



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

---

**Base Year: 2019**

**Published:  
Q2 2020**

**22<sup>nd</sup> edition**

**Regional Coverage:** • North America

This report provides clients with an early indication of crop protection industry performance for 2019. It analyzes the leading national and regional distributors, larger cooperatives, and buying groups that total 94% of crop protection manufacture net sales.

## SCOPE

- › Crop protection performance in 2019 by distributor
- › Merger and acquisition activity among agricultural retailers
- › Consolidation results, plus the new key industry players
- › Strategic partnerships with ag retailers and what you need to know
- › Ag retailers' role among suppliers and growers
- › Managing the costs and personnel associated with environmental, health, and safety regulations

Features Detailed Profiles of  
**TOP 17 DISTRIBUTORS**

# TABLE OF CONTENTS

## Introduction

- Purpose and objectives
- Market focus
- Timing
- Methodology

## Crop Protection Market Situation

An overview of the report findings

## Leading Distribution Trends

- 2017-2019 distributor performance
- Sales change drivers
- 2019-2024 leading indicators
- Strategic trend summary

## Top Line Assessment

- Retailer situation summary
- Retailer as gatekeeper
- Retailer sector categories
  - Distributor-retail companies
  - Independent retailers
  - Independent cooperative retailers
  - Regional cooperative retailers
- Retail segment concentration

## Distributor Profiles (Top 17 Distributors)

- National distributors
- Cooperatives
- Regional distributors
- Buying groups

## REPORT BENEFITS

This report provides marketing executives and industry professionals with insight and accurate information regarding the distribution of crop protection chemicals for 2019. The study includes:

Highlights of the 2019 crop protection season and performance of the leading crop protection chemical distributors

A detailed look into the key drivers affecting the 2019 crop protection distributor sales

Key industry drivers and strategic insights into the potential direction the market will take over the next five to 10 years

## 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 60-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.

### A Full Spectrum of Services



Custom Research



Market Research Reports



Management Consulting

## KLING 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 60 years.

### Americas

+1-973-435-3407

### Brazil

+55-11-3079-0792

### China

+86-21 6012-6500

### Dubai

+971-4-214-9892

### Europe

+32-2-770-4740

### India

+91-124-4546-100

### Japan

+81-3-3242-6277