



FANWOOD CHEMICAL, INC.

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April Agrochemical Notes

Please join us at the following upcoming trade shows/conferences where we will be making presentations on issues impacting trade in agrochemicals:

- CPDA (Council of Producers and Distributors of Agrotechnology)
 - Louisville, KY: May 1 – 3
- Specialty and Agrochemicals America
 - Savannah, GA: June 19 – 22
- Agribusiness Global Trade Summit
 - Fort Lauderdale/Miami, FL: August 9-10

Special Note: As you know the MTB has not yet been enacted. This means that some of the granularity that had been the norm in the census statistics is still missing which makes pulling the necessary data for this report more difficult. At this point in time, while the new Chairman of the House Ways & Means Committee's subcommittee on Trade has signaled his support for this legislation, there is no apparent vehicle for getting this done.

Imports of Glyphosate, as acid, for the period September through August for the last 5 years as well as year-to-date are at least as much as shown below:

	22-23	21-22	20-21	19-20	18-19	17-18
August		6,507 MT	7,847 MT	4,611 MT	5,997 MT	3,364 MT
July		8,414 MT	9,178 MT	7,985 MT	2,735 MT	6,562 MT
June		11,592 MT	8,972 MT	6,749 MT	3,495 MT	6,333 MT
May		12,420 MT	10,110 MT	9,029 MT	4,542 MT	12,307 MT
April		16,267 MT	8,067 MT	5,584 MT	3,241 MT	9,836 MT
March	8,142 MT	12,334 MT	7,302 MT	2,927 MT	6,656 MT	10,711 MT
February	4,177 MT	11,768 MT	2,311 MT	1,636 MT	3,235 MT	8,601 MT
January	10,704 MT	8,908 MT	5,660 MT	8,950 MT	6,100 MT	6,081 MT
December	4,358 MT	7,006 MT	5,200 MT	3,800 MT	8,900 MT	7,477 MT
November	8,521 MT	9,809 MT	4,700 MT	8,000 MT	6,000 MT	5,900 MT
October	4,713 MT	9,417 MT	3,200 MT	8,000 MT	8,100 MT	3,800 MT
September	4,018 MT	10,661 MT	4,000 MT	4,700 MT	8,600 MT	4,298 MT
Total	44,643 MT	125,103 MT	76,547 MT	71,971 MT	57,511 MT	85,270 MT

Despite a very strong showing in January, the slowdown in import volumes, year on year, noted in September, will be hard to overcome. At this rate, total imports for the year will be +/- 75,000 MT, less than two-thirds of what they were last year.

News:

As our faithful readers know, last month we published a detailed review of the impact of the 301 tariffs on agrochemicals. If you missed it, please ask for a copy.

I'm pleased to advise that this information, and more, will be published shortly in Agribusiness Global. Please look for the article.

There is not much new to report this month, except for the fact that it appears that the Syngenta IPO may be delayed or cancelled. There was apparently an ill-defined issue that arose when they applied for the IPO on the Shanghai Stock Exchange. More news when we have it!

In addition, Ambassador Tai testified before the committees of jurisdiction in both the House and Senate a couple of weeks ago. She was roundly criticized for not seeking new free trade agreements. Many thought that this Administration's refusal to consider such market opening agreements will leave the U.S. behind, especially as China aggressively works to achieve free trade agreements, most recently with Brazil. There does not appear to be any chance that the Administration will change their approach.

Update on Herbicide Imports:

The chart below shows a significant reduction in imports for 1st Q 2023 versus 2022. Especially notable are Atrazine and Ethephon where it appears that there were no imports. Clethodim, Clomazone, Metribuzin, and Paraquat also look to be off of their pace for 2022, while S-Moc appears to be "booming".

product	annual 2018 MT	annual 2019 MT	annual 2020 MT	annual 2021 MT	annual 2022 MT	1st Q 2023 MT	U.S.	2022 key source countries approximate percentages
2,4 D	19,437	20,351	18,352	18,904	43,721	11,363	yes	58% China/22% India/10% Colombia
Atrazine	11,488	11,767	11,454	13,490	14,896	0	no	100% China
Clethodim	3,440	3,112	3,414	4,221	6,726	1,416	no	70% China/25% India
Clomazone	3,261	3,330	2,451	2,500	5,879	756	no	98% China
Dicamba	26,898	11,433	11,483	17,727	23,482	5,187	yes	55% China/40% India
Ethephon	13,289	12,745	12,226	9,862	9,359	0	no	100% China
Glufosinate, Imp	9,960	9,558	5,969	12,632	28,743	7,612		
Est. US GA	2,472	5,101	2,448	0	0			
Total est GA	12,432	14,659	8,417	12,632	28,743	7,612	no	80% China/20% India
Glyphosate	95,325	63,472	61,965	95,911	111,790	23,037	yes	98% China
Mesotrione	3,895	3,735	4,717	6,378	6,418	1,437	no	93% China/5% India
Metribuzin	4,000	5,134	4,054	5,163	3,651	812	no	92% India/4% China
Paraquat	21,356	12,718	15,910	14,373	29,254	3,403	no	55% China/45% UK
Pendimethalin	2,000	1,475	1,835	3,721	5,701	1,547	no	53% China/47% India

S-Moc	26,599	33,786	19,647	42,972	57,429	16,060	no	82% Switzerland/16% India
Sulfentrazone	2,875	2,061	1,823	3,101	3,612	867	no	50% China/50% India
Trifluralin	3,865	1,746	306	864	3,816	846	no	98% Italy

Notes:

The updated version of the “Index” which includes import details for all formulated Agrochemical imports in 3808.91, 3808.92 and 3808.93 for February is attached.

Below, please find value information for the month of February as well as totals for the first two months year of 2020, 2021, 2022 and 2023.

It is important to observe, that the value figures are “customs value” which would include materials entered into Free Trade Zones, but not China surtaxes.

February 2023 details, as well as the previous 3 years are as follows (000):

	2/2020	2/2021	2/2022	2/2023
3808.91 – insecticides	\$35,509	\$34,795	\$40,263	\$56,161
3808.92 – fungicides	\$42,191	\$55,077	\$72,608	\$87,411
3808.93 – herbicides	\$54,006	\$46,366	\$88,035	\$88,723

First two-month totals for the period (000) are shown below:

	2020	2021	2022	2023
3808.91 – insecticides	\$67,450	\$63,319	\$78,809	\$117,200
3808.92 – fungicides	\$80,904	\$90,664	\$149,040	\$160,102
3808.93 – herbicides	\$99,077	\$89,632	\$167,277	\$201,135

Please let us know how we can best be of service.

Very truly yours,

Jim

V.M. (Jim) DeLisi

VMJD: me