



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



**LUPA**  
**FOODS**

Your partner  
in food since 1902

# TOMATO

# CATALOGUE

SEARCH OUR PRODUCTS ONLINE







# BRCS

Agents and Brokers

CERTIFICATED

## 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 import and distribute 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.



## OVERVIEW TOMATOES

Our tomato catalogue details a diverse range of products and explains some industry terms. We have extensive capabilities in this sector, so if you're still uncertain about anything, please reach out.

Tomatoes, central to many cuisines, are versatile and come in various types, each suited for different culinary uses. For tailored solutions, our team is readily available to discuss your specific requirements.

Understanding the critical role of market conditions in tomato supply, we have diversified our supplier base across regions fostering strong, transparent relationships.

This approach ensures a broad selection of products combined with our tailored transportation and distribution solutions, including direct deliveries or warehousing for quick access.







## OUR RANGE

Our tomato product range caters to a variety of manufacturing needs. Each of these products serve a distinct purpose in food preparation, catering to different requirements for texture, flavour intensity, and culinary application.

The Brix level is a key indicator of sweetness and concentration, guiding the selection process to ensure the right fit for specific manufacturing needs.

Our A-list certification from Marks & Spencer demonstrates our adherence to stringent standards in product quality, environmental sustainability, ethical sourcing, and supply chain traceability.

This unique achievement reflects our commitment to excellence and compliance with M&S's rigorous criteria, providing customers with high-quality, reliable tomato products.

# M&S

EST. 1884





# PRODUCTS EXPLAINED

## Tomato Passata (Sieved)

- Brix: 7-9%
- Flavour: Fresh, mildly sweet
- Uses: Soup, stew, sauce bases

## Tomato Paste (Concentrate)

- Brix: 28/30% - 36/38%
- Flavour: Intense, rich, savoury
- Uses: Marinades, stews, sauce bases

## Tomato Polpa (Crushed)

- Brix: 7-9%
- Flavour: Fresh, slightly chunky
- Uses: Pasta sauces, pizza toppings

## Tomato Chopped (Diced)

- Brix: 7-9%
- Flavour: Fresh with distinct pieces
- Uses: Salsas, bruschetta, salads

## Tomato Sauces

- Brix: 10-14% (varies)
- Flavour: Varies (herby, savoury, sweet, spicy)
- Uses: Pasta dishes, sauce bases, casseroles

## Tomato Semi-Dried

- Brix: N/A (concentrated natural sugars)
- Flavour: Sweet, rich, intense
- Uses: Salads, antipasti, pizza toppings





## TOMATO PASTE / CONCENTRATE

Code	Name	Cases/Pallet	Stocked
TCEP235	Tomato Paste 28/30 CB (Egypt) 235kg	4	Yes
TCEP20	Tomato Paste 28/30 CB (Egypt) BIB 20KG	52	Yes
TCSS21	Tomato Paste 28/30 CB (Portugal / M&S) 21kg	40	Yes
ZTCSD16C	Tomato Paste 28/30 CB Sachet (Spain) 100x16g	225	
ZTCSD30C	Tomato Paste 28/30 CB Sachet (Spain) 100x30g	224	
TOMS290	Tomato Paste 28/30 CB (Spain) 240kg	4	
TCTK230A	Tomato Paste 36/38 CB (Turkey / M&S) 230kg	4	Yes
TBC	Tomato Paste 36/38 CB (Egypt) 235kg	4	

## TOMATO PASSATA / SIEVED

Code	Name	Cases/Pallet	Stocked
TSIX01	Tomato Passata 7 (Italy / M&S) 10kg	120	Yes
TSIC08	Tomato Passata 8/10 (Italy / M&S) 210kg	4	Yes
TSIX52	Tomato Passata 8/10 (Italy /M&S) 2x5kg	84	Yes

## TOMATO POLPA / CRUSHED

Code	Name	Cases/Pallet	Stocked
TPIC02	Polpa di Pomodoro - Crushed Tomatoes 6.5 (Italy / M&S) 15kg	45	Yes
TPIC01	Polpa di Pomodoro - Crushed Tomatoes 6.5 (Italy / M&S) 10kg	80	
TPIC52	Polpa di Pomodoro - Crushed Tomatoes (Italy / M&S) 2x5kg	80	Yes



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# TOMATO CHOPPED / DICED

Code	Name	Cases/Pallet	Stocked
TDII215	Chopped Tomatoes 6/8 (Italy / M&S) 215kg	4	
TDSA20	Chopped Tomatoes (Spain) 20kg	60	
TDSS215	Chopped Tomatoes 15mm 5/10 (Portugal / M&S) 215kg	4	Yes
ZFCHT200T	Chopped Tomatoes (Spain / Tetra) 36x200g	120	

# TOMATO OTHER

Code	Name	Cases/Pallet	Stocked
TCIP36B	Cherry Tomatoes 5.5 (Italy) 6x2.5kg	72	Yes
TWIC37	Peeled Plum Tomato 5 (Italy / M&S) 6x2.5kg	70	Yes
TOMS402	San Marzano Plum Tomatoes (Italy) 6 x 2.5kg	60	Yes
TZTP04	Tomato Powder 25kg	40	
EK0103MT1D	IQF Slow Roasted Marinated Diced 10mm Tomatoes (Turkey) 10kg	70	Yes

# TOMATO SAUCES

Code	Name	Cases/Pallet	Stocked
ZTSPX56	Spiced Pizza Sauce (Italy) 3x4.1kg	66	
TSPX56X	Pizza Sauce (Italy) 3x4.1kg	66	
WQTC17	Sun-dried Tomato Sauce 5x2.5kg (Pouch)	60	Yes
WQTC36B	Sun-dried Tomato Sauce 6x2.6kg (Can)	56	

# TOMATO SEMI-DRIED

Code	Name	Cases/Pallet	Stocked
TXWV24Z	Semi-dried Tomatoes in Sunflower Oil 4x2kg	96	
TXWV24L	Semi-dried Tomatoes in Lemon Oil 4x2kg	96	
TXWV01	Semi-dried Tomatoes in Oil 6x1.85kg	60	Yes







# CONCENTRATION AND BRIX

Tomato product quality is assessed using the Brix scale, which measures the percentage of total soluble solids.

For example, a Brix value of 36/38 in a tomato product indicates a concentration of 36 to 38 percent of soluble solids, correlating with a stronger flavour and thicker consistency. This scale is essential for standardizing product selection, ensuring consistent quality and flavour.

In the industry it can also be called double concentrate (28/30) or triple concentrate (36/38).

# ORIGIN SEASONS

Origin	Lead Time	Contract discussion	Collections From	Customer Arrivals	M&S A-List
Italy	6 Weeks	May/June	September	October	Yes
Portugal	6 Weeks	May/June	September	October	Yes
Turkey	8 Weeks	June	September	October	Yes
Egypt (Summer )	8 Weeks	April/May	July	August	No
Egypt (Rest)*	8 Weeks	Variable	Variable	Variable	No

*\* Tomato crops are harvested 330 days of the year (unlike other regions) which enables year-round production.*





## **COLD BREAK (CB) vs** **HOT BREAK (HB)**

Tomato paste is produced through Cold Break and Hot Break methods, each imparting distinct qualities for different culinary uses. The selection hinges on the preferred attributes of the final product.

Cold Break paste offers a brighter colour and a fresher taste, while Hot Break paste is thicker with a sweeter, cooked flavour. In recipes where tomato paste is a minor ingredient, such as in chilled ready meals, both types can be used interchangeably without significantly altering the end quality.

Both pastes are stable at room temperature and filled aseptically. The processes diverge only in the preheating step: Cold Break heats tomatoes to 60-70°C, and Hot Break to 85-100°C. The higher temperature of hot break deactivates the pectolytic enzymes (which break down pectin) and gives a higher viscous/thicker finished product. After heating, both are pulped, filtered, and concentrated.





# COLD BREAK & HOT BREAK

## KEY DIFFERENCES

Attribute	Cold Break (CB)	Hot Break (HB)	Comments
Flavour	Fresher, less cooked	Cooked, sweeter, caramelised notes	HB paste undergoes higher temperatures, leading to caramelisation of natural sugars, enhancing cooked flavour.
Appearance	Brighter, redder	Slightly darker	The higher heat in HB leads to caramelisation, darkening the paste.
Texture	Smoother, less viscous	More viscous, less syneresis	HB deactivates the pectolytic enzymes, so the cell wall structure is broken down giving a thicker product.
Customer Process Considerations	Easier to pump due to lower viscosity	May require high-pressure pump due to higher viscosity	
Finished Product Suitability: Ready Meals, Soups, and Sauces	Suitable	Suitable	Both pastes work well at ~10% usage; CB may be preferred for its fresher flavour in higher quantities.
Finished Product Suitability: Pizza/Pasta Sauces	Suitable	More suitable	HB's higher viscosity and reduced syneresis make it a better choice, especially to prevent sogginess.
Finished Product Suitability: Ambient Stable Sauces, Table Sauces, Marinades, Dressings	Less suitable	Suitable	HB is preferred for thicker, spoonable products like ketchup, offering better stability and shape retention.





# PRODUCT RANGE

WE ALSO SOURCE UPON REQUEST

## Pasta

Dry: Standard  
Dry: High Protein  
Dry: Wholewheat  
Egg Pasta  
Gnocchi  
Gluten Free

## Pulses

Canned  
Dried

## Tomatoes

Paste  
Passata  
Polpa / Crushed  
Chopped / Diced  
Sauces  
Semi-Dried  
Plum

## Dairy

Butter  
Cheese  
Cultured Dairy  
Liquid Dairy

## Flavourings

Citrus  
Juice  
Concentrates  
Extracts  
Essences

## Grains

Rice  
Couscous  
Quinoa

## Olives

Capers  
Vinegars

## Oils

Blends  
Flavoured  
Olive  
Seed

## Herbs

Spices  
Beverages

## Vegetables

Artichokes  
Beetroot  
Gherkins  
Jalapenos  
Peppers  
Sauerkraut  
Sweetcorn  
Mushrooms

## Bakery

Flatbreads: Naan / Pita  
Tortilla: Wrap / Chips  
Dried Ingredients  
Flour  
Sugar  
Toppings

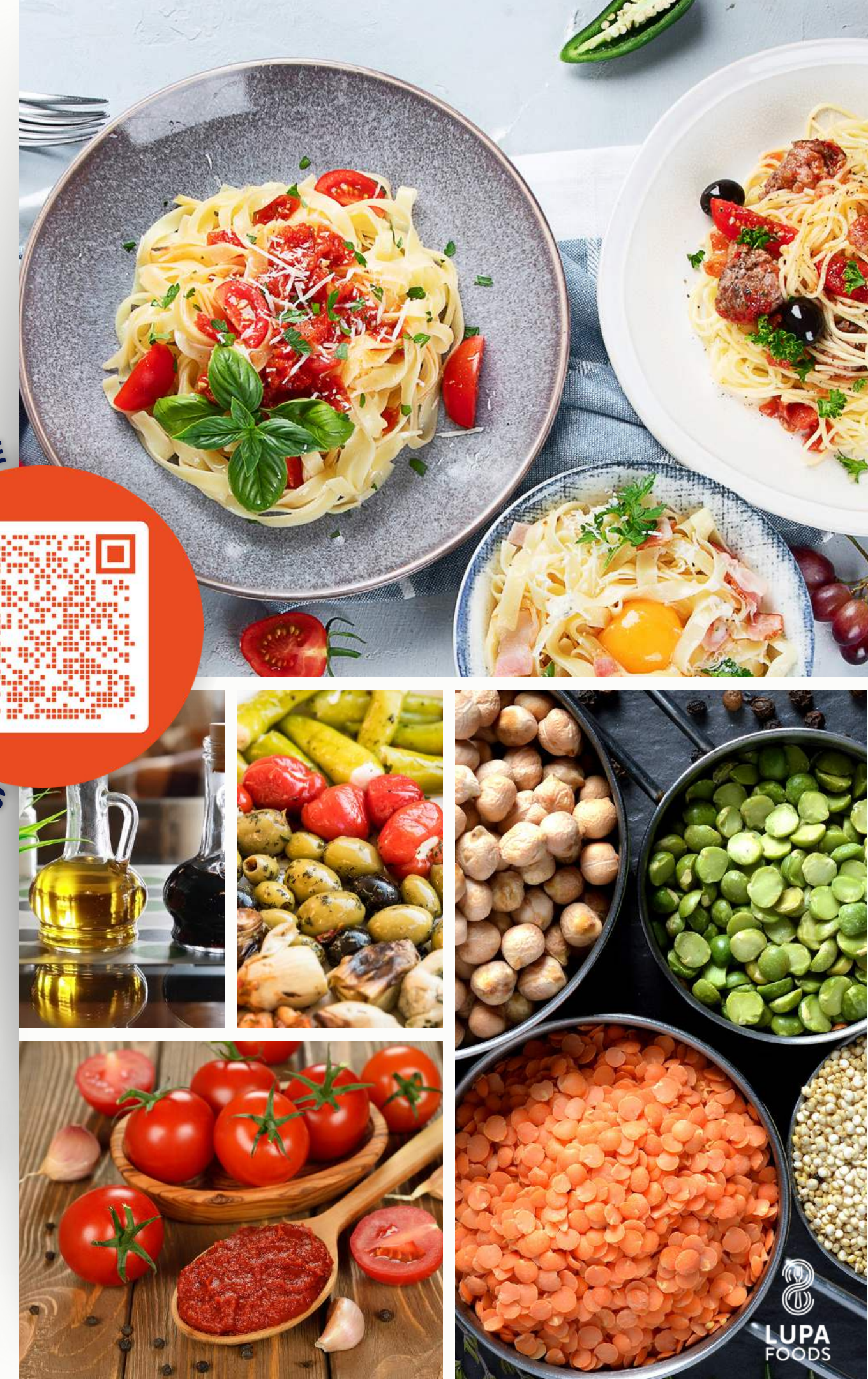
## Oriental

Noodles  
Sauces

## Free From

WowButter

SEARCH OUR PRODUCTS ONLINE



*Our catalogue is dynamic and changes, stocked items could have lead times and MOQ requirements.*



# SEASONAL CONTRACTING



CONTRACT  
START



PROSPECTING /  
CROP



CONTRACT  
CONFIRMATIONS

	January	February	March	April	May	June	July	August	September	October	November	December
UK SEASON												
PASTA												
COUSCOUS												
PULSES												
RICE												
OLIVES												
CAPERS												
TOMATOES												
SWEETCORN												
GHERKINS												
PEPPERS												
BEETROOT												
SAUERKRAUT												
JALAPENOS												

We offer a variety of contract lengths, ranging from months to years depending on the product and agreements in place.





READ ABOUT OUR SUSTAINABILITY JOURNEY



# 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.







# LUPA FOODS

Your partner in food since 1902



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## GET IN CONTACT

