

The Best High-Value Products Prospects for U.S. Exports to the Netherlands

Commodity	Total Dutch Imports, 2015	Imports from the United States, 2015 (U.S. market share)	2011-2015 Average Import Growth	Market Opportunities
Almonds	206	152 (74%)	18%	Limited competition from Spain and Australia but growing demand from manufacturers, confectionary and snack industry.
Pistachios	113	97 (86%)	8%	Some competition from Iran, but growing demand from food manufacturers, confectionary and snack industry.
Sweet Potatoes	59	39 (66%)	30%	Restaurants are increasingly serving; but consumers are unfamiliar on how to prepare. Competition from Honduras, China and Egypt.
Scallops	81	36 (44%)	35%	Growing awareness and interest, some price concerns
Tomato Paste	123	34 (28%)	25%	Strong demand from food manufacturers, healthy competition as well from Italy, Portugal and Spain.
Snack Foods	1,543	24 (2%)	25%	Good demand for cocoa and chocolate products, competition from neighboring EU countries.
Dried Prunes	23	13 (56%)	21%	Growing demand from food manufacturers and snack industry, competition from Argentina and Chile.
Sauces and Condiments	257	7 (3%)	10%	Good stable demand; competition from neighboring EU countries, Thailand, Hong Kong and China.
Craft Beer	278	4 (1%)	26%	Competition from wines and other EU suppliers; restaurants are increasingly serving craft beers to complement different meals.
Chickpeas	4	0.2 (6%)	NA	Strong demand from younger generation.

Source: World Trade Atlas and the Foreign Agricultural Service/The Hague