



## Profile

Since 1981, the staff of Delta Analytical Corporation has been providing regulatory consulting services to large and small corporations as well as trade associations. Clients have recognized our services as an effective resource for obtaining product registrations, analyzing and commenting on regulatory agency proposals, and evaluating the market impacts of regulatory actions.

Our staff's regulatory experience is extensive including both in-house and consulting positions for regulatory agencies. Over half of the staff has been with Delta for more than 10 years. Delta has done countless submissions to EPA: applications for registrations, amendments, notifications, etc. Delta maintains good working relationships with EPA staff.

We are committed to providing personalized service; responding quickly with practical answers and solutions to our clients' needs.

## International Clients

EPA requires that foreign manufacturers wishing to register their products for distribution and sale in the US appoint a US agent to act on their behalf. United States pesticide law and regulations are complex and can be confusing to companies from other countries. Delta is the U.S. agent for many international companies. Services provided to international clients include:

- Se habla español
- Designing seminars for your company (in English or Spanish) explaining US pesticide laws and regulations
- Assisting with US Customs and import/export regulatory issues, including EPA's notice of arrival forms
- Working with clients to ensure that they are aware of all due dates and requirements and that all establishment reports and maintenance fees are filed in a timely manner
- Representing clients at meetings and on task forces so that distance is not a barrier to company participation or staying informed

## Our Philosophy

### *Working with our customers*

Many consulting firms claim they can do anything at the beginning of an assignment, but don't deliver in the crunch. We will not swamp you with outlandish claims. We make a point of discussing what we can and cannot do at the outset. Then we prepare a plan of action and deliver on time and within budget.

### *Working with EPA*

Our model for working with EPA officials on your behalf may surprise you: treat them like customers—tough but demanding ones—but customers nonetheless. Figure out what they really need to carry out their legitimate regulatory responsibilities and provide it quickly and efficiently.

## Should you consider Delta?

- Do you find the pesticide regulatory requirements confusing or overwhelming?
- Do you want a company with decades of experience preparing your pesticide registration application?
- Do you need assistance when an important ingredient is targeted for regulatory action?
- Do you question whether you are on top of the latest regulatory developments affecting your products and your company?
- Would you benefit from receiving regulatory evaluations of competitors' products?
- Do you want to maximize the probability your application will be approved during the first review cycle?
- Do you want someone who knows the right questions to ask in meetings with EPA and understands how to work with the agency?

## Services

### **New U.S. EPA Registrations**

- Obtaining new company numbers and establishment registrations
- Developing registration plan: assess data requirements, costs of registration, and schedule
- Preparing applications with all necessary forms and documents
- Preparing "Me-Too," repack and distributor registrations

### **Amendments and Notifications**

- Changes in Confidential Statement of Formula
- Label changes
- Alternate brand names

### **State Registration Services**

- Obtaining State registrations in 50 states, D.C. and Puerto Rico
- Completing annual renewals for all states & preparing label amendments as necessary
- Filing CA mill tax forms and other state annual sales reports

### **Supplemental Distributor Filings**

- Prepare and submit supplemental distributor forms to EPA
- Review labels to ensure distributor label is in compliance with basic registrant
- Assemble necessary documents and submit state registration applications

### **Registration Review (existing products)**

- Strategies and responses to Data Call-ins
- Placing and monitoring studies to comply with data call ins
- Reviewing and commenting on EPA risk assessments

### **Other U.S. EPA Registration Services**

- Preparing product and data rights transfers
- Determining regulatory status of competitors' products
- Searching of NPIRS and EPA databases
- Preparing and submitting Notices of Arrival for imported pesticides

### **Ongoing Compliance Activities**

- Preparing annual maintenance fee submissions and filing annual pesticide production establishment reports
- Assisting with EPA establishment audits