

From Barrel to Bottle (or Can!): Considerations and Vendors for Mobile Bottling and Canning Services

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TARIFFS, SUPPLY CHAIN CHALLENGES, and a shrinking market are not just putting pressure on producers and retailers—mobile bottlers and canners are seeing the repercussions of a production slowdown as well.

A few vendors reported that winning new business has become increasingly difficult, making customer retention more critical than ever. That means reliability, precision, and peace of mind aren't just service goals—they're survival strategies. For many of the bottling teams we spoke with, this translated into investing in dependable equipment, maintaining a highly trained and stable crew, and delivering quality service that reduces stress for winemakers who may only bottle once or twice a year.

"We are all jockeying for positions within a shrinking market," said Thomas Jordan, CEO of Peregrine Mobile Bottling based in Napa, Calif. "We also want to grow, though. So, what other services can we provide?"

Some mobile bottlers are expanding beyond their core services, offering other products and solutions, including cross-flow filtration, Velcorin dosing and gas management to provide more value and adapt to an evolving market.

For this product review, we looked beyond closure type and other basic capabilities, as virtually all mobile operations can accommodate cork and screwcap, labeling and sparging. Instead, we looked at additional services and the types of bottles (or packages) each is able to fill.

Though bottling wine in traditional 750 mL glass bottles remains a dominating standard of the industry, canned wines have demonstrated continued growth potential. According to Global Market Insights, in 2024 the international canned wine market was valued at \$1.4 billion with an estimated compound annual growth rate of over 12.8% from 2025 to 2034. As the market grew, so too did the number of mobile canners. This article will also look at mobile canning considerations

Prepping for Mobile Bottling

One winemaker interviewed for this article mentioned that materials are always the biggest issue her team must troubleshoot prior to bottling, coordinating with different vendors for the various materials to fit the bottling line specifications and checking that they arrive well in advance.

It's advised to order early and schedule the next bottling date early to stress less during the months, weeks, and days leading up to bottling week. When any questions arise, reaching out to the vendor representative for the material or the mobile service will ensure problems are solved quickly before bottling.

The winemaker also noted that the vendors who are easily reached and respond quickly are the ones she'll repeatedly order from and work with.

Unfortunately, not all problems are solved prior to bottling. Issues do arise, and as one Napa Valley-based winemaker mentioned during his interview, paying attention to details such as tapering of the bottle ahead of time and communicating this with the bottling service provider will help save time and money. This was a key lesson the winemaker learned firsthand.

When he began bottling and realized that the tapered bottle caused issues with label placement on the mobile line, he credits the bottling line owner for quickly troubleshooting the issue on the spot, resulting in only 15 minutes

Sculpture by Gordon Huether
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of downtime for an issue that could have caused a serious delay. If the issue had not been resolved so quickly, the winemaker would not have had the scheduled labor to complete the bottling day. And for a small business, staying within the calculated bottling budget makes a big difference.

In preparation for bottling or canning day, winemakers can refer to the May 2025 *WineBusiness Monthly* article, “Winemakers Review Bottling Best

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Practices” by Sarah Brown, with a table covering the timeline of treatments and steps leading from four months before bottling to day-of tasks.

Once bottling and canning day arrives, each of the mobile vendors interviewed mentioned their goal of making the day as peaceful as possible for clients. They recognize bottling and canning is often referred to as one of the most monotonous yet stressful aspects of the winemaking process and thus want to minimize stress for clients.

Jordan, a German engineer, said, “We are machine people handling wine.” As such, he understands that on bottling day, winemakers are trusting his team with “their baby, their wine.” His team includes a full-time project manager focused on ensuring that the specifications of bottling materials fit the bottling line machines, including elements such as the sizing of the glass bottle, label, and cork or cap. If a mismatch between the machine and material occurs “on the day of bottling, you might be in trouble,” but having a project



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	Home Base	Website	Cases per day	Filtration	Gravity Fill	UltraDoser Injection/ Nitrogen Dosing	Velcorin Dosing	Case Packing	Alternate Packages	Glass Sizes
Artus Bottling, Ltd.	Penticton, BC, Canada	www.artusbottling.com/services	Up to 2,000	No	Low- Vacuum	No	No	No	No	187ml - 1.5L
Bottle Meister	San Luis Obispo, CA	www.thebottlemeister.com/bottling-services	Up to 2,200	No	low-Vacuum	No	Yes	Yes	No	750ml
Casteel Custom Bottling	McMinnville, OR	www.casteelcustombottling.com/bottling-services	Unknown	No	Vacuum	No	No	Taping only	No	750ml
Castoro Bottling Co.	Paso Robles, CA	www.castorobottling.com/services/	1,500-2,500	No	Stone Fillers	UltraDoser	Yes	Taping only	187ml, 250ml, 375ml, and 500ml aluminum cans,	187ml, 750ml
Everest Bottling	Napa, CA	www.everestbottling.com/bottling	Up to 1,500	No	Low-Vacuum	UltraDoser	No	Taping only	No	750ml
Hurd Mobile Bottling	Napa, CA	www.hurdmobilebottling.com/services-1	Unknown	No	Low-Vacuum	No	No	Taping only	flask-shaped bottle, others	750ml
Pacific Bottling Services	Dayton, OR	www.pacificbottling.com/services	Up to 4,000 per hour	No	18-spout	Nitrogen	No	No	No	375 ml to 1.5L
Pedroncelli Mobile Bottling, Inc.	Sonoma, CA	pedroncellico.com/services	Up to 2,500	No	Low-Vacuum	No	No	Taping	Aluminum bottles, mini jugs, others	Odd shape-capable
Peregrine Mobile Bottling	Sonoma, CA	www.peregrinemobilebottling.com/bottling	Unknown	Cross-flow	KRONES counter-pressure	Nitrogen	No	Taping and labeling	No	750ml
Ryan Mobile Bottling	Napa, CA	ryanmobilebottling.com/services	Unknown	No	Low-Vacuum	UltraDoser	No	Taping and labeling	Various	Various
Signature Mobile Bottlers	Clackamas, OR	signaturebottlers.com/capabilities	Unknown	No	Low-Impact	Liquid Nitrogen Dosing	No	Taping and labeling	No	Various
Top It Off Bottling	Napa, CA	topitoffbottling.com/mobile-bottling-filtration-services	1,200-3,200	Cross-flow	24 spout	Nitrogen	No	Taping	No	375ml, 750ml, 1.5L, 3L, 6L, 9L, 18L

manager enables mismatches to be identified well ahead of the bottling day with enough time to pivot and order any additional necessary materials.

To ensure the process flows seamlessly, Peregrine Mobile Bottling has taken inspiration from the airline industry to implement two-person checks of the process and the equipment to act as a check and a balance. His operators follow comprehensive checklists for details involving the equipment, the label positioning and roll change, and the filter integrity.

As Donna VanGlad of Iron Heart Canning mentioned, “We do our best to make canning day as easy as possible for our customers. We make sure that cans, labels, and case trays are on site before the run, communicate with customers to get as little loss as possible, and are flexible to customers’ needs.”

Quality Control and Finding the Right Vendor

The Can Van and Tank Space co-owner and founder, Lindsey Herrema mentioned that, in addition to the standard quality control analyses and equipment checks, for canning specifically it is important to run seam integrity tests on the cans before beginning to can and to continue these tests at minimum once per hour during the process.

Key features of a mobile bottling line to identify in tandem with the individual winery’s needs include the following:

- Bottling line speed and amount of wine (and number of SKUs) to be bottled
- Overall line capacity to determine cases per hour or day
- Typical lead times for booking to schedule in accordance with winery, labor, and harvest schedules

- Closure type: cork (natural or synthetic), crown cap, screw cap
- Filtration (Does the winery have filtration equipment already? If not, can filtration be included in the bottling service?)
- Pricing: Winery budget versus service and materials costs
- Case packing (if not provided by the vendor, confirming sufficient labor availability)
- Quality control testing and frequency

Keeping Costs to a Minimum

There are ways to enjoy the same quality of bottling or canning services for a lower cost, though. Flexibility on date is one of the top ways wineries can save money on these services.

While harvest keeps wineries more than busy, booking a mobile bottling or canning date during the last quarter of the year can save money without sacrificing service features. Many vendors, including Peregrine Mobile Bottling, have even offered October and November specials. The Can Van and Tank Space also offer flexibility to work with clients who may be testing the canned wine market and don’t yet have enough wine volume to run the mobile line for multiple days in a row.

Ultimately, selecting a mobile bottling or canning vendor extends beyond equipment features and total cost (although these are top considerations); overall success for the bottling or canning process, otherwise known as the last step before the first sip, hinges on careful preparation and open communication before and during bottling or canning day. **WBM**



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