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Netherlands

Exporter Guide

Exporting U.S. Food Products to the Netherlands

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Report Highlights:

The exporter guide provides an economic and market overview, demographic trends and practical tips to U.S. exporters on how to conduct business in the Netherlands. The report also identifies the three market sectors (food retail, food service and food processing) and describes the best market entry approach and identifies the best high-value product prospects. The exporter guide focuses exclusively on consumer-oriented and fishery products.

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SECTION I. MARKET OVERVIEW

The Netherlands in a Nutshell

The Netherlands is a small country in Western Europe, bordering Germany to the east, Belgium to the south, and the North Sea to the northwest. The largest and most important cities in the Netherlands are Amsterdam, The Hague, Rotterdam and Utrecht, together referred to as the Randstad. Amsterdam is the country's capital, while The Hague holds the Dutch seat of government and parliament. The Netherlands' name literally means "Low Country", influenced by its low land and flat geography, with only half of its land exceeding one meter above sea level.

Macroeconomic Situation and Trends

The Dutch economy is firing on all cylinders after years of anemic and uneven economic growth. In its September 2017 economic forecast, the Netherlands Bureau for Economic Policy Analysis (CPB) projects annual economic growth in 2017 to be 3.3 percent, clearing the three percent barrier for the first time since 2007; however, CPB expects economic growth to consolidate at 2.5 percent in 2018.

The overall export of goods and services, an essential element of the very open Dutch economy, grew by 4.3 percent in 2016. Over half of all Dutch exports consist of re-exported goods, bound for an international destination with limited value added by Dutch firms after import from the originating countries. According to CPB's forecast, exports will continue to grow by 4.9 percent in 2017 and by 4.5 percent in 2018.

The growing Dutch economy is also reflected in a declining unemployment rate. The unemployment rate has steadily declined since it reached its peak in 2014 at 7.4 percent. In 2016, the unemployment rate was 6.0 percent. This improvement is forecast to continue in 2017 (4.9 percent) and 2018 (4.3 percent), levels not seen since before the financial crisis.

The annual inflation rate fluctuated around 2.5 to 3.0 percent up to 2013, but the Netherlands has also experienced the deflationary pressure in the eurozone and 2016 inflation was 0.1 percent. Inflation for both 2017 and 2018 are expected to be 1.3 percent, as prices of energy and raw materials are forecast to grow.

Table 1. Key Data Dutch Economy

	2015	2016	*2017	*2018
Economic Growth, %	2.3	2.2	3.3	2.5
Unemployment, %	6.9	6.0	4.9	4.3
Inflation (HICP), %	0.2	0.1	1.3	1.3
GDP (billion \$)	759.4	780.7	814.9	848.9

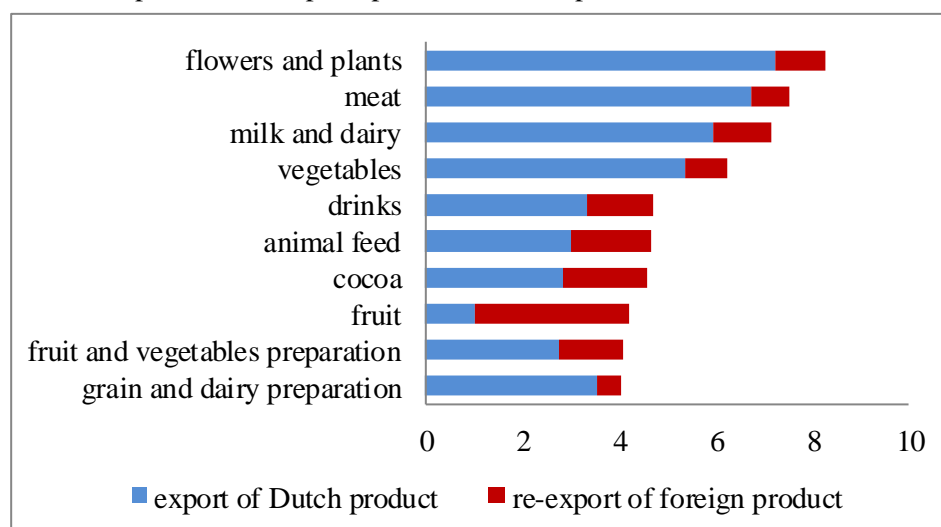
Source: Central Bureau of Statistics, Netherlands Bureau for Economic Policy Analysis/Eurostat

* Source: U.S. Embassy The Hague

Dutch Traders are Key in Distributing U.S. Exports throughout the EU

The Netherlands is the perfect gateway for U.S. products due to the presence of the Port of Rotterdam, Amsterdam Airport Schiphol, the confluence of several major rivers and an excellent road and railway infrastructure. The Dutch are known for their expertise in transportation and logistics. The Netherlands is the second largest exporter of agricultural products in the world after the United States and before Germany. These exports include agricultural products produced in the Netherlands, such as flowers and plants, and also imported products that are re-exported, directly or after further processing. An estimated 25 percent of Dutch agricultural exports are products that are directly re-exported after being imported (see below chart).

Chart 1: Top 10 Dutch Exports per Product Group, billion Euro¹



Source: Central Bureau of Statistics (CBS)

In 2016, Dutch agricultural imports were valued at \$59.2 billion, similar to 2015 imports. Imports from the United States totaled \$2.9 billion, slightly up (3 percent) compared to the previous year. Especially imports of U.S. soybeans, fruit and vegetable products, prepared foods, condiments & sauces and beverages.

Table 2. Netherlands' imports of selected product groups, million USD

	2011	2012	2013	2014	2015	2016
Agricultural, Fish and Forestry Products:						
Total imports	64,235	62,563	64,604	65,332	59,447	59,212
Imports from U.S.	2,226	2,258	2,582	2,750	2,844	2,943

Source: World Trade Atlas

The Netherlands is the largest market in the EU for U.S. products, followed by the United Kingdom, Germany, Spain and Italy. Dutch imports from the United States represented 20 percent of total EU imports from the United States (\$14.6 billion).

The Exporter Guide's main focus is on the trade of consumer-oriented and fishery products. For the United States, the Netherlands is the largest market within the EU for these products.

The United States is the 6th largest supplier of consumer-oriented products to the Netherlands after Germany, Belgium, Brazil, France and Spain. Dutch imports of consumer-oriented products from the United States continued to grow until 2015. Imports in 2016 (\$1,229 million) were similar to those in 2015 (\$1,231).

¹ \$1 = €0.9

Table 3. Netherlands' imports of consumer-oriented products, million USD

	2011	2012	2013	2014	2015	2016
<i>Consumer Oriented Agricultural Products:</i>						
Total imports	30,116	29,576	31,292	32,803	30,395	30,799
U.S. imports	845	844	976	1,134	1,231	1,229

Source: World Trade Atlas

The United States is the 8th largest supplier of fishery products to the Netherlands. U.S. exports of fishery products to the Netherlands continued to grow until 2015 (\$140 million) but dropped in 2016 to \$131 million. The Netherlands continues to be a growth market for lobster, shrimp & prawns, sockeye salmon, cuttlefish & squid and frozen fish fillets.

Table 4. Netherlands' imports of seafood, million USD

	2011	2012	2013	2014	2015	2016
<i>Fish and Seafood Products:</i>						
Total imports	3,129	3,023	3,067	3,560	3,070	3,233
U.S. imports	99	95	104	121	140	131

Source: World Trade Atlas

Demographic Developments and Trends

In 2016 the Dutch population passed 17 million. Roughly half of the population lives in cities. Mean population density is 487 inhabitants per square kilometer, making the Netherlands one of the most densely populated countries in the world.

There are three main demographic developments in the Netherlands: 1. the graying of the Dutch population, 2. more ethnic diversity and 3. a drop in the size of the average household .

The number of people in the Netherlands is expected to grow by over 900 thousand between 2015 and 2030. The growth will mainly take place in the age group of people 65 years and older. Not only is this group of consumers growing, but they are also expected to be more affluent, more active and more experimental than ever before. The growing number of older people in the Netherlands offers new opportunities for the food industry as these consumers have specific demands with respect to food purchases. Older people tend to look for food products that address issues linked to old age such as vitamin deficiencies and high cholesterol. Convenient food products which are easy to handle and prepare are also popular in this age group. There are opportunities in this market segment for U.S. food and beverage manufacturers that can tailor their products by using functional ingredients that give older consumers health benefits, such as a boosted immune system.

In the first six months of 2017, the Dutch population grew by almost 35 thousand, of which 31 thousand was due to migration according to the Central Bureau of Statistics (CBS). The largest number of immigrants came from Asia followed closely by Eastern European countries such as Romania, Bulgaria and the Baltics. As a result, the Dutch population is becoming increasingly diverse. A decade ago 19 percent of the population (or 3.1 million people) were of non-Dutch descent². Last year, this number grew to almost 3.7 million people (or 22 percent of the Dutch population).

Between 2005 and 2015, the number of households in the Netherlands grew by eight percent, from 7.1 million to 7.7 million. This growth is largely due to the growth of 'one-person households', up by 17 percent (to 2,867,797

² A person of non-Dutch descent is defined as a person who was not born in the Netherlands or who has at least one parent that was not born in the Netherlands.

in 2015). The number of ‘more than one-person households’ grew by only three percent over the same period (to 4,797,401 in 2015). The ‘one-person households’ now accounts for 37 percent of all households. Despite the fact that young people are leaving home later due to financial reasons, the CBS expects the number of ‘one-person households’ to continue to grow as the Dutch population gets older and longer lives independently.

An older, more diverse and more individual population results in a growing demand for innovative products, smaller portions, healthy food options, functional foods, convenience and more international food solutions. Young ‘one-person households’ are slowly moving from eating three meals a day to snacking and ‘grazing’ five times at different places and times.

Figure 1. Advantages and Challenges U.S. Exporters Face in the Netherlands

<i>Advantages (product strengths and market opportunities)</i>	<i>Challenges (product weakness and competitive threats)</i>
Affluent, curious, open-minded while at the same time price-conscious consumers.	Transatlantic transportation is costly and takes time (three to five weeks).
Growing demand for convenience, and single-portion packaged food products.	Fierce competition on price, quality, unique-ness and innovation.
Traders and food processors have a favorable image of U.S. products.	Sustainability standards are increasingly becoming a requirement of the Dutch food retail industry.
Growing demand for organic food products, sustainable production methods and food products with clean ingredients.	Profit margins on food are thin while the margins on beverages (including wines and beer) are higher.
The Netherlands is the most important gateway for U.S. consumer-oriented and seafood products to the EU.	Suppliers from other EU MS have a competitive advantage on tariffs and non-tariff trade barriers, transportation costs and transportation time.
Growing demand for new products, innovative food concepts and international cuisine.	Non-NHTC beef, poultry, shellfish and products containing GMO derived ingredients that are not EU approved cannot be exported to the Netherlands.
Growing demand for functional, fresh and processed food products that contribute to a healthier lifestyle.	The EU has several Free Trade Agreements which may advantage other 3rd country competitors.

SECTION II. EXPORTER BUSINESS TIPS

Local Business Customs

- Most business people speak and write in English and have a high level of education (Masters or Bachelor’s degree). They are straightforward, open-minded and well-traveled. After the first introduction they prefer to communicate on a ‘first name’ basis.
- They are business-minded and like to be well informed about the exporting company, the product, the price and the business opportunity. Doing business does not require ‘wining & dining’. A healthy ‘work-life balance’ is important for the Dutch so preferably they want to get the job done during regular business hours.
- Food retailers, foodservice companies and wholesalers do not buy directly from the United States. They work with dedicated and highly specialized traders. These importers look for long-term partnerships rather than a one-off business transaction.

Consumer Taste and Preferences

- Total consumer spending on foods certified as sustainable grew by 12 percent in 2015 to over \$3.3 billion³. The share of sustainable food compared to total spending on food grew from seven in 2014 to eight percent in 2015. Sustainable food is the most important growth market in the Dutch food industry.
- Consumers are looking for foods to improve their health. This is driving sales of fresh, premium, ‘free-from,’ ‘low-on’ and generally less processed foods such as organic vegetable chips with no additives. While at the same time consumers demand highly processed functional foods ‘rich-in’ products such as nutritional supplements.
- The majority of supermarkets can be found within residential neighborhoods. The Dutch like to do their big basic shopping on Friday or Saturday. During the week, the average consumer visits the supermarkets an additional two times to buy fresh and cuisine-specific ingredients. The Dutch like to cook different cuisine styles, including Indonesian, Italian and Spanish cuisines. Another reason why shopping is undertaken every couple of days is the fact that kitchens and refrigerators are small. U.S. suppliers should consider small quantities when determining export package size.

Food Standards & Import Regulations

- [Food and Agricultural Import Regulations and Standards \(FAIRS\)](#) provides the Dutch import regulations and standards.
- Manufacturers (that are not eligible to export to the European Union) that want to send their products to the Netherlands for exhibiting at a trade show or for research purposes need to request an import waiver. Such products cannot be consumed and must be destroyed afterwards under supervision. You can contact the Netherlands Food and Consumer Product Safety Authority (NVWA) for obtaining an import waiver; see Appendix III of the above FAIRS report.

Inspection Procedures

Animals and plant products are brought from countries all over the world into the European Union. To prevent the introduction of plant and animal diseases and to protect the market from public health risks, the European Commission has set out detailed regulations. On this basis, the NVWA performs checks on:

- **live animals** (such as horses, chicks and ornamental fish) and products of animal origin (such as meat, fish, wildlife, and animal feed): More detailed information on the import procedure of animals and products of animal origin can be found on the following websites <https://english.nvwa.nl/topics/themes/animal-health> and <https://www.nvwa.nl/onderwerpen/import-van-dieren-en-producten-van-dierlijke-oorsprong>.
- **food stuffs** (such as vegetables, dried fruits, spices, nuts and seeds): More detailed information on the import procedure of food stuffs can be found <https://english.nvwa.nl/topics/themes/food-safety> and <https://www.nvwa.nl/onderwerpen/import-van-levensmiddelen-en-consumentenproducten>.
- **plant products**: Veterinary checks are applicable to some plant products, especially hay and straw. These products may only be imported from certain countries. More detailed information on the import procedure of plant products can be found <https://english.nvwa.nl/topics/themes/plant-health> and <https://www.nvwa.nl/onderwerpen/import-planten-groenten-fruit-plantaardige-producten>.

³ \$1 = €0.9

The CITES regulations (CITES: Convention on International Trade in Endangered Species of wild flora and fauna) are, in addition to the national and EU legislation, applicable on the import of live animals, animal products, food and plant products into the Netherlands.

Below is an overview of the possible checks:

- **Documentary check:** This is an examination of the original required documents that accompany the consignment based on model certificate according to EU legislation, carried out by Customs based on an agreement between Ministry of Economic Affairs and the Ministry of Finance.
- **Identity check:** This is to ascertain that the products correspond to the information given in the accompanying certificates or documents. All veterinary goods undergo an Identity check and this check is conducted by comparing the seal number of the container with the seal number mentioned on the Health Certificate. If no seal number is mentioned on the Health Certificate, the veterinary authorities will need to open the shipment to conduct the Identity check.
- **Physical check:** This is a check on the product itself to verify compliance with the food or feed law.

When the NVWA decides to detain a shipment, it will draw up an [official notification](#) which will be sent to the freight forwarder. This notification will mention the reason why this shipment was detained and what needs to be done in order to release it. If the NVWA **plans to reject** a shipment it will draw up this [notification](#); if the NVWA **has decided to reject** a shipment it will draw up this [notification](#).

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

Food Processing Industry

The Dutch food processing industry is valued at \$69.8 billion and employs just over 135,000 people. The sector not only caters to consumers in the Netherlands but has clients in all neighboring countries and beyond. On the sourcing side, Dutch food companies not only depend on Dutch growers but also those abroad, including the United States. It is a small country geographically but the food traders and processors are here. For more information, please download the [NL4029 Food Processing Ingredients](#) GAIN Report.

Food Retail Industry

The Dutch retail sector is characterized by heavy consolidation, the top two retailers control over 50 percent of the market, and a large number of smaller neighborhood stores. Consumers are increasingly looking for sustainable or organic products and more ready-to-eat meals and convenience products. For 2017, the turnover is expected to increase further due to the improving economy in the Netherlands and greater confidence in the economy among consumers. For more information, please download the [NL5023 Food Retail](#) GAIN Report.

Food Service Industry

The Dutch foodservice industry is expected to grow annually by over two percent due to a recovering economy and changing consumer eating culture. The growing segments within the foodservice industry are especially the specialist coffee shops, juice/smoothie bars and food trucks. Young consumers are increasingly looking for new and convenient food solutions. U.S. food product with clean ingredients and healthy food products have the best sales potential on the Dutch market. For more information, please download the [NL6014 Food Service - Hotel Restaurant Institutional](#) GAIN Report.

Each of the above mentioned reports provides an assessment of the market opportunities for U.S. consumer-oriented and fishery products on their respective Dutch market. The reports also summarize the key developments for each sector and identify which sectors offer opportunities for new sales. The best market entry strategy for new-to-market exporters are also described in each report.

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

Table 5 provides an overview of the products that offer the best opportunities for U.S. exporters on the Dutch market. The table gives a brief overview of the size of the market the average annual growth rate, key constraints and market attractiveness for U.S. exporters.

Table 5. Netherlands, The Best High-Value Products Prospects, million \$

<i>Commodity / HS code</i>	<i>Imports, 2016</i>	<i>Imports from U.S., 2016 (U.S. market share)</i>	<i>2012 – 2016 Average annual import growth</i>	<i>Key Constraints Over Market Development</i>	<i>Market Attractiveness for USA</i>
Food preparations 210690	1,064	186 (17%)	N.A.%	Competition from neighboring countries Germany, the U.K. and Belgium	Strong demand from food manufacturers
Almonds 080212	190	141 (74%)	15%	Some, albeit limited, competition from Spain and Australia.	Strong demand from food manufacturers, confectionary and snack industry. Benefit from healthy image almonds have among consumers.
Pistachios 080251	93	77 (83%)	N.A.%	Some competition from Iran.	Strong demand from food manufacturers, confectionary and snack industry.
Sweet potatoes 071420	71	49 (69%)	30%	Unfamiliarity on how to prepare and when to use sweet potatoes. Competition from Honduras, China and Egypt. Ban on use of Thiabendazole.	Restaurants are increasingly serving sweet potatoes. Demand for variety and quality products.
Foliage branches 060420	210	75 (36%)	0-5%	Competition from Costa Rica, Guatemala and Mexico	The Netherlands is the trading hub for flowers and plant products.
Orange juice 200919	502	35 (7%)	50%	Competition from Brazil and South Africa.	Growing demand for juice for fresh consumption, mixing and by food companies.
Enzymes 350790	364	27 (7%)	0-5%	Competition from Denmark, Finland, Germany, Belgium and Japan	Growing demand from food manufacturers to use good quality enzymes.
Fruit and edible plant parts 200899	228	25 (11%)	50%	Competition from Canada	Growing demand from food manufacturers to use sweet potato parts as an ingredient.

Source: World Trade Atlas

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

If you have questions or comments regarding this report, need assistance exporting to the Netherlands, a list of Dutch wholesalers and distributors, or are you looking for the Foreign Buyers Lists (FBL) of various consumer-oriented products and seafood products, please contact the Office of Agricultural Affairs (OAA) in The Hague, the Netherlands:

U.S. Department of Agriculture's Foreign Agricultural Service
Office of Agricultural Affairs
Marcel H. Pinckaers
Embassy of the United States
Lange Voorhout 102, 2514 EJ The Hague, The Netherlands
Phone: +31 (0)70 3102 305
marcel.pinckaers@fas.usda.gov
www.fas.usda.gov

This OAA also covers the countries in the Nordic market and prepared Exporter Guides for the following countries: [Denmark](#), [Finland](#) and [Sweden](#).

Trade shows are excellent venues for U.S. exporters to make contact with potential Dutch buyers, to conduct product introductions and to gauge buyers' interest. Depending on the products, U.S. exporters should consider visiting or exhibiting at one of the many trade shows in Europe. A detailed overview of trade shows can be found in below table.

Table 6. Trade shows in Europe

<i>Show</i>	<i>When</i>	<i>Show Details</i>
ANUGA , Cologne, Germany Europe's largest food & beverages show in 2017 <i>*USDA Endorsed*</i> Contact: Hanna Khan +49 3083 05 1152 hanna.khan@fas.usda.gov	October 07 – 11, 2017 Bi-Annual	anuga.com
Food Ingredients Europe , Frankfurt, Germany European food ingredients show <i>*USDA Endorsed*</i> Contact: Hanna Khan +49 3083 05 1152 hanna.khan@fas.usda.gov	November 28 – 30, 2017 Bi-Annual	foodingredientsglobal.com
International Confectionary Fair (ISM) , Cologne, Germany European confectionary show Contact: Hanna Khan +49 3083 05 1152 hanna.khan@fas.usda.gov	January 28 – 31, 2018	ism-cologne.com
Fruit logistica , Berlin, Germany European fruit, vegetable and nuts show <i>*USDA Endorsed*</i> Contact: Hanna Khan +49 3083 05 1152 hanna.khan@fas.usda.gov	February 7 – 9, 2018	fruitlogistica.com
BioFach , Nuremberg, Germany European organic show <i>*USDA Endorsed*</i> Contact: Hanna Khan +49 3083 05 1152 hanna.khan@fas.usda.gov	February 14 – 17, 2018	biofach.de

ProWein , Dusseldorf, Germany Europe's largest wine trade show in 2017 Contact: Hanna Khan +49 3083 05 1152 hanna.khan@fas.usda.gov	March 18 – 20, 2018 Annually	prowein.com
PLMA , Amsterdam, The Netherlands World's largest private label show Contact: Marcel Pinckaers +31 70 3102 305 marcel.pinckaers@fas.usda.gov	May 28 – 30, 2018	plmainternational.com

Source: FAS The Hague

Foodservice Industry Organization:

FoodService Instituut Nederland (FSIN)
Galvanistraat 1, 6716 AE, Ede, the Netherlands
Phone: +31 88 730 48 00
info@fsin.nl
www.fsin.nl

Food Retail Organization:

Centraal Bureau of Levensmiddelen (CBL)
PO Box 262, 2260 AG, Leidschendam, the Netherlands
Phone: +31 70 337 6200
www.cbl.nl

Food Processing Organization:

Federatie Nederlandse Levensmiddelen Industrie
Schenkade 50 – 13th 2595 AR, The Hague, the Netherlands
Phone: +31 70 336 5150
info@fnli.nl
www.fnli.nl

Appendix A. Key Trade & Demographic Information

2016 Figures

Agricultural, Fish and Forestry Imports From All Countries (\$ Million) / U.S. Market Share (%)	59,212 / 5.0
Consumer Oriented Food Imports From All Countries (\$ Million) / U.S. Market Share (%)	30,799 / 4.0
Fish and Seafood Imports From All Countries (\$ Million) / U.S. Market Share (%)	3,233 / 4.0
Population (Million) / Annual Growth Rate (%)	17.1 / 0.5
Number of Major Metropolitan Areas	One area, the so-called Randstad which covers Amsterdam, Rotterdam, The Hague and Utrecht
Per Capita Gross Domestic Product (\$)	45,923
Unemployment Rate (%)	6.0

Source: World Trade Atlas, Central Bureau of Statistics and Netherlands Bureau for Economic Policy Analysis/Eurostat

Appendix B. Consumer-Oriented & Fish Products Imports

Netherlands' Imports of Consumer Oriented Products – by Product Group				
Commodity	Description	United States Dollars		
		2014	2015	2016
HS code		32.802.936.501	30.395.010.678	30.798.799.664
210690	Food Preparations	1.053.499.232	1.028.762.104	1.063.664.707
220421	Wine	1.097.688.212	943.552.703	941.193.570
020130	Meat Of Bovine Animals	865.473.000	911.702.774	939.161.794
080610	Grapes	1.003.541.578	830.782.126	799.868.248
060311	Fresh Cut Roses And Buds	637.499.892	714.723.124	718.526.212
180690	Cocoa Preparations	760.587.491	679.442.319	696.503.499
040690	Cheese	723.549.415	658.448.485	640.582.535
080440	Avocados	333.927.257	403.417.439	632.129.567
190590	Bread, Pastry, Cakes	585.577.751	541.302.730	560.092.236
200919	Orange Juice	568.713.933	528.474.528	502.038.579
160232	Chicken Meat	532.834.312	579.089.258	482.654.576
080390	Bananas	320.226.224	412.965.358	449.690.568
230910	Dog And Cat Food	434.632.713	415.980.024	440.219.525
090121	Coffee	470.711.684	421.841.246	436.502.523
021099	Meat & Offal	539.525.551	452.174.914	411.674.028
080132	Cashew Nuts	323.359.962	384.307.954	410.560.014
040510	Butter	340.257.259	348.207.970	389.442.957
080510	Oranges	374.711.356	375.072.668	387.201.288
080550	Lemons And Limes	265.404.826	245.599.650	381.435.692
020713	Chicken Cuts	303.891.056	333.664.242	376.090.638
	Other Products	21.267.323.797	19.185.499.062	19.139.566.908

Source: World Trade Atlas

Netherlands' Imports of U.S. Consumer Oriented Products – by Product Group							
Commodity	Description	United States Dollars			U.S. Market Share, %		
		2014	2015	2016	2014	2015	2016
HS code		1.133.784.163	1.231.042.186	1.228.985.057	3	4	4
210690	Food Preparations	183.414.974	187.047.017	186.264.988	17	18	17
020130	Meat Of Bovine Animals	102.629.024	162.411.660	145.660.305	12	18	16
080212	Almonds	134.605.378	152.227.012	140.703.377	70	70	74
080251	Pistachios	82.619.731	96.632.142	76.772.842	82	84	83
060420	Foliage Branches	60.674.820	61.935.435	75.465.090	28	29	36
080290	Nuts	32.702.294	37.217.423	50.692.687	46	44	49
071420	Sweet Potatoes	31.581.247	39.848.510	48.648.438	61	67	68

200893	Cranberries	65.110.364	63.230.417	44.862.872	74	70	59
200919	Orange Juice	4.463.015	10.787.312	34.981.372	1	2	7
220290	Nonalcoholic Beverages	33.731.186	27.113.517	31.069.270	10	14	14
200290	Tomato Paste	33.508.179	34.729.743	28.924.871	26	27	27
350790	Enzymes	17.936.069	24.298.178	27.499.667	5	7	7
200899	Fruit & Edible Plant Parts	6.431.552	13.659.708	25.465.189	3	7	11
080540	Grapefruit	31.951.204	24.844.854	21.144.603	21	16	14
180690	Cocoa Preparations	26.348.097	16.006.836	20.830.153	3	2	3

Source: World Trade Atlas

Netherlands' Imports of Fish & Seafood Products – by Product Group				
Commodity	Description	United States Dollars		
		2014	2015	2016
HS code		3,560,067,542	3,069,639,626	3,233,369,202
030617	Shrimps And Prawns	403,762,623	369,974,042	358,188,220
030471	Cod Fillets, Frozen	259,675,904	218,729,774	240,937,644
160414	Tunas/Skipjack/Bonito	246,702,453	179,520,433	215,388,976
030363	Cod, Frozen	164,203,435	173,851,516	184,884,743
160521	Shrimp & Prawns	161,929,999	75,359,475	119,773,330
030562	Cod, Salted Or In Brine	101,637,817	101,726,957	99,608,700
030729	Scallops	71,418,722	81,519,580	94,545,134
160529	Shrimp/Prawns	131,785,200	118,266,081	87,966,675
030214	Atlantic Salmon	96,507,010	79,858,285	86,358,230
030354	Mackerel	108,723,561	89,690,170	82,280,423
030449	Fish Fillets	102,077,600	79,645,660	80,350,547
030475	Alaska Pollock Fillets, Frozen	57,540,682	68,575,546	69,776,485
030489	Fish Fillets, Frozen	64,126,457	62,092,730	62,952,668
030532	Fish Fillets, Nesoi	87,002,682	66,604,873	60,125,410
030389	Fish, Frozen	48,457,259	56,961,303	58,165,619

Source: World Trade Atlas

Netherlands' Imports of U.S. Fish & Seafood Products – by Product Group							
Commodity	Description	United States Dollars			U.S. Market Share, %		
		2014	2015	2016	2014	2015	2016
HS code	Group 9 (2012)	121,436,952	139,544,070	131,434,519	3	5	4
030475	Alaska Pollock Fillets	41,984,721	46,713,354	45,431,778	72	68	65
030729	Scallops	31,186,140	36,868,422	34,426,346	44	45	36
030363	Cod	18,994,690	21,647,781	11,019,038	12	12	6
160521	Shrimp & Prawns	375,530	1,336,459	7,935,511	0	2	7
030311	Sockeye Salmon	4,760,411	4,503,014	5,175,704	99	96	90

Source: World Trade Atlas

Appendix C. Top 15 Suppliers of Consumer Foods and Edible Fishery Products

Netherlands' Imports of Consumer Oriented Products – by Partner Country			
Partner Country	United States Dollars		
	2014	2015	2016
Germany	6,327,941,658	5,330,505,654	5,295,490,095
Belgium	4,341,319,529	4,121,440,982	4,190,205,905
Brazil	1,955,205,839	1,757,793,833	1,706,349,006
France	2,079,988,582	1,687,451,252	1,672,012,388
Spain	1,618,920,691	1,521,400,059	1,521,601,626
United States	1,133,784,163	1,231,042,186	1,228,985,057
United Kingdom	1,345,448,676	1,235,743,254	1,069,871,331
South Africa	1,052,533,613	976,377,005	1,053,193,773
Italy	1,087,227,740	989,580,525	988,111,350
Poland	905,325,433	919,737,865	811,011,161
Chile	765,002,337	707,140,235	769,140,791
Ireland	603,064,246	648,730,873	660,507,423
Peru	478,291,317	530,457,126	619,507,391
China	550,298,086	543,187,833	543,209,313
Thailand	539,907,160	548,479,832	525,788,145
Other	8,018,677,431	7,645,942,164	8,143,814,909
World	32,802,936,501	30,395,010,678	30,798,799,664

Source: World Trade Atlas

Netherlands' Imports of Fish & Seafood Products – by Partner Country			
Partner Country	United States Dollars		
	2014	2015	2016
Iceland	375,051,703	359,944,160	414,125,730
Germany	301,350,408	278,385,605	296,312,175
Russia	257,373,226	233,925,180	245,462,630
Norway	212,122,547	205,788,983	207,437,352
Belgium	263,281,428	191,842,707	187,794,122
Vietnam	133,411,365	142,401,774	167,961,179
China	149,937,684	106,492,806	136,966,047
United States	121,436,952	139,544,070	131,434,519
Turkey	133,893,783	123,659,772	125,104,486
India	109,710,298	115,659,732	118,184,498
Ecuador	134,164,148	95,898,903	101,250,323
Morocco	137,362,638	116,839,783	98,810,634
United Kingdom	119,136,860	101,147,125	92,347,734
Denmark	140,739,385	95,947,777	90,860,776

Bangladesh	84,024,870	82,417,681	77,077,333
Other	887,070,247	679,743,568	742,239,664
World	3,560,067,542	3,069,639,626	3,233,369,202

Source: World Trade Atlas