COVID-19 Disinfection Services: Critical Things to Consider Before Launching a New Service

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Antimicrobials and Disinfectants

Julie Marquardt
Ecolab, Inc., Saint Paul, Minnesota

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CONSIDERATIONS IN SELECTING A DISINFECTANT IN RESPONSE TO COVID

NPMA Webinar
DISINFECTING: EPA LABEL IS THE LAW

- Discuss how to read the master label, and understand the options for that registration
- As examples throughout my slides, using labels NOT owned by Ecolab
  - Every label shown provides a solution in response to COVID
  - Many disinfectants available in response to COVID – goal is to teach you how to look at these options and select appropriately
- The key to disinfecting (in response to COVID) is selecting the right product, applying it the right way
# Checklist for Selecting & Using a Disinfectant in Response to COVID-19

- Disinfectant on EPA’s List N: Disinfectants for Use against SARS-CoV-2
- Facility Type included on EPA Label
- Type of Surface included on EPA Label
- Understand the application method(s) and contact times on the EPA Label
1A. IS THE DISINFECTANT ON EPA’S LIST?

- [https://www.epa.gov/pesticide-registration/list-n-disinfectants-use-against-sars-cov-2](https://www.epa.gov/pesticide-registration/list-n-disinfectants-use-against-sars-cov-2)

- The easiest way to find a product on this list is to enter the **first two sets** of its **EPA registration number** into the search bar below.

- For example, if EPA Reg. No. 12345-12 is on List N, you can buy EPA Reg. No. 12345-12-2567 and know you’re getting an equivalent product. You can find this number by looking for the EPA Reg. No. on the product label.
1B. FIND THE MASTER LABEL

- https://iaspub.epa.gov/apex/pesticides/f?p=PPLS:1
- Search via EPA Registration Number (matching the Registration Number found in Step 1)
- Master Labels are often very long (20+ pages) – make sure to review the label guidelines carefully

Examples in steps 1B – 3A will use the Master Label from 6836-303
1C. MASTER LABEL VS. PRODUCT LABEL

- **Master Labels** are often 20+ pages long, and cover allowed uses of the product.
- 6836-303 covers many varied uses from food contact sanitizing (possibly for restaurant use), to uses in a Hatchery, to cooling water treatment, to treatments for a shoe bath. (and that is just the start of the optional uses)
- **Product Labels** take the uses, instructions, claims from the Master Label, but narrow the focus to a specific use.
  - A Product Label can not make a claim outside of the Master Label claim set.
  - The Product Label will reference the Master Label by containing the same first two sets of numbers as the EPA Reg #. (i.e. 6836-303)
  - The Product Label is provided with the product – as a label on the container or the box.
- Throughout this discussion, I will use Master Labels, as they are easily and publicly available.
2. IS THE FACILITY TYPE ON THE EPA LABEL?

- Labels often have expansive lists of allowed facilities.
- Make sure your targeted facility is on the list.
3A. IS THE TYPE OF SURFACE ON THE LABEL?

Hard Non-Porous Surfaces

- Distinguish between ‘HARD NON-POROUS SURFACES’ vs. ‘SOFT SURFACES’.
- Align the Disinfection Language with the Surface.

Hard Non-Porous Surfaces

- Appliances, exteriors
- Bathroom fixtures
- Bath tubs [fiberglass]
- Cabinets
- Cages
- Chairs
- Coils and drain pans of air conditioning and refrigeration equipment and heat pumps
- Conductive flooring
- Counters [Countertops]
- Toilet bowls
- Toilet bowl surfaces
- Tubs [Fiberglass]
- Tiles, glazed
- Ultrasonic baths
- Urinals
- Walls
- Whirlpool [bathtubs] [tubs] [units]
- Beer fermentation and holding tanks

**DIRECTIONS FOR USE**

It is a violation of Federal law to use this product in a manner inconsistent with its labeling.

**DISINFECTION [VIRUCIDAL]* [FUNGICIDAL] [MOLD AND MILDEW CONTROL] DIRECTIONS:**

Add 2 1/4 oz. of Bardac® 205M-5.2 per 2 gallons of water to disinfect hard, nonporous surfaces.

**Bardac® 205M-5.2 has demonstrated effectiveness against viruses similar to [name of emerging virus] on hard, non-porous surfaces. Therefore, Bardac® 205M-5.2 can be used against [name of emerging virus] when used in accordance with the directions for use against Norovirus on hard, non-porous surfaces. Refer to the [CDC or OIE] website at [pathogen-specific website address] for additional information.**

OR

[Name of illness/outbreak] is caused by [name of emerging virus]. Bardac® 205M-5.2 kills similar viruses and therefore can be used against [name of emerging virus] when used in accordance with the directions for use against Norovirus on hard, non-porous surfaces. Refer to the [CDC or OIE] website at [website address] for additional information.
3B. IS THE TYPE OF SURFACE ON THE LABEL?

Soft Surfaces

- Labels can have both surface types
- Distinguish between ‘HARD NON-POROUS SURFACES’ vs. ‘SOFT SURFACES’.
- Sanitizing DOES NOT equal Disinfection
- Response to COVID requires the Disinfection Claim

Examples in step 3B will use the Master Label from 82972-1
4A. HOW DO I APPLY THE PRODUCT?

Application and Contact Times

▪ Find the **Disinfecting Instructions**
▪ Find the **Application Instructions**
▪ Find the **Contact Time for the Virus**
  ▪ **What Virus Contact Time should I use?** Look back to the List N in Step 1. It dictates that you should follow the instructions for a certain virus.

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**Examples in step 4A-C will use multiple master labels**
4B. HOW DO I APPLY THE PRODUCT?

Application, Concentration and Contact Times

- Find the Disinfecting Instructions
- Find the Application Instructions
- Find the Contact Time for the Virus
- What Virus Contact Time should I use? Look back to the List N in Step 1. It dictates that you should follow the instructions for a certain virus.

For registration 6836-303 – List N states that instructions should be followed for Norovirus.

Disinfection [Virucidal*] [Fungicidal] [Mold and Mildew Control] DIRECTIONS:
Add 2 1/4 oz. of Bardac® 205M-5.2 per 2 gallons of water (or equivalent dilution) to disinfect hard, nonporous surfaces.

Before use in federally inspected meat and poultry food processing plants and dairies, food products and packaging materials must be removed from the room or carefully protected.

When used on surfaces in areas such as locker rooms, dressing rooms, shower and bath areas and exercise facilities, this product is an effective fungicide against Trichophyton mentagrophytes [the athlete's foot fungus].

Apply use-solution with a cloth, mop, sponge, sprayer or by immersion, thoroughly wetting surfaces.

For sprayer applications, use a coarse spray device. Spray 6 - 8 inches from surface; rub with brush, sponge or cloth. Do not breathe spray.
Note: For spray applications, cover or remove all food products.

Treated surfaces must remain wet for 10 minutes. (Note to reviewer: if using reduced contact time for Human Coronavirus, the following sentence will be required) [For Human Coronavirus treated surfaces must remain wet for 1 minute.] Wipe dry with a clean cloth, sponge or mop or allow to air dry.

Rinse food contact surfaces such as counter tops, tables, picnic tables, exteriors of appliances and / or stove tops with potable water prior to reuse. Do not use on glasses, dishes or utensils as a disinfectant.
For heavily soiled areas, a preliminary cleaning is recommended.

For heavily soiled areas, a preliminary cleaning is required.
For heavily soiled areas, pre-clean first.
4C. HOW DO I APPLY THE PRODUCT?

Application, Concentration and Contact Times

- Find the Disinfecting Instructions
- Find the Application Instructions
- Find the Contact Time for the Virus

What Virus Contact Time should I use? Look back to the List N in Step 1. It dictates that you should follow the instructions for a certain virus.

- How do I determine if I can FOG the product?
  - Fogging must be aligned to disinfection, and to viral claims.
  - Fogging requires consideration of contact time, ventilation, increased PPE.

For registration 82972-1 – List N states that instructions should be followed for Adenovirus; Canine Parvovirus.

Master Label: 82972-1

To Disinfect Hard Non-porous Surfaces: For disinfecting pre-cleaned hard non-porous surfaces such as glass, plastic, painted wood, laminate, ceramic, stainless steel, polymer, china, hardwood, floors, glazed ceramic tile, sealed concrete & linoleum floors. Types of items include: Exterior of appliances, bed frames, cabinet handles, wheelchairs, child car seats, counters, cribs, doorknobs, tables, tubs, interior toilet surfaces, forest handles, handrails, jungle gym, hand bags, light switch covers, patio furniture, showers, sinks, stovetops, telephones, toys, walls, waste containers. Apply product undiluted full strength to pre-cleaned hard non-porous surfaces, wetting thoroughly with spray, sponge, mop, or by immersion in solution. Allow surfaces to remain wet for 5 minutes or 10 minutes for virus inactivation (refer to the viruses table for contact times) – 10 minutes for bacteria disinfection. For immersion, replace solution daily, or more frequently if it becomes significantly soiled or diluted. Fogging and Mistiing: product can be applied by fogging or misting to disinfect hard, nonporous surfaces. Apply by fogging or misting until surface is moist using equipment manufacturer’s directions for use. Remove or carefully protect all food and food packaging materials prior to treatment. Vacate treatment area and do not return treated area until air is clear (minimum 20 minutes to reentry). For disinfection by ULV misting machine application, see the product Supplemental Bulletin specific for equipment to be used.

***Disinfection Virus 10 minute contact time

- Adenovirus 1, Strain Adenoid 71, ATCC VR-1**
- Canine Parvovirus, Strain Cornell-780916, ATCC VR-2016**
- Canine adenovirus 1, Strain Utrecht, ATCC VR-293**
- Feline Herpesvirus 1 Strain C-27, ATCC VR-636**
- Feline coronavirus, Strain WSU 79-1683, ATCC VR 989**
4D. HOW DO I APPLY THE PRODUCT?

Fogging can be on the Label, but NOT tied to our use application

- Many Labels have Fogging Claims
  - Reducing Spoilage
  - Protecting Hatchery’s, other Food & Beverage Uses
- Key message – if you want to Fog in response to COVID:
  - Must have the Fogging Application tied to Disinfection of the designated Virus.
  - Must follow the guidance for contact time.

Master Label: 6836-303
FOLLOW THE CHECKLIST, SELECT CAREFULLY, APPLY PER LABEL GUIDELINES

- Disinfectant on EPA’s List N: Disinfectants for Use against SARS-CoV-2
- Facility Type included on EPA Label
- Type of Surface included on EPA Label
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Business Operations Considerations

David Billingsly, ACE
American Pest / Anticimex, Fulton, Maryland

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DISINFECTION SERVICE

Things to Consider from an Operators Point-of-View

David Billingsly, ACE
President
Topics

- Insurance
- Logistics
- Service Offering
- Training and Personnel
- Sales and Marketing Strategy
- Launch
Are You Insured?
Logistics

Do you have what you need to perform the service?

• Product – what chemical / disinfectant will you use?

• PPE – Tyvek (like) suits, gloves, eye/face protection, respirators/masks, etc.

• Application equipment – How will you apply? (follow the label – the label is the law)
Service Offering

Protocols and Processes

- High touch areas
- Misting / spraying / fogging
- Wiping
- Customer Preparation
- Commercial vs Residential
Training and Personnel

Who will perform the services?

- Branch Managers, Services Managers, Technicians
- Departments with shortfalls?

Develop Training Program

- Safety Training – PPE, Hazmat disposal, etc.
- Application Training – Equipment, application technique, etc.
Sales and Marketing Strategy

- Pricing
- Marketing Plan
- Sales Training
Launch!!!
Thanks

David Billingsly, ACE
President
American Pest
240-485-2198
dbillingsly@americanpest.net
Service Considerations
Judy Black, BCE
Rollins, Inc., Atlanta Georgia

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STAKEHOLDER REPRESENTATION

- Project team
- Map out where you want to end up
- Divide up the “pie”
- Expert advice
- What is out of scope?
- Communicate – cloud documents!
What’s in your wheelhouse right now?

Product and equipment availability?
  - Dedicated equipment

PPE availability – both label required, CDC/NIOSH and the human factor

Map every step
ROLL OUT

• Don’t rush
• Get stakeholder buy in
• Information website
• Verifiable training
• “Living” FAQ’s
• 1x1 time
• Learn from every service

"IF YOU DON’T HAVE TIME TO DO IT RIGHT, WHEN WILL YOU HAVE TIME TO DO IT OVER?"

- JOHN WOODEN
Licensing and Certification
Jim Fredericks, PhD, BCE
VP, Technical & Regulatory Affairs, NPMA

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Contact Us Via Email
Andy Architect – aarchitect@pestworld.org
Jim Fredericks – jfredericks@pestworld.org

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