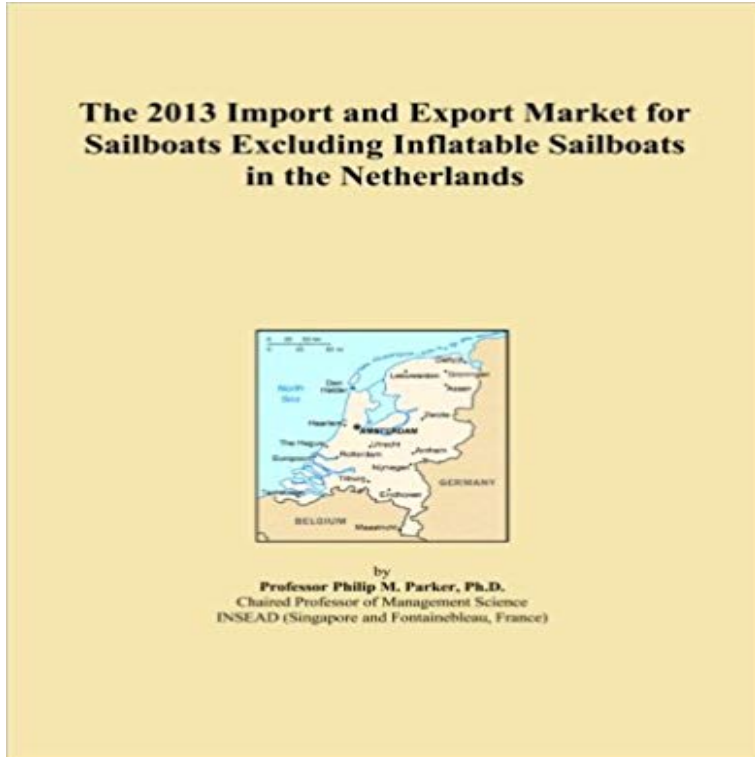


# The 2013 Import and Export Market for Sailboats Excluding Inflatable Sailboats in the Netherlands



On the demand side, exporters and strategic planners focusing on sailboats excluding inflatable sailboats in the Netherlands face a number of questions. Which countries are supplying sailboats excluding inflatable sailboats to the Netherlands? How important is the Netherlands compared to others in terms of the entire global and regional market? How much do the imports of sailboats excluding inflatable sailboats vary from one country of origin to another in the Netherlands? On the supply side, the Netherlands also exports sailboats excluding inflatable sailboats. Which countries receive the most exports from the Netherlands? How are these exports concentrated across buyers? What is the value of these exports and which countries are the largest buyers? This report was created for strategic planners, international marketing executives and import/export managers who are concerned with the market for sailboats excluding inflatable sailboats in the Netherlands. With the globalization of this market, managers can no longer be contented with a local view. Nor can managers be contented with out-of-date statistics which appear several years after the fact. I have developed a methodology, based on macroeconomic and trade models, to estimate the market for sailboats excluding inflatable sailboats for those countries serving the Netherlands via exports, or supplying from the Netherlands via imports. It does so for the current year based on a variety of key historical indicators and econometric models. In what follows, Chapter 2 begins by summarizing where the Netherlands fits into the world market for imported and exported sailboats excluding inflatable sailboats. The total level of imports and exports on a worldwide basis, and those for the Netherlands in particular, is estimated using a model which aggregates across over 150 key country markets and projects

these to the current year. From there, each country represents a percent of

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