



## OAK PRICING & PORTFOLIO

2020 PACIFIC NORTHWEST USA

*Barrels / Puncheons / Casks / Ovals / Alternatives / Tannins*

**\*Cyril Caplet 2019**

3<sup>rd</sup> "Meilleur Ouvrier de France"  
award for Tonnellerie Billon

*French Oak / Hungarian Oak / Austrian Oak / American Oak  
Eastern European Oak / French Acacia / Austrian Acacia*

*A commitment to quality and customer service*

**DAMY**  
MEURSAULT - FRANCE

TONNELLERIE  
*Billon*  
BEAUNE - FRANCE

**maury&fils**  
TONNELLIERS À BORDEAUX DEPUIS 1893

  
CANADELL

  
MASTER  
COOPERS™

CHÊNE-oelogie  
FRENCH OAK TANNIN

  
SCHNECKENLEITNER  
Binderei  
Austria

EUROPEAN  
HUNGARY  
COOPERS



This unique label ensures a high quality barrel's traceability, drying, technical features and respect for tradition.

Tonnellerie Billon is part of the PEFC (Programme for the Endorsement of Forest Certification) which is the world's largest forest certification system that promotes sustainable forest management.

#### STYLISTICALLY



*Billon barrels are most well known for respecting the wine and being true to the varietal by showcasing the fruit on the nose and palate as well as offering tremendous length and enhanced minerality.*



#### STRONG POINTS

- Forest origin and special barrels
  - Special barrels: Select and Richelieu
- Partnered with stave mill in the Jura region of France:
  - Merrains du Jura
- Independently owned and part of Les Tonnelleries de Bourgogne
- Fire bent or steam bent and fire toasted barrels
- Offers French acacia barrels
- Offers French oak barrels, puncheons and casks (225L - 820L)



#### NEW

SUBTIL

Optional pre-toasting  
technique



## 2020 BILLON USA PRICES

PLACE YOUR ORDER BY MAY 15 AND TAKE DELIVERY BY AUGUST 1 TO  
SAVE 60 € PER FRENCH OAK BARREL

ALL BARRELS FROM BOUCHARD COOPERAGES  
CAN BE COMBINED FOR VOLUME PRICE DISCOUNTS

Product	Qty	FRENCH OAK	FRENCH ACACIA	<div>SUBTIL</div> <div>+15 €</div> <div>A proprietary pre-toasting technique unique to Tonnellerie Billon that aims to remove the harsher tannins and organoleptic material from the wood in order to have faster integration and a more subtle impact of the oak and toast. This technique maintains Billon’s signature long finish and lift on the palate.</div> <div>(Available from 225L &amp; 228L - 300L)</div>		
Bordeaux Export (225L)	1-15	902 €	766 €			
	16-30	894 €	756 €			
	31-50	887 €	751 €			
	25/27 mm staves, 6/8 galvanized hoops	51-75	882 €			744 €
	76-1C	874 €	739 €			
Champagne Export (200L or 205L)	1-15	866 €	730 €	<div>Select</div> <div>+93 €</div> <div>Special selection of Extra Tight Grain from a blend of French forests, minimum of 30 months air dry, intended for longer aging.</div> <div>(Limited quantities available)</div> <div>(Available from 225L &amp; 228L - 500L)</div>		
	25/27 mm staves, 6/8 galvanized hoops	16-30	858 €			720 €
	For 34 mm staves, please add 77€ per barrel	31-50	851 €			715 €
		51-75	846 €			708 €
		76-1C	838 €			703 €
265L Export	1-15	943 €	800 €	<div>Richelieu</div> <div>+81 €</div> <div>A unique blend of oak from small micro climates within three of the finest forests in France. One forest contributes a noted minerality, another imparts structure, texture and spice, while the third brings softness, freshness and elegance.</div> <div>Its proprietary toasting was developed specifically for bolder red varietals and blends.</div> <div>Minimum of 3 year air-dried staves, and 4 year air-dried heads.</div> <div>(Available from 225L &amp; 228L - 500L)</div>		
	Burgundy sized heads and Bordeaux	16-50	933 €			793 €
	length staves, 25/27 mm staves,	51-75	923 €			787 €
	6/8 galvanized hoops	76-1C	913 €			779 €
300L Puncheon	1-3	1,038 €	905 €			
	4-35	1,028 €	894 €			
	25/27 mm staves, 8 galvanized hoops	36-53	1,020 €	887 €		
350L Puncheon	1-3	1,162 €	1,008 €			
	4-35	1,156 €	1,005 €			
	27/29 mm staves, 8 galvanized hoops	36-53	1,145 €	993 €		
400L Puncheon	1-2	1,314 €	1,171 €			
	3-20	1,301 €	1,165 €			
	27/29 mm staves, 8 galvanized hoops	21-53	1,292 €	1,154 €		
500L Puncheon	1-2	1,499 €	1,327 €			
	3-20	1,484 €	1,313 €			
	30/32 mm staves, 8 galvanized hoops	21-53	1,479 €	1,306 €		
FRENCH OAK CASKS						
Product	600L	700L	820L			
32 mm staves, 8 galvanized hoops	1,602 €	1,746 €	2,008 €			
45 mm staves, 8 galvanized hoops	2,048 €	2,192 €	2,454 €			
BARREL OPTIONS				FOREST ORIGIN	TOAST LEVELS	
Name	200-265L	300-500L	600-820L	Allier	Light	
Billon Subtil	+15 €	+18 €	-	Vosges	Light Long	
Head Toasting (All forests)	+10 €	+14 €	+21 €	Nevers	Medium	
3 Year Air Dry (All forests)	+22 €	+24 €	+52 €	Jura	Medium Long	
4 Year Air Dry (Allier, Jura, Vosges)	+47 €	-	-	Chatillon	Medium Plus	
5 Year Air Dry (Very limited availability)	+57 €	-	-	Bourgogne	Heavy	
Burgundy Batard (4 chestnut hoops)	+22 €	-	-	Eastern European		
Burgundy Château (8 chestnut hoops)	+44 €	-	-	*Offered at -90€		
Black Hoops	+22 €	+57 €	-			

Exclusive forest origins such as Tronçais, Bertranges, Jupilles and Citeaux are available for an additional charge.

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TONNELLERIE  
**Billon**  
BEAUNE - FRANCE

To qualify for an early delivery price, your order must be confirmed by May 15 and delivered by August 1.

All prices above are listed in Euros (€) and include delivery to our Portland, OR warehouse.

Free winery delivery and price discounts are available for full container purchases. Please inquire.

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### HISTORY

Tonnellerie Damy is a third generation cooperage located in Meursault, Burgundy that was founded in 1946 by M. Roger Damy and produces premium traditional forest origin barrels, puncheons and casks (225L - 860L) sourced from different French forests.

### TODAY

Tonnellerie Damy is now managed by Jérôme Damy who, like his father Jacques Damy in 1976, was awarded the Meilleur Ouvrier de France award in 2007. Tonnellerie Damy along with sister company Tonnellerie Billon form Les Tonnelleries de Bourgogne or translated "The Cooperages of Burgundy", one of the few suppliers still able to offer oak selection by forest origin.

Since 1997 barrels produced at Damy are CTB certified (fûts de traditions Française - traditional French barrels) which is a unique label, ensuring a high quality barrel's traceability, drying, technical features and respect for tradition.

Tonnellerie Damy is part of the PEFC (Programme for the Endorsement of Forest Certification) which is the world's largest forest certification system that promotes sustainable forest management.

Tonnellerie Damy is one of the most renowned Burgundian Cooperages. The barrels are synonymous with the world's greatest Chardonnays and Pinots and are featured in many Côtes de Beaune and Nuits domaines. The distinctive and delectable house style is the reason you will find Damy barrels in many wineries around the world.

### STYLISTICALLY

*Damy barrels have a stunning ability to soften tannins and provide a creamy, rounded mid-palate, whilst supporting and enhancing fruit sweetness to complement both white and red wines with a variety of forest origins.*



### STRONG POINTS

- Forest origin and special barrels
  - Special barrels: Rouge, R2, Estrella and Exclusive
- Partnered with stave mill in the Jura region of France:
  - Merrains du Jura
- Independently owned and part of Les Tonnelleries de Bourgogne
- Fire bent and fire toasted barrels
- Offers French oak barrels, puncheons and casks (225L - 860L)



Merrains du Jura



### NEW

*Délicat*

- Optional barrel finishing technique
- **NEW** Light Long Plus Toast

## 2020 DAMY USA PRICES

PLACE YOUR ORDER BY MAY 15 AND TAKE DELIVERY BY AUGUST 1 TO  
SAVE 60 € PER FRENCH OAK BARREL

ALL BARRELS FROM BOUCHARD COOPERAGES  
CAN BE COMBINED FOR VOLUME PRICE DISCOUNTS

Product	Qty	FRENCH OAK
<b>Bordeaux Export (225L)</b> <b>Burgundy Export (228L)</b> 25/27 mm staves, 6/8 galvanized hoops	1-15	902 €
	16-30	894 €
	31-50	887 €
	51-75	882 €
	76-1C	874 €
<b>Champagne Export (200L or 205L)</b> 25/27 mm staves, 6/8 galvanized hoops For 34 mm staves, please add 77€ per barrel	1-15	866 €
	16-30	858 €
	31-50	851 €
	51-75	846 €
	76-1C	838 €
<b>265L Export</b> Burgundy sized heads and Bordeaux length staves, 25/27 mm staves, 6/8 galvanized hoops	1-15	943 €
	16-50	933 €
	51-75	923 €
	76-1C	913 €
<b>300L Puncheon</b> 25/27 mm staves, 8 galvanized hoops	1-3	1,038 €
	4-35	1,028 €
	36+	1,020 €
<b>350L Puncheon</b> 27/29 mm staves, 8 galvanized hoops	1-3	1,162 €
	4-35	1,156 €
	36+	1,145 €
<b>400L Puncheon</b> 27/29 mm staves, 8 galvanized hoops	1-2	1,314 €
	3-20	1,301 €
	21+	1,292 €
<b>500L Puncheon</b> 30/32 mm staves, 8 galvanized hoops	1-2	1,499 €
	3-20	1,484 €
	21+	1,479 €

### FRENCH OAK CASKS

Product	600L	700L	860L
32 mm staves, 8 galvanized hoops	1,602 €	1,746 €	2,058 €
45 mm staves, 8 galvanized hoops	2,048 €	2,192 €	2,504 €

### BARREL OPTIONS

Name	200-265L	300-500L	600-820L
DAMY Délicat	+15 €	+18 €	-
Head Toasting (All forests)	+10 €	+14 €	+21 €
3 Year Air Dry (All forests)	+22 €	+24 €	+52 €
4 Year Air Dry (Allier, Jura, Vosges)	+47 €	-	-
5 Year Air Dry (Very limited availability)	+57 €	-	-
Burgundy Batard (4 chestnut hoops)	+22 €	-	-
Burgundy Château (8 chestnut hoops)	+44 €	-	-
Black Hoops	+22 €	+57 €	-

### FOREST ORIGIN

- Allier    ■ Jura    ■ Eastern European
- Vosges    ■ Chatillon    \*Offered at -90€
- Nevers    ■ Bourgogne

Exclusive forest origins such as Tronçais, Bertranges, Jupilles and Citeaux are available for an additional charge.



**Délicat**  
+15 €

A proprietary barrel finishing technique unique to Tonnellerie DAMY that aims to soften the initial presence of the oak and elevate the integration and harmony between the fruit, oak and toast. This technique maintains DAMY's signature mid-palate volume and roundness.

(Available from 225L & 228L - 500L)



**Exclusive**  
+93 €

Limited quantities. Created especially for powerful, grand-cru style wines. Extra tight grain from a melange of the finest French forests. Optimal seasoning and proprietary toast. Brings a restrained, fruit-forward elegance.

(Available from 225L & 228L - 500L)



**Estrella 45\***  
+22 €

Specifically developed to honor the character of Rhône varietals (red and white). Extra tight grain French oak from a premier French forest and single supplier. 36 months seasoning. Proprietary Toast. Reveals fruity notes and sweetness on the nose; silky smooth tannins on the palate with volume and freshness.

(Available from 225L & 228L - 500L)



**Rouge (R or R2)**  
+62 €



A hand-selected blend of extra tight grain French oak all sourced from one long term respected supplier. 36 months seasoning. Proprietary Toast. A stronger end toast is used to help develop structure in bolder red wines.

(Available from 225L & 228L - 500L)

### TOAST LEVELS

- Light    ■ Medium Long
- Light Long    ■ Medium Plus
- Light Long Plus    ■ Heavy
- Medium





## HISTORY

Tonnellerie Maury & Fils is a traditional fourth generation cooperage that originated along the "quai des chartrons quartier" of Bordeaux in 1893. It is in this area of the city along the Garonne river that wine barrels were loaded onto ships and exported to Britain and soon after, around the world.

Tonnellerie Maury specializes in the 225L Bordeaux barrel but also makes sizes up to 500L puncheons based on different oak grain tightnesses originating from different French oak forests from the center of France.

## TODAY

Tonnellerie Maury is now managed by Mathieu Maury who is a fourth generation cooper. Mathieu has a very strong reputation and image in the local Bordeaux market where 90% of his barrels are sold to Grand Cru Classé Châteaux in the region.

Mathieu's proximity to Bordeaux has allowed the brand to position itself as a preferred partner rather than a mere provider to Bordeaux's greatest Châteaux.

Tonnellerie Maury is part of the PEFC (Programme for the Endorsement of Forest Certification) which is the world's largest forest certification system that promotes sustainable forest management.

## STYLISTICALLY

*Maury barrels focus on fruit purity, expression, aromatics and structure. The barrels allow the fruit to remain in focus while providing lift and fullness. They are delicate enough for a lighter vintage but have enough personality and impact to excel in warmer vintages and richer wine styles.*



## STRONG POINTS

- Reputation is built on 225L Bordeaux style barrels
- Barrels are categorized on grain tightness and all of the oak comes from the center of France
- Special Toast,  $mc^2$

$$\sqrt{\text{maury}} = mc^2$$

- Fire bent and fire toasted barrels
- Offers French oak barrels and puncheons (225L - 500L)




## 2020 MAURY USA PRICES

PLACE YOUR ORDER BY MAY 15 AND TAKE DELIVERY BY AUGUST 1 TO  
SAVE 52 € PER FRENCH OAK BARREL

ALL BARRELS FROM BOUCHARD COOPERAGES  
CAN BE COMBINED FOR VOLUME PRICE DISCOUNTS

Product	Qty	FRENCH OAK 24 MONTHS AIR DRY
<b>Bordeaux Export (225L)</b> 25/27 mm staves, 8 galvanized hoops	1-11 12-49 50-149 150+	966 € 956 € 945 € 935 €
<b>Bordeaux Export Thin Stave (225L)</b> 20/22 mm staves, 8 galvanized hoops	1-11 12-49 50-149 150+	977 € 967 € 957 € 947 €
<b>Bordeaux Château Ferré (225L)</b> Barre crossing heads, no chestnut hoops, 22mm staves, 8 galvanized hoops	1-11 12-49 50-149 150+	1,012 € 1,002 € 992 € 981 €
<b>Bordeaux Château (225L)</b> Barre crossing heads, chestnut hoops, 22mm staves, 8 galvanized hoops	1-11 12-49 50-149 150+	1,047 € 1,037 € 1,026 € 1,015 €
<b>265L Export</b> Burgundy sized heads and Bordeaux length staves 25/27mm staves, 8 galvanized hoops	1-11 12-69 70+	1,036 € 1,014 € 1,004 €
<b>300L Hogshead</b> 25/27mm staves, 8 galvanized hoops	1-11 12-53 54+	1,064 € 1,054 € 1,043 €
<b>350L Hogshead</b> 25/27mm staves, 8 galvanized hoops	1-11 12-53 54+	1,133 € 1,123 € 1,112 €
<b>400L Puncheon</b> 25/27mm staves, 8 galvanized hoops	1-5 5+	1,262 € 1,245 €
<b>500L Puncheon</b> 25/27mm staves, 8 galvanized hoops	1-5 5+	1,488 € 1,470 €

BARREL OPTIONS	MC <sup>2</sup>	TOAST LEVELS
<b>Name</b>  3 Year Air Dry +33 € Extra Tight Grain +40 € Head Toasting No Charge Black Hoops +23 €  ■ 600L Demi-Muid available upon request  ■ Limousin or open grain French oak for spirits and wine available upon request	 $\sqrt{5} = mc^2$ <p>+40 €</p> <p>A unique extended light long double toasting technique that caters to an elegant and fresh expression of the varietal and promotes the vineyard's typicities and complexities.</p> <p>(Available on all barrel sizes)</p>	■ Medium ■ Medium Long ■ Medium Plus

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### HISTORY

European Coopers Hungary is a premium Hungarian cooperage that produces Hungarian oak barrels (225L - 500L). The cooperage is located two hours south of Budapest and is proud of remaining independent since its establishment in 1997. With over forty years of experience, Master Cooper Kristof Flodung has been at the heart of European Coopers Hungary since day one in 1997.

### TODAY

European Coopers Hungary was co-founded by three respected Italian winemaking families that were searching for premium Hungarian oak for their wines. Vincent Bouchard is involved as a consultant on toasting and barrel technicalities.

After opening its markets and becoming part of the EU in 2004, there has been a resurgence in demand for Hungarian oak on the international wine scene.

European Coopers Hungary produces premium Hungarian oak barrels that are everything you would expect from a quality-driven artisan cooper.

Kristof and his team control the entire process in house, from sourcing and selecting 100% Hungarian logs from Hungary's best forests in the Zemplen and Mecsek hills, to seasoning the staves, and producing and finishing the barrels.

### STYLISTICALLY

*European Coopers Hungary barrels are either coopered exclusively with oak from the forests of Tokay, Mecsek or a blend of both forests. Tokay offers elegance and a fine tannin profile while Mecsek offers phenolic richness and palate weight.*



### STRONG POINTS

- Hungarian oak barrels and a special barrel  
- Special barrel: Kristof
- The sourcing, cutting, splitting and ageing of the wood and coopering of the barrel is all done internally
- Independently owned cooperage
- Only 3-Year air dried oak
- Fire bent and fire toasted barrels
- European Coopers Hungary purchases logs from parts of the Mecsek and Tokay forests that have the FSC certificate and the Natura 2000 certificate which both promote sustainable forest management
- Offers Hungarian oak barrels and puncheons (225L - 500L)





# 2020 EUROPEAN COOPERS USA PRICES

ALL BARRELS FROM BOUCHARD COOPERAGES CAN BE COMBINED FOR VOLUME PRICE DISCOUNTS

Product		Qty	HUNGARIAN OAK 36 MONTHS AIR DRY		
Bordeaux Export (225L)		1-10	586 €		Bordeaux Château (225L) +60 € 4 chestnut hoops, barre crossing heads, 20/22 mm staves, 6/8 galvanized hoops
Burgundy Export (228L)		11-30	577 €		
		31-67	571 €		
25/27 mm staves, 6/8 galvanized hoops		68-1C	562 €		
Bordeaux Export Thin Stave (225L)		1-10	561 €		Bordeaux Château Ferré (225L) +30 € Barre crossing heads, no chestnut hoops 20/22 mm staves, 6/8 galvanized hoops
		11-30	551 €		
20/22 mm staves, 6/8 galvanized hoops		31-67	545 €		
		68-1C	537 €		
265L Export		1-10	637 €		<div></div> <div>+50 €</div> <p>Named for Master Cooper Kristof Flodung, the Kristof barrel is a blend of extra tight grain from the finest selections of Mecsek and Tokay. The staves are aged for a minimum of 3 years and the heads 4–5 years. All three toasting options are finished with a proprietary process developed for deeper penetration, subtlety and elegance.</p> <p>(Available from 225L &amp; 228L - 500L)</p>
Burgundy sized heads and Bordeaux length staves, 25/27 mm staves, 6/8 galvanized hoops		11-30	627 €		
		31-50	621 €		
		51-1C	607 €		
300L Hogshead		1-10	669 €		
		11-30	662 €		
25/27 mm staves, 6/8 galvanized hoops		31-50	656 €		
		51-1C	646 €		
350L Puncheon		1-10	721 €		
		11-25	714 €		
27 mm staves, 8 galvanized hoops		26-45	708 €		
		46-1C	703 €		
400L Puncheon		1-8	849 €		
		9-16	838 €		
27 mm staves, 8 galvanized hoops		17-25	833 €		
		26-1C	826 €		
500L Puncheon		1-8	1,015 €		
		9-16	1,002 €		
27 mm staves, 8 galvanized hoops		17-25	997 €		
		26-1C	992 €		
OAK SELECTIONS					SPECIAL SIZES
Name	Forest Origin	Grain Width	Air Dry		Price
Tokay	Tokay Mountains	< 1.5 mm	36 months	60L	280 €
Tokay Blend	2/3 Tokay, 1/3 Mecsek	1.5-2.0 mm	36 months		
Hungarian	Blend of Tokay and Mecsek	1.5-3.0mm	36 months	110L	362 €
Mecsek Blend	1/3 Tokay, 2/3 Mecsek	2.0-3.0 mm	36 months		
Mecsek	Mecsek Hills	2.0-3.0 mm	36 months	600L	1,099 €
BARREL OPTIONS			TOAST LEVELS		
Name	200-265L	300-500L			
Head Toasting	+10 €	+13 €			
Tokay Oak (extra fine grain)	+22 €	+30€			
2/3 Tokay Oak Selection	+11 €	+13 €			



## MASTER COOPERS



### HISTORY

After 36 years of passion and dedication to the cooperage business, Vincent Bouchard put his signature on a barrel under his Master Coopers brand.

Master Coopers strives for the integration of wood and wine throughout the 5 stages of tasting: the nose, the front palette, the mid palette, the finish and what in Italy is called the "retro-gusto" where the wine comes back after drinking or spitting. The integration is balanced in a way that shows a reverence for fruit and terroir.

What distinguishes the Master Coopers brand is the unique proprietary way the barrels are toasted.

### MADE IN AMERICA

Vincent Bouchard partnered with one of North America's premier cooperages to cooper the "Made in America" American Oak barrels.

The proprietary toasting process is much longer than the traditional toasting time and done at a lower flame, designed to optimize the essence of American oak while minimizing its undesirable characteristics. That means more subtle oak nuances that lift the fruit and broaden the palate; and less aggressive lactones with no overt oakiness, plankyness or dill.

### STYLISTICALLY

*Proprietary toast deepens and enhances finesse, elegance and length on French oak and decreases presence of whiskey lactones on American oak.*

### PRODUIT DE BOURGOGNE

Working closely with a selected Burgundian Cooper with whom he has had the longest relationship, the barrels feature 100% 3-year air dry French oak from specially selected premier forests, and are available in both Slow Blue and Slow Red toasts:

- Slow Blue for Chardonnay and other whites
- Slow Red for Pinot Noir and other delicate/aromatic reds.



### STRONG POINTS

- Proprietary toast
- Blending of different French forests for the Slow Red and Slow Blue French oak barrels
- State specific forests used for American oak barrels:
  - Minnesota
  - Missouri
- Available in 225L or 228L
- Fire & steam bent barrels
- 3-year air dry and tight grain available upon request





## Made in America

### Burgundy Export (228L)

25/27 mm staves, 6 galvanized hoops

### Bordeaux Export (225L)

25/27 mm staves, 6 galvanized hoops

### Bordeaux Export Thin Stave (225L)

20/22 mm staves, 6 galvanized hoops

AMERICAN OAK  
24 MONTHS AIR DRY

\$475

\$475

\$485

■ The prices above are listed in USD (\$) and include delivery to our Napa Valley warehouse.

■ Made in America.

#### BARREL OPTIONS

#### OAK SELECTIONS

#### TOAST LEVEL

##### Name

Slow-growth American white oak of the highest quality is seasoned for a minimum of 2 years and sourced from:

Toasted heads	No Charge
Steam Bending	No Charge
3-Year Air Dry	+\$30
Tight grain Missouri Oak	+\$30
Extra-tight grain Minnesota Oak	+\$30

##### Missouri

Missouri oak offers sweetness and vanilla notes.

##### Minnesota

Minnesota oak is the tightest grained, providing elegance and depth.

The proprietary toasting process, developed personally by Vincent Bouchard, is much longer than the traditional toasting time and done at a lower flame, designed to optimize the essence of American oak while minimizing its undesirable characteristics.

That means more subtle oak nuances that lift the fruit and broaden the palate and less aggressive lactones with no overt oakiness, plankiness or dill. Heads are toasted.

## Produit de Bourgogne

#### Qty

FRENCH OAK  
36 MONTH AIR DRY

#### TOAST LEVEL

### Burgundy Export (228L)

25/27 mm staves, 8 galvanized hoops

1-15

918 €

16-30

911 €

31-50

904 €

51+

899 €

- Slow Blue Medium
- Slow Blue Medium Long
- Slow Red Medium Long
- Slow Red Medium Plus

■ All prices above are listed in Euros (€) and include delivery to our Portland, OR warehouse.

■ Made in France.



## HISTORY

Fassbinderie Schneckenleitner is a fifth generation Austrian artisan family run cooperage that is located in Waidhofen/Ybbs, located in the foothills of the Austrian Alps. The cooperage was founded in 1628 and the Schneckenleitner family has been at the helm of the cooperage since 1880. Schneckenleitner produces premium quality puncheons and large format vessels and they are best known for their ovals and casks or rounds as they call them. The oak for these ovals and rounds (10 HL - 60 HL) are either sourced 100% in Austria or are made from a mix of Eastern European oak.

## TODAY

Fassbinderie Schneckenleitner is managed by Paul Schneckenleitner, who is a fifth generation Master Cooper from the Schneckenleitner family. Before managing the family cooperage, Paul gained invaluable experience by working in several Burgundy and Cognac based cooperages.

Schneckenleitner buys entire oak logs from forests they have been working with for generations. The logs are brought to their production site and the splitting, preparing and air drying of the wood is done on site. They offer two different assortments of 100% Austrian oak. The first is Manhartsberg / Ybbstal oak, which comes from a forest next to the Kamptal winemaking region next to Vienna. They also cooper vessels made from tight grain Weidling Oak that is sourced from forests in southern Austria.

## STYLISTICALLY

*Schneckenleitner has built their reputation on the production of their large format ovals and puncheons which are found in many of Europe's finest cellars. Because of the large format, the incredibly long and low toast, and significantly long air-drying time results in extremely low impact ovals, rounds and puncheons that respect the wine's fruit, freshness and minerality, while allowing for some natural micro-oxidation to occur. Their large format vessels work both on white and red wines.*



## STRONG POINTS

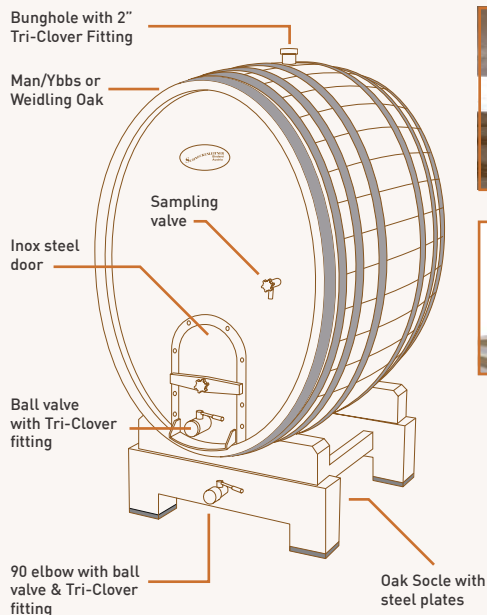
- Independently family-owned artisanal cooper where all important steps are still done by hand
- Reputation built on 10HL - 60HL+ Ovals and Rounds
- Also coopers 45 mm thick stave puncheons and conicals
- Directly buys and handles logs at stave mill located at the cooperage
- Air drying of oak is done on site
- Selection of 100% Austrian oak: Manhartsberg / Ybbs or Weidling Oak
- Long air drying time for wood preparation
- House toasts are the: AOC (Austrian Oak Complex) and AOE (Austrian Oak Elegance)



## 2020 SCHNECKENLEITNER USA PRICES

CASKS	LITRES (L)	GALLONS (G)	BILGE HEIGHT (IN)	BILGE DIAMETER (IN)	HEAD HEIGHT (IN)	HEAD DIAMETER (IN)	LENGTH OF STAVES (IN)	STAVE THICKNESS (MM)	MANN/YBBS OR ACACIA	WEIDLING OAK
500L	500	132	-	-	-	-	-	29	-	1,695 €
600L	600	159	-	-	-	-	-	29	-	1,995 €
700L	700	185	-	-	-	-	-	29	-	2,395 €
800L	800	211	-	-	-	-	-	29	-	2,695 €
10HL	1000	264	49.2	49.2	42.9	47	51.2	47	8,912 €	9,119 €
13HL	1300	343	53.5	53.5	46.1	47	54.7	47	10,094 €	10,364 €
15HL	1500	396	55.1	55.1	48.4	50	59.1	50	10,835 €	11,146 €
20HL	2000	528	60.6	60.6	53.5	52	63.4	52	12,696 €	13,110 €
25HL	2500	660	65.7	65.7	57.9	57	68	57	14,590 €	15,107 €
30HL	3000	793	69.6	69.6	61.4	60	72	60	16,366 €	16,986 €
OVALS	LITRES (L)	GALLONS (G)	BILGE HEIGHT (IN)	BILGE DIAMETER (IN)	HEAD HEIGHT (IN)	HEAD DIAMETER (IN)	LENGTH OF STAVES (IN)	STAVE THICKNESS (MM)	MANN/YBBS OR ACACIA	WEIDLING OAK
10HL	1000	264	57.8	41.7	53.1	48	51.2	48	9,091 €	9,298 €
12.5HL	1250	330	61	43.3	56.3	48	53.5	48	10,058 €	10,316 €
15HL	1500	396	66	46.8	62.2	50	55.5	50	11,071 €	11,382 €
20HL	2000	528	74	50.7	68.9	53	60.2	53	13,093 €	13,506 €
25HL	2500	660	80.3	56.3	74.4	55	62.2	55	15,078 €	15,595 €
30HL	3000	793	84.3	58.3	78	57	67.7	57	17,048 €	17,669 €

### OVAL WITH STANDARD ACCESSORIES



- Oval vertical/horizontal door available upon request.
- Partial or full discharge valves, sample port and manhole available on 5, 6, 7 or 8 HL casks. Available on request.
- Additional sizes up to 60HL available on request, as well as conical upright tanks for aging and maturation.

### CASK & OVAL OPTIONS

#### 500L - 800L OPTIONS

Outlet Connection 1" With Cap	105 €
45mm Thick Stave	495 €
Wooden Cradle	445 €

#### 10HL - 60HL OPTIONS

Top Manhole with TC fitting and pressure compensating valve	Varies on size
Painted Hoops	489 €
Cooling Plate	Varies on size
Colmatore	188 €
Laser Engraving	390 €
Thermometer with immersion sleeve	390 €
Thermometer without immersion sleeve	165 €
1x Oak Support Bar on Head	495 €
2x Oak Support Bar on Head	950 €

### OAK SELECTIONS

#### Manhartsberg/Ybbstal oak

A local forest located in the Kamptal wine growing region next to Vienna

#### Weidling oak

Selection of fine grain oak from a forest in Southern Austria

### TOAST LEVELS

#### AOC

Austrian Oak Complex which is slightly bolder and more structural on the palette

#### AOE

Austrian Oak Elegance which is a slightly softer, more transparent and showcases more fruit and removes more tannin from the wood



## HISTORY

Merrandier Canadell was established in 1940 by Lauriano Canadell in Trie-sur-Baïse in France's Hautes Pyrénées department. For four generations and over sixty years, Canadell has been providing staves of the highest quality to the largest and most prestigious cooperages around the world for barrel making. In 2000 Canadell launched their own line of fine oak alternative products for winemaking which include fans, chips, dominos and barrel inserts.

## TODAY

Canadell is currently managed by Jacques Canadell and his son Frédéric. Canadell is one of the oldest and largest customers of France's Office National des Forêts (ONF).

With two stave mills in France and connections to France's most prestigious forests, Canadell uses strict proprietary toasting regimens to carefully craft a complete line of oak alternatives.

Canadell oversees the entire manufacturing process of its oak alternative products for full traceability, from selecting trees in the forest to seasoning, splitting, air drying, toasting and the final packaging of the product. Canadell is part of the PEFC (Programme for the Endorsement of Forest Certification) which is the world's largest forest certification system that promotes sustainable forest management.

## STYLISTICALLY

*The Canadell product line includes powder and chips for use during fermentation and post ferment aging, to dominoes and staves, which best showcase the qualities of French oak and show characters remarkably similar to barrel aging. Canadell bridges the gap between barrels and oak alternatives.*



## STRONG POINTS

- Company historically is a merrandier, ensuring control of its oak alternative product line from the source: the oak tree
- Complete in house integration from when oak is cut to packaging
- Independently owned
- Large selection of alternative products and toast levels
- Staves are evenly spaced and air dried outside in the elements for optimal ventilation and seasoning
- Fire toasted and convection toasted staves
- Chips • Dominos
- Barrel inserts (through head of barrel)





## 2020 CANADELL USA PRICES

FRENCH OAK TANK STAVES			< 1 PALLET	1 PALLET	2-5 PALLETS	6+ PALLETS
Standard Staves 23.5 ft² per fan 20 staves per fan 2 fans per bag 120 bags per pallet	Toasted (L, M , M+)	Per bag	\$198.00	\$193.00	\$191.00	\$189.00
		Per fan	\$99.00	\$96.50	\$95.50	\$94.50
	Long Toast					
		Per bag	\$214.00	\$209.00	\$207.10	\$204.00
		Per fan	\$107.00	\$104.50	\$103.55	\$102.00
Thick Staves 16.4 ft² per fan 12 staves per fan 2 fans per bag 100 bags per pallet	Fire Toasted (M , M+)	Per bag	\$305.00	\$300.00	\$295.00	\$289.00
		Per fan	\$152.50	\$150.00	\$147.50	\$144.50
	Thick Staves (Long Toast)					
		Per bag	\$287.00	\$281.00	\$278.00	\$274.00
		Per fan	\$143.50	\$140.50	\$139.00	\$137.00
BARREL INSERTS (THROUGH THE HEAD)			< 1 PALLET	1 PALLET	2-5 PALLETS	6+ PALLETS
11.8 ft² each, sold individually 20 half-staves per system (installation not included)	Toasted (L, M , M+)	Per barrel	\$85.00	\$84.00	\$82.00	\$79.00
	Long Toast	Per barrel	\$91.00	\$89.00	\$87.00	\$85.00
	Fire Toasted (M , M+)	Per barrel	\$111.00	\$110.00	\$106.00	\$102.00
FRENCH OAK DOMINOES			< 1 PALLET	1 PALLET	2-5 PALLETS	6+ PALLETS
6.4 in² each 22 lbs per bag 60 bags per pallet	Toasted (L, M , M+)	Per bag	\$189.00	\$184.00	\$182.00	\$179.00
		Per lb	\$8.59	\$8.36	\$8.27	\$8.14
	Long Toast	Per bag	\$211.00	\$205.00	\$202.00	\$201.00
		Per lb	\$9.59	\$9.32	\$9.18	\$9.14
FRENCH OAK CHIPS			< 1 PALLET	1 PALLET	2-5 PALLETS	6+ PALLETS
French Oak CHIPS 22 lbs per bag 60 bags per pallet	Toasted (L, M , M+)	Per bag	\$88.00	\$85.00	\$82.00	\$80.00
		Per lb	\$4.00	\$3.86	\$3.73	\$3.64
	Long Toast	Per bag	\$98.00	\$94.00	\$91.00	\$89.00
		Per lb	\$4.45	\$4.27	\$4.14	\$4.05
French Oak CHIPS HIGH IMPACT	Fresh	Per bag	\$84.00	\$80.00	\$78.00	\$75.00
		Per lb	\$3.82	\$3.64	\$3.55	\$3.41
Made from Toasted Staves 22 lbs per bag 60 bags per pallet	Toasted (L, M , M+)	Per bag	\$88.00	\$85.00	\$82.00	\$80.00
		Per lb	\$4.00	\$3.86	\$3.73	\$3.64
French Oak CHIPS MATRIX Proprietary Blend of Chips & Mini-Chips / 22 lbs per bag / 60 bags per pallet	Toasted (L, M , M+)	Per bag	\$82.00	\$79.00	\$76.00	\$74.00
		Per lb	\$3.73	\$3.59	\$3.45	\$3.36
	Fresh	Per bag	\$78.00	\$74.00	\$72.00	\$70.00
		Per lb	\$3.55	\$3.36	\$3.27	\$3.18
French Oak MINI-CHIPS 22 lbs per bag 60 bags per pallet	Toasted (L, M , M+)	Per bag	\$89.00	\$86.00	\$84.00	\$81.00
		Per lb	\$4.05	\$3.91	\$3.82	\$3.68
	Fresh	Per bag	\$85.00	\$81.00	\$79.00	\$77.00
		Per lb	\$3.86	\$3.68	\$3.59	\$3.50

- All Canadell products can be combined for volume price discounts.
- Bulk pricing available upon request.



# CHÊNE-oelogie

FRENCH OAK TANNIN

By:



GROUPE OENOLOGIQUE

## CHÊNE-OEOLOGIE



FRANCE

### HISTORY

Chêne-oelogie French Oak Tannin is a partnership between Vincent Bouchard from Bouchard Cooperages and Mikael Reduil from First Oak. Mikael Reduil is a 6th generation Cognac producer, viticulturer and consulting oenologue and produces a wide array of oenological products under his brand First Oak, which was founded in 2008 and is based right outside of Cognac.

Due to Mikael's close proximity and connections with France's Cognac and Bordeaux based cooperages, he is able to source pieces of French oak left from cooperages' stave production for a premium, 100% French Oak tannin product line. As a result, Mikael's raw ingredients for French Oak tannin production is of the highest quality.

### TODAY

Chêne-oelogie French Oak Tannin by First Oak is a premium toasted and untoasted French oak tannin product line that is produced in Cognac and is applicable to treating a wide variety of alcoholic beverages. The addition of the French oak tannins can be done at different stages of the alcohol's production process.

### STYLISTICALLY

*Chêne-oelogie French Oak tannin acts on the palate with regard to a beverage's integration and structure profile. It does NOT take the place of oak alternatives or barrels and does NOT impact the beverage's aromatic or color profile.*

#### STRUCTURE

Untoasted French oak tannin that can be used on thin wines that would benefit from tannin structure, the frameworiking of fruit and palate length.

#### EXCELLENCE

Toasted French oak tannin that helps soften the wine's structure. It performs on brighter more elegant and complex wines and adds sweetness and roundness.




### STRONG POINTS

- 100% water soluble Premium French oak tannin for alcoholic beverage production
- Made from two natural products:
  - French Oak
  - Demineralized water
- Chêne-oelogie Excellence Tannin: Toasted French oak tannin
- Chêne-oelogie Structure Tannin: Untoasted French oak tannin
- Up to 2 years shelf life
- Chêne-oelogie French Oak tannin is suitable for use in beverage production and complies with 27 CFR 24.246 of the Alcohol, Tobacco Tax & Trade Bureau (TTB) Electronic Code of Federal Regulations e-CFR when used at our recommended dosage rates.



## 2020 CHÊNE-OEOLOGIE USA PRICES

PRODUCTS	PRICE	UNITS	PACKAGING
<b>Excellence</b> Tannin has been extracted from oak that has been toasted. Helps soften the wine's structure. Performs on brighter, more elegant and complex wines and adds sweetness and roundness.	\$495 \$247.50	1 kg 0.5 kg	
<b>Structure</b> Tannin has been extracted from oak that is untoasted. Can be used for wines that are thin and would benefit from tannin structure, the frameworking of fruit and palate length.	\$345 \$172.50	1 kg 0.5 kg	

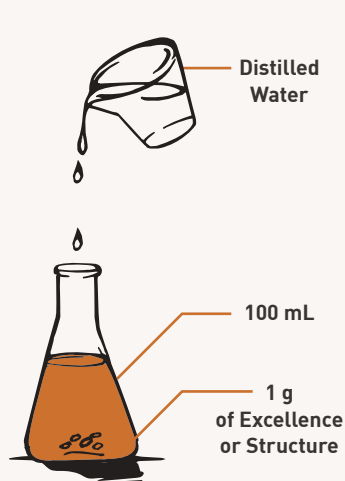
### PRICE COMPARISON SCENARIO

Chêne-oologie Dosages = 2 g/HL:	Excellence	Structure
1kg of French oak tannin	\$495.00	\$345.00
Costs per lb	\$225.00	\$156.80
HL of wine that can be treated	500 HL	500 HL
L of wine that can be treated	50,000 L	50,000 L
Gallons of wine that can be treated	13,208.6 gallons	13,208.6 gallons
Cost per HL of wine	\$0.99	\$0.69
Cost per Gallon of wine	\$0.037	\$0.026
Cost per L of wine	\$0.01	\$0.0069

### USAGE

#### STEP 1

Prepare a 10 g/L French oak tannin extract solution by mixing 100mL of pure dissolved water or wine to 1g of Excellence or Structure French oak tannin.

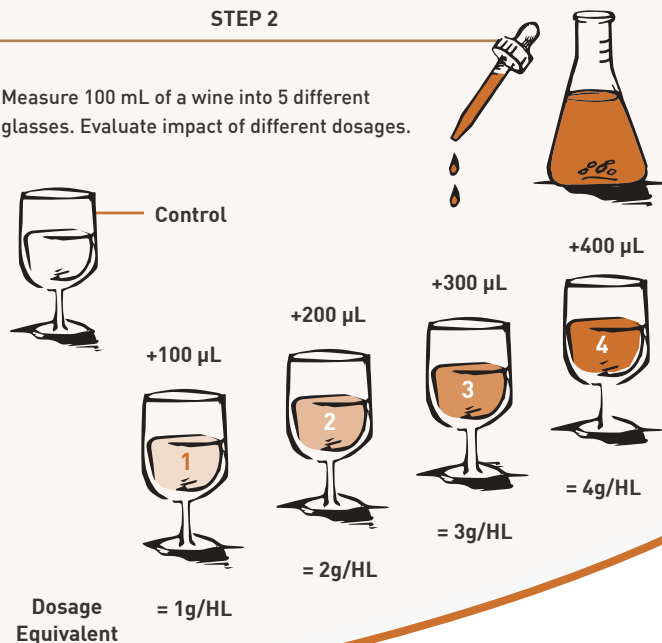


1 HL	100 L
1 HL	26.4 Gallons
1 L	0.264 Gallons
1 L	1000 ml
1 mL	1000 µL, ppm or microliters
1 kg	2.2 lbs

\*For mixing purposes, the dry oak tannin can be mixed into an aqueous or wine based solution (1 kg per 20L) to facilitate the mixing of the product into wine tanks or other holding vessels.

#### STEP 2

Measure 100 mL of a wine into 5 different glasses. Evaluate impact of different dosages.

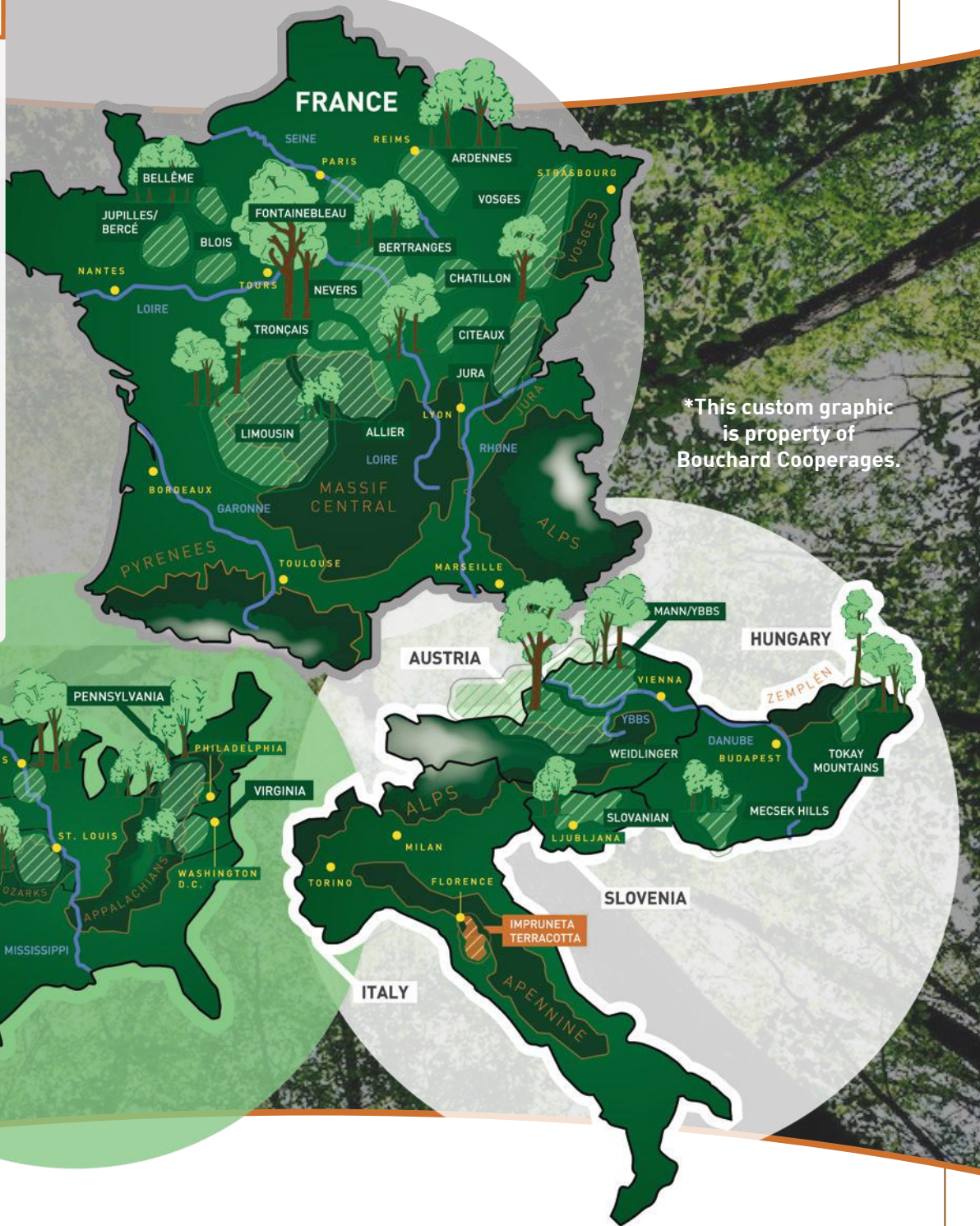


# FOREST ORIGINS

## FRENCH FORESTS

1. **Jupilles/Bercé** 5,400 ha
2. **Bellême** 2,400 ha
3. **Blois** 2,800 ha
4. **Limousin** 568,000 ha
5. **Allier** 122,000 ha
6. **Tronçais** 10,500 ha
7. **Fontainebleau** 17,000 ha
8. **Nevers** 225,000 ha
9. **Bertranges** 10,000 ha
10. **Ardennes** 36,140 ha
11. **Chatillon** 9,000 ha
12. **Cîteaux** 13,284 ha
13. **Vosges** 280,000 ha
14. **Jura** 180,000 ha

\*ha = generalized hectares of forest that includes other trees besides oak.

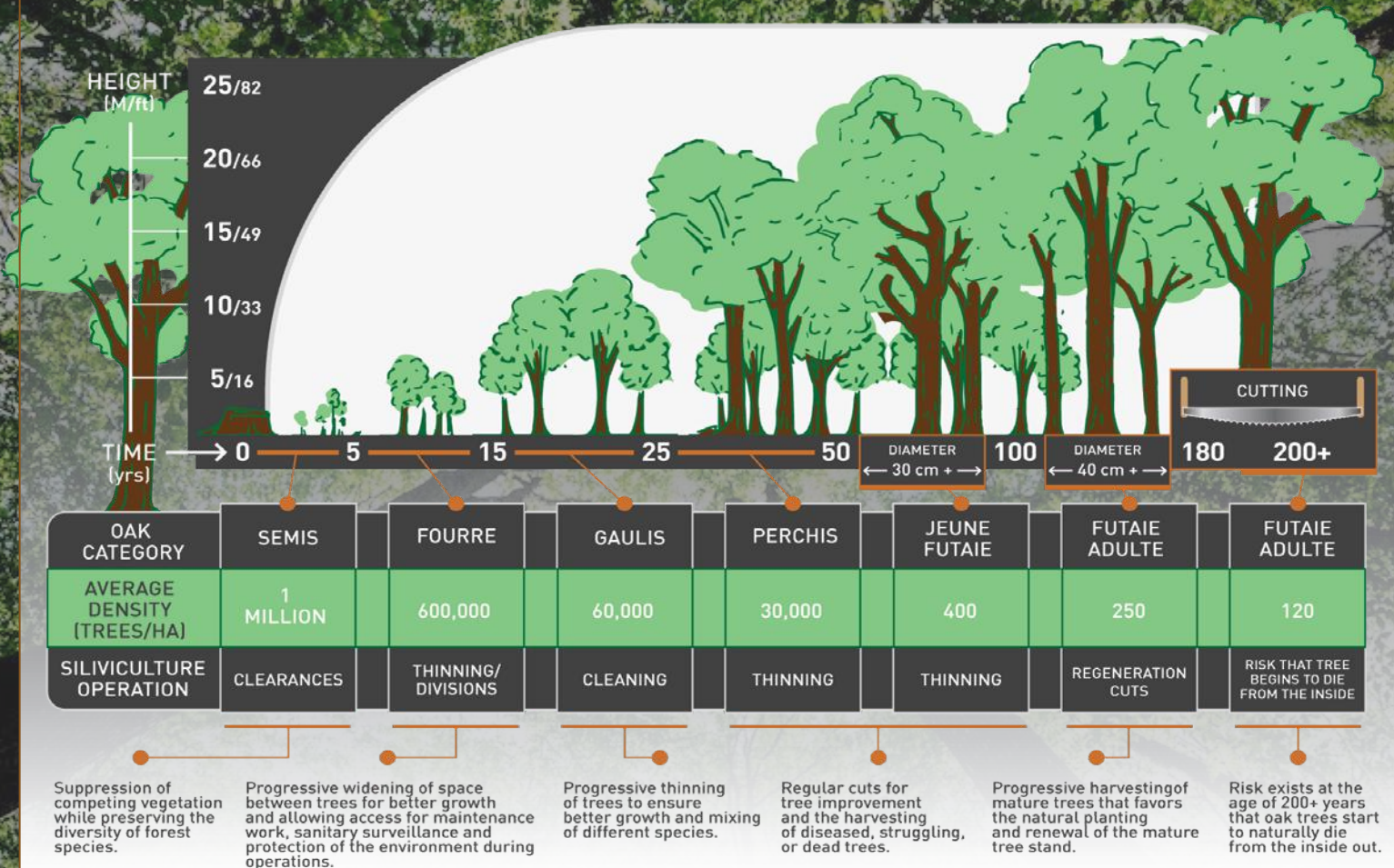




# FUTAIE GROWTH MAP

## OAK TREE CATEGORIES AND LIFE STAGES

\*This custom graphic is property of Bouchard Cooperages.







TONNELLERIE  
*Billon*  
BEAUNE - FRANCE

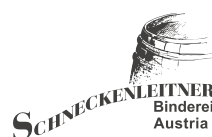
**DAMY**  
MEURSAULT - FRANCE



  
**CANADELL**



**CHÊNE-oelogie**  
FRENCH OAK TANNIN



**EUROPEAN  
HUNGARY  
COOPERS**

*A commitment to quality and customer service*

