

# THE ESSENTIAL SYLLABUS

**September  
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## IN THIS ISSUE:



## FEATURED ARTICLE

**New School Year,  
New Germs!**

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**Keeping Schools  
Clean and  
Healthy**

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**Many Options  
for Refreshing  
Your Floors**

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**Disinfectant  
Claims and the  
Registration  
Process**

## New School Year, New Germs!

With a fresh new school year comes fresh messes and germs; but don't worry, Essential Industries can help manage the chaos! Essential has you covered for all your back-to-school cleaning needs. We have products ranging from resilient and wood floor finishes to restroom cleaners and disinfectants.

In this issue we feature some of our recommended "School Solutions" to help you through not just the first few months, but the entire year ahead.

## Keeping Schools Clean and Healthy

When it comes to cleaning in schools, it makes sense to have a powerful product "in your pocket" to help kill germs and maintain a healthy school environment for both students and staff. Essential's Neutral Germicidal Cleaner and Quat Rinse products are important players in helping to clean those germ-prone areas in schools such as desks, door handles, cafeteria tables, restrooms, locker rooms, kitchens and more.

Our Neutral Germicidal Cleaner (702DN/2749SC) is a hospital-grade disinfectant that is sold in two different, yet convenient forms for easy diluting. The squeeze 'n pour bottle allows you to measure the correct dilution right in the bottle, while the half-gallon bottles can be used in our easy-to-use Emax Dispensing Units. Both options offer fast, easy dilution so you can focus on the important task of keeping your school clean.

In addition to your typical germ-prone school surfaces, Neutral Germicidal Cleaner can also be used to clean and disinfect finished floors in place of your regular floor cleaner. It is neutral and therefore won't harm the floor finish. (cont.on next page)

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## Keeping Schools Clean and Healthy - cont.

Essential's Quat Rinse (2331FS/2331RR) is also a great sanitizer and disinfectant that can be used to clean restrooms, locker rooms, showers, fixtures and many more surfaces. Use it for spray sanitizing in restroom and food preparation areas and for immersion sanitizing in the kitchen.

Both Quat Rinse and Neutral Germicidal Cleaner kill SARS-CoV-2 (Covid-19) and H1N1 Influenza A Virus on hard, non-porous surfaces, making them an even more



integral part of your facility's cleaning and maintenance plan and an important tool throughout the entire school year.

## Many Options for Refreshing Your Floors

Traditionally, as the weather gets cooler and we head into the fall and winter season, many schools start planning for their facility's scrub and recoats during the longer holiday breaks.

However, as many school districts across the country are moving to year-round school, there are now more options available throughout the school year to manage these floor refreshes. With more breaks and time off, there will be more available time, with less foot traffic, to work on the floors. Your janitorial maintenance crews no longer need to pigeonhole their major scrub and recoats to summer break or the winter/holiday break.

Believe it or not, you don't even need an official school break to manage an entire gym floor scrub and re-coat! With proven products like our water-based wood floor finish, Sport Kote® PC, and our cleaner (Blue Concentrate) and restorer (Citrus Scrub 'N Shine), even a weekend or a free weeknight can be sufficient for recoating your entire gym floor. Our Sport Kote motto is:

**2 People • 5 Hours • Play on it the next day!**

Let us know how we can help you manage your school's next floor refresh!

Innovation  
is Essential.



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## Disinfectant Claims and the Registration Process

Have you ever wondered how a disinfectant manufacturer can make claims about the organisms their product is effective against? It's not quite as simple as doing some research and placing the organism on your label. Disinfectants fall under the class of "pesticide products," which includes "pesticides, herbicides, rodenticides, antimicrobial products, biopesticides, and other substances used to control a wide variety of pests,"<sup>1</sup> and are regulated by the US Environmental Protection Agency's (EPA) Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA).

If you are a manufacturer and wish to sell a new disinfectant, you must submit your product to the EPA for registration. Your product will go through meticulous testing and evaluation of its ingredients for adverse effects on human health and the environment, along with an examination of how the product will function under the intended uses. If the EPA deems the product safe and effective, you will be granted a registration based on your submitted directions, uses, and organisms. The EPA approves the contents of your label and establishes this as your product's "master label." Any changes you wish to make to your product's label must be submitted to the EPA for approval before you may issue those new labels. This ensures that you are maintaining accurate organism claims and directions to preserve a safe and effective formula. "The label is the law!"<sup>2</sup>

Not only is your product required to be registered, but your facility must be registered as well. With both registrations, a full EPA Registration Number then identifies your product as being manufactured at your facility.

Annually, you will be required to report how much of the product you have sold, and whether sales have been domestic, foreign, or both. The EPA will then use this data when conducting risk assessments to determine if there have been any negative effects on human health and the environment due to the use of your product. This will guide sales restrictions, safety requirements, and potentially the registration and legal use of your product in various territories.

It doesn't stop there! Each state in which you intend to sell your disinfectant requires a separate registration before you are allowed to sell into that state. If your product is discovered in a state that it is not registered in, your company will be fined an amount determined by that state - each will be different.

Maintaining compliance with the Federal regulations and individual state requirements demands robust administrative systems, and great attention to detail. As these systems work together, you can be confident that the materials used in your school are effective at protecting students from the many infectious organisms listed on the label, and safe for their health and surrounding environment when used according to the product label.

Reference:

<sup>1,2</sup><https://www.epa.gov/system/files/documents/2021-08/pesticide-registration-manual-introduction.pdf>



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**Comments, questions, problems or requests?**  
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