



# Leading Distributors in the U.S. Crop Protection Industry: A Strategic Market Analysis

Published February 2019  
Base Year: 2018

Regional Coverage: ■ North America

Kline announces its annual report covering the U.S. crop protection distribution market for 2018. Distribution of crop protection chemical products in all U.S. markets, at the wholesale and retail levels, continues to grow in strategic importance and remains a central role in any crop protection marketing strategy. This report provides clients with an early indication of crop protection industry performance for the 2018 year. The report analyzes the leading national and regional distributors, larger cooperatives, and buying groups which total 94% of crop protection manufacture net sales.

## This Report Helps Subscribers to:

- An early and accurate look into the 2018 crop protection performance by distributor
- Merger and acquisition activity among agricultural retailers
- The result of consolidation and who will remain the key industry players
- Strategic partnerships with the ag retailer, what you need to know
- The ag retailer's role among suppliers and growers
- Managing the costs and personnel associated with environmental, health, and safety regulations



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## Scope

This report provides subscribers with an early indication of the U.S. crop protection manufacturers' sales for 2018 through a detailed assessment of the distribution segment.

- Provide an advanced assessment of manufacturers' sales results for 2018
- This report identifies the major issues affecting and restructuring the order of the crop protection distributors
- Analysis of the key industry change drivers and strategic insights that may influence the direction of the market over the next five to 10 years
- Highlights of the performances of the top 20 distributors in the United States for the 2018 season in addition to the three previous years

## Key Benefits

This report provides marketing executives and industry professionals with insight and accurate information regarding the distribution of crop protection chemicals for the 2018 year.

- Provide highlights of the 2018 crop protection season
- By looking at the performance of the leading crop protection chemical distributors, subscribers will gain an understanding of the 2018 crop protection industry
- The report focuses on key industry drivers and strategic insights into the potential direction the market will take over the next five to 10 years
- Detailed look into the key drivers affecting the 2018 crop protection distributor sales



## Methodology

Kline’s approach places principal emphasis on primary research techniques to ensure that the foundation of business intelligence and insight is accurate, current, and reliable. Building on our 50-plus years in the business and leveraging our worldwide network of offices, our teams of seasoned professionals draw upon pragmatic industrial and commercial experience to understand and interpret global impacts and local perspectives.

### Primary Research

#### We Know Who to Talk to. We Know How to Listen.



A high number of in-depth discussions are conducted by each analyst. All interviews are done with true industry insiders.

Kline’s analysts draw upon pragmatic experience to understand global impacts and local perspectives. Our interviews engage experts across all pertinent fields and sectors including:

- Marketers/manufacturers
- Distributors
- Government agencies
- Retailers
- Suppliers
- Trade organizations

### Secondary Research

#### We Know Where to Look – Mining the Details.



Analysis is further supplemented by secondary research, consisting of constant tracking of annual company reports, national statistics bureaus, trade/industrial/professional associations, and the like.

Relevant developments are diligently followed and their impact closely monitored. Reports also draw upon non-confidential data from Kline’s internal database, consisting of over half a century’s syndicated research.

### Comprehensive Market Intelligence

#### We Know How to Verify.



Data are rigorously analyzed, cross-checked, distilled, and validated. Kline’s proven methodology allows exceptionally effective, precise, and reliable market

intelligence, giving subscribers a solid foundation on which to grow, refine, and expand their business with confidence.

## Kline Credentials

Kline is a leading global management consulting and market research firm offering the complete spectrum of services. The firm has served the management consulting and market research needs of organizations in the chemicals, materials, energy, life sciences, and consumer products industries for over 50 years.

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