



FÉDÉRATION DES
TONNELIERS
DE FRANCE

LA FORCE D'UN SAVOIR-FAIRE

PRESS RELEASE

Production Up Slightly in 2017

Exports softened downward domestic performance due to the emerging impact of bad weather conditions

Paris – June 28, 2018 – The Fédération des Tonneliers de France reports production up slightly in 2017. Member companies produced **615,385 barrels (+2.2%)**, for sales of **429 million euros (+4.6%)**, and therefore saw the rise that began in 2015 continue at a moderate pace.

In France, volumes fell 4.1% and sales dropped 2.2%. *“The frost that hit the majority of French vineyards in the spring of 2017 has had an impact on the domestic barrel market. But it’s on 2018 business performance that the repercussions will be felt most brutally,” explained Jean-Luc Sylvain, President of the Federation. “While Burgundy was spared and had an excellent season, the Southwest suffered a great deal. Cooperages in the region used the lack of operations as an opportunity to offer their employees training, with support, notably, by the Région Nouvelle-Aquitaine.”*

However, this downturn domestically was compensated by **exports, which in 2017 accounted for nearly 68% of the volumes produced and over 70% of sales.** With a 6.4% increase in volume and a 7.1% increase in value, French coopers continue to be top performers internationally. In the United States, which continues to be the leading market after France, the rise in volume was 5.4% and the rise in value was 9.3%. This was followed by Spain, up 8.4% in volume and up 3.3% in value, and Australia, where an amazing year explains a major increase (+13.5% in volume and +17.7% in value). Italy, which was also impacted by bad weather, fell from third to fifth in ranking, with a decline of 12.7% in volume and 10.2% in value.

The growing demand for large containers observed over the last two years has been confirmed, up 9.5% in 2017.

“The French cask market is now mature,” notes Jean-Luc Sylvain. “Now, year-to-year variations have more to do with climatic variations than with structural market changes.”

Meeting in a general assembly on June 15, Les Tonneliers de France unanimously re-elected its president to a fourth term.

The Federation also approved the formation of a new commission devoted to training. The profession intends to give itself the means to preserve a unique know-how recognized the world over by strengthening both initial and continuous training. It will thereby guarantee a workforce of excellence which, as much as its raw material, contributes to the prestige of French cooperage.

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