



FÉDÉRATION DES
TONNELIERS
DE FRANCE

LA FORCE D'UN SAVOIR-FAIRE

PRESS RELEASE

Tonneliers de France Business Improved in 2015

Paris – June 30, 2016 – After two years where performance remained unchanged, business improved for French cooperages in 2015.

The companies member of the Fédération des Tonneliers de France manufactured **592,300 barrels**, accounting for sales of **390.9 million euros**, an increase of **8.3% in volume** and **10% in value**.

Exports continued to be strong, with 381,000 barrels (64%), accounting for sales of 264.4 million euros (68%).

Barrel-making activity has become both very international and highly focused in **five countries that represent 80% of the world market**. The top 5 listed last year held their position and demonstrated the Old World's excellent resilience.

France continued to be market leader in volume, ahead of the United States. Spain was in third place, ahead of Australia and Italy. The sluggish markets seen for several years in the Southern hemisphere persisted, mainly due to the economy. The Asian market was still unstable.

Performance in Europe was naturally the result of higher quality and increased volumes for last year vintage. In the U.S. market, rising wine sales combined with a favorable exchange rate for the U.S. dollar encouraged winemakers to put in more orders.

As a result of the upswing, businesses in the industry have been recruiting. **Hiring rose 5%** in 2015.

The French cooperages are pleased to see recovery in the world market for wine barrels. However the cost of the raw material has never been as high or weighed so heavily on their margins.

To try to understand the various dimensions of the supply problem (political, economic, trade, etc.) and to be suitably represented, **some members of the Fédération des Tonneliers de France started the Syndicat des Mérandiers de France (Handsplit stave mill union)**. About half of "merrain" (Handsplit staves) produced in France in 2015 was by cooperages that have a stave mill. It is therefore legitimate for them to want a say in negotiations.

The 50 companies members of the Fédération des Tonneliers de France recently convened in a General Assembly in Cognac re-elected as president, Jean-Luc Sylvain, of the family cooperage Tonnellerie Sylvain.

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