Required Report - public distribution

Date: 6/26/2015

GAIN Report Number: NL5020

Netherlands

Exporter Guide

Exporting U.S. food products to the Netherlands

Approved By:
Karisha Kuypers
Prepared By:
Marcel H. Pinckaers

Report Highlights:
The exporter guide provides 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 best high-value product prospects. The exporter guide finally focuses exclusively on Consumer-Oriented and Fishery products.

SECTION I. MARKET OVERVIEW

Macroeconomic Situation and Trends

Last March, the Netherlands Bureau for Economic Policy Analysis (CPB) forecasted that Dutch GDP will grow by 1.7 percent in 2015, sustaining the first signs of economic recovery that appeared in 2014 with economic growth of 0.8 percent. In 2016 the economy is expected grow by 1.8 percent. The export of goods and services, an essential element of the Dutch economy, grew by 4.0 percent in 2014. According to CPB's forecast the exports will continue to grow by 4.6 percent in 2015 and by 4.8 percent in 2016. Unemployment has steadily increased since 2011 from 4.4 percent and seems to have peaked in 2014 at 7.4 percent and has since been forecast to diminish at a slow pace to 7.2 percent in 2015 and 7.0 percent in 2016. The annual inflation rate fluctuated around 2.5 to 3.0 percent up to 2013, but the Netherlands too has experienced the deflationary pressure in the Eurozone and 2014 inflation was 0.3 percent. As 2015 inflation is expected to be negative at -0.1 despite the current QE (Quantitative Easing) policy of the ECB, inflation is not expected to become positive before 2016 where CPB forecasts set inflation at 0.9 percent. Purchasing power was significantly impacted by the economic downfall and government's austerity measures but has demonstrated a recovery to positive growth in 2014, at 1.4 percent. CPB expects purchasing power to taper off in 2015 with slightly lower growth 1.2 percent and to remain constant in 2016 at 0.0 percent. Arguably, 2014 has been the year in which economic recovery took hold in most sectors as exports were joined by corporate investments and household demand as drivers of economic growth.

Figure 1: Key Data Dutch Economy

	2013	2014	*2015	*2016
Economic Growth %	-0.7	0.8	1.7	1.8
Inflation (HICP) %	2.6	0.3	-0.1	0.9
Unemployment %	7,3	7,4	7,2	7,0
GDP (billion $)[1]	857,2	872,7	896,1	920,1
GDP (billion €)	642,9	654,5	672,1	690,1

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

* ECON/FAS forecast

Dutch Importers Key in U.S. Exports to the EU

The main focus of this report is on consumer-oriented and fish products. The EU is increasingly an important market as 8.7 percent of all U.S. exported Consumer-Oriented products end up in this market. The importance of the EU for U.S. seafood exports is even greater as over a fifth was sold on the EU market in 2014. More detailed data are available at http://apps.fas.usda.gov/gats/BicoReport.aspx?type=country.

Figure 2: U.S. Exports Of Agricultural and Related Products, by Destination (in million $)

2014	World	EU	Netherlands
Bulk products	53,593	3,113	627
Intermediate products	29,494	3,638	595
Consumer Oriented products	67,380	5,860	1,184
Agricultural Related products	18,925	3,427	364
Total Agricultural and Related Products	169,391	16,027	2,770

Source: www.fas.usda.gov (BICO reports)

U.S. exports of agricultural and related products to the EU are up for the fourth consecutive year (+7 percent). Although tree nuts, soybeans and fish products continue to be the largest imported product groups, forest products, distilled spirits, beer, prepared foods and (processed) fruit are gaining market share. More detailed figures can be downloaded on http://apps.fas.usda.gov/gats/BicoReport.aspx?type=country.

[1] 1 USD = 0.75 €

The Netherlands is an excellent market for U.S. products within the EU, as it is responsible for almost a fifth of all EU imports of U.S. agricultural and related products (figure 2). Exports of Consumer Oriented products were up (see Appendix B). The highest export levels since at least 1970 were posted for beef & beef products, fresh and processed vegetables, tree nuts, condiments & sauces, prepared foods and non-alcoholic drinks. The Netherlands has proven to be a strong consumer market and more importantly the leading important trading hub for U.S. products within the EU.

The Netherlands in a Nutshell
The Netherlands is a small, densely populated country, lying in Western Europe. The Netherlands borders 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 port of Rotterdam is the largest port in Europe. 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. Most of the areas below sea level are man-made. Since the late 16th century, large areas (polders) have been reclaimed from the sea and lakes, amounting to nearly 17 percent of the country's current land mass.

With a population density of 406 people per km^2, the Netherlands is a very densely populated country for its size. Only Bangladesh, South Korea, and Taiwan have both a larger population and a higher population density.

Key Developments and the Impact on Consumer Buying Habits
The majority of households are dual income. The household size continues to drop as the single and also double income (and no children) households are growing. All are willing to pay for convenience, variety and healthy food. They are also increasingly purchasing meal components and ready-to-eat products, but this group is also experimenting more with ethnic cuisines and other food concepts.

The Dutch population is graying as the 0-20 age group is declining and the 65+ age group is growing rapidly. It is worth noting that the 65+ age group has a relatively high purchasing power since, in general, they live in paid-off houses and enjoy a generous pension. This group is an interesting target audience for value added food products and food products which are considered healthy food.

Figure 3: Advantages and Challenges U.S. Products Face In The Netherlands

Advantages: **U.S. supplier strengths and market opportunities**	**Challenges:** **U.S. supplier weaknesses and competitive threats**
Favorable image of American products.	Transatlantic transportation is costly and takes time.
Affluent and open-minded consumers.	Saturated markets.
Growing demand for healthier products sparks increase in demand for processed food products that contribute to a healthier lifestyle.	Sustainability standards are increasingly becoming a requirement of the Dutch food retail industry (MSC, RSPO, etc.).
The demand for sustainable (processed) food products grows as the market for sustainable food products continues to grow.	U.S. exporters may face competition from suppliers from EU MS due to tariffs and non-tariff trade barriers and transportation costs.

Strong interest in experimenting with new and innovative products and/or concepts.	EU nutrition and health claims differ from those in the U.S.
The Netherlands is the most important gateway for U.S. Consumer Oriented and Seafood products to the EU.	Several processed food products cannot be exported to the EU since they are not EU approved (selected meat and meat products, products containing GMO derived ingredients that are not EU approved, etc.).
	Competition from locally produced U.S. style products and local supply.

Source: FAS/The Hague

Demand for Sustainable Food Products Is Up
During the last decade, Dutch food retailers have increasingly sourced food products which are either produced sustainably or obtained in a sustainable manner. The Dutch government published annually a report, "Monitor Duurzaam Voedsel", which gives an overview of consumer spending on sustainable food in the Netherlands. Sustainable food is one of the most important growth markets in food retail and foodservice markets. The turnover of sustainable food in 2013 by totaled almost $2.5 billion. The "Monitor Duurzaam Voedsel" containing the 2014 figures will be published in September this year, see www.monitorduurzaamvoedsel.nl.

Awareness of Health and Well-Being
As consumers are becoming more aware of and concerned about the effects food has on their health and well-being, there has been a trend to a more healthful lifestyle in Western European countries. The following U.S. industries have all benefitted from this trend: healthy food snacks (the 'free from, low on and rich in' products), nuts (pistachios, almonds, walnuts, etc.), so-called super fruits (cranberries, pomegranates, other berries), seafood products (salmon, halibut, etc.) and legumes (beans and lentils).

The Market for Organic Food Continues To Grow
The Partnership on Organics between the EU and U.S. offers export opportunities for U.S. organic products. The report 'Export opportunities for U.S. organics in the EU' provides information on the organic market in the EU and opportunities for U.S. products. More information can be found in GAIN NL5003 or 'Export opportunities for U.S. organics in the EU market'.

SECTION II. EXPORTER BUSINESS TIPS

Local Business Customs
Following are some characteristics of doing business in the Netherlands:
Most business people speak English and have a high level of education (Masters or Bachelor's degree).

Generally speaking, the Dutch are straightforward and business-minded. They like to be well informed about the product and price and their business partner. Doing business does for instance not require going to expensive restaurants, they rather are quick decision makers if there is mutual trust and product and price are good.

Food retailers have outsourced the direct purchase of specialty products from third countries to specialized importers. These importers of such products look for long-term partnerships rather than a one-off business transaction.

Food Standards & Regulations and General Import & Inspection Procedures: A detailed report on the Dutch import regulation standards and also on general import and inspection procedures can be found in GAIN Report NL5011.

Manufacturers (that are not eligible to export to the European Union) that want to send their products for exhibiting at a trade show or for research purposes need to request an import waiver. Such product 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:
NVWA
P.O. Box 43006, 3540 AA Utrecht, the Netherlands
Phone: +31 882 23 33 33
E-mail: info@nvwa.nl
Internet: www.nvwa.nl

The Import Process:

- Pre-announcement: by Common (Veterinary) Entry Document (CVED or CED), issued by the agent;
- Documentary Check: 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 Ministry of Finance;
- Identity Check: to ascertain that the products correspond to the information given in the accompanying certificates or documents. All veterinary goods undergo an Identity Check. The ID 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: check on the product itself to verify compliance with food or feed law;

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

The Food Retail Market
The latest information available on the food retail market can be found in GAIN Report NL2014.

The Foodservice Market
The latest information available on the foodservice market can be found in GAIN Report NL3023.

The Food Processing Ingredients Market
The latest information available on the food processing market can be found in GAIN Report NL4026.

Private Label Products
The market share for private label products continues to increase in most European markets. The largest market shares are to be found in the Western European countries, led by Spain (51 percent), the U.K. (45 percent) and Portugal (45 percent). Belgium and the Netherlands had a market share of 41 percent and 29 percent, respectively. Market shares in the Nordic region and most of the Central and Eastern European countries are between 30 percent and 35 percent.

The market share of private label is high in retail markets that are highly consolidated and innovative. Several retailers in the Netherlands market have developed two private labels; one focusing on price whereas the other is aiming at adding value. Consumers are discovering the good value for money that private label brands are offering; they can be a good alternative for A-branded products.

Private label seems to fare well not only in years of recession but also in more prosperous times. The profitability of private label products has fueled retailers' interest to offer more private label products (e.g. gluten-free, healthy, and organic) and move into other areas of private label (e.g. bakery and cosmetics). The on-going expansion of local and international discounters continues to boost the growing market for private label products as well.

The largest trade show for the Private Label industry takes place in Amsterdam, the Netherlands. Every year around 15 U.S. companies exhibit at the Amsterdam PLMA fair which is scheduled for 2016 on May 24 and 25. In 2015, SUSTA had a pavilion featuring 6 companies. Please contact our office in The Hague, the Netherlands for more information about the show and to check if your commodity cooperator or State Regional Trade Group is planning on participating at pinckaersm@state.gov or +31 70 3102 305.

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

Figure 4: Netherlands, The Best High-Value Products Prospects, 1,000 $

Commodity / code	Imports, 2014	Imports from U.S., 2014 (U.S. market share)	Key Constraints Over Market Development	Market Attractiveness for USA
Food preparations 210690	1,000,287	172,306 (17%)	Competition from the U.K., Germany and Belgium.	The Netherlands has a large export-focused food processing industry.
Almonds 080212	189,699	133,387 (70%)	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	101,341	82,620 (82%)	Some, albeit limited, competition from Iran.	Strong demand from food manufacturers, confectionary and snack industry.
Tomato paste 200290	125,904	33,508 (27%)	Competition from Italy, Spain and Portugal.	Growing demand
Nonalcoholic beverages 220290	319,202	33,108 (10%)	Competition from Germany, Belgium, the UK and France.	Demand for innovative drinks.
Sweet potatoes 071420	52,667	32,486 (62%)	Competition from Honduras, China and Egypt.	Demand for variety and healthy and quality products.
Beer 220300	319,495	2,032 (1%)	Competition from Belgium and Germany.	Demand for specialty craft beers from microbreweries.

Source: World Trade Atlas

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

U.S. Embassy
FAS/The Hague
Marcel H. Pinckaers
Lange Voorhout 102, 2514 EJ The Hague, The Netherlands
Phone: +31 (0)70-310.2305
E-mail: pinckaersm@state.gov
Website: http://thehague.usembassy.gov/fas.html or www.fas.usda.gov

Market Development activities
An overview of leading trade shows can be found in Appendix 2.

U.S. Cooperators
An overview of U.S. cooperators can be found at http://www.usaedc.org/about.cfm#members (click on "Click Here for a list of USAEDC Members"). The majority of the U.S. cooperators have programs for the European market and some specific for the Dutch market.

Appendix 1. Leading Wholesalers and Distributors in the Netherlands

Deli XL
Mr. D. Slootweg
P.O. Box 440
Frankeneng 18
6710 BK, Ede, the Netherlands
P: +31-(0)318-678911
F: +31-(0)318-622347
E: dick.slootweg@ahold.nl
W: www.delixl.nl

Hanos / ISPC
Mr. Heinko van Looijengoed
P.O. Box 10378
Stadhoudersmolenweg 37
7301 GJ, Apeldoorn, the Netherlands
P: +31-(0)55-5294444
F: +31-(0)55-5224621
E: hvanlooijengoed@hanos.nl
W: www.hanos.nl

De Kruidenier Foodservices Nederland
Sluisjesdijk 111
3087 AE Rotterdam, the Netherlands
P: +31-(0)10-4950790
F: +31-(0)10-4956696
E: info@kruidenier.nl
W: www.kruidenier.nl

De Kweker
Mr. Jan Boer
P.O. Box 59345
Jan van Gaalenstraat 4
1040 KH, Amsterdam, the Netherlands
P: +31-(0)20-6063606
F: +31-(0)20-6063600
E: info@kweker.nl
W: www.kweker.nl

Makro (Metro Cash & Carry)
Mr. M. (Maarten) Van Hamburg
Mr. B. Eijssink
Diermervijver, Gebouw Vijverpoort, Dalsteindreef 101-139
1112 XC Diemen, the Netherlands
P: +31-(0)20-3980200
F: +31-(0)20-3980201
I: bas.eijssink@metro-mcc.nl
W: www.makro.nl

Sligro - VEN
Mr. J. te Voert
Mr. Teun Kemps
P.O. Box 47
Corridor 11
5460 AA, Veghel, the Netherlands
P: +31-(0)413-343500
F: +31-(0)413-341520
E: jtevoert@sligro.nl
E: tkemps@sligro.nl
W: www.sligro.nl

VHC – MAXXAM
P.O. Box 90
3340 AB Hedrik-Ido-Ambacht, the Netherlands
P: +31-(0)78-6833400
F: +31-(0)78-6833830
I: info@vhc.nl
W: www.vhc.nl
W: www.maxxam.nl

Hocras
Franse Kampweg 38
1406 NW Bussem, the Netherlands
P: +31-(0)35 - 69 79 701
F: +31-(0)35 - 69 79 899
E: hocras@hocras.nl
W: www.hocras.nl

Source: FAS/The Hague

Appendix 2. Trade Shows

Trade Shows Frequently Visited by Dutch Buyers		
Show	When	Show Details & Organizers
ANUGA, Cologne, Germany European Food show **USDA Endorsed** Contact: Andrea Fennesz Berka +43 1313 39 2364 andrea.fennesz-berka@fas.usda.gov	October 10 - 14, 2015	anuga.com
Food Ingredients Europe, Paris, France European food ingredients show **USDA Endorsed** Contact: Laurent Journo +33 14312 2245 Laurent.journo@fas.usda.gov	December 01 - 03, 2015	foodingredientsglobal.com
HORECAVA, Amsterdam, The Netherlands Dutch hotel and restaurant show Contact: Marcel Pinckaers marcel.pinckaers@fas.usda.gov +31 70 3102 305	January 11 – 14, 2016	horecava.nl
International Confectionary Fair (ISM), Cologne, Germany European confectionary show Contact: Andrea Fennesz Berka +43 1313 39 2364 andrea.fennesz-berka@fas.usda.gov	January 31 - February 02, 2016	ism-cologne.com
Fruit logistica, Berlin, Germany European fruit, vegetable and nuts show **USDA Endorsed** Contact: Andrea Fennesz Berka +43 1313 39 2364 andrea.fennesz-berka@fas.usda.gov	February 3 - 5, 2016	fruitlogistica.com
BioFach, Nuremberg, Germany European organic show **USDA Endorsed** Contact: Andrea Fennesz Berka +43 1313 39 2364 andrea.fennesz-berka@fas.usda.gov	February 10 - 13, 2016	biofach.de
ProWein, Dusseldorf, Germany European wine and spirits show Contact: Andrea Fennesz Berka	March 13 – 15, 2016	prowein.com

Trade Shows Frequently Visited by Dutch Buyers		
Show	When	Show Details & Organizers
+43 1313 39 2364 andrea.fennesz-berka@fas.usda.gov		
Seafood Exhibition Global (SEG), Brussels, Belgium World's largest seafood show **USDA Endorsed** Contact: Marcel Pinckaers marcel.pinckaers@fas.usda.gov +31 70 3102 305	April 26 - 28, 2016	euroseafood.com
PLMA World of Private Label, Amsterdam, The Netherlands World's largest private label show Contact: Marcel Pinckaers marcel.pinckaers@fas.usda.gov +31 70 3102 305	May 24 – 25, 2016	plmainternational.com
Interzoo, Nuremberg, Germany Petfood show **USDA Endorsed Show** Trade Show Office Contact: Andrea Fennesz Berka +43 1313 39 2364 andrea.fennesz-berka@fas.usda.gov	May 26 - 29, 2016	interzoo.com
SIAL, Paris, France Europe's largest food & beverages show in 2014 **USDA Endorsed** Contact: Laurent Journo +33 14312 2245 Laurent.journo@fas.usda.gov	October 16 -20, 2016 Bi-Annual	sial.fr

Source: FAS/The Hague

Appendix 3. An Overview of the Leading Importers of Specialty Foods in the Netherlands and Nordic region (in alphabetic order)

American Food Service Mr. G. Chin-A-Kwie Gageldijk 1 3602 AG Maarssen, the Netherlands P: +31-(0)30-2613604 F: +31-(0)30-2613624 E: g.chin@americanfood.nl W: www.americanfood.nl	Bickery Food Group Mr. H. Voorschuur P.O. Box 433 1200 AK, Hilversum, the Netherlands P: +31-(0)35-6560244 F: +31-(0)35-6563824 E: hans.voorschuur@bickery.nl W: www.bickery.nl
Camps Food Mr. P. (Pascal) Camps Ginnekenweg 251 4835 NB, Breda, the Netherlands P: +31-(0)6-20056024 E: pascal@campsfood.nl W: www.campsfood.nl	Engel Foreign Food Mr. W. Westerveld Ondernemingsweg 264 1422 DZ, Uithoorn, the Netherlands P: +31-(0)297-533833 F: +31-(0)297-531665 E: w.westerveld@effbv.nl W: www.engelforeignfood.com
GranFood Mr. O. Brokke Zuiderweg 12 2289 BN, Rijswijk, the Netherlands PO Box 1039 2280 CA, Rijswijk, the Netherlands P: +31-(0)70-3815007 F: +31-(0)70-3850259 E: obrokke@granfood.nl W: www.granfood.nl	Gray's American Stores Mr. Johan Höglund Storsätragränd 5 127 39 Skärholmen, Sweden P: +46-(0)70-4804471 E: johan@grays.se W: www.grays.se
Haugen-Gruppen Mr. Mats Holmstedt Hydraulvägen 12 616 34 Åby, Sweden P: +46-(0)70-6007039 F: +46-(0)11-362940 E: Mats.Holmstedt@Haugen-Gruppen.se W: www.haugen-gruppen.se	His & Hers Oy Ari Halme 01301 Vantaa, Finland P: +358-9-823 1200 / +358 500 423 729 F: +358-010-296 0267 E: ari.halme@kolumbus.fi W: www.hisandhers.fi
Jens & Co Mr. Jens Peder Damgaard Virkelyst 2-4 Gjellerup 7400 Herning, Denmark P: +45 9627 6066 F: +45 9627 6061 E: info@jensogco.dk W: www.jensogco.dk	Maer Foods Mr. H. Rijpma P.O. Box 79 7590 AB, Denekamp, the Netherlands P: +31-(0)541-358010 F: +31-(0)541-358011 E: hillebrand.rijpma@maerfoods.eu W: www.maerfoods.eu

Norsk Polar Mr. Eivind Wang PO Box 290 Skoyen NO-0213 Oslo, Norway P: +47-24113555 F: +47-24113540 E: - W: www.unil.no	Oluf Lorentzen Mr. Petter Tandberg Postboks 244 1541 Vestby, Norway P: +47-23142500 F: +47-23142510 E: firmapost@oluf.no W: www.oluf.no
Pietercil Barends Mr. D. van Bueren Bleiswijkseweg 51 2280 AB, Zoetemeer, the Netherlands P: +31-(0)79-3441148 F: +31-(0)79-3424549 E: danny.van.Bueren@pietercil.com W: www.pietercil.com	Springwater Mr. Marc Bod Amsteldijk Zuid 198b 1188 VP Amstelveen, the Netherlands P: +31-(0)297-231824 F: +31-(0)297-231841 E: marc@springwater.nl W: www.springwater.nl
Starsweets Holland Mr. B. Van Montfrans Stadionstraat 13 b2 4815 NC, Breda, the Netherlands P: +31-(0)76-5964649 F: +31-(0)76-5963011 E: info@starsweets.nl W: www.starsweets.com	Two Food Mrs. L. van Eijden Textielweg 18B 3812 RV Amersfoort, the Netherlands P: +31-(0)35-6090990 F: +31-(0)35-6090988 E: l.vaneijden@2food.nl W: www.2food.nl
Wessanen Mr. R. Miedema P.O. Box 2554 Beneluxlaan 9 3500 GN, Utrecht, the Netherlands P: +31-(0)30-2988738 F: +31-(0)30-2988703 E: Richard.Miedema@wessanen.com W: www.boas.nl	

Source: FAS/The Hague

Appendix A. Key Trade & Demographic Information for the Netherlands

2014 Figures

Agricultural, Fish and Forestry Imports From All Countries ($ Million) / U.S. Market Share (%)	63,397 / 4
Consumer Oriented Food Imports From All Countries ($ Million) / U.S. Market Share (%)	31,709 / 4
Fish and Seafood Imports From All Countries ($ Million) / U.S. Market Share (%)	3,470 / 3
Population (Million) / Annual Growth Rate (%)	16.9 / 0.5
Number of Major Metropolitan Areas	Amsterdam, Rotterdam, The Hague and Utrecht
Per Capita Gross Domestic Product ($)	51,639
Unemployment Rate (%)	7.4

Source: World Trade Atlas

Exchange Rate

Year	$	€
2004	1	0.81
2005	1	0.80
2006	1	0.80
2007	1	0.73
2008	1	0.68
2009	1	0.72
2010	1	0.75
2011	1	0.76
2012	1	0.78
2013	1	0.75
2014	1	0.75

Appendix B. Consumer-Oriented & Fish Products Imports

Netherlands Imports	Imports from the World			Imports from the U.S.			U.S. Market Share		
	2012	2013	2014	2012	2013	2014	2012	2013	2014
	$ Million			$ Million			percentage		
CONSUMER-ORIENTED AGRICULTURAL TOTAL	29,576	31,292	31,709	844	976	1,111	3	3	4
Food preparations / 210690	855	983	1,000	137	162	172	16	16	17
Meat of bovine animals / 020130	696	781	850	98	111	103	14	14	12
Almonds / 080212	117	155	190	80	106	133	68	68	70
Pistachios / 080250	96	89	101	70	72	83	72	81	82
Foliage / 060491	219	211	216	62	58	60	28	28	28
Cranberries / 200893	44	72	88	36	57	65	81	80	73
Nonalcoholic beverages / 220290	316	334	319	29	34	33	9	10	10
Nuts / 080290	68	82	70	29	32	32	43	39	46
Grapefruit / 080540	168	174	157	24	23	31	14	13	19
Sweet potatoes / 071420	26	33	53	14	20	32	54	59	62
Tomato paste / 200290	92	109	126	14	20	34	15	18	27
Enzymes / 350790	267	299	324	17	18	18	6	6	6
Cranberry juice / 200981	40	39	36	17	18	19	43	47	51
Cocoa preparations / 180690	458	609	729	11	15	23	2	3	3
Walnuts / 080232	40	50	65	12	12	18	31	24	29
Dried prunes / 081320	14	22	25	5	12	13	35	53	52
Wine / 220421	978	1,016	1,042	11	11	13	1	1	1
Other Consumer-Oriented Products	25,082	26,234	26,318	178	195	229	n.a.	n.a.	n.a.
FISH & SEAFOOD PRODUCTS	3,023	3,067	3,470	95	104	121	3	3	3
Alaska Pollock / 030475	55	72	57	34	52	42	62	73	73
Cod / 030363	99	113	163	20	13	19	20	12	12
Scallops / 030729	33	40	71	10	12	31	29	30	44
Salmon / 160411	16	17	13	8	8	7	48	50	50
Other Fishery Products	2,820	2,825	3,166	23	19	22	n.a.	n.a.	n.a.

Source: World Trade Atlas

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

CONSUMER-ORIENTED AGRICULTURAL TOTAL
Report: Netherlands Imports

$ 1,000	2012	2013	2014
Germany	5,577,962,572	6,015,958,008	6,101,247,040
Belgium	4,348,605,620	4,314,645,187	4,072,088,521
France	1,771,563,465	1,839,032,520	1,972,415,283
Brazil	2,051,021,557	1,974,293,425	1,930,763,730
Spain	1,543,575,863	1,686,386,260	1,560,499,195
United Kingdom	1,254,985,974	1,256,512,948	1,312,864,533
United States	844,273,865	976,463,951	1,111,476,657
South Africa	914,074,238	1,104,959,645	1,046,450,727
Italy	952,024,072	1,019,710,441	1,037,483,500
Other	10,317,592,674	11,104,350,835	11,563,244,459
World	29,575,679,900	31,292,313,220	31,708,533,645

Source: World Trade Atlas

FISH & SEAFOOD PRODUCTS TOTAL
Report: Netherlands Imports

$ 1,000	2012	2013	2014
Iceland	353,774,254	341,676,861	374,470,110
Germany	410,846,663	314,231,193	293,711,342
Russia	144,415,575	189,511,208	254,704,451
Belgium	204,794,710	230,629,694	230,915,108
Norway	161,001,545	170,249,469	211,581,789
China	162,687,578	134,184,923	149,329,527
Morocco	140,905,274	131,445,502	137,095,500
Denmark	130,453,294	143,985,007	134,284,418
Ecuador	95,832,284	116,370,922	133,815,824
Turkey	77,915,979	109,192,197	132,661,205
Vietnam	129,874,221	116,526,504	131,210,864
United States	94,852,160	103,553,338	120,623,616
Other	915,546,805	965,855,625	1,165,947,383
World	3,022,900,342	3,067,412,443	3,470,351,137

Source: World Trade Atlas