

Custom Crush

Company	Location	Alternating proprietors	Winemaking	Crushing, juicing, pressing	Whole cluster pressing	Tank and barrel fermentation	Flash détente	
Artifex Winery	Walla Walla, WA	yes, \$100 monthly fee	no	yes	yes	yes	no	
Bin to Bottle	Napa, CA	yes	yes	yes	yes	yes	no	
Camarillo Custom Crush Winery	Camarillo, CA	no	yes	yes	yes	yes	no	
Carneros Vintners	Sonoma, CA	yes	yes	yes	yes	yes	no	
Castoro Cellars	San Miguel, CA	no	yes	yes	yes	yes	no	
Central Coast & Paso Robles Wine Services	Santa Maria and Paso Robles, CA	yes	yes	yes	ask	yes	no	
Copain Custom Crush	Santa Rosa, CA	yes	no	yes	yes	yes	no	
Courtside Cellars	San Miguel, CA	yes	yes	yes	yes	yes	no	
Crushpad	Sonoma, CA	no	yes	yes	yes	yes	no	
Estate Crush	Lodi, CA	yes	yes	yes	yes	yes	no	
Fior di Sole	Napa, CA	no	yes	no	no	no	no	
Judd's Hill MicroCrush	Napa, CA	no	yes	yes	yes	yes	no	
Laird Family Estate	Napa, CA	yes	no	yes	yes	yes	no	
LangeTwins	Acampo, CA	potentially	yes	yes	no	yes	no	
Lodi Vintners	Woodbridge, CA	yes	yes	yes	yes	yes	yes	
Milano Family Winery	Hopland, CA	possible	yes	yes	yes	tank only	no	
Mokelumne Rim Vineyards	Acampo, CA	no	yes	yes	yes	yes	no	
Monterey Wine Co.	King City, CA	yes	yes	yes	yes	yes	yes	
Napa Wine Co.	Oakville, CA	yes	no	yes	yes	yes	no	
NW Wine Company	McMinnville, OR	no	yes	yes	yes	yes		
Okanagan Crush Pad	Summerland, BC	na	yes	yes	yes	yes	no	
Pallet Wine Co.	Medford, OR	yes	yes	yes	yes	yes	possible	
Premium Wine Group	Mattituck, NY	yes	yes	yes	yes	yes	no	
Rack & Riddle	Hopland, CA	yes	yes	yes	yes	yes	no	
Redwood Valley Cellars	Redwood Valley, CA	no	yes	yes	no	tank	no	
Scheid Vineyards	Greenfield, CA	yes	yes	yes	yes	yes	no	
Sonoma Wine Co.	Graton, CA	limited	yes	yes	yes	yes	no	
The Ranch Winery	St. Helena, CA	yes	yes	yes	yes	yes	no	
Virginia Wineworks	Charlottesville, VA	no	yes	yes	yes	yes	no	
Vitis Wine Center	Lancaster, PA	yes	yes	yes	yes	yes	no	
Weibel Family Vineyards	Hopland, CA	inquire	yes	yes	yes	yes	no	
Yokayo Wine Company	Ukiah, CA	no	yes	yes	no	tank only	no	

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	Sparkling wine production	Empty barrel storage	Temperature controlled stainless tank storage	Temperature controlled and humidified barrel storage
	no	yes	yes	yes
	no	yes	yes	yes
	no	yes	yes	yes
	no	yes	yes	yes
	no	minimal	yes	some
	no	yes	yes	yes
	no	yes	yes	yes
	no	yes	yes	yes
	no	yes	yes	yes
	no	yes	yes	yes
	yes	no	no	no
	no	yes	yes	yes
	no	yes	yes	yes
	cuvée only	yes	yes	coming soon
	no	yes	yes	no
	no	yes	yes	temp controlled
	no	no	yes	yes
	no	yes	yes	yes
	no	yes	yes	yes
	no	yes	yes	yes
	yes	yes	yes	yes
	2012	yes	yes	yes
	yes	yes	yes	yes
	yes	yes	yes	yes
	no	minimal	yes	yes
	no	limited	yes	limited
	no	yes	yes	yes
	no	yes	yes	yes
	yes	yes	yes	yes
	no	yes	yes	no
	yes - charmat	yes	yes	yes
	no	no	yes	no

A Guide to the Services

Most of the headings are self-explanatory, but a few deserve comment.

- **Alternating proprietors:** Some custom crush wineries sell their output to what are legally only wholesalers while others allow other companies to legally share some space as alternating proprietors with their own bonds and licenses.
- **Bottling:** Some wineries depend on mobile or independent bottling services rather than providing this service directly. Obviously, their capability differs. All bottling lines can insert corks while more and more can handle screw caps, and some can fill bags, kegs and other packages.
- **Winemaking:** Most custom crush facilities provide their own winemakers (in fact, some require using them) while others allow or require independent consultants.
- **Flash détente:** Only a few wineries offer flash détente processing, a heat treatment of must followed by rapid vacuum cooling. This expensive equipment can remove pyrazines—compounds commonly associated with “under-ripe” or “green” flavors in red wines and provide better extraction of tannin and color.
- **Sparkling wines:** Few custom crush processors make sparkling wine, though some are used to prepare the base wine. Other wineries do offer this service, however, including traditional methods, as well as Charmat used for Prosecco and carbonation.
- **Barrel storage:** Some wineries will store and maintain empty barrels for clients.
- **Tank and barrel storage:** Many custom wineries will store bulk wine, though some won't. Likewise, barrel storage takes a lot of space, and not all wineries welcome it.
- **Filtering:** All wineries offer basic filtering, and some provide crossflow filtering as well, sometimes from an outside vendor with mobile equipment.
- **Technical services:** Some custom wineries offer technical services to remove faults, like VA, Brettanomyces and TCA, as well as excess alcohol. More commonly, they depend on vendors. Alcohol reduction, in fact, requires that the premises have a distiller's permit.
- **Lab services:** All wineries provide some basic lab services, and many employ enologists while others have very sophisticated labs. Others depend on outside labs.
- **Tasting rooms and sales and marketing:** Some wineries offer tasting and sales rooms for clients, especially companies with their own brands. Likewise, a few will help with sales and marketing. Crushpad, in fact, offers very sophisticated marketing and sales software. Most big custom crush facilities leave those services to their customers.
- **Compliance:** Almost all of these wineries help customers with legal compliance and often with labels, sometimes through a third party.
- **Production and storage capacity:** These figures provide some idea of the company's operation; smaller customers might seek smaller custom facilities. Likewise, the large wineries typically aren't interested in dealing with tiny batches.

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Company	Crossflow and plate/ frame filtering	Technical services: alcohol, VA Brett, TCA removal	Lab services	QC enologist available	Bottling cork	Bottling screw cap	Bottling other
Artifex Winery	plate and frame	no	yes	yes	yes	yes	kegs
Bin to Bottle	yes	yes	yes	yes	yes	yes	kegs
Camarillo Custom Crush Winery	plate and frame	VA, Brett, TCA removal	yes	yes	yes	yes	no
Carneros Vintners	yes	VA, Brett, TCA removal	yes	yes	yes	yes	yes
Castoro Cellars	yes	no	yes	yes	yes	yes	no
Central Coast & Paso Robles Wine Services	yes	yes	yes	no	yes	yes	kegs
Copain Custom Crush	mobile service	no	ETS labs	ETS labs	mobile line	mobile line	possible
Courtside Cellars	yes	yes	yes	yes	2nd party on site	2nd party on site	no
Crushpad	yes	yes	yes	yes	yes	no	no
Estate Crush	plate and frame	yes	yes	yes	yes	no	no
Fior di Sole	yes	yes	no	yes	yes	yes	yes
Judd's Hill MicroCrush	yes	no	yes	yes	yes	no	no
Laird Family Estate	plate and frame	VA removal, sweetspotting	yes	yes	yes	yes	kegs
Lange Twins	yes	VA removal via vendor	yes	yes	yes	yes	no
Lodi Vintners	yes	VA, Brett, TCA removal	yes	yes	yes	yes	yes
Milano Family Winery	plate and frame	outside vendor	outside vendor	outside vendor	mobile line	mobile line	no
Mokelumne Rim Vineyards	crossflow	Alc, VA	Lodi Wine Lab Services	yes	mobile line	mobile line	no
Monterey Wine Co.	yes	yes	yes	yes	yes	yes	kegs
Napa Wine Co.	yes	yes	yes	yes	yes	yes	yes
NW Wine Company	yes	outsource	yes	yes	yes	yes	yes
Okanagan Crush Pad	crossflow	subcontact alc and VA	yes	yes	yes	yes	no
Pallet Wine Co.	by arrangement	by arrangement	yes	yes	yes	yes	yes
Premium Wine Group	no	yes	yes	yes	yes	yes	kegs
Rack & Riddle	yes	no	yes	yes	yes	yes	no
Redwood Valley Cellars	yes	no	no	yes	no	no	no
Scheid Vineyards	yes	yes	yes	yes	yes	no	yes
Sonoma Wine Co.	yes	yes	yes	no	yes	yes	bags, kegs, alternatives
The Ranch Winery	yes	ask	yes	yes	yes	yes	PET bottles
Virginia Wineworks	lenticular/membrane	VA removal	yes	yes	yes	no	yes
Vitis Wine Center	yes	yes	yes	yes	yes	yes	yes
Weibel Family Vineyards	Velo & plate/frame	mobile service; DSP in process	yes	no	mobile line	mobile line	no
Yokayo Wine Company	no	VA removal	no	no	no	no	no

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Company	Organic certified	Compliance services	Tasting room (and sales)	Sales and marketing service	Minimum lot size (tons)	Production capacity (tons)	Storage capacity (gallons)
Artifex Winery	not yet	apply for COLA, trade register search	no, hosts client events	no	3	700	80,000 SS 3,800 barrels (228,000 gal)
Bin to Bottle	yes	yes	yes	no	2	2,500	400,000
Camarillo Custom Crush Winery	yes	yes	yes	yes	0.5	150	60,000
Carneros Vintners	no	yes	yes	yes	20	6,000	1 million
Castoro Cellars	yes	yes	yes	no	50	15,000	2.6 million
Central Coast & Paso Robles Wine Services	yes	yes	no	yes	10	4,000 CCWS 6,000 PRWS	2 million
Copain Custom Crush	yes	yes, via consultant	no	no	20	1,250	35,000
Courtside Cellars	no	yes	no	bulk wines only	truck load	55,000 in two wineries	15.77 million
Crushpad	no	yes	yes	yes	1 barrel	1,400	240,000
Estate Crush	yes	yes	yes	yes	1/4 barrel	350	115,000
Fior di Sole	no	yes	no	no	na	1,000	500,000
Judd's Hill MicroCrush	no	no	no	no	1	250	78,000
Laird Family Estate	no	yes	no	no	1	3,000	480,000
Lange Twins	no	yes	no	no	50-100	18,000 tons	4.4 million
Lodi Vintners	yes	yes	no	no	50	25,000	6 million
Milano Family Winery	yes	yes	no	no	1/2 (\$1,200 minimum)	100	40,000
Mokelumne Rim Vineyards	no	yes	no	yes	50	7,000	2 million
Monterey Wine Co.	yes	yes	no	no	18	11,500	2.75 million
Napa Wine Co.	yes	yes	yes	no	1	7,000	2.4 million
NW Wine Company	no	yes	later this year	yes	1	1,800	350,000
Okanagan Crush Pad	no	na	no	yes	2	400	62,500
Pallet Wine Co.	no	yes	2012	yes	1/2	500	120,000
Premium Wine Group	no	yes	no	no	2 or 3	1,100	250,000
Rack & Riddle	yes and Biodynamic	yes	yes	bulk wines only	2	12,000	2.2 million
Redwood Valley Cellars	yes	yes	yes	yes	40	6,000	2.7 million
Scheid Vineyards	no	yes	no	no	20	30,000	6 million
Sonoma Wine Co.	no	yes	no	no	4	5,000	3.3 million
The Ranch Winery	CCOF and HACCP	yes	no	yes	3	30,000	more than 7.5 million
Virginia Wineworks	no	yes	yes	yes	1 barrel	300	40,000
Vitis Wine Center	no	yes	yes	yes	2	100	100,000
Weibel Family Vineyards	yes	yes	no	no	5 (smaller lots available)	5,500	1 million
Yokayo Wine Company	no	no	no	no	30	8,000	2.3 million