



3rd Edition

Stored Grain Insect Control: U.S. Market Analysis and Opportunities

Published May 2016

Base Year: 2015

Forecasts to 2020

Regional Coverage: ■ United States

This report provides subscribers with a complete look at the U.S. stored grain insect control market for the 2015 calendar year. Separate report sections are included for on-farm and off-farm insect treatments, export grain treatments, and rice treatments. Sales and volumes by brand are provided for each category.

This Report Helps Subscribers to:

- Gain a global picture of the pesticides used to treat stored grain
- Understand who is responsible for treatment of stored grain
- Supply sales by brand and supplier for stored grain category
- Provide details of pest treated by commodity
- Understand key chemical and non-chemical treatment methods
- Key trends affecting the grain storage industry



Report Contents

Introduction

Executive Summary

- Includes Kline's FutureView Scenario Forecasting Model

The following information is provided:

Market Overview

- Numbers, types, and location of storage facilities
- Organizational structure of off-farm facilities
- Decision making for pesticide use
- Responsibility for pesticide application by type of facility
- Key variables that affect insect control in stored grain
- Incidence of key insects by crop, and keys to control
- Cultural practices and non-chemical control methods for insect control
- Managing insects using chemical control applications
- Chemicals, rates, and prices for on-farm and off-farm applications
- Chemical sales by grain type
- Developmental/emerging products/technologies

On-farm insecticide market

- Active ingredients and volumes used
- Sales and market share by brand and supplier

Off-farm insecticide market

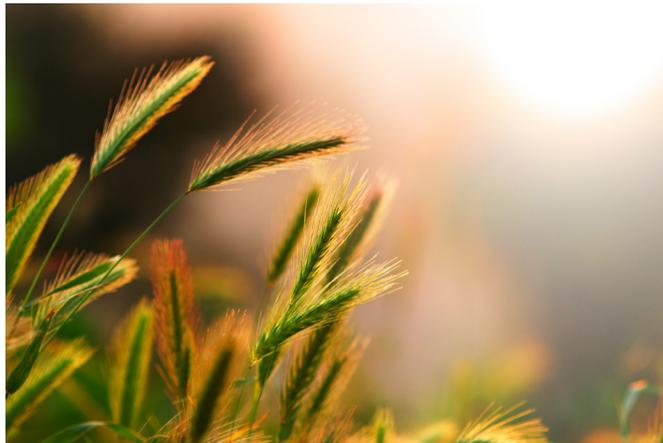
- Sales and market share by brand and supplier
- Active ingredients and volumes used
- Leading storage facilities and capacities
- Applicators and applicator methods

Stored rice segment

Export grain treatment market

- Leading export facilities and volumes
- Applicators and applicator methods
- Sales and market share by brand and supplier

Outlook and FutureView Forecasts





Scope

The study focuses specifically on the use of chemical controls for stored grain insect control for on-farm storage, off-farm storage, and export shipments of grain, reporting on wheat, corn, soybeans, rice and other important stored grains. This report provides an independent appraisal of the current market for stored grain insect control, the chemical market size, current and future control options, and unmet insect control needs.

Crops covered:

- Corn
- Wheat
- Soybeans
- Rice
- Others

Key Benefits

The report serves as an excellent resource for manufacturers and marketers of stored grain insect control products or those looking to enter this market. Details are provided on the key insects of importance in stored grain, the chemicals used to treat them, and the total value of these chemicals. Specifically, this report assists subscribers by providing an assessment of:

- Brand shares for products used in stored grain insect control by crop
- The current market size and structure
- Treatment patterns for the on-farm, off-farm, and export shipment market segments
- Chemical versus non-chemical pest control methods
- Emerging products and technologies
- Active ingredient volumes consumed by crop



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. For the U.S. report, Kline will survey grain growers to obtain detailed product usage for the on-farm section of the report.

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 procurement and assessment, 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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