



**LUPA**  
**FOODS**

Your partner  
in food since 1902



By Appointment to  
Her Majesty The Queen  
Fine Food Ingredient Importers & Distributors  
Lupa Foods Ltd  
Borehamwood

# TOMATO

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# CATALOGUE





# INTRODUCTION

## YOUR PARTNER IN FOOD SINCE 1902

Lupa Foods is a UK based full-service B2B partner to the food industry.

With a global and domestic sourcing footprint, we provide a selection of more than 600 bespoke and commodity products, combined with services that include NPD, technical, procurement, logistics and business.

Innovation and a customer centric approach is at the forefront of everything we do, and our 120 years' experience the foundation we build our customers' success on.

# BRCS

Agents and Brokers

**CERTIFICATED**

# OVERVIEW

**Our tomato catalogue shares some general information about tomatoes, our capabilities and range of products we can offer. If you need further assistance please contact us to discuss your specific requirements.**

Tomatoes are a staple food in many countries, particularly in Italy, where it has been grown for centuries. Coming in many different varieties and sizes, each with its own unique name and purpose. For example, Roma tomatoes are known for their meaty texture, making them perfect for sauces, while Cherry tomatoes are small and sweet, which makes them ideal for salads or garnishes.

Tomatoes offer great versatility in food manufacturing:

- Easy to process and can be prepared in many different ways, from canning and bottling it, to pureeing it and making it into paste.
- Can be used as a standalone ingredient, a base ingredient, or as part of a larger recipe.
- It's a blank canvas that can be paired with a wide variety of flavours and seasonings, from traditional Italian herbs to options like curry or cumin.
- It can be prepared ahead of time, meaning it is great for food manufacturing where double processing is required.

All in all, tomatoes adaptability and range of different variations makes it the foundation to many mouth-watering dishes in food manufacturing.





# OUR OFFERING

When it comes to supplying tomatoes, managing and mitigating market conditions is crucial from a commercial perspective. Therefore, we have taken the necessary steps to ensure that we deliver the best service to our customers. We have diversified our suppliers and built strong relationships with them, creating transparency that enables us to understand and help manage different product supply chains.

This also ensures that we have the widest selection of products available to our customers. Our flexibility in transportation and distribution options means that we can hold stock in our warehouse for quick turnaround time or deliver full containers directly from suppliers.

Our business has been A-list certified by M&S as a supplier of high-quality, sustainably and ethically sourced tomato products in the processed tomatoes category. This certification is a mark of our commitment to meeting the strictest standards in the industry.

**We work closely with customers to understand their specific needs and requirements and adjust accordingly. Speak to one of our Account Managers to better understand what we can offer from a service point of view.**



# PRODUCT SELECTION

Origin	Product*	Pack	M&S	Certification
Italy	Passata 8/10%	BIB: 10kg, 20kg / 210KG Drum / Can: 210g, 400g, 2.5kg	Yes / No	BRC
	Tomato Paste 28/30%	10KG BIB	No	BRC
	Diced Tomato 12mm	10KG BIB	No	BRC
	Plum Tomatoes	10KG BIB / 210KG Drum / Can: 210g, 400g, 2.5kg	Yes	BRC
	Italian Crushed Tomatoes	10KG BIB / 210KG Drum / Can: 210g, 400g, 2.5kg	Yes	BRC
	Tomato Polpa	BIB: 5kg, 10kg, 15kg / 210kg Drum / Can: 4.1kg	Yes	BRC
	Passata	BIB: 5kg, 10kg, 15kg / 210kg Drum / Can: 4.1kg	Yes	BRC
	Pizza Sauce	BIB: 5kg, 10kg, 15kg / 210kg Drum / Can: 4.1kg	Yes	BRC
	Sun Dried Tomato Sauce	2.6kg Can	No	BRC
	Italian Diced Tomato	210kg Drum	No	BRC
	Sun Dried Tomato in Oil	2kg Tray	Yes	BRC
Portugal	Chopped Tomatoes 15mm	21KG BIB / 220KG Drum	Yes	BRC
	Tomato Paste 28/30% (CB)	21KG BIB / 220KG Drum	Yes	BRC
	Tomato Paste 36/38% (CB)	21KG BIB / 220KG Drum	Yes	BRC
Spain	Tomato Paste 28/30% (CB)	240KG Drum	Yes	BRC
	Chopped Tomatoes	20KG BIB	Yes	BRC
Egypt	Tomato Paste 28/30% - 36/38% (CB)	20KG BIB / 230KG Drum	Pending	FSSC22000
	Tomato Paste 28/30% - 36/38% (HB)	20KG BIB / 230KG Drum	Pending	FSSC22000
	Chopped Tomatoes	20KG BIB / 230KG Drum	Pending	FSSC22000
Turkey	Tomato Paste 28/30% - 36/38% (CB)	220KG Drum	Pending	BRC
	Tomato Paste 28/30% - 36/38% (HB)	220KG Drum	Pending	BRC

\*Exact product specifications can be discussed and requested from your Account Manager



# PRODUCT TYPES

There are several different types of tomato products available for food manufacturing, each with its own unique properties and uses. They are typically differentiated based on the concentration of tomato solids and the brix level. Some of the most common types include:

- **Puree:** This is a smooth mixture of crushed tomatoes with the seeds and skins removed. It typically has a lower concentration of tomato solids, usually ranging from 14-16% and a higher brix level of around 10-12%. This makes it a good option for sauces that require a thinner consistency.
- **Paste:** This is a thicker, more concentrated form of tomato puree with a higher concentration of tomato solids, usually ranging from 28-30%. It has a lower brix level, typically around 7-8%. It is used to add flavor and body to sauces, stews, and soups.
- **Passata:** This refers to a type of tomato puree that has been simmered and reduced to a thicker consistency. It typically has a higher concentration of tomato solids than puree, usually around 20-22%, and a brix level of around 10-12%.
- **Polpa:** This is a term used in Italian cuisine to refer to a type of tomato puree that has a chunky texture. It typically has a lower concentration of tomato solids, usually around 14-16%, and a brix level of around 10-12%.
- **Crushed:** This is a coarser form of processed tomatoes, made from whole or diced tomatoes that have been crushed. It typically has a lower concentration of tomato solids, usually around 8-10%, and a brix level of around 8-10%.
- **Sauce:** This is a thin, smooth sauce made from processed tomatoes. It typically has a low concentration of tomato solids, usually around 6-8%, and a higher brix level of around 10-12%.

**The concentration of tomato solids and brix level of each product can vary depending on the manufacturer, so it is important to check the product specification.**



# CONCENTRATION & BRIX

In the food industry, tomato concentrates are commonly measured by their percentage of tomato solids. The percentage of tomato solids is typically expressed as a ratio, such as 8/10 or 36/38. The first number in the ratio represents the percentage of tomato solids in the product, while the second number represents the percentage of water in the product. For example, a product with a ratio of 8/10 would be 8% tomato solids and 10% water.

This means that a product with a higher percentage of tomato solids will have a stronger tomato flavour and a thicker consistency, compared to a product with a lower percentage of tomato solids.

Brix is a measure of the total soluble solids (mainly sugars) present in a liquid. It is expressed as the percentage of solids by weight in a sample and is used to determine the sweetness, viscosity and concentration of the product. In the context of tomato products, Brix measurement can be used to determine the quality and consistency of the product, as well as its sweetness level. Different tomato products can have different Brix levels, depending on the type of tomato and the production process.

It is important to note that these percentages can vary depending on the manufacturer and the specific product. Some manufacturers may produce tomato paste or canned tomatoes with higher or lower percentages.

**These measurements are used in the industry to indicate the quality of the product and compare it with other products that are available on the market.**





# HOT VS COLD BREAK

In food manufacturing, tomatoes that are packaged in bulk formats like drums or larger packaging formats, are typically intended for use as a raw ingredient in further food manufacturing processes such as making sauces, ketchup or other canned or bottled products. The tomatoes are first washed and then passed through a series of machines that remove the skin and seeds. After this process, the tomatoes are heated or cooled to the desired temperature. The choice of heating or cooling the tomatoes is based on the type of tomatoes, the desired final product, and the requirement of the food manufacturer.

**Hot break tomatoes** are processed using a hot water bath method, where the tomatoes are heated to a high temperature (around 85°C) for a short period of time (usually around 5-10 minutes). This process causes the skin of the tomatoes to split open, making it easy to remove the skin and seeds. The hot water bath process also causes the cells in the tomatoes to break down, releasing pectin and other natural gelling agents, which can cause the finished product to have a softer texture and less distinct tomato chunks. This process reduces the tomato's natural flavour.

**Cold break tomatoes**, on the other hand, are processed using a cold water bath method, where the tomatoes are cooled to a low temperature (around 13°C) for a short period of time (usually around 5-10 minutes). This process helps to preserve the natural flavour and texture of the tomatoes, as well as retaining more of the natural juice and colour.

Afterwards they are then heated to sterilize them in order to kill any bacteria or microorganisms that may be present. Once the tomatoes are cooked, they are packed in bulk like drums or other formats and sealed.



In food manufacturing, tomato products can be used in both ambient and frozen forms. Ambient tomato products are those that are not frozen and are typically stored at room temperature or in a cool, dry place. Examples of ambient tomato products include canned tomatoes, tomato paste, and tomato puree packed in drums or bag-in-box (BIB). These products have a longer shelf life and can be used in a wide range of applications, such as sauces, soups, and stews.

Frozen tomato products, on the other hand, are stored at very low temperatures to preserve their freshness and quality. Examples of frozen tomato products include diced tomatoes, crushed tomatoes, and whole peeled tomatoes. These products are often used in industrial food manufacturing, especially in the production of frozen meals, frozen pizzas, and other frozen food items. Frozen tomato products can also be used as ingredients in soups, sauces, and stews. The major benefit of frozen tomato products is that they have a longer shelf life than fresh tomatoes and can be used year-round, regardless of the season.

# AMBIENT VS FROZEN



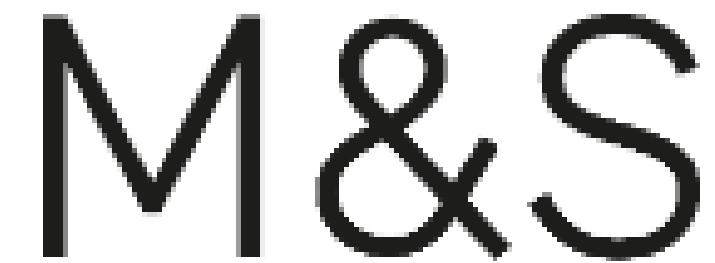


# M&S A-LIST

Our business has been A-list certified by M&S as a supplier of high-quality, sustainably and ethically sourced tomato products in the processed tomatoes category. This certification is a mark of our commitment to meeting the strict standards set by M&S.

These standards cover a wide range of areas, including:

- Quality and safety of products
- Environmental sustainability
- Ethical sourcing and labour practices
- Animal welfare
- Health and safety
- Supply chain traceability



# M&S

EST. 1884

As part of M&S's consumer promise, they identify products which carry a higher risk to their supply chain, and processed tomatoes are one of the products that fall under this category. As a result, M&S has a system in place to ensure that their suppliers in this category are meeting their standards. To achieve this certification, we have undergone independent audits by M&S on our end-to-end supply chain, which encompasses the entire process of producing and delivering the product, from sourcing the raw materials, processing facilities, to getting the final product to the customer.

We are proud to have achieved outstanding results on our latest audit for both food safety and integrity, which is a testament to our commitment to technical excellence and compliance with M&S's strict standards. This certification guarantees our customers that the products we supply are of the highest quality, sustainably and ethically sourced.

Our certification signifies that we are one of M&S's preferred suppliers in this category, and it gives the customers a sense of trust and confidence in the products they are buying.





# MISSION

## WHY LUPA FOODS?

**We aim to be an essential partner to the food industry for quality ingredients.**

To be a leader in the development, supply and production of sustainable, high quality and innovative products. We earn the respect and loyalty of customers through consistency and product excellence, and by focusing on customer service.

We care for the environment, striving to continuously reduce our impact on the planet, ensuring a better future for all that calls it home.



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# REACH OUT

