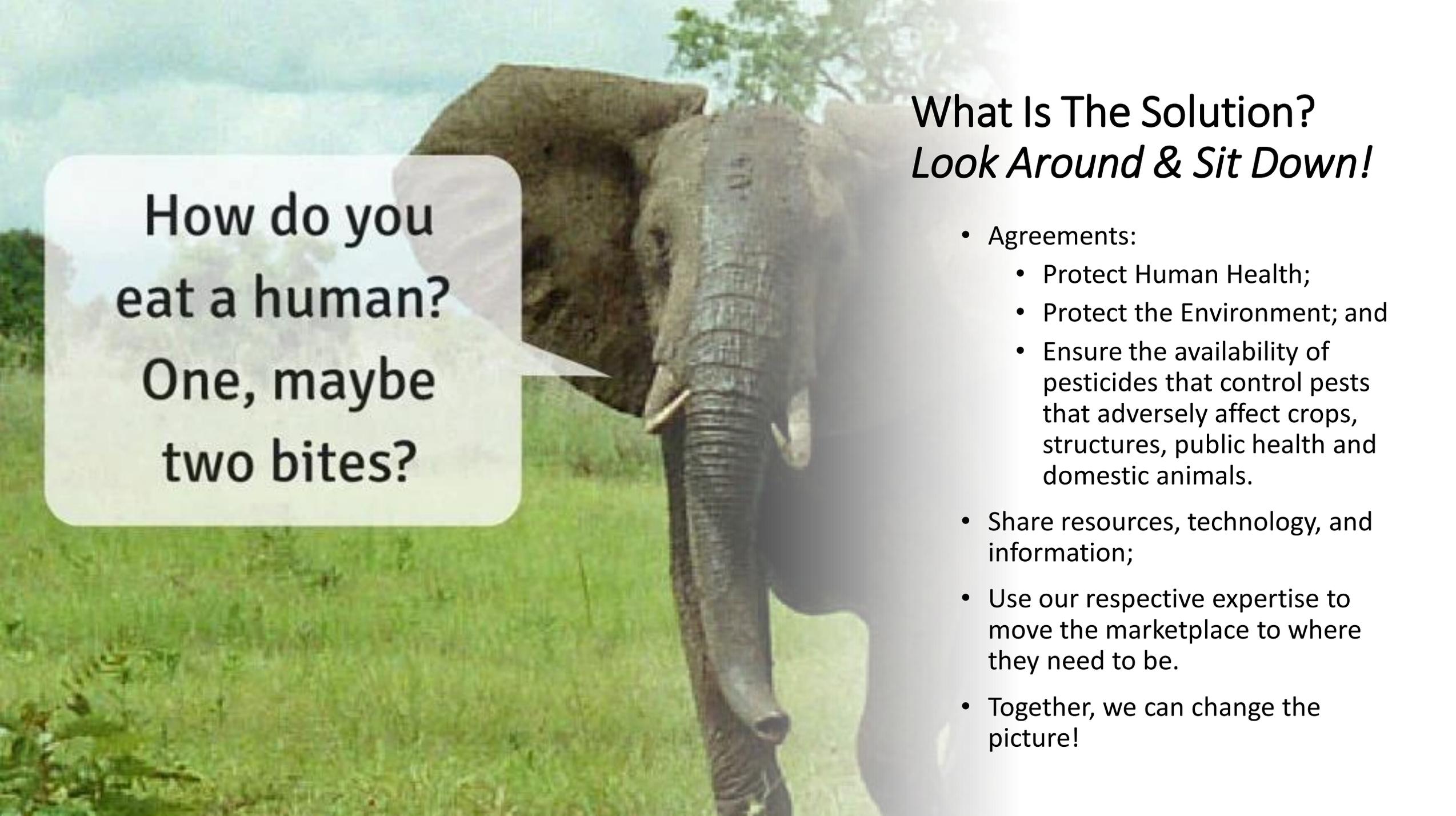
# Updated Survey Results:

## *Do You Conduct eCommerce Inspections?*

- 17 or ~37% conduct eCommerce Inspections
  - 66% have guidelines
  - 19% have developed specific forms
  - 71% indicated eCommerce Inspection hold same priority as routine/in person inspections
  - 86% use simple internet search



- 29 or ~ 63% that do not conduct eCommerce Inspections
  - 75% said they would like to start doing these types of inspections
  - 96% indicated they would find guidelines helpful
  - When asked why they did not complete eCommerce Inspections
    - Time/resource constraints
      - Use of Grant Funding
    - Don't know where to start/overwhelming



How do you  
eat a human?  
One, maybe  
two bites?

## What Is The Solution? *Look Around & Sit Down!*

- Agreements:
  - Protect Human Health;
  - Protect the Environment; and
  - Ensure the availability of pesticides that control pests that adversely affect crops, structures, public health and domestic animals.
- Share resources, technology, and information;
- Use our respective expertise to move the marketplace to where they need to be.
- Together, we can change the picture!



You Are Invited

## Contributing To The Table -Pesticide Regulatory Officials-

- Shared understanding of the importance of the issue and a desire to address it.
- Knowledge of laws and regulations with an underpinnings of “an educated community is a compliant community”.
- Big enough (but not *too* big):
  - Variety of skills;
  - Established communication channels;
  - Demonstrated success in finding resolutions; and
  - Willingness to adjust strategies.



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