

AMVAC adds Syngenta crop-protection products across key US specialty crops

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The deal is expected to add more than \$7 million in annual net sales as AMVAC expands its portfolio across cotton, sugarcane, tobacco, citrus and other specialty crops



American Vanguard Corporation is expanding its US crop-protection portfolio through an agreement to acquire the US rights to four established products from Syngenta Crop Protection. The company said its principal operating subsidiary, AMVAC Chemical Corporation, has entered into agreements with Syngenta Crop Protection LLC and Syngenta Crop Protection AG to acquire the applicable US rights to Caparol, Evik, Prime+ and Agri-Flex.

The products span several agricultural markets, including cotton, vegetables, sugarcane, pineapple, tobacco and specialty crops. American Vanguard expects the acquisition to generate more than \$7 million in annual net sales, adding another revenue stream as the company works towards its longer-term growth targets. “The addition of these well-established brands to the AMVAC portfolio expands and strengthens our offerings in core crops while providing American farmers solutions for their specific field challenges,” said Dak Kaye, Chief Executive Officer of American Vanguard.

The acquisition comes as AMVAC seeks to broaden its product portfolio while building sales from newer products. Kaye said the transaction supports the company’s goal of generating \$100 million in new product sales by 2030 and its plan to reach annualised sales of \$600 million by the end of 2028. The transaction includes the applicable US end-use product registrations and trademarks. Financial terms were not disclosed.

American Vanguard said the acquisition is expected to be accretive to earnings over the next year and improve its leverage ratio over the next 12 months and beyond. The four products bring different crop-protection capabilities to AMVAC’s portfolio. Caparol is a residual herbicide used to control broadleaf weeds and grasses in crops including cotton, vegetables and peas. It can also be used in burndown tank-mix programmes.

Evik is a niche herbicide primarily used in sugarcane and pineapple production, where the product has established market recognition. Prime+ is a plant growth regulator used for sucker control in tobacco. The product is designed to support labour-saving, single-application programmes in major tobacco-producing states.

Agri-Flex is an insecticide used in specialty crops, with a particular presence in Florida citrus. It provides residual control of key pests and can be incorporated into integrated pest management programmes as a rotational product. For AMVAC, the appeal of the transaction extends beyond the immediate revenue contribution. The four products give the company additional exposure to established crop markets and specialty segments while complementing its existing crop-protection portfolio.

The company said it will work with Syngenta through the registration-transfer process, with a focus on maintaining product availability and ensuring continuity of service for growers and distribution partners in the US. The acquisition also underscores the strategic value of established crop-protection products at a time when companies are looking to strengthen portfolios through targeted transactions rather than relying solely on internally developed products. For American Vanguard, the deal provides an opportunity to add recognised products across several crops while supporting its broader sales and new-product ambitions through 2028 and beyond.