

I never expected onions to become the main part of my business

Detail Introduction :

"Dutch onions are in good demand in Germany," says a Dutch trader. This experienced trader has been working to find high-quality products that his, mostly German, relations need for more than half a year. He mainly specializes in exclusive products, Jaap says that 'traditional' Dutch vegetables have become popular on the German market since January.

"Normally, I look for exclusive, high-quality products, which can be very challenging," says Jaap. "How I never expected onions to become the main part of my business right now. They have been very popular in Germany since January/February. They have usually been a by-product for me, but now I'm doing about 10 pallets a week, which is just a lot for me. It is a carefree trade. That change is nice for me, too."

According to Jaap, the reason for the popularity of Dutch-sourced onions is the high prices of Spanish ones.

"Normally Germany imports mostly thick Spanish onions, but these are easily about 6 to 7 Euro per box, which is expensive. This is causing them to look for alternatives, and we can offer that to them. So you see, there is always a product that can make you big," laughs Jaap.