

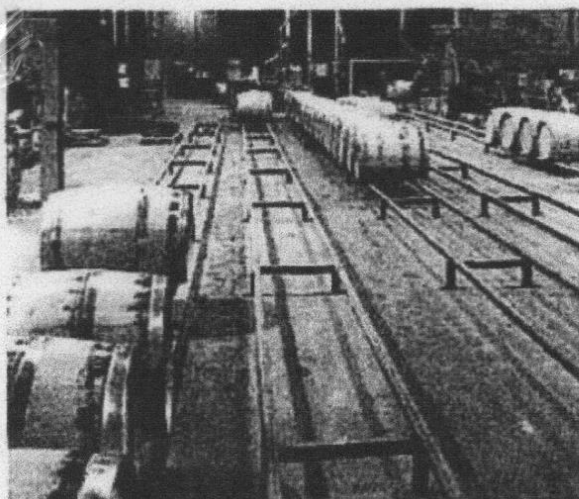
WINES & VINES

USA - 01 10 2015

FRENCH BARREL SALES SLIP, U.S. DEMAND STILL STRONG

In June, the Fédération des Tonneliers de France reported that it enjoyed another stable year, thanks to growing sales in the United States. The group, which represents 51 coopers in France, reported its members sold 524,500 barrels worth 342 million euros (or \$382 million).

According to a statement released by the federation, total sales volume slipped 3% compared to the previous year because of



less demand from wineries in the southern hemisphere and China.

A normal harvest in France and a second good year of sales in the United States limited the overall decline. Exports accounted for 66% of total volume, or 236 million euro (\$263 million) of total sales. Wineries in France, the United

States, Australia, Italy and Spain account for 80% of the global barrel market for French oak barrels.

The federation also noted that the sale of large-format barrels is on the upswing, growing 7% to 24 million euros (\$27 million) last year. Just 17 of the group's members produce large-format barrels, but these coopers produced approximately 1,000 of them in 2014.