



# Tomatoes in the Netherlands

## Conference Antwerp

13th of April 2016

Arne van Aalst

Prominent Growers Association

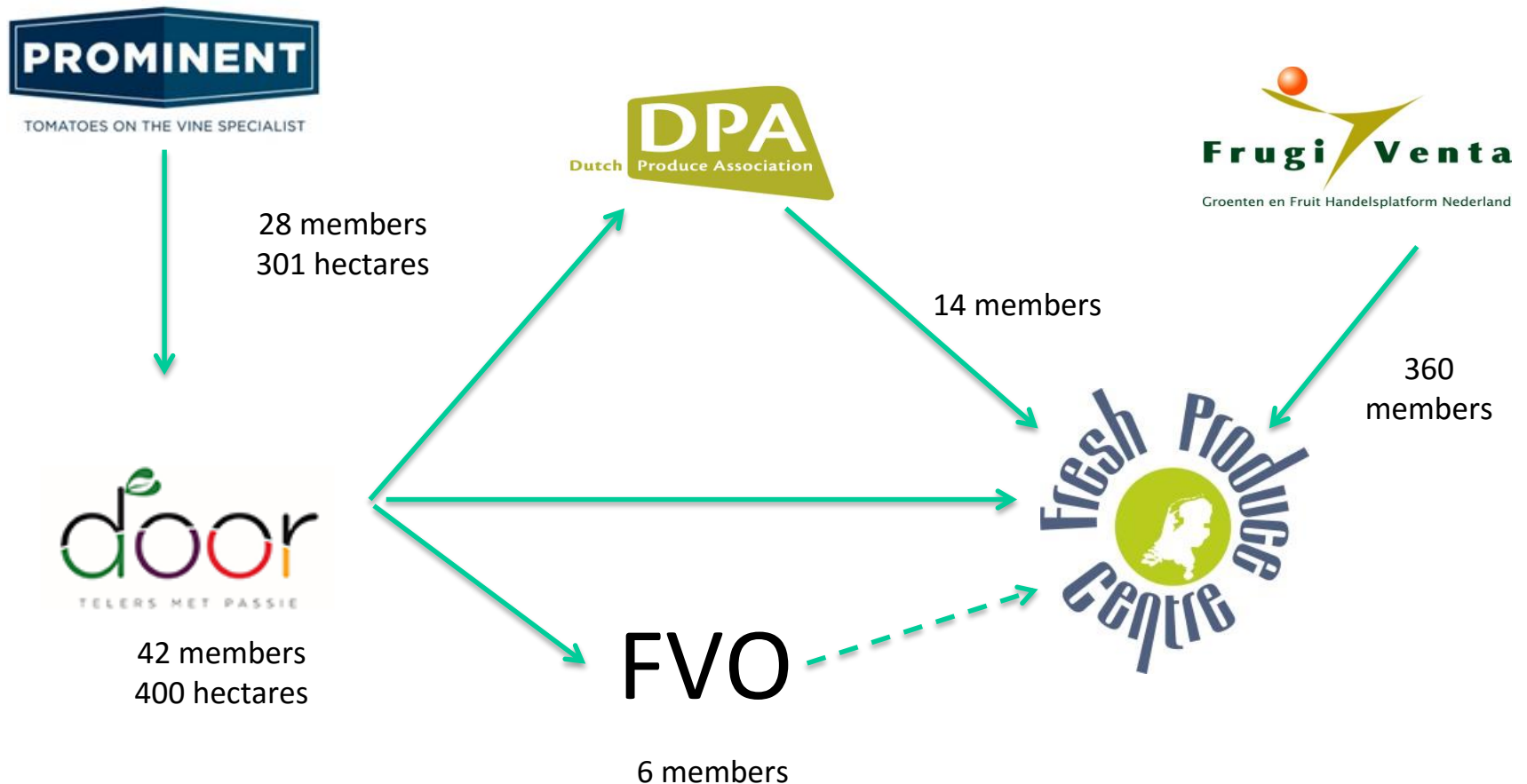
The Netherlands



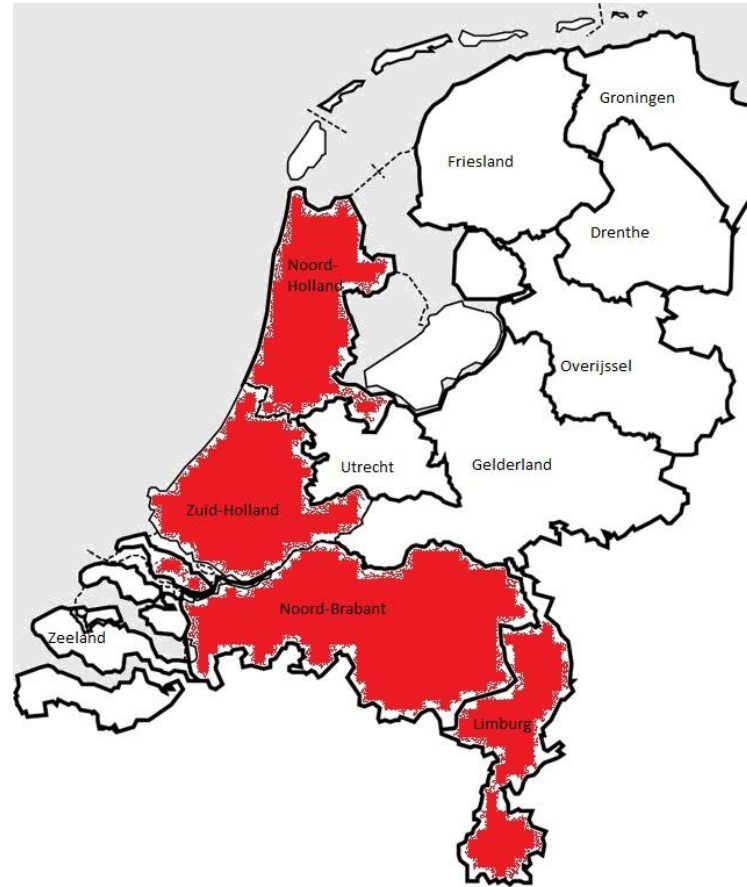
# Introduction CEO of Prominent: Arne van Aalst



# Structure in the Netherlands



# Production Areas Tomatoes The Netherlands



TOMATOES ON THE VINE SPECIALIST



# Organisation in the Netherlands

- 85% via Producer Organisations
  - 1513 ha of 1760 ha
  - 189 growers
  - Average 8 ha
- 15% not via Producer Organisations
  - 247 ha



# Marketing of products

- The clock is still a way of selling tomatoes, approximately 5-7% of the total volume.
- The other 93-95% is marketed mainly via direct sales on weekly bases through export companies (including the service providers).



# Surface in the Netherlands 2016

## Total Surface of 1760 ha

– Big cluster	427 ha
– Middle cluster	256 ha
– Small cluster	63 ha
– Cocktail cluster	230 ha
– Cherry cluster	127 ha
– Santa cluster	190 ha
– Round Loose tomatoes	243 ha
– Big loose tomatoes	48 ha
– Loose cherry	57 ha
– Specialty	44 ha
– Plum Mini/ Midi	20 ha



TOMATOES ON THE VINE SPECIALIST



# Surface and production in the Netherlands

Source CBS/GroentenFruit Huis

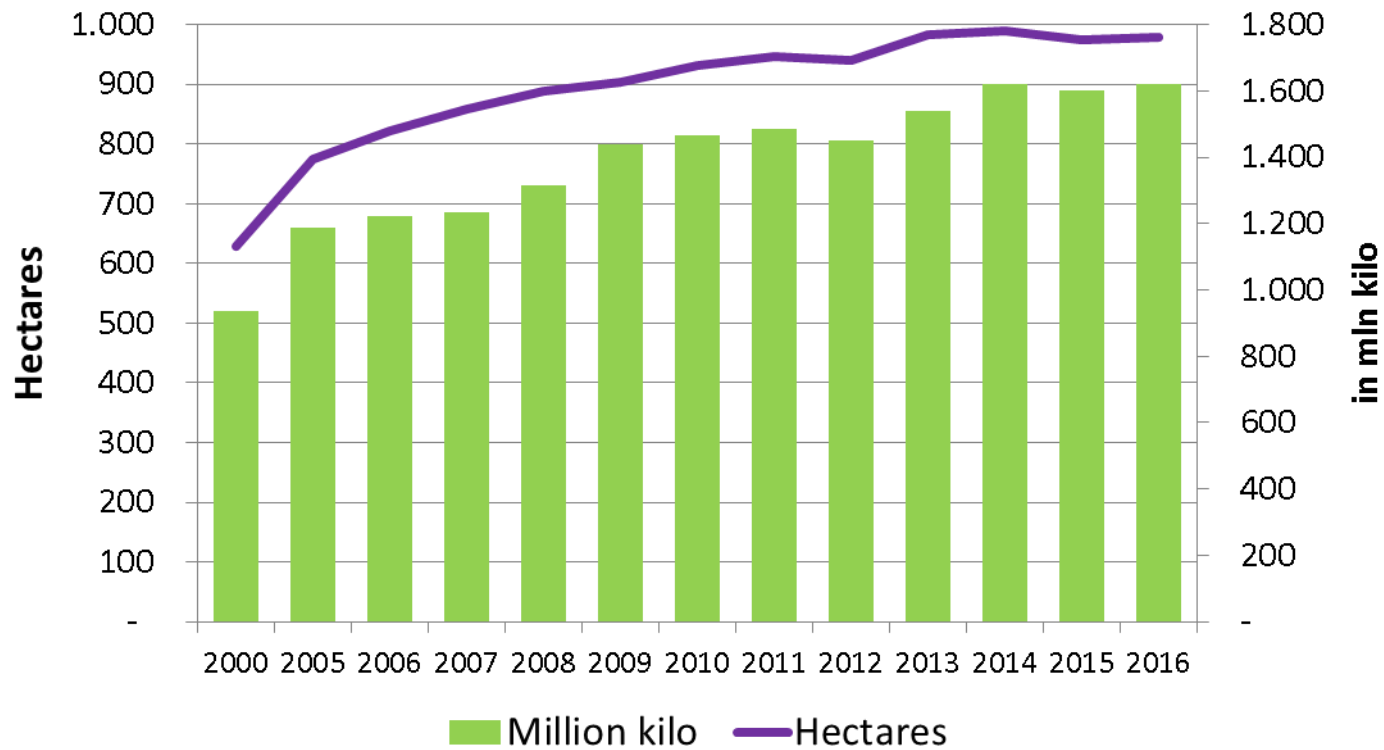
	Hectares	Million kilo
2000	1.133	520
2005	1.396	660
2006	1.481	680
2007	1.545	685
2008	1.600	730
2009	1.628	800
2010	1.676	815
2011	1.702	825
2012	1.691	805
2013	1.768	855
2014	1.780	900
2015	1.755	890
2016	1.760	900





# Surface and production in the Netherlands

Bron CBS/GroentenFruit Huis

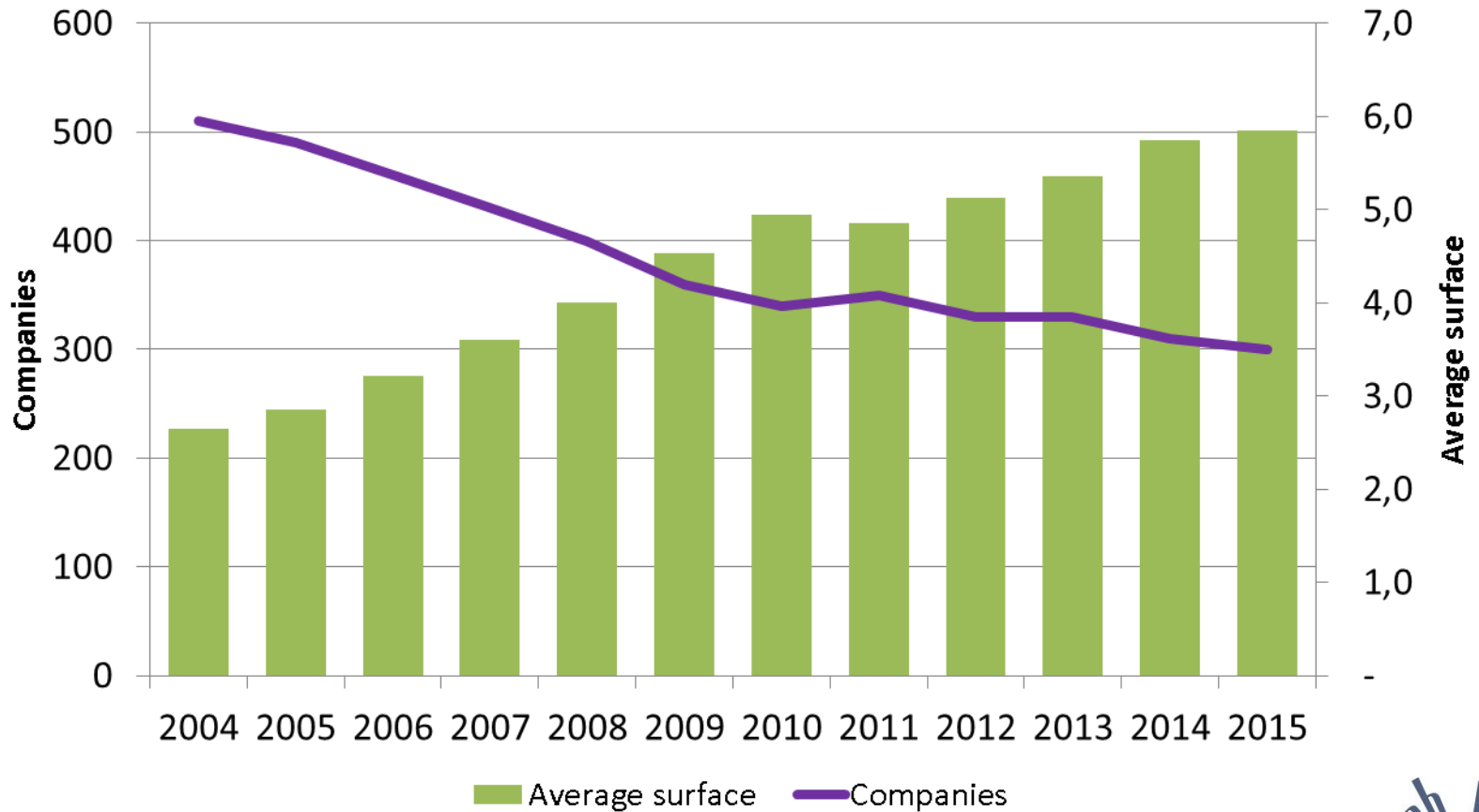


# Number of companies and average surface

- 2010
  - Total surface 1676 ha
  - Number of companies 340
  - Average surface 5 ha
- 2015
  - Total surface 1760 ha
  - Number of companies 300
  - Average surface 6 ha



# Number of companies and average surface 2004-15



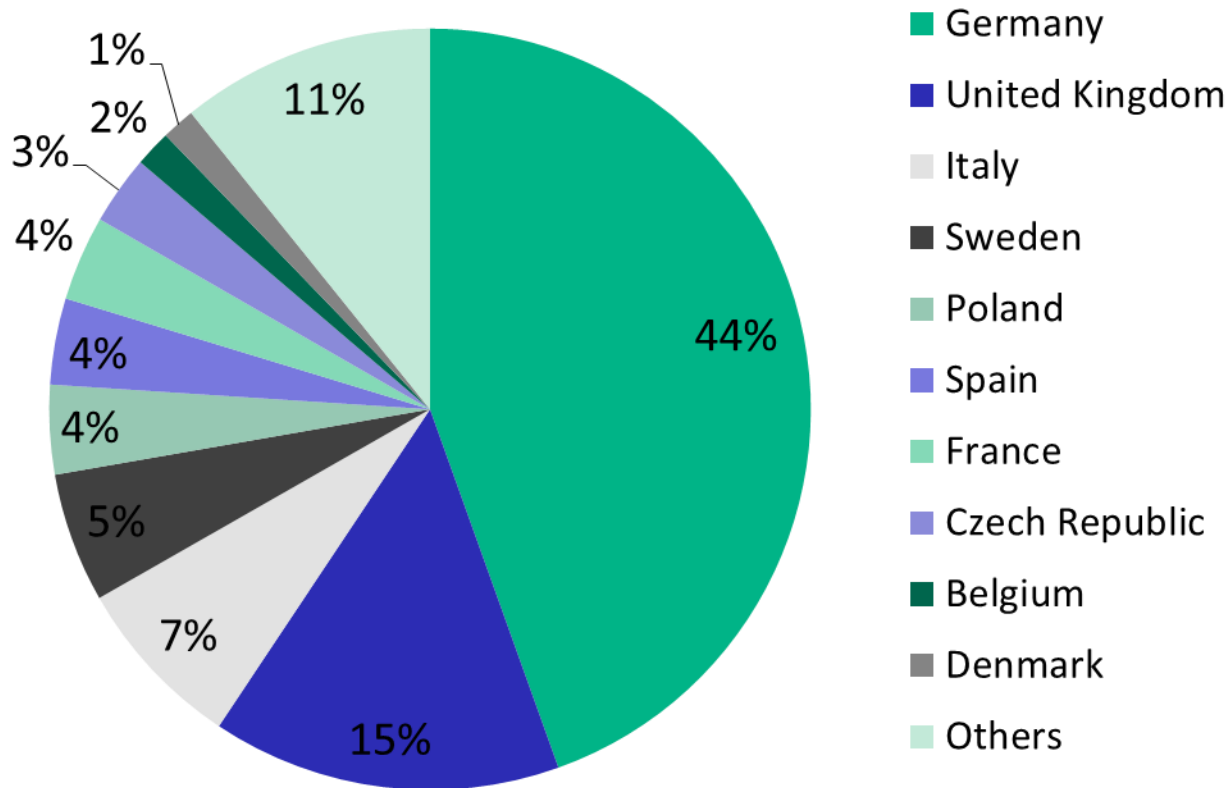
# Growing System

- Greenhouses in the Netherlands totally consists of glass.
- Mainly hydroponic, rockwool or coco peat.
- Bio is growing step by step due to market demands.



# Nearly 90% export (780 million kilo in 2015)

Source KCB/GroentenFruit Huis



# Future evolutions and expectations

- Bigger companies, economies of scale.
- More specialty tomatoes with excellent taste.
- Growth of bio tomatoes.
- Sustainable energy sources, geothermal energy.
- Developing to energy neutral production.
- Marketing input will increase.

