

Portuguese agrochem sales up 6%

Agrochemical sales in Portugal rose by 6% in 2007 to €101.3 million (\$138.9 million), according to the Portuguese agrochemical association, the ANIPLA.

The results show a second year of recovery following the 21% fall in 2005 (Agrow No 514, p 12). Sales reached a peak of €116.5 million in 2004 (Agrow No 469, p 13). Volume sales in 2007 were up by 4% to 25,449 tonnes, ending a four-year trend of falling volumes in the country.

The second half of the year followed a similar trend to the first, the association says. Weather conditions in spring and early summer caused a rise in disease and weed incidence and a fall in pest infestation (Agrow No 528, p 11). Sales of pesticides for use on grapevines, pome fruits, potatoes, tomatoes, maize and vegetables benefited from the conditions.

The fungicide segment remains the largest in the pesticide market, accounting for just over 40% of sales in 2007. Sales were up by 16% to over €41 million, but volume sales advanced by only 3%. Copper fungicide sales were up by 35% to €6.400 million, while strobilurins rose by 36%. Other products gaining major sales rises were anti-downy mildew fungicides, accounting for sales of €16 million, and systemic anti-scab products, sales of which jumped by 54% to around €1 million.

Herbicide sales advanced by 4% in value and by 3% in volume terms. Cereal, rice and non-selective, non-residual herbicides were the major growth drivers.

Insecticide sales bucked the trend despite a 6% rise in volume sales. The market was down by 12% in value terms. There were "significant" losses among organophosphates (OPs) and their mixtures, sales of which were down by 14% to €4.5 million, and among neonicotinoids (down by 28% to €4.2 million). OP sales have fallen for several years, but neonicotinoids had been recovering. Pyrethroid insecticides experienced 4% growth.

There was significant growth among other pesticide products. Sales of products outside the three main segments, including molluscicides, nematocides and plant growth regulators, rose by 15%.

Portuguese agrochemical sales by value (€ 000)			
	2006 ¹	% change	2007
Category	35,535	+16.0	41,221
Herbicides	33,752	+ 4.0	35,102
Insecticides	21,140	-12.0	18,603
Others ²	5,556	+15.0	6,389
Total ³	95,579	+ 6.0	101,314
Portuguese agrochemical sales by volume (tonnes)			
	2006 ¹	% change	2007
Category	13,837	+ 3.0	14,252
Herbicides	5,513	+ 3.0	5,678
Insecticides	3,015	+ 6.0	3,196
Others ²	2,131	+ 9.0	2,323
Total ³	24,470	+ 4.0	25,449

¹ calculated from percentages; ² includes rotenonides, molluscicides, nematocides and plant growth regulators; ³ figures may not add up due to rounding. Source: ANIPLA.