

THE TOMATO PROCESSING INDUSTRY IN TURKEY



PLANTING	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
HARVESTING	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC

Production	2013	2014	2015
Volume of tomatoes processed (in metric tonnes)	2 150 000	1 800 000	2 700 000
Surface planted (in hectares)	32 000	29 000	n/a
Average field yield (in t/ha)	67	62	n/a
Average tomato price (for tomato paste in €/t field gate)	84	93	n/a
Number of growers	n/a	n/a	n/a
Number of processors	62	62	62

The volume of tomatoes processed in Turkey can vary greatly from year to year with between 1.2 and 2.7 million tonnes processed annually over the last five years.

Tomato production and processing are mainly situated in the region around Bursa, on the Marmara coast, and in the region of Balıkesir, Manisa and Izmir, along the North Aegean Coast. Altogether there are about 62 factories. The first plant was set up in 1955 in Bursa. The industry has greatly developed since then, which enabled the annual processing capacity to quickly reach 600 000 tonnes of paste.

Processing tomatoes are mainly grown on small farms. About 50-60% of the production is contracted between farmers and processors prior to planting. The seeds are then supplied by the processors, which explain why over 75% of the varieties used are hybrids, chosen because they produce

Trade balance

Tomato paste (HS 200290 in metric tonnes)	111 183	140 449	117 900
Canned tomatoes (HS 200210 in metric tonnes)	11 351	15 573	12 332
Tomato sauces (HS 2103 in metric tonnes)	28 361	24 263	21 731

tomatoes with a high dry matter content. Processors also provide technical assistance to the growers, supply fertilisers, advance payments and even pesticides if diseases appear. Almost all seedlings are supplied by nurseries. When there is no more risk of frost, within April, plants are transplanted into the fields. The harvesting season starts as early as mid-July in the South near Izmir while northern factories start at the beginning of August. By using very early varieties, the tomato season can begin at the end of July and last until mid October. Harvesting is mostly done by hand and in some parts mechanically. Most of the crop is drip-irrigated.

Factories are equipped with very modern and high performance technology. Big daily processing capacities absorb production peaks. Processing capacity is estimated at close to 62 000 t/day.

Turkey exports high quality products, notably to the Middle-East, Japan and Russia. The exports to the EU countries have fallen extensively in recent years due to the ineffectiveness of the Turkish duty-free tariff quotas. The country also has large domestic market estimated to be about 1.4 million tonnes equivalent fresh tomatoes mainly packed as canned paste and ketchup.



WPTC member (through AMITOM): SALKONDER (Tomato Paste, Frozen & Canned Foods Industry Association)

The Tomato Paste Exporters and Producers Association (SIID) joined AMITOM in 1980. The entity serves its mission with activities in three major groups. The basis of these groups of activities can be summarised as follows: Communication with the national government state on behalf of its members for the benefit and securing the rights of its members and the sector they are active in, organising internal meetings for cooperation; Developing and supervising the execution of agricultural research projects in cooperation with various universities; Initiating worldwide contacts for opening up to world markets and AMITOM membership for collaboration with European countries. The name of the association was changed to SALKONDER at the end of the year 2011, to widen the membership to cover more of the industry.