



FÉDÉRATION DES
TONNELIERS
DE FRANCE

LA FORCE D'UN SAVOIR-FAIRE

PRESS RELEASE

French Cooperage Industry Remains Stable in 2019

Paris – September 29, 2020 – Earnings in the French cooperage industry remained stable in 2019, despite a strained world environment. Production by the 58 member companies of the Fédération des Tonneliers de France totalled **658,000 casks, accounting for sales totalling 494.4 million euros.**

A favorable cognac market pushed sales of new barrels in the French domestic market up 4.9%. Exports, accounting for 65% in volume, fell slightly, down 2.2%.

A 4.5% rise in value resulted from sharp interest in large casks. The French domestic market rose 8.6% and export sales were up 2.7%.

France continues to hold lead position in the Top 5 Markets (35% in volume and 32% in value), followed by the United States, (28% in volume and 30% in value), then further behind by Spain (8% in volume and 7% in value), and Australia and Italy (6% in volume and 6% for both countries).

The European markets combined rose 3% in volume and 8% in value. The countries in the Southern Hemisphere, with the exception of New Zealand, all declined in 2019. China fell sharply (down 27% in volume).

With sales totalling 1,810 units (down 3%), the trend in the market for large containers (700 liter and higher capacity vats and foudres) must be viewed with caution because it tends to be an irregular market. In 2018, the market for large containers rose a sharp 21%. This is nearly constant when compared on a hectoliter basis.

"We were afraid 2019 would be a tough year, especially because of the fires in California and then in Australia. But earnings in Europe made up for the declines in those markets," said Jean-Luc Sylvain, President of the Fédération des Tonneliers de France. *"In spite of the pandemic, we expect the same thing in 2020. Our customers are constantly committed to giving their wines the best conditions for maturing. However, we're much more concerned about 2021. Many customers will face cash flow problems due to falling sales. It's unlikely they'll be able to place the same orders with us."*



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