

Pesticides in the Growing World of eCommerce



AAPCO National Meeting
March 7, 2023

Royan Teter

Waste and Chemical Enforcement Division
Office of Civil Enforcement
Office of Enforcement and Compliance Assurance
teter.royan@epa.gov, (202) 564-0940



"When I grow up, I can't decide whether to go into consumer fraud or internet scam."



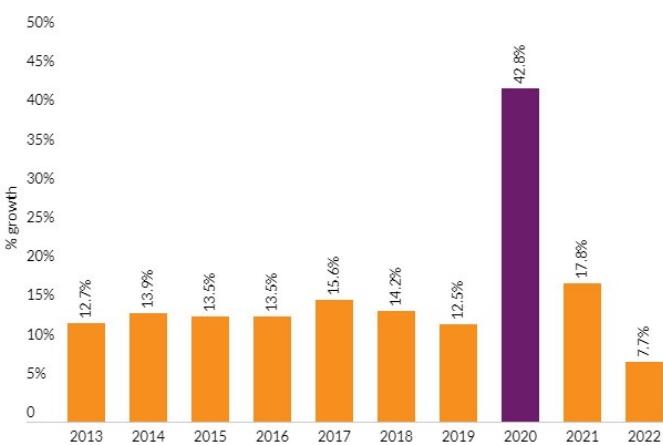
"Hey, mom...you won't believe what
you can get on the internet these days!"



U.S. eCommerce Statistics

US ecommerce slows to lowest levels in a decade

Year-over-year growth in online sales, 2012-2022

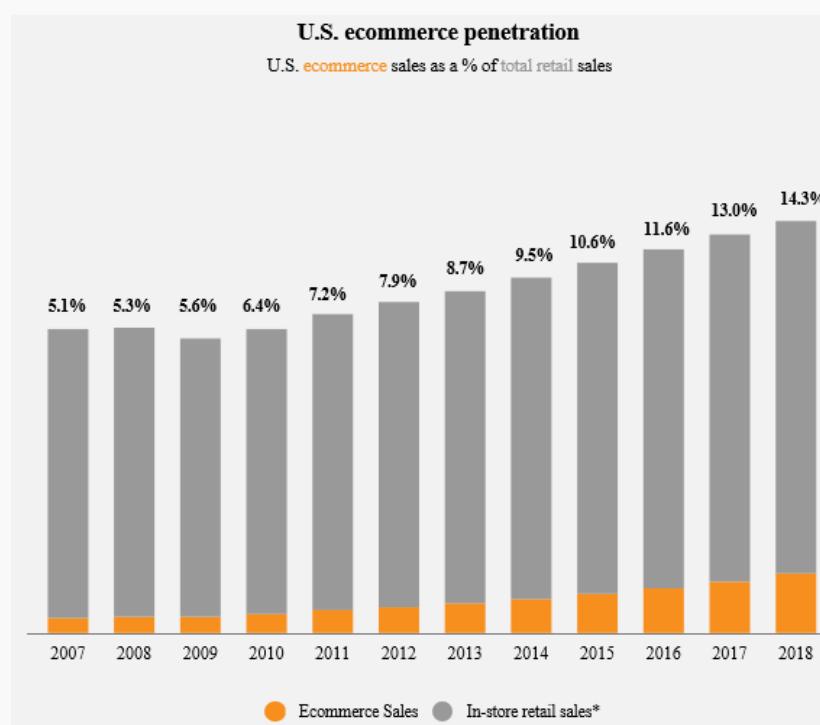


Source: Digital Commerce 360, U.S. Department of Commerce retail data; February 2023

*Total retail figures exclude sales of items not normally purchased online such as spending at restaurants, bars, automobile dealers, gas stations and fuel dealers

U.S. ecommerce penetration

U.S. ecommerce sales as a % of total retail sales



Online penetration of US retail sales remains elevated from pandemic-fueled changes in shopping behavior

Ecommerce's share of total retail sales by quarter, Q1 2019-Q4 2022



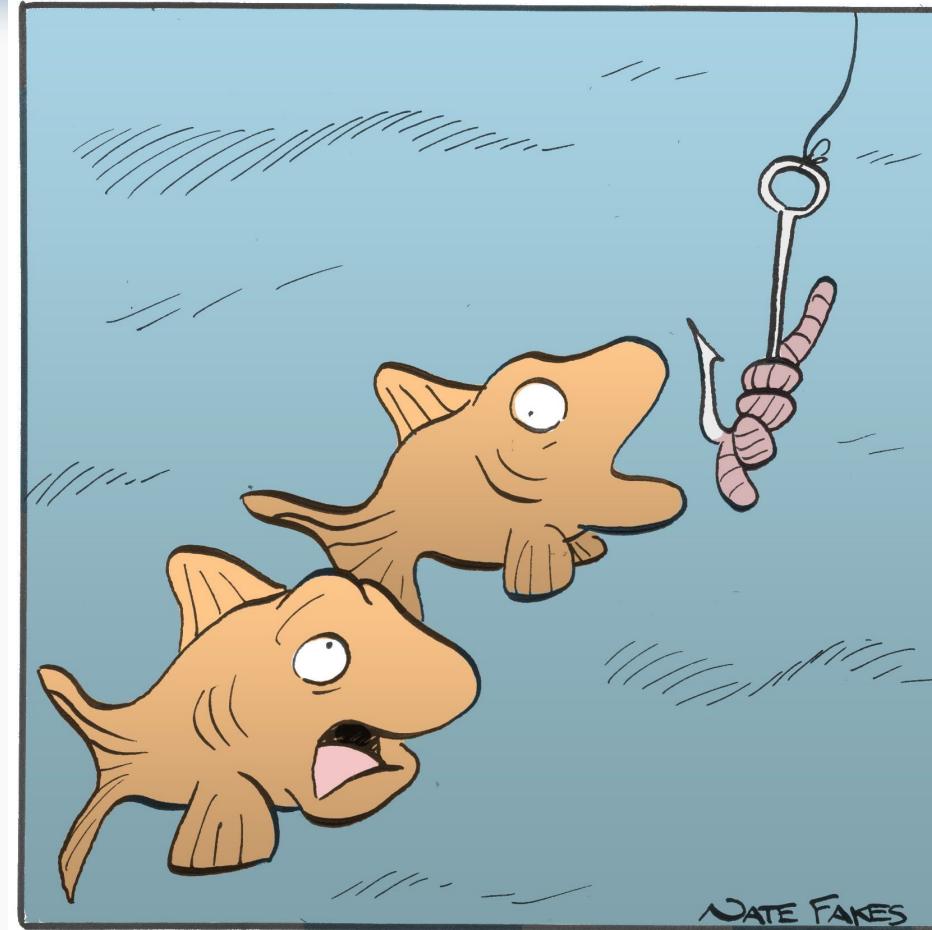
Source: Digital Commerce 360 analysis of U.S. Department of Commerce data; February 2023

*Total retail figures exclude sales of items not normally purchased online such as spending at restaurants, bars, automobile dealers, gas stations and fuel dealers



Innovations Driving Growth

- **Personalized Experiences**
 - Data Mining
 - Artificial Intelligence
 - Chat Bots
 - Shopper Profiles
- **Social Media/Community Building**
- **Flash Sales**
- **On-line/Offline Integration**
- **Mobile Optimization**
- **VR/AR**
- **Shoppable Video Content**
- **Versatile Payment Options**
- **Subscription Services**



*"I don't know. I
heard you have to be careful getting stuff online."*



Counterfeit Roach Bait Gel



Suspected Counterfeit:
Loses shape



Genuine Product:
Holds shape



Unregistered Pesticides



10+4g Imidacloprid (10%) Efficient Systemic Insecticide Agricultural Pesticide Protection crops bonsai flower home garden

\$15.00 Low in stock

Quantity

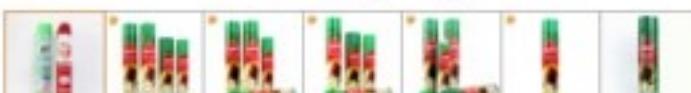
[Add to cart](#)

Selling fast! Only 9 left, and 1 person has it in their cart.

Arrives by Mar 19 if you order today.
Nice choice! Enjoy free shipping to the US when you spend \$35+ at this shop.

Gift wrapping available. See details

Buy together, get free shipping



Room flea killer bomb spray house roach killer fogger

12000 - 19999 Piec... >=20000 Pieces

\$0.94 **\$0.45**

Sign in for March Expo benefits

- Get \$5 off every \$200 spent with PayPal

Color:



Lead Time:

Quantity(Pieces)	1 - 2000	>2000
Est. Time(days)	15	To be negotiated

Customization:

Customized logo(Min. Order: 6000 Pieces)

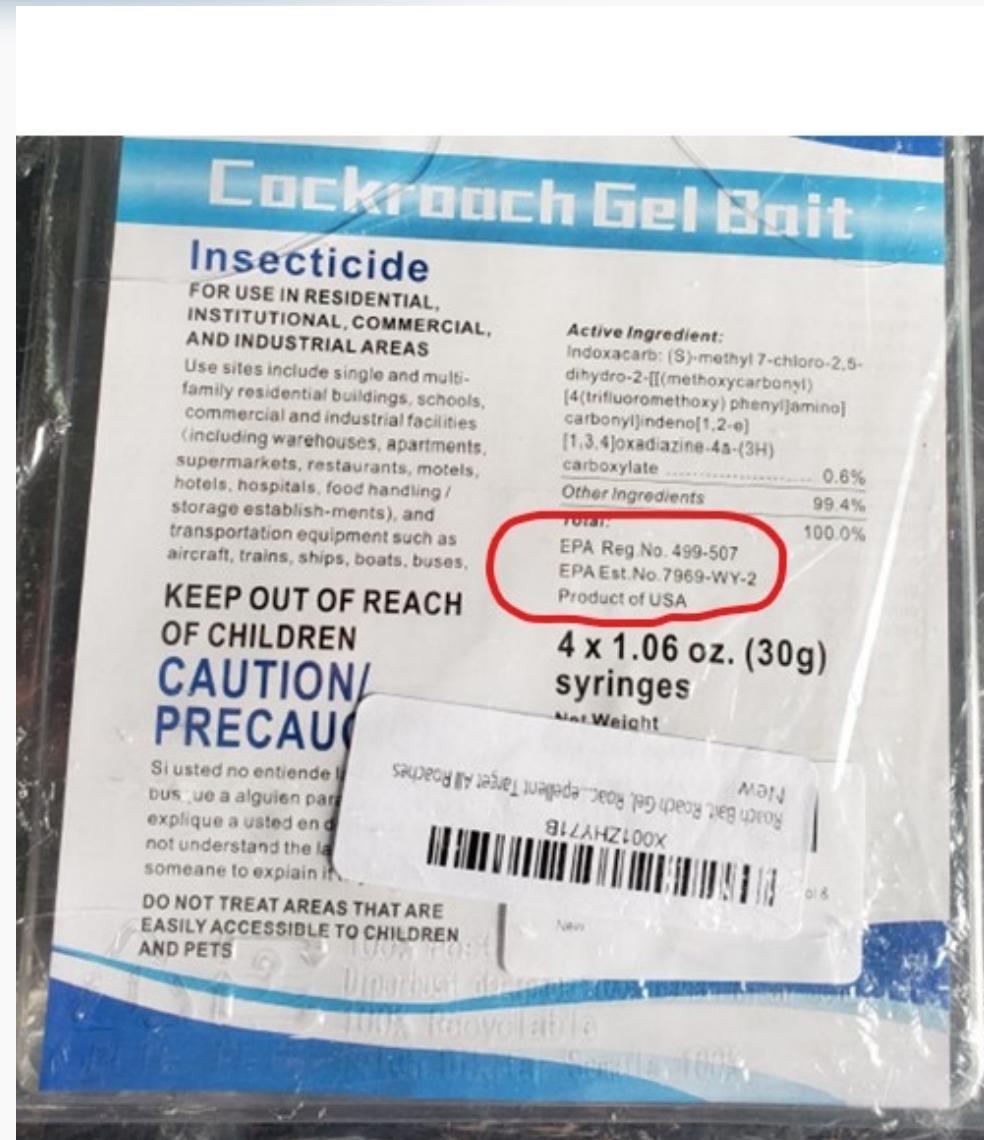
Customized packaging(Min. Order: 6000 Pieces)

More ▾

Shipping:

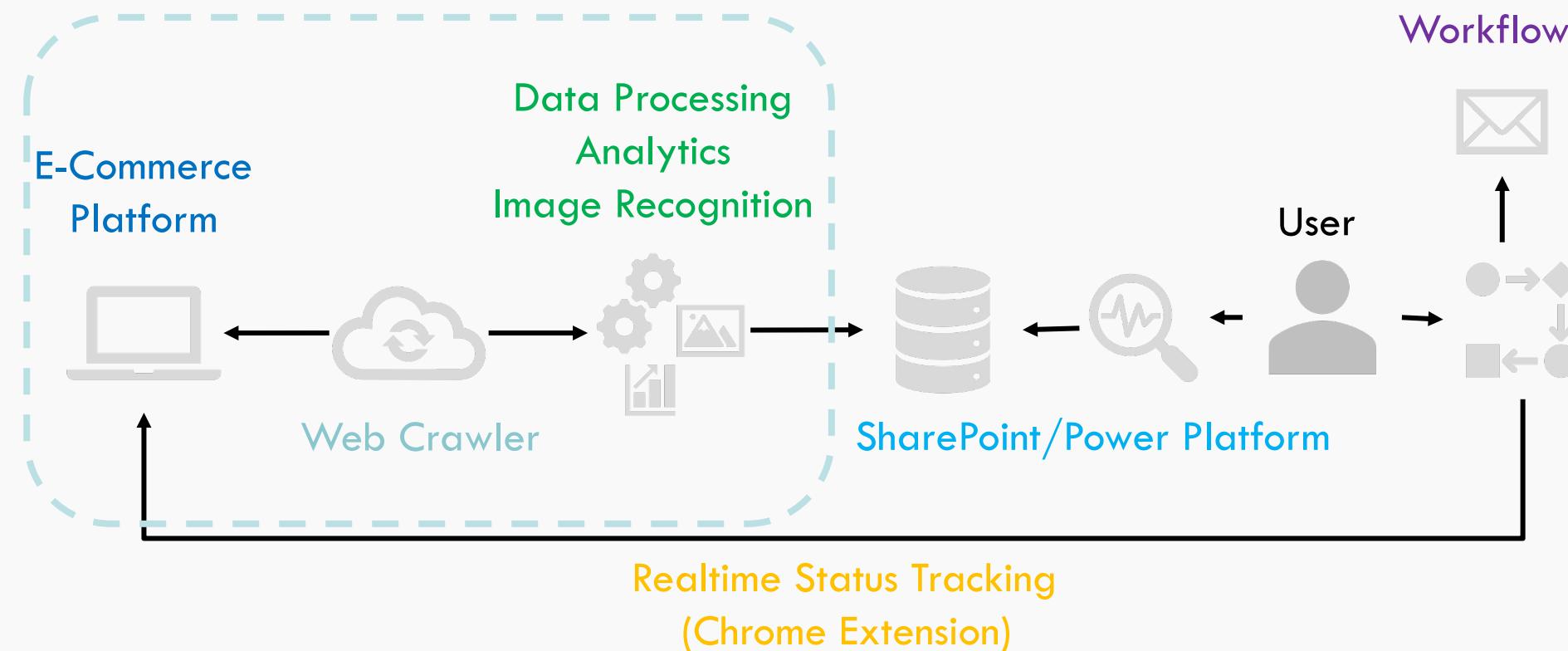
Support Express · Sea freight · Land freight · Air freight







Automated Web Crawler Data Flow





Language Identification

Confidence Scores (0 to 1)

- Chinese 0.550000011920929
- English 0.23000000417232513





309190251

011509 30919 8

Drug Facts

Directions

Active ingredient.

Ethyl Alcohol 70%

Purpose | adults and children wet hands thoroughly with product and allow Antimicrobial 6 years and older

.....

to dry.

children under

6 years

should be supervised when using this product.

Use

to help reduce bacteria on the skin.

Warnings

Other Information to dispose: place in wastebasket after use I do not flush

Flammable until dry. Keep away from fire or flame.

For external use only.

Questions? Call 1-800-431-2610 weekdays 9 am to 5 pm EST

When using this product, do not use in or near the eyes.

In case of contact, rinse eyes thoroughly with water.

Stop use and ask a doctor if irritation or rash appears.

Inactive ingredients water, glycerin, aloe barbadensis leaf

juice powder. (N.D.-005401)

Keep out of reach of children. If swallowed, get medical help or contact a Poison Control Center right away.

Do not use:

I on children under 2 months of age on open skin wounds

Combe Incorporated White Plains, NY 10604 U.S.A.

Made in U.S.A.

For more information visit williamswipes.com

Williams" is a trademark of Combe Incorporated.

© 2020 Combe Incorporated. All rights reserved.

Drug Facts		Directions
Active Ingredient.....	Purpose	
Ethyl Alcohol 70%.....	Antimicrobial	
Use		
to help reduce bacteria on the skin		
Warnings		
Flammable until dry. Keep away from fire or flame.		
For external use only.		
When using this product, do not use in or near the eyes.		
In case of contact, rinse eyes thoroughly with water.		
Stop use and ask a doctor if irritation or rash appears.		
Keep out of reach of children. If swallowed, get medical help or contact a Poison Control Center right away.		
Do not use:		
I on children under 2 months of age on open skin wounds		
Combe Incorporated White Plains, NY 10604 U.S.A.		
Questions? Call 1-800-431-2610 weekdays 9 am to 5 pm EST		
Other Information ■ to dispose: place in wastebasket after use ■ to not flush		
juice powder. (N.D.-005401)		
inactive ingredients water, glycerin, aloe barbadensis leaf		
juice powder. (N.D.-005401)		
Combe Incorporated White Plains, NY 10604 U.S.A.		
For more information visit williamswipes.com		
Williams" is a trademark of Combe Incorporated.		
© 2020 Combe Incorporated. All rights reserved.		



0 11509 30919 8



Custom Dashboard 1

 **TUB O' TOWELS** Competition

Search products Filter on:

ProductID	ProductName	Score	Score Formula	LanguagesDetec...	Selling Location	Platform
-----------	-------------	-------	---------------	-------------------	------------------	----------

Product **Violation**

Product ID B00022W4ZU **Product Name** Tub O Towels TW90 Heavy-Duty 10" x 12" Size Multi-Surface Cleaning Wipes, 90 Count Per Canister

Product Information

Style: 90 Towel Can (10" x 12" wipes)
Tub O' Towels industrial strength hand and surface cleaning wipes are bigger, tougher and soaked with a knock-your-socks-off cleaning solution that overpowers even the most onerous grime. Unlike typical wimpy wipes, these thick disposable cleaning towels hold up to vigorous scrubbing. Use these waterless

Image Text

TUBO
TOWELS Competition
| NY DUTY
ANING

Languages Detected

Basque, English, Malagasy, Swahili, Swedish, Tamil

Notes



Custom Dashboard 2

 **TUB O' TOWELS** Competition

Search products Filter on:

ProductID	ProductName	Score	Score Formula	LanguagesDetec...	Selling Location	Platform
-----------	-------------	-------	---------------	-------------------	------------------	----------

Product

Product ID	Product Name
B00022W4ZU	Tub O Towels TW90 Heavy-Duty 10" x 12" Size Multi-Surface Cleaning Wipes, 90 Count Per Canister

Violation

Violation Types	Priority
<input type="checkbox"/> Unregistered	<input type="button" value="Find items"/> <input checked="" type="checkbox"/>
<input type="checkbox"/> Misbranded (False and Misleading)	
<input type="checkbox"/> Misbranded (Imitation Pesticide)	
<input type="checkbox"/> Misbranded (Inadequate Label)	
<input type="checkbox"/> Claims Differ	
<input type="checkbox"/> Composition Differs	

Violation Comments



'That's the last desktop search I initiate...'



Questions...?

