



TONNELLERIE
VINCENT
DARNAJOU

ARTISAN



JUNE 2019 - NEWSLETTER

WWW.TONNELLERIEDARNAJOU.COM

Dear Friend, Dear Client,

The 2017 vintage proved a tricky one for many of us. During that period, we set up at the cooperage a large-scale skills and projects development plan in order to be ready with you and raring to go in 2018.

The 2018 growing season enjoyed kinder weather conditions and led to an attractive vintage that holds great promise.

With the values that we hold dear and a deep-rooted culture of human relations honed over many years, we have continued this year to fine-tune our skills and develop projects in order to anticipate even better the new developments on the horizon and to meet your specific requirements.

During 2018-2019, we once again benefited from strong financial support from institutional investors, the Région Nouvelle Aquitaine and Opcalia.



This aid and the confidence our area has shown in us have proved most valuable in enabling the development of projects, skills and jobs and helped reaffirm our conviction that the path we are on is the right one.



2019, THE YEAR OF THE ALLIANCE,
FOR A LONG-TERM FUTURE

For two generations now, Tonnellerie Darnajou has consistently exercised a "reasoned" development in order to exert full control over its process and guarantee a high level of quality.

Early 2019, we decided to join the TFF group in order to commit the business to a long-term future. This operation will enable us in particular to enjoy greater serenity and develop a more global, long-term way of thinking for the supplies of very high quality oak.

Our choice was a renowned player in the cooperage world, a one hundred year-old family-run group, which shares our values and demands the same high standards of quality.

This alliance was established respecting the savoir-faire and the culture of our company.

The TFF group offers the possibility of support in administrative and regulatory matters, but the degree of independence of each cooperage in the group is strong, and we are able to ensure wholly that our identity, our path forward, and our professional practices are preserved.

Our identity depends most especially on our supplies of wood, which we have always selected with great care within a framework of very rigorous specifications.

We naturally continue to work with our historic oak merchant suppliers in order to guarantee the continuity of these choices.

You are well aware that the quality of our work has always been at the core of the process and that respect is a value of ours that we have imposed at every level of the company (respect for people, the material, the product and our clients) and this in a permanent quest for improvement and perfection.

Since joining the group, we have succeeded in demonstrating to you our continuing pursuit of this philosophy, and you can rest assured that we will continue to be fully committed to this for many years to come.



CERTIFICATION OF THE HIGHEST STANDARDS:
TONNELLERIE DARNAJOU ISO 22000
HAS BEEN VALIDATED!

We are delighted to announce that we acquired this certification at the end of 2018! We announced last year that we wished to acquire **ISO 22000-2005** certification, so that we may now officially guarantee you the level of quality and traceability that we have been implementing for many years in the past.

This certification should allow us to have greater control over our risks and to be attentive to all our interested parties.

ISO 22000 is the first international norm for the implementation of a Food Management Safety system.

The primary objective of this norm is to guarantee healthy, safe products. It therefore means that we can guarantee the safety of our products and thereby ensure the safety of our and your clients.

ISO 22000 is based on a systematic and systemic analysis of the risks relating to inputs, operations, infrastructures and products as a whole.

The success of our project is due to the active involvement of the teams and the management; and this strengthens our culture of prevention and our commitment to continuous improvement that are part and parcel of our DNA.





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NEWS ABOUT OUR SKILLS DEVELOPMENT PROJECT

2018 has once again been a year of implementation of training schemes. We have especially worked on optimisation of flows, olfaction, wood expertise as well as digitalisation and collective intelligence.

We have also continued to work on our integration programmes in the area of working in the field, involving training in workplace situations, largely consisting of apprenticeship and co-development schemes combined with the finely-tuned awareness and reflexivity of real work. This programme has enabled us to maintain and develop skills and the employability of all the teams in order to offer you products and services of the highest quality.



THE "BT" BARREL BECOMES 1976

You are, I'm sure, aware that supplies of wood from the Tronçais forest are difficult to ensure, and that the expected quantities cannot be supplied every year to meet market demand. This year, we were unable to obtain the necessary woods to establish our barrel named "BT" from this forest. But we are continuing to work towards the safeguarding of our purchases from these prestigious forests for the years to come with the support of the TTF group.

Eager to meet your requirements and with our proven capacity to adapt, we have worked to offer you an equivalent product for 2019. 1976 is born.

The year 1976 was an important, symbolic year in the history of Tonnellerie Darnajou: Pierre Darnajou was awarded the prestigious title of "Meilleur Ouvrier de France", he created his own workshop at Lalande de Pomerol, and it was the year of birth of his son Vincent, to whom he passed on his passion for coopering.

1976 was designed with that passion. The expertise, attention to detail and the permanent observation that Vincent dedicates to wood, have enabled him to select a forest with neighbouring characteristics.

This barrel, with a profile very close to that of the BT, comes from a blend of 70% Bercé forest with a seasoning time of at least 24 months, together with 30% Les Colettes forest. This forest, located towards the south of the Allier department, brings to the wine the structuring profile sought in our usual blend.

AFNOR RECONFIRMS THE COOPERAGE'S PROFESSIONAL EQUALITY LABEL



The professional Equality/Diversity policy, which has been pursued at the company for many years, has been awarded certification by Afnor. This important societal theme has been the subject of multiple regulatory evolutions for companies over these last months. (Being attentive to acts of discrimination, sexist acts, sexual harassment and competent authorities...).

Tonnellerie Darnajou was audited at the end of 2018, and Afnor reconfirmed its certification of our company.

TRACEABILITY, A MAJOR QUESTION:

Tonnellerie Darnajou, for many years, has put in place an HACCP scheme and a traceability tool which meet the regulation requirements, from the arrival of the wood at the workshop until its departure for delivery to the client in the form of barriques or larger barrels.

The company is required to seek to provide this security as well as real added value to its clients particularly in these areas.

In this specific context and as part of a digital project, the company has adopted a new digital solution.

This will provide greater fluidity and reactivity, access to data by portable tools, management in real time and the total safeguarding of data.



"The sharp increase in the cost of wood has been a recurring theme for several years now and has had significant and immediate impacts on our costs which we have had to pass on, in a reasonable and measured way.

Marie Charlotte, the sales assistant, together with all of our Team, are on hand and ready to help and will do all they can to meet your expectations and to build with you a wonderful 2019 vintage!

We thank you once again for your loyalty and your trust.

NADÈGE ET VINCENT DARNAJOU