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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 and 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 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

Economic growth is continuing as a result of increased domestic spending. However, because of the uncertainty surrounding Brexit, the Netherlands Bureau for Economic Policy Analysis (CPB) has adjusted downward its short term economic growth for this year from 1.8 percent to 1.7 percent and from 2.1 percent to 1.6 percent in 2017.

The export of goods and services, an essential element of the very open Dutch economy, grew by 5.3 percent in 2015, even as natural gas production and exports were capped to alleviate seismic disturbances in the main gas fields. According to CPB's forecast exports will continue to grow by 5.1 percent in 2016 and by 4.5 percent in 2017.

Purchasing power was significantly impacted by the economic downfall and the government's austerity measures but has recovered to positive growth in 2014, at 1.4 percent, that was consolidated in 2015, at 1.0 percent. In 2016, the first national budget without any additional austerity measures in nearly a decade came into force, allowing for purchasing power to grow by 2.6 percent. CPB expects purchasing power increase to taper off in 2017, with only slight growth of 0.2 percent.

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 6.2 percent in both 2016 and 2017. 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 2015 inflation was 0.2 percent. Inflation for 2016 is expected to be 0, despite the current QE (Quantitative Easing) policy of the ECB and will only increase to 0.5 percent in 2017, as prices energy and raw materials are forecast to grow.

Table 1. Key Data Dutch Economy

	2014	2015	*2016	*2017
Economic Growth %	1.0	2.0	1.7	1.6
Inflation (HICP) %	0.3	0.2	0.0	0.5
Unemployment %	7.4	6.9	6.2	6.2
GDP (billion $)1	848.4	868.6	884.2	902.8
GDP (billion €)	662.8	678.6	690.8	705.3

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

Dutch Importers are Key in Distributing U.S. Exports throughout the EU
The port of Rotterdam is the largest port in Europe and the world's sixth largest port. The Dutch are excellent traders and much of the agricultural imports are re-exported directly or after adding value. In 2015, Dutch agricultural imports were valued at $54.5 billion. Imports from the United States totaled $2.7 billion.

The Netherlands is the second largest market in the EU for U.S. products, after the United Kingdom. Dutch imports from the Unites States represented 17 percent of total EU imports from the United States.

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

	2011	2012	2013	2014	2015
Agricultural, Fish and Forestry products:					
Total imports	64,235	62,563	64,604	65,332	54,505
Imports from U.S.	2,226	2,258	2,582	2,750	2,727
Consumer Oriented Agricultural Products:					
Total imports	30,116	29,576	31,292	32,803	28,732
U.S. imports	845	844	976	1,134	1,186
Fish and Seafood Products:					
Total imports	3,129	3,023	3,067	3,560	2,969
U.S. imports	99	95	104	121	139

Source: Global Trade Atlas

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 continue to grow. The U.S. market share grew from almost three percent in 2011 to over four percent last year. In 2015, the highest U.S. export levels to the Netherlands since at least 1970 were posted for the following product groups: beef & beef products, processed vegetables, tree nuts and condiments & sauces. More detailed data are available at http://apps.fas.usda.gov/gats/BicoReport.aspx?type=country.

After Iceland, Germany, Russia, Norway, Belgium and Vietnam, the United States is the 7th largest supplier of fishery products to the Netherlands. U.S. exports of fishery products to the Netherlands continue to grow,

[1] 1 USD = 0.78 € (IRS reference rate for 2014)

especially for scallops, shrimp and prawns, hake, dogfish and octopus. The U.S. market share also grew from three percent in 2011 to five percent last year.

Demographic Developments and Trends

This year, the Dutch population passed the number of 17 million people. 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. the population is becoming more ethnic diverse and 3. The size of the average household continues to drop.

The number of older people (age 65 years and older) in the Netherlands continues to grow. In 2010 this number was almost 2.2 million. Past 15 years the number of old people grew by 40 percent to 3.0 million. Meanwhile the number of young people (younger than 40 years) dropped by eight percent.

Table 3. Graying of the Dutch population

	2000		2015	
	absolute	percentage	absolute	percentage
younger than 20 years	3,873,008	25	3,828,059	23
20 - 40 years	4,761,504	30	4,134,447	25
40 - 65 years	5,076,996	32	5,930,535	35
65 - 80 years	1,652,103	10	2,272,709	13
older than 80 years	500,339	3	734,976	4
Total	15,863,950		16,900,726	

Source: Central Bureau of Statistics

Past decade, the number of households in the Netherlands grew by eight percent, from 7.1 million in 2005 to 7.7 million in 2015. This growth is largely due to the growth of ‘one-person households’, up by 17 percent (to 2,867,797 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). Last year, the ‘one-person households’ accounted for 37 percent of all households. Despite the fact that young people are leaving home later due to financial reasons, the Dutch Central Bureau of Statistics expects the number of ‘one-person households’ to continue to grow as the Dutch population gets older and longer lives independently.

Table 4. Households in the Netherlands

	total	one-person households	more than one-person households
2005	7,090,965	2,449,378	4,641,587
2010	7,386,144	2,669,516	4,716,628
2015	7,665,198	2,867,797	4,797,401

Source: Central Bureau of Statistics

The Dutch population is also becoming increasingly ethnic diverse. A decade ago 19 percent of the population (or 3.1 million people) were of non-Dutch descent[2]. Last year this number grew to almost 3.7 million people (or 22 percent of the Dutch population). The Central Bureau of Statistics reports that in the first 6 months of 2016 the

[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.

Dutch population grew by 43,000 people of which 35,000 due to migration. The record high number of immigrants was mainly because of former asylum seekers from Syria, Eritrea and Ethiopia being registered in the Netherlands. Also the number of immigrants from Eastern European countries like Romania, Bulgaria and Hungary was higher in this period.

Table 5. Growing ethnic diversity of the Dutch population

	2005		**2010**		**2015**	
	absolute	percentage	absolute	percentage	absolute	percentage
non-Dutch decent	3,122,717	19	3,359,603	20	3,665,321	22
Dutch decent	13,182,809	81	13,215,386	80	13,235,405	78
total	16,305,526		16,574,989		16,900,726	

Source: Central Bureau of Statistics

An older, more individual and more diverse population results in a growing demand for innovative products, smaller portions, healthy food options, 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

Advantages (product strengths and market opportunities)	***Challenges (product weakness and competitive threats)***
Favorable image of U.S. products.	Transatlantic transportation is costly and takes time (3 to 5 weeks).
Growing demand for convenience and single-portion packaged food products.	Fierce competition on price, quality, unique-ness and innovation.
Affluent, curious, open-minded but also price-conscious consumers.	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 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’, they are rather quick decision makers. 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 18 percent in 2014 to over $2.9 billion[3]. The share of sustainable food compared to total spending on food grew to seven percent in 2014 and 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’ and ‘low-on’ and generally less processed foods such as organic vegetable chips.   While at the same time consumers demand highly processed functional foods ‘rich-in’ processed food products such as nutritional supplements.

- The majority of supermarkets can be found close to the 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

- GAIN Report NL6003 provides the Dutch import regulations and standards.

- 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; see Appendix III of above report.

Inspection Procedures

Animals and products are brought from countries all over the world into the European Union. To prevent the introduction of animal diseases and to protect the market from public health risks, the European Commission sets out detailed regulations. On this basis the Dutch 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 here.

- Food stuffs (such as vegetables, dried fruits, spices, nuts and seeds). More detailed information on import procedure of food stuffs can be found here.

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[3] $1 = €0.9

- 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 import procedures of plant products can be found here.

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 possible checks:

- **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;

When the NVWA decides to detain a shipment, it will draw up the following official notification, http://www3.vwa.nl/import/FBIP_002.pdf 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 the following notification, http://www3.vwa.nl/import/FBIP_007.pdf. If the NVWA **has decided to reject** a shipment it will draw of this notification, http://www3.vwa.nl/import/FBIP_008.pdf. Additional information can be found here.

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

For this Section, Post would like to refer to the following reports: NL4029 Food Processing Ingredients, NL5023 Food Retail and NL6014 Food Service - Hotel Restaurant Institutional. Each of these 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.

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 the trade shows can be found in Appendix II.

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

Table 6 provides an overview of the top ten products that offer an opportunity 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 6. Netherlands, The Best High-Value Products Prospects, million $

Commodity / HS code	Imports, 2015	Imports from U.S., 2015 (U.S. market share)	2011 – 2015 Average annual import growth	Key Constraints Over Market Development	Market Attractiveness for USA
Almonds 080212	206	152 (74%)	18%	Some, albeit limited, competition from Spain and Australia.	Growing demand from food manufacturers, confectionary and snack industry. Benefit from healthy image almonds have among consumers.
Pistachios 080251	113	97 (86%)	8%	Some competition from Iran.	Growing demand from food manufacturers, confectionary and snack industry.
Sweet potatoes 071420	59	39 (66%)	30%	Unfamiliarity on how to prepare and when to use sweet potatoes. Competition from Honduras, China and Egypt.	Restaurants are increasingly serving sweet potatoes. Demand for variety and quality products.
Scallops 030729	81	36 (44%)	35%	Price concern and unawareness among the average Dutch consumer.	Growing awareness and interest in scallops.
Tomato paste 200290	123	34 (28%)	25%	Competition from Italy, Spain and Portugal.	Strong demand from the food manufacturers.
Snack foods	1,543	24 (2%)	25%	Competition from neighboring EU countries.	Good demand for cocoa and chocolate products.
Dried prunes 081320	23	13 (56%)	21%	A dried prune is a more expensive snack than for instance sweets or a savory snack. U.S. dried prunes face competition from Argentina and Chile.	Dried prunes benefit from a healthy image. They are also a healthy snack replacement for sweets. Growing demand from food manufacturers and snack industry.
Sauces and condiments 210390	257	7 (3%)	10%	Competition from neighboring EU countries and Thailand, Hong Kong and China.	Good stable demand for sauces and condiments.
Craft beer 2203	278	4 (1%)	26%	Transportation costs and time. Competition from wines. Competition from suppliers from EU countries.	Restaurants are increasingly serving craft beer to complement different meals.
Chickpeas 071320	4	0.2 (6%)	N.A.	The older and more traditional consumer is unfamiliar with humus or when to use chickpeas.	The younger and more traveled consumers simply love humus and use chickpeas in soups, salads, and meals.

Source: World Trade Atlas

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

If you have questions or comments regarding this report, or need assistance exporting to the Netherlands, please contact the Office of Agricultural Affairs (OAA) in The Hague, the Netherlands:

The OAA also covers the countries in the Nordic market and prepared an Exporter Guide for Denmark.

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

Foodservice Industry Organization:
FoodService Instituut Nederland (FSIN)
Inga Blokker
Galvanistraat 1, 6716 AE, Ede, the Netherlands
Phone: +31 (0)88 730 48 00
info@fsin.nl
www.fsin.nl

Food Retail Organization:
Centraal Bureau of Levensmiddelen (CBL)
Marc Jansen
PO Box 262, 2260 AG, Leidschendam, the Netherlands
Phone: +31 70 3376200
www.cbl.nl

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

Appendix I. Buyers in the Netherlands

Please contact The Office of Agricultural Affairs (OAA) for a list of wholesalers and distributors in the Netherlands. The OAA can also be contacted for obtaining Foreign Buyers Lists (FBL) of various consumer-oriented products and seafood products.

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

Appendix II. Trade shows in Europe

Show	When	Show Details and FAS Point of Contact
SIAL, Paris, France **Europe's largest food & beverages show in 2016** **sial.fr**	October 16 -20, 2016 Bi-Annual	**USDA Endorsed** Contact: Laurent Journo +33 14312 2245 laurent.journo@fas.usda.gov
International Confectionary Fair (ISM), Cologne, Germany **European confectionary show** **ism-cologne.com**	January 29 - February 01, 2017	Contact: Kelly Stange +49 3083 05 1151 kelly.stange@fas.usda.gov
Fruit logistica, Berlin, Germany **European fruit, vegetable and nuts show** **fruitlogistica.com**	February 8 - 10, 2017	**USDA Endorsed** Contact: Kelly Stange +49 3083 05 1151 kelly.stange@fas.usda.gov
BioFach, Nuremberg, Germany **European organic show** **biofach.de**	February 15 - 18, 2017	**USDA Endorsed** Contact: Kelly Stange +49 3083 05 1151 kelly.stange@fas.usda.gov
ProWein, Dusseldorf, Germany **Europe's largest wine trade show in 2017** **prowein.com**	March 19 – 21, 2017 Annually	Contact: Kelly Stange +49 3083 05 1151 kelly.stange@fas.usda.gov
Seafood Exhibition Global (SEG), Brussels, Belgium **World's largest seafood show** **euroseafood.com**	April 25 - 27, 2017	**USDA Endorsed** Contact: Marcel Pinckaers marcel.pinckaers@fas.usda.gov +31 70 3102 305
ANUGA, Cologne, Germany **Europe's largest food & beverages show in**	October 07 - 11, 2017	**USDA Endorsed** Contact: Kelly Stange

2017 **anuga.com**	Bi-Annual	+49 3083 05 1151 kelly.stange@fas.usda.gov
Food Ingredients Europe, Frankfurt, Germany **European food ingredients show** **foodingredientsglobal.com**	November 28 – 30, 2017 Bi-Annual	**USDA Endorsed** Contact: Kelly Stange +49 308 305 1151 kelly.stange@fas.usda.gov

Source: FAS/The Hague

Appendix A. Key Trade & Demographic Information

2015 Figures

Agricultural, Fish and Forestry Imports From All Countries ($ Million) / U.S. Market Share (%)	54,505 / 5
Consumer Oriented Food Imports From All Countries ($ Million) / U.S. Market Share (%)	28,732 / 4
Fish and Seafood Imports From All Countries ($ Million) / U.S. Market Share (%)	2,969 / 5
Population (Million) / Annual Growth Rate (%)	17.0 / 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 ($)	51,094
Unemployment Rate (%)	6.9

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, HS code	**Description**	**United States Dollars**		
		2013	**2014**	**2015**
Consumer Oriented		31,292,313,220	32,802,935,533	28,732,150,221
020130	Meat Of Bovine Animals	780,633,638	865,472,982	893,489,362
080212	Almonds	155,086,726	191,365,686	205,533,151
210690	Food Preparations	986,946,198	1,053,499,391	843,638,902
080251	Pistachios	89,043,051	101,341,594	112,505,121
200893	Cranberries	72,249,732	88,576,380	88,819,010
060420	Foliage Branches	210,821,397	217,753,134	200,462,218
071420	Sweet Potatoes	33,483,037	52,016,448	58,867,191
080290	Nuts	82,229,769	71,279,868	83,542,294
200290	Tomato Paste	109,238,433	128,627,134	122,555,816
080232	Walnuts	50,462,687	64,759,909	80,282,330
220290	Nonalcoholic Beverages	333,980,683	329,713,188	191,390,170
080540	Grapefruit	173,739,719	152,582,105	151,984,248
350790	Enzymes	299,433,376	328,148,130	317,936,592
200981	Cranberry Juice	38,539,241	36,994,325	33,444,522
180690	Cocoa Preparations	609,251,675	760,587,368	649,512,866
200899	Fruit & Edible Plant Parts	182,411,581	205,083,245	197,085,638
Source: World Trade Atlas				

Netherlands Imports of U.S. Consumer Oriented Products - by Product group							
Commodity, HS code	**Description**	**United States Dollars**			**U.S. Market Share, %**		
		2013	**2014**	**2015**	**2013**	**2014**	**2015**
Consumer Oriented		976,463,951	1,133,784,202	1,186,122,991	3	4	4
020130	Meat Of Bovine Animals	110,848,497	102,629,035	162,031,089	14	12	18
080212	Almonds	105,944,902	134,605,390	151,985,525	68	71	74
210690	Food Preparations	161,892,652	183,414,975	148,400,546	16	17	8
080251	Pistachios	72,252,781	82,619,727	96,632,137	81	82	86
200893	Cranberries	57,121,786	65,110,376	63,097,396	79	73	71
060420	Foliage Branches	58,445,613	60,674,793	61,907,976	27	28	31
071420	Sweet Potatoes	19,572,594	31,581,241	39,463,188	61	62	66
080290	Nuts	32,142,242	32,702,308	37,217,435	39	46	44
200290	Tomato Paste	19,892,909	33,508,191	34,438,800	18	26	28
080232	Walnuts	12,255,066	18,440,434	26,713,154	24	28	34

220290	Nonalcoholic Beverages	34,249,218	33,731,165	26,707,350	10	10	14
080540	Grapefruit	23,342,026	31,951,209	24,844,845	13	21	16
350790	Enzymes	17,955,247	17,936,077	24,288,385	6	5	8
200981	Cranberry Juice	18,023,091	18,799,518	15,860,891	46	51	48
180690	Cocoa Preparations	15,242,902	26,348,006	13,814,566	2	3	2
200899	Fruit & Edible Plant Parts	1,598,515	6,431,513	13,620,354	1	3	7
Source: World Trade Atlas							

Netherlands Imports of Seafood - by Product group				
Commodity, HS code	**Description**	**United States Dollars**		
		2013	**2014**	**2015**
Fish & Seafood Products		3,067,412,443	3,560,067,276	2,969,040,049
030475	Alaska Pollock Fillets	71,837,436	57,540,670	68,462,343
030729	Scallops	40,009,451	71,418,732	80,836,812
030363	Cod	113,220,350	164,203,450	173,351,906
160411	Salmon	16,780,953	13,656,347	12,443,334
	Other	2,825,564,253	3,253,248,077	2,633,945,654
Source: World Trade Atlas				

Netherlands Imports of U.S. Seafood - by Product group							
Commodity, HS code	**Description**	**United States Dollars**			**U.S. Market Share, %**		
		2013	**2014**	**2015**	**2013**	**2014**	**2015**
Fish & Seafood Products		103,553,338	121,436,945	138,893,401	3	3	5
030475	Alaska Pollock Fillets	52,409,507	41,984,720	46,713,346	72	72	69
030729	Scallops	12,019,847	31,186,120	36,488,366	30	44	44
030363	Cod	13,375,510	18,994,685	21,647,793	12	12	13
160411	Salmon	8,331,557	6,951,313	5,913,258	47	51	48
	Other	17,416,917	22,320,107	28,130,638	1	1	1
Source: World Trade Atlas							

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

	Netherlands Imports - Consumer Oriented Products			
	Partner Country	**United States Dollars**		
		2013	**2014**	**2015**
1	Germany	6,015,958,008	6,327,941,427	4,980,072,350
2	Belgium	4,314,645,187	4,341,318,934	3,714,614,761
3	Brazil	1,974,293,425	1,955,205,979	1,747,126,797
4	France	1,839,032,520	2,079,988,308	1,580,080,421
5	Spain	1,686,386,260	1,618,920,585	1,387,356,791
6	United States	976,463,951	1,133,784,202	1,186,122,991
7	United Kingdom	1,256,512,948	1,345,448,659	1,107,760,906
8	South Africa	1,104,959,645	1,052,533,659	973,123,012
9	Italy	1,019,710,441	1,087,227,910	872,732,158
10	Poland	931,081,401	905,325,225	844,397,067
11	Chile	794,094,388	765,002,238	704,779,665
12	Ireland	498,555,904	603,064,347	584,271,138
13	Thailand	469,575,060	539,906,912	544,162,324
14	China	563,332,466	550,298,174	532,325,480
15	Peru	421,288,963	478,291,356	529,355,289
	Other	7,426,422,653	8,018,677,618	7,443,869,071
	World	31,292,313,220	32,802,935,533	28,732,150,221
	Source: World Trade Atlas			

	Netherlands Imports - Fish & Seafood Products			
	Partner Country	**United States Dollars**		
		2013	**2014**	**2015**
1	Iceland	341,676,861	375,051,712	358,892,903
2	Germany	314,231,193	301,350,315	260,628,352
3	Russia	189,511,208	257,373,305	233,925,162
4	Norway	170,249,469	212,122,589	204,752,072
5	Belgium	230,629,694	263,281,309	174,999,384
6	Vietnam	116,526,504	133,411,437	141,486,926
7	United States	103,553,338	121,436,945	138,893,401
8	Turkey	109,192,197	133,893,798	122,056,269
9	Morocco	131,445,502	137,362,655	116,520,613
10	India	49,277,316	109,710,370	115,242,464
11	China	134,184,923	149,937,726	105,944,523
12	Ecuador	116,370,922	134,164,125	95,542,737

13	United Kingdom	129,176,782	119,137,014	87,596,935
14	Bangladesh	72,895,244	84,024,841	82,417,677
15	Faroe Islands	75,760,582	86,465,040	76,917,848
	Other	782,730,708	941,344,095	653,222,783
	World	3,067,412,443	3,560,067,276	2,969,040,049
	Source: World Trade Atlas			