# ­­Competitor analysis

## Heterocyclic Compounds with nitrogen hetero-atoms in Usa

**Table 1 – Import values in the USA, main supplier and regional suppliers in context**

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| Supplier | Import value in 2015 (thousand USD) | Market share | Average annual growth 11-15 | Annual growth 2015 |
| Total | 10,848, 849 |  |  |  |
| Ireland | 5,412,566 | 49.9 | -11% | -5% |
| Brazil | 58,159 | 0.5 | 1% | -20% |
| Mexico | 29,362 | 0.3 | 9% | 39% |
| Canada | 24,637 | 0.2 | -8% | -4% |
| Argentina | 7,420 | 0.1 | 29% | 8% |
| Trinidad & Tobago | 4,469 | 0 | -31% | -75% |
| Bahamas | 46 | 0 | 49% | -25% |
| Other | 5,312,190 | 49.0 |  |  |

* USA imported over 10.8 billion USD of Heterocyclic Compounds with nitrogen hetero-atoms in 2015. The Bahamas registered an export value of 40.3 million USD to the USA market. However, in the USA import statistics, only 46,000 USD is reflected. The difference may be accounted for by re-export from USA bonded warehouse.
* Ireland is the largest single exporter to the USA. Total world exports of Ireland reached just over 13 billion USD in 2015. Belgium is another large market for Ireland’s exports at 34% of its total export value.
* Largest regional competitors for Bahamas include Brazil at 58.2 million USD, Mexico 29.3 million USD and Canada 24.6 million USD. Argentina and Trinidad & Tobago follow at a distance at 7.4 million USD and 4.4 million USD respectively.
* USA is the second largest market for Brazil. Main market for Brazil is Germany with an export value of 88.7 million USD.
* USA is also the second largest market for Mexico. The largest market for Mexico is Canada, at 59 million USD. Colombia is an interesting regional export market for Mexico at a value of 12 million USD.

Source: Trademap (2017).



The Bahamas’ primary competition in the USA comes from Argentina, Mexico and Brazil. The performance of these countries is to be monitored. Opportunities may be there especially since exporters from The Bahamas can benefit from 0% import tariff (just like Mexico and Canada) whereas imports from Argentina and Brazil are taxed by 4.8%. Exporters from The Bahamas can also explore the other destination markets of these competitors like the Colombian market.

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* Among the top five regional exporting countries to the USA for Heterocyclic Compounds with nitrogen hetero-atoms, three of these countries realized notable declines in 2015 (Brazil, Canada and Trinidad & Tobago). The other two competitors, Mexico and Argentina realized annual growth of 39% and 8%, respectively.
* Looking at the trend over 2011-2015, only Argentina, Mexico and Brazil reached positive growth rates on average per year.

Source: Trademap (March, 2017).