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Trump Tariffs & Commercial Impact: What Do We Do?

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2025 ADJUVANTS, INERTS & CROP PROTECTION CONFERENCE

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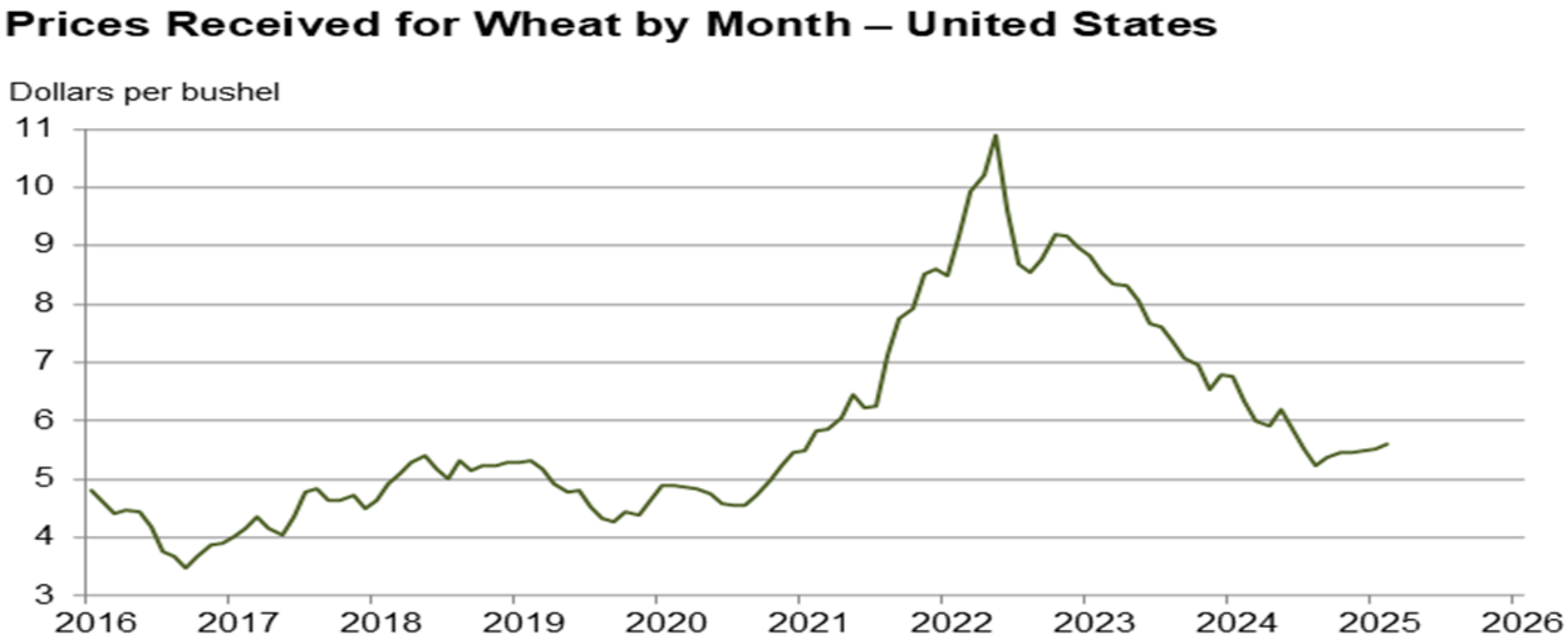
Topics To Be Addressed Today

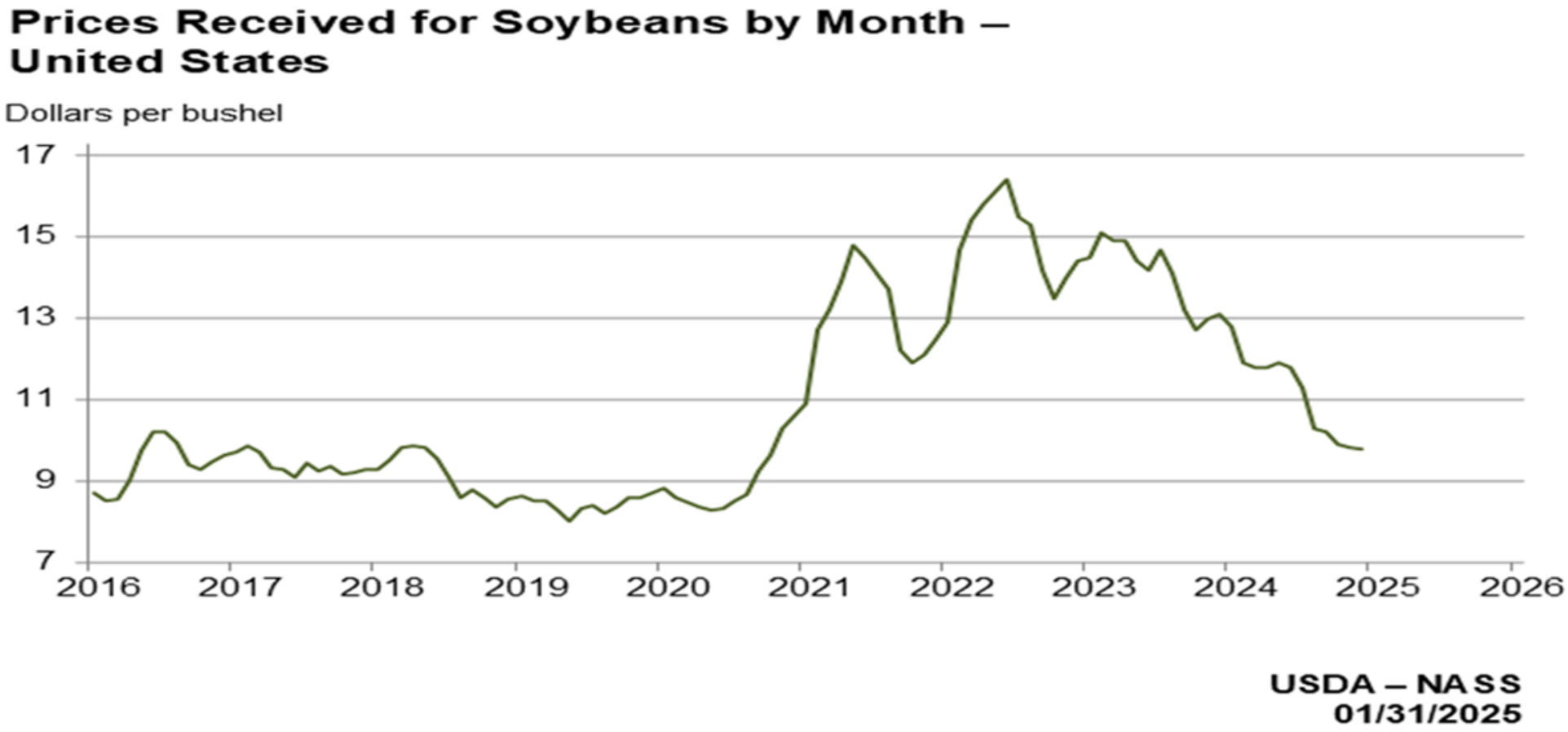
- Crop Prices
- Glyphosate – the Canary in the Coal Mine
- Agrochemical Import Trends
- “Big Ten” Overview
- 2,4 D
- Tariffs

Wheat Prices

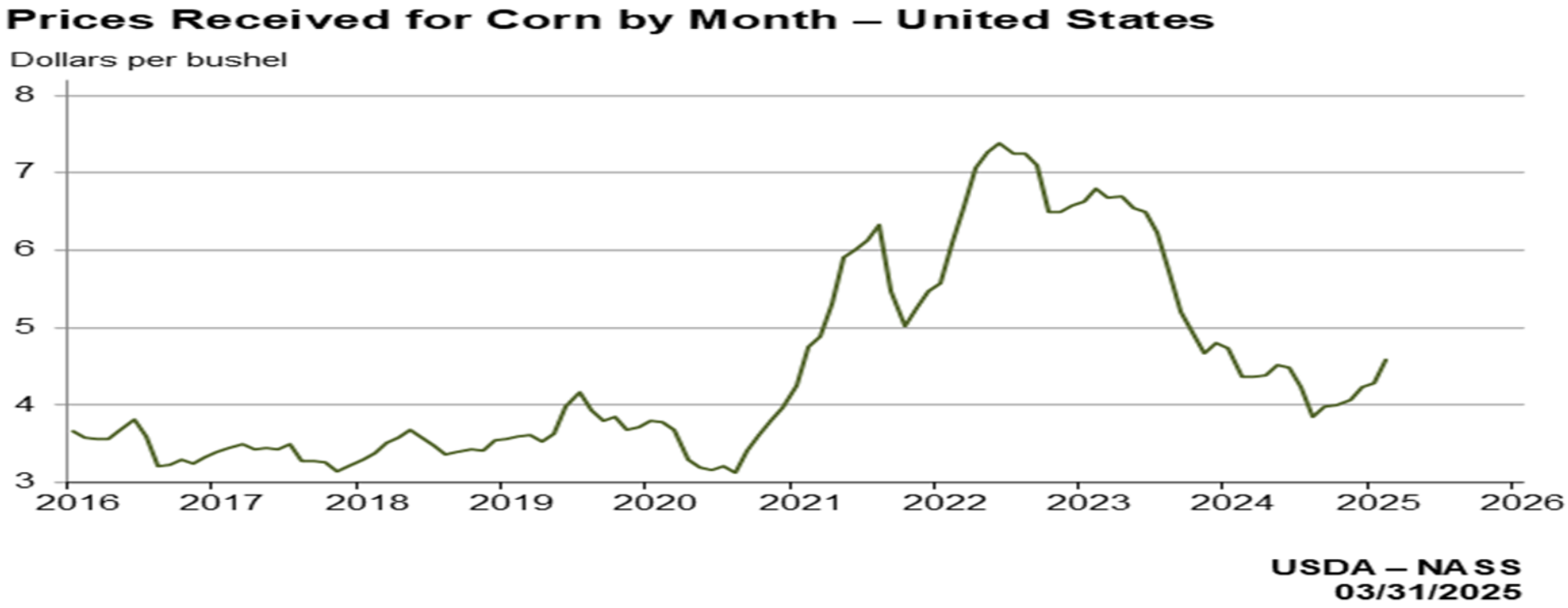


USDA – NASS
03/31/2025

Soybean Prices



Corn Prices


Prices Received for Corn by Month – United States
Dollars per bushel
8
7
6
5
4
3
2016
2017
2018
2019
2020
2021
2022
2023
2024
2025
2026
USDA – NASS
03/31/2025

Glyphosate – the Canary in the Coal Mine?

Crop Year Imports

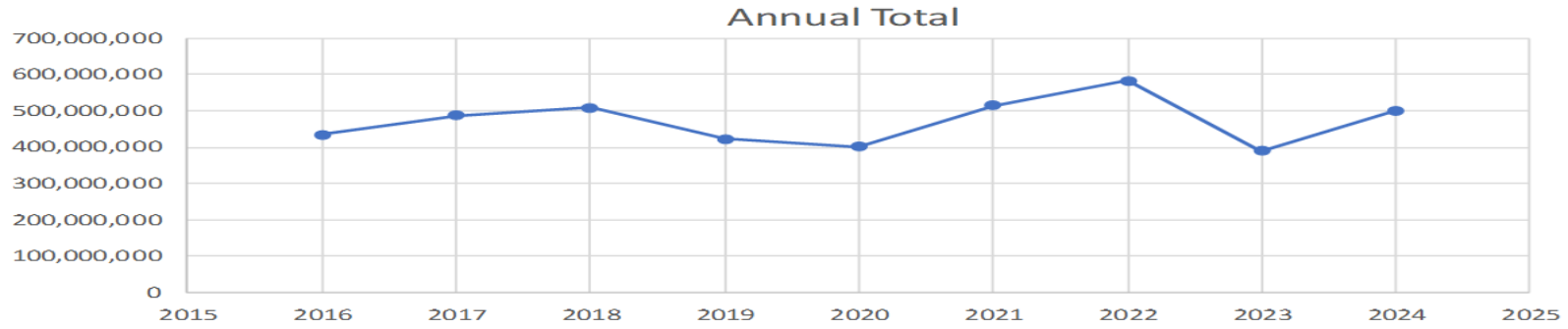
	24-25	23-24	22-23	21-22	20-21	19-20	18-19	17-18
August		12,515 MT	1,706 MT	6,507 MT	7,847 MT	4,611 MT	5,997 MT	3,364 MT
July		6,716 MT	1,179 MT	8,414 MT	9,178 MT	7,985 MT	2,735 MT	6,562 MT
June		6,442 MT	1,736 MT	11,592 MT	8,972 MT	6,749 MT	3,495 MT	6,333 MT
May		7,837 MT	344 MT	12,420 MT	10,110 MT	9,029 MT	4,542 MT	12,307 MT
April		6,108 MT	2,295 MT	16,267 MT	8,067 MT	5,584 MT	3,241 MT	9,836 MT
March	5,819 MT	8,193 MT	8,142 MT	12,334 MT	7,302 MT	2,927 MT	6,656 MT	10,711 MT
February	10,224 MT	9,831 MT	4,177 MT	11,768 MT	2,311 MT	1,636 MT	3,235 MT	8,601 MT
January	18,556 MT	16,155 MT	10,704 MT	8,908 MT	5,660 MT	8,950 MT	6,100 MT	6,081 MT
December	12,345 MT	11,945 MT	4,358 MT	7,006 MT	5,200 MT	3,800 MT	8,900 MT	7,477 MT
November	10,070 MT	10,965 MT	8,521 MT	9,809 MT	4,700 MT	8,000 MT	6,000 MT	5,900 MT
October	9,693 MT	2,944 MT	4,713 MT	9,417 MT	3,200 MT	8,000 MT	8,100 MT	3,800 MT
September	8,023 MT	2,920 MT	4,018 MT	10,661 MT	4,000 MT	4,700 MT	8,600 MT	4,298 MT
Total	74,730 MT	102,571 MT	51,893 MT	125,103 MT	76,547 MT	71,971 MT	57,511 MT	85,270 MT

U.S. – monthly total of Agrochemical imports includes AIs and formulated products (as is basis)

January 2025 = 67,364 MT February 2025 = 54,441 MT

	Year 2016	Year 2017	Year 2018	Year 2019	Year 2020	Year 2021	Year 2022	Year 2023	Year 2024
Month	Weight Kg	Weight Kg	Weight Kg	Weight Kg	Weight Kg	Weight Kg	Weight Kg	Weight kgs.	Weight kgs.
January	40,213,490	39,074,978	47,025,882	50,559,509	35,056,982	37,228,934	47,765,277	55,475,702	46,135,386
February	28,800,899	39,742,566	46,920,118	37,226,379	29,116,986	33,564,569	46,569,850	44,331,592	36,997,978
March	38,037,672	48,594,493	46,296,445	48,757,167	35,891,510	46,823,304	54,373,531	41,898,608	44,954,892
April	35,956,632	43,755,832	51,509,163	36,189,349	38,629,829	63,123,004	63,625,500	33,096,040	40,285,736
May	39,779,840	41,125,690	49,466,568	35,142,349	38,139,985	41,438,200	47,613,241	24,504,392	35,814,502
June	43,293,272	45,363,443	42,117,243	35,115,497	37,947,097	47,900,882	40,898,908	21,245,936	28,276,188
July	35,422,162	34,925,178	33,738,962	33,741,616	30,838,209	36,680,478	47,170,285	22,301,427	29,455,514
August	31,459,517	35,514,699	28,324,438	27,520,075	25,392,032	36,482,202	39,948,799	20,221,977	40,456,687
Septembe	30,417,507	32,847,644	41,628,907	25,232,387	27,108,350	42,824,249	41,617,635	24,374,567	36,287,176
October	38,581,127	33,075,039	37,643,767	28,995,036	28,888,643	42,925,701	57,217,519	24,853,881	44,508,015
Novembe	31,166,481	45,200,134	37,832,006	32,948,320	29,386,961	43,019,132	48,755,836	39,401,727	49,574,573
Decembe	41,996,165	48,334,451	45,563,746	31,128,493	44,476,562	43,480,000	47,964,173	37,248,306	69,084,347
Total	435,124,764	487,554,147	508,067,245	422,556,177	400,873,145	515,490,654	583,520,554	388,954,155	501,830,994

October 2023 includes about 3,000 MT of additons from Mexico, some new to the table



Year	Annual Total
2016	435,124,764
2017	487,554,147
2018	508,067,245
2019	422,556,177
2020	400,783,145
2021	515,490,654
2022	583,520,554
2023	388,954,155
2024	501,830,994

Overview of the "Big Ten"

sources: Agropages, AgbioInvestor, Company Annual Reports, Upstream Ag
All figures are approximate – for illustration purposes only

	2024 over 2023	2024 Sales	2023 Sales	2022 Sales	Seed Sales	Ownership	Potential Liabilites	Patents Expiring
Syngenta ***	*-10% YOY	$28.8 B	$32.2 B	$33.4 B	~$4 B **	China	G, D, P	$1.25 B
Bayer CropScience	*-2% YOY	$22.8 B	$23.3 B	$25.2 B	~$13 B **	Germany	G, D	$1.24 B
Corteva Agriscience	*-2% YOY	$17 B	$17.2 B	$17.5 B	~$9 B **	U.S.	G	$650 M
BASF	*-3% YOY	$9.7 B	$11.0 B	$11.2 B	~$2.1 B **	Germany	D	$700 M
UPL	*-5% YOY	$4.1 B	$5.5 B	$6.6 B	~$1.0 B	India	none	none
FMC	*-5% YOY	$4.2 B	$4.5 B	$5.8 B	none	U.S.	none	$1.9 B
Sumitomo (6 months)	*-12% YOY	$1.1 B	$3.4 B	$3.8 B	few	Japan	none	11 M
Nufarm (year ends Sept)	*-4% YOY	$3.3 B	$3.5 B	$3.8 B	few	Australia	G, D	none
Albaugh		?	?	$2.0 B	none	U.S.	G, D	none
Rainbow	*+14% YOY	$1.8 B	$1.6 B	$2.0 B	none	China	G	none
3/4 of the year								
G = Glyphosate, D= Dicamba, P = Paraquat				** included in sales		***includes Adama		
Patents expiring = approximate value for the period 2020 through 2030								

2,4 D Dumping

- 2,4 D imports, as acid for the last four years, by quarter appear to be as follows:

	2024	2023	2022	2021
Q1	9,524 MT	12,865 MT	9,948 MT	4,390 MT
Q2	11,885 MT	5,203 MT	10,656 MT	4,902 MT
Q3	6,110 MT	1,902 MT	12,194 MT	3,434 MT
Q4	11,271 MT	5,121 MT	11,511 MT	6,179 MT
Total	38,790 MT	25,091 MT	44,309 MT	18,905 MT

- Other comments:
  - U.S. Dumping law heavily favors the U.S. Producer.
  - Objectors goal is to receive the lowest over-all dumping margins.
  - Countervailing duty margins are crucial since they might offer a window into the future.
  - Australia has had a dumping order in place against Chinese 2,4 D for at least the last couple of years.
- Will Bayer CropScience, BASF and other U.S. AI producer's "go to school" on this case and follow suit?
  - BASF is shuttering Glufosinate in Germany rather than filing a dumping case in the EU to protect their German assets.

2,4 D Dumping #2

Preliminary Countervailing Duty and Dumping margins and other levies are as follows according to the Department of Commerce Final Report:

	CAC	Rainbow	Other China	Atul	Meghmani	Other India
Dumping	127.21%	127.21%	127.21%	25.85%	6.10%	15.98%
Cash Deposit	126.58%	126.58%	126.58%	20.62%	3.18%	11.90%
Subsidies	26.5%	169.63%	26.5%	5.29%	6.32%	5.88%
Total	153.08%	296.21%	153.08%	25.91%	9.5%	17.78%

Calculated on the full value of the imported formulation.

USITC should complete their work and issue the final, binding ruling in mid to late May 2025. The final hearing occurred on April 1, 2025.

Imports into the U.S. from Free Trade Country partners that meet the rule of origin as "originating" in that particular country will also be subject to these levies if they contain 2,4 D Acid/Salt/Ester from either China or India. All U.S. FTAs, including USMCA, have an exceptions clause that states: "No provisions of this Agreement, shall be construed as imposing any rights or obligations on the Parties with respect to antidumping or countervailing duty measurers." In the case of Colombia, this provision is found in Chapter 8, Section B, page 5. Therefore, if a producer in Colombia uses Chinese 2,4 D Acid and if formulated products produced from this Acid are sent to the USA, such imports would be subject to these levies, likely including 2,4 D blends. Duties would be collected on the full import value of the goods.

Trump Tariffs - Fentanyl

- Fentanyl tariffs remain in place for USMCA imports that do not meet USMCA rules of origin.
  - For chemicals – the chemical reaction rule is in place.
  - Formulated Agrochemicals – 50% by weight must be territorial origin.
  - If these rules are not met, then the additional levy is 25%.
    - If the USMCA Rules of Origin are not met, it is assumed that the importer of record would need to include tariffs that are associated with the "actual country of origin".
  - China & Hong Kong: 20% across the board – no exceptions.
- In transit rule: Items that were loaded onto a vessel at the port of loading, or in transit on the final mode of transport prior to entry into the United States, before 12:01 a.m. eastern standard time on February 1, 2025; and (2) are entered for consumption, or withdrawn from warehouse for consumption, on or after 12:01 a.m. eastern standard time on February 4, 2025, and before 12:01 a.m. eastern standard time on March 7, 2025.
- Canadian retaliation: None for the HTS numbers of interest to AgroChemicals
- Mexico has not yet retaliated.

"Current State of Reciprocal Tariffs"

- In-transit products are exempt from the reciprocal tariffs if (1) loaded onto a vessel at the port of loading and in transit on the final mode of transport prior to entry into the United States before 12:01 a.m. EDT on April 5, 2025, AND (2) are entered for consumption, or withdrawn from warehouse for consumption, on or after 12:01 a.m. EDT on April 5, 2025, and before 12:01 a.m. EDT on May 27, 2025.
- Rates:
  - USMCA is exempted for products that meet USMCA Rules of Origin
    - Chemicals: Chemical Reaction Rule is in effect.
    - Formulated Agrochemicals: 50% by weight minimum of the active ingredient or ingredients must be territorial.
    - If not originating it assumed that the "country of origin" rates apply.
  - China & Hong Kong: 125%
  - All other countries: 10%
- Trump Administration is said to be negotiating with dozens of countries to mitigate these tariffs.
- China has imposed substantial tariffs on U.S. imports.

Illustrative Examples - Herbicides

Key Herbicides		China	China	China	China		All	Others
HTS Numbers	Base Tariff	301 Surtax	Fentanyl Tariff	Reciproca Tariff	China Total	Product	Reciprocal Tariff	Total
2918.99.20.10	6.5%	7.5%	20.0%	125.0%	159.0%	2,4 D	10.0%	16.5%
2924.29.47.00	6.5%	25.0%	20.0%	125.0%	176.5%	Acetochlor	10.0%	16.5%
2933.69.60.21	3.5%	7.5%	20.0%	0.0%	31.0%	Atrazine	0.0%	3.5%
2930.90.10.00	6.5%	25.0%	20.0%	125.0%	176.5%	Clethodim	10.0%	16.5%
2934.99.15.00	6.5%	none	20.0%	0.0%	26.5%	Clomazone	0.0%	6.5%
2918.99.20.50	6.5%	7.5%	20.0%	125.0%	159.0%	Dicamba	10.0%	16.5%
2931.59.00.80	3.7%	none	20.0%	125.0%	148.7%	Ethephon	10.0%	13.7%
2931.49.00.10	3.7%	none	20.0%	0.0%	23.7%	Glufosinate	0.0%	3.7%
2931.49.00.20	3.7%	none	20.0%	0.0%	23.7%	Glyphosate	0.0%	3.7%
2930.90.10.00	6.5%	25.0%	20.0%	125.0%	176.5%	Mesotrione	10.0%	16.5%
2933.69.60.21	3.5%	7.5%	20.0%	0.0%	31.0%	Metribuzin	0.0%	3.5%
2933.39.23.00	6.5%	none	20.0%	0.0%	26.5%	Paraquat	0.0%	6.5%
2921.49.50.00	6.5%	25.0%	20.0%	0.0%	51.5%	Pendimethalin	0.0%	6.5%
2934.99.90.01	6.5%	none	20.0%	0.0%	26.5%	Pyroxasulfone	0.0%	6.5%
2924.29.47.00	6.5%	25.0%	20.0%	125.0%	176.5%	S-Moc	10.0%	16.5%
2935.90.75.00	6.5%	none	20.0%	0.0%	26.5%	Sulfentrazone	0.0%	6.5%
2921.43.15.00	6.5%	25.0%	20.0%	125.0%	176.5%	Trifluralin	10.0%	16.5%
most formulated	6.5%	25.0%	20.0%	125.0%	176.5%	Aromatic	10.0%	16.5%
most formulated	5.0%	25.0%	20.0%	125.0%	175.0%	Non-Aromatic	10.0%	15.0%

Illustrative Examples – Insecticides & Fungicides

		China	China	China	China		All	Others
HTS Numbers	Base Tariff	301 Surtax	Fentanyl Tariff	Reciprocal Tariff	China Total	Product	Reciprocal Tariff	Total
Key Insecticide								
2932.20.50.50	Free - K list	none	20.0%	0.0%	20.0%	Abamectin	0.0%	free
2930.90.43.95	6.5%	25.0%	20.0%	125.0%	176.5%	Acephate	10.0%	16.5%
2916.20.50.00	3.7%	25.0%	20.0%	0.0%	48.7%	Bifenthrin	0.0%	3.7%
2933.39.27.00	6.5%	none	20.0%	0.0%	26.5%	Imidacloprid	0.0%	6.5%
2926.90.16.00	free	25.0%	20.0%	125.0%	170.0%	Lambda Cyhalothrin	10.0%	10.0%
2930.90.43.95	6.5%	25.0%	20.0%	125.0%	176.5%	Oxamyl	10.0%	16.5%
2916.20.50.00	Free - K list	25.0%	20.0%	0.0%	45.0%	Permethrin	0.0%	free
most formulated	6.5%	25.0%	20.0%	125.0%	176.5%	Aromatic	10.0%	16.5%
most formulated	5.0%	25.0%	20.0%	125.0%	175.0%	Non-Aromatic	10.0%	15.0%
Key Fungicides								
2933.59.15.00	6.5%	none	20.0%	0.0%	26.5%	Azoxystrobin *	0.0%	6.5%
2930.90.43.95	6.5%	25.0%	20.0%	125.0%	176.5%	Captan	10.0%	16.5%
2926.90.21.00	6.5%	none	20.0%	125.0%	151.5%	Chlorothalonil	10.0%	16.5%
2833.25.00.00	1.4%	25.0%	20.0%	125.0%	171.4%	Copper Sulfate	10.0%	11.4%
3808.92.24.00	free	25.0%	20.0%	125.0%	170.0%	Mancozeb	10.0%	10.0%
3808.92.50.80	5.0%	25.0%	20.0%	125.0%	175.0%	Micronized Sulfur	10.0%	15.0%
2934.99.12.00	6.5%	none	20.0%	0.0%	26.5%	Propiconazole	0.0%	6.5%
2933.99.22.00	6.5%	none	20.0%	0.0%	26.5%	Tebuconazole	0.0%	6.5%
most formulated	6.5%	25.0%	20.0%	125.0%	176.5%	Aromatic	10.0%	16.5%
most formulated	5.0%	25.0%	20.0%	125.0%	175.0%	Non-Aromatic	10.0%	15.0%

Tariffs on Ships

- Trump Administration has now imposed fees on Chinese Vessels operating into U.S. Ports. Goal is to boost U.S. Ship Building.
- Chinese operated Chinese vessels:
  - Fees start in 180 days at $50/NT and then increase by $30/NT.
- Operators of Chinese vessels:
  - Fees start in 180 days at $18/NT and then increase by $5/NT.
- A second phase will start in 3 years. Program is meant to last for at least 3 decades!
- This is a highly complex situation – this slide is not meant to present the entire picture – but to make you aware of these new fees to be imposed before the end of this year.

WARNING on Tariffs

- The Trump Administration is determined to prosecute “avoiders”.
- Most US Free Trade Agreements that impact the Agrochemical sector, except Israel, have the chemical reaction rule and the 50% by weight content rule for formulated products.
  - Israel has GSP style rules of origin – double substantial transformation and 35% value content.
- If you perform a chemical reaction that takes a non-biologically active intermediate and converts that chemical into a recognized Crop Protection Product – that should be considered a Substantial Transformation in all countries.
- The production of a salt or ester of an Acid is likely not a substantial transformation.
- The formulation of an Agrochemical is also generally not a substantial transformation.
- When in doubt, seek a binding ruling from U.S. Customs.
- ***Note to U.S. Importers: The overseas shipper of a product is outside of the jurisdiction of the USA – the person to be prosecuted is the U.S. importer of record!***

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THANK YOU

Please do not take any actions based on this presentation without first consulting with your own experts!

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