

WINE.EQUIPMENT

THE WINERY EQUIPMENT BUYER'S REFERENCE

The numbers that decide each purchase — sizing rules, selection trees and a decoder for European quotes.

SIX STAGES · 156 LISTINGS · 49 MANUFACTURERS

PART ONE

SIZING

Getting the size right is the difference between a machine that works fifty weeks a year and one that works the two that matter. Size to the peak, then round up.

FERMENTATION SIZING

ONE TON OF RED = 1,000 LITRES OF TANK

TONS OF FRUIT RED FERMENTER WHITE / JUICE TANK BARRELS CASES

0.5 t	500 L	350 L	1.3	34
1 t	1,000 L	700 L	2.7	67
2 t	2,000 L	1,400 L	5.4	134
3 t	3,000 L	2,100 L	8.1	202
5 t	5,000 L	3,500 L	13.5	336
10 t	10,000 L	7,000 L	26.9	672
20 t	20,000 L	14,000 L	53.8	1,344

Red: must, cap rise and headspace $\approx$ 1,000 L per ton. White: juice only $\approx$ 700 L per ton. Round up.

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Run your tonnage

CRUSH PAD SIZING

TONS PER HOUR YOU ACTUALLY NEED

PEAK DAY INTAKE	HOURS TO CLEAR IT	MACHINE RATING
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5 tons	4 hrs	1.5 t/hr
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10 tons	5 hrs	2.5 t/hr
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20 tons	6 hrs	4 t/hr
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40 tons	8 hrs	6 t/hr
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80 tons	10 hrs	10 t/hr
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150 tons	12 hrs	15 t/hr
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Rated throughput is measured on clean, dry fruit. Buy a step up for MOG, rain and a long morning.

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Size to your peak

BOTTLING SIZING

CASES TO BOTTLES PER HOUR

ANNUAL CASES	BOTTLES	DAYS AT 2,000 BPH	SUGGESTED LINE
1,000	12,000	1 day	1,000 BPH
3,000	36,000	2 days	1,500 BPH
5,000	60,000	4 days	2,000 BPH
10,000	120,000	8 days	3,000 BPH
25,000	300,000	19 days	6,000 BPH

Size to the bottling window you actually have, not to annual volume. Idle speed is financed steel.

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Size your line

WINE TRANSFER

PUMP FLOW YOU ACTUALLY NEED

TANK TO MOVE	TARGET TIME	FLOW RATE
2,000 L	30 min	4,000 L/hr
5,000 L	45 min	6,700 L/hr
10,000 L	60 min	10,000 L/hr
20,000 L	90 min	13,300 L/hr

Then check shear, not just flow. A fast pump that whips air into the must costs you the wine.

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[Compare pumps](#)

PART TWO

CHOOSING

Two of these three answers are usually not the expensive machine. These are the trees we walk buyers through — including when the honest recommendation is to spend less.

FILTRATION SELECTION

WHICH FILTER FOR WHICH JOB

Two of these three answers are not crossflow.

WHAT IS ACTUALLY IN THE TANK?

CLEAN WINE.
PRE-BOTTLING POLISH.

PLATE & PAD

- Lowest capital cost
- Ongoing pad spend
- Oxygen pickup each pass

DON'T BUY CROSSFLOW FOR THIS

BULK WINE. TURBID.
POST-FERMENT.

CROSSFLOW

- One pass, no pads
- Minimal oxygen pickup
- 500–10,000 L/hr

\$14,200 – \$41,900

HEAVY LEES. TANK
BOTTOMS.

LEES FILTER

- Recovers wine you'd dump
- Protects your membranes
- Runs on its own schedule

NEVER PUSH LEES THROUGH CROSSFLOW

Sizing: litres to filter ÷ hours you'll actually run = L/hr. 20,000 L over 10 hours = 2,000 L/hr minimum.

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[Compare filtration](#)

MATERIALS

304 OR 316L?

You do not need 316L everywhere. You do need it somewhere.

WHERE DOES THIS SURFACE SIT?

TANK BODY. DRY CELLAR.
NORMAL CIP.

304

- Food-grade workhorse
- Meaningfully cheaper
- Fine, well passivated

DON'T PAY UP HERE

WETTED. CHLORIDES. LOW
PH.

316L

- Molybdenum resists pitting
- Low carbon protects welds
- Coastal + hard water

WORTH EVERY DOLLAR

ANY WELD THE WINE
TOUCHES.

ASK FOR THE LOG

- Back-purged?
- Ground flush, passivated?
- Material certs on file?

GRADE MEANS NOTHING ON A
BAD WELD

A common honest build: 316L where the wine and cleaning chemistry sit, 304 for the jacket and exterior.

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Compare by grade

NEW OR USED

WHICH MACHINES YOU CAN BUY USED

Capital saving is real. So is the risk, and it is not evenly spread.

WHAT HAPPENS IF THIS FAILS MID-CRUSH?

NOTHING STOPS. EASILY
SWAPPED.

BUY USED

- Storage tanks
- Hoses, fittings
- 40–60% saving

LOW RISK, REAL MONEY

A DAY IS LOST.
WORKAROUND EXISTS.

DEPENDS

- Pumps, small tanks
- Inspect seals and welds
- Check parts still exist

ONLY FROM A KNOWN MAKER

THE VINTAGE STOPS.

BUY VETTED

- Press, destemmer
- Bottling line
- Warranty + service

NEVER GAMBLE THE CRUSH

Used cuts capital outlay 40–60%. Budget a membrane and a service visit up front and you still come out ahead.

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See what we'd vet

TWO WAYS TO BUY

TWO WAYS TO BUY A PRESS

ON PRICE ALONE

- 1 Pick the lowest quote
- 2 Discover cycle time later
- 3 Crush backs up on the big day
- 4 Add a second shift
- 5 Replace it in three vintages

2×
PAID, EVENTUALLY

ON THE WORKING NUMBER

- 1 Start from your peak tonnage
- 2 Compare cycle time, not capacity
- 3 Check membrane and drainage
- 4 Confirm parts and service
- 5 Buy once

1×
PAID, ONCE

The cheap press does not fail. It just retires early, in the middle of your harvest.

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[Compare presses](#)

PART THREE

READING A QUOTE

Every quote leads with the price. These are the numbers that actually decide whether the machine fits your day — and how to read a spec sheet written in someone else's units.

THE SIX STAGES

THE SIX NUMBERS THAT DECIDE A CELLAR

STAGE	THE NUMBER THAT DECIDES IT	RANGE WE LIST
Grape processing	Tons per hour at peak	1 – 30 t/hr
Pressing	Cycle time, not capacity	from \$14,200
Fermentation	Jacket coverage + usable L	500 – 20,000 L
Wine transfer	Shear, not just flow	low-shear
Filtration	Throughput + media cost	500 – 10,000 L/hr
Bottling	Bottles per hour	1,000 – 6,000 BPH

Every quote leads with price. These are the numbers that decide whether the machine fits your day.

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Compare by the number

READING A EUROPEAN QUOTE

HOW TO READ AN ITALIAN SPEC SHEET

ON THE QUOTE WHAT IT MEANS

CHECK THIS

50 hL 5,000 litres Usable or gross?

3,000 kg/h ☐ 3.3 tons per hour Measured on what fruit?

DN50 2 inch line Matches your fittings?

2 bar ☐ 29 psi Your compressor's rating

400V / 50Hz European 3-phase US sites need 60Hz

AISI 316L Low-carbon stainless Which surfaces, exactly?

Most of the best winery equipment is Italian or French. The quote arrives in units your cellar doesn't use.

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Ask us to read your quote

BUDGET LADDER

WHAT A CELLAR COSTS, STAGE BY STAGE

STAGE	ENTRY	WHAT MOVES THE PRICE
Storage tanks	\$2,700	Volume, jacket, variable lid
Fermentation	\$3,400	Jacket coverage, 304 vs 316L
Crusher-destemmer	\$7,800	Tons/hr, roller bypass
Crossflow filter	\$14,200	Throughput, membrane area
Bottling line	\$18,500	BPH, corker, labeller

Marketplace asking prices across 188+ listings. Sequence the buys — lead time hurts more than price.

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Plan the whole line

THE HARVEST CLOCK

ORDER BY THIS DATE, OR WAIT A VINTAGE

EQUIPMENT	TYPICAL LEAD TIME	ORDER BY
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Crusher-destemmer	8–12 weeks	May
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Pneumatic press	12–16 weeks	April
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Fermentation tanks	10–14 weeks	May
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Crossflow filter	10–12 weeks	May
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Bottling line	16–24 weeks	February
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European factories close in August. Freight, customs and commissioning sit on top of the build.

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Check what still makes it

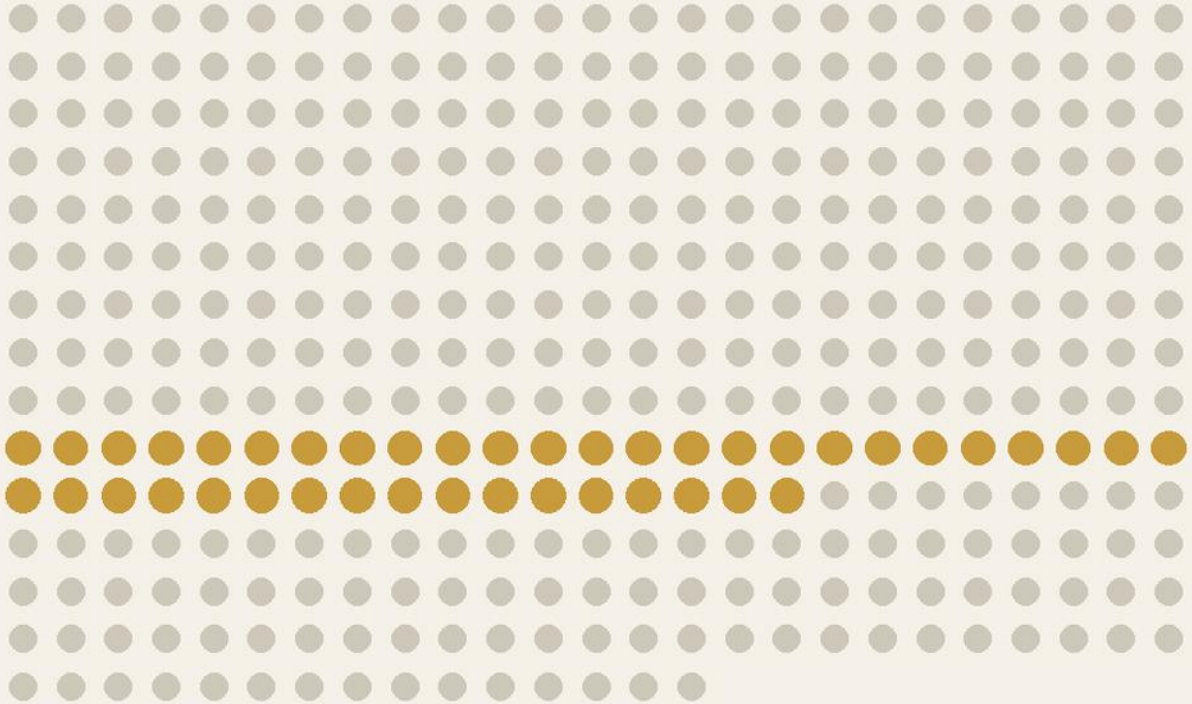
PART FOUR

THE CLOCK

Harvest is an immovable deadline and lead time is the part you still control. This is why ordering early outranks negotiating hard.

ONE YEAR IN A WINERY

SIX WEEKS DECIDE THE YEAR



● HARVEST AND CRUSH

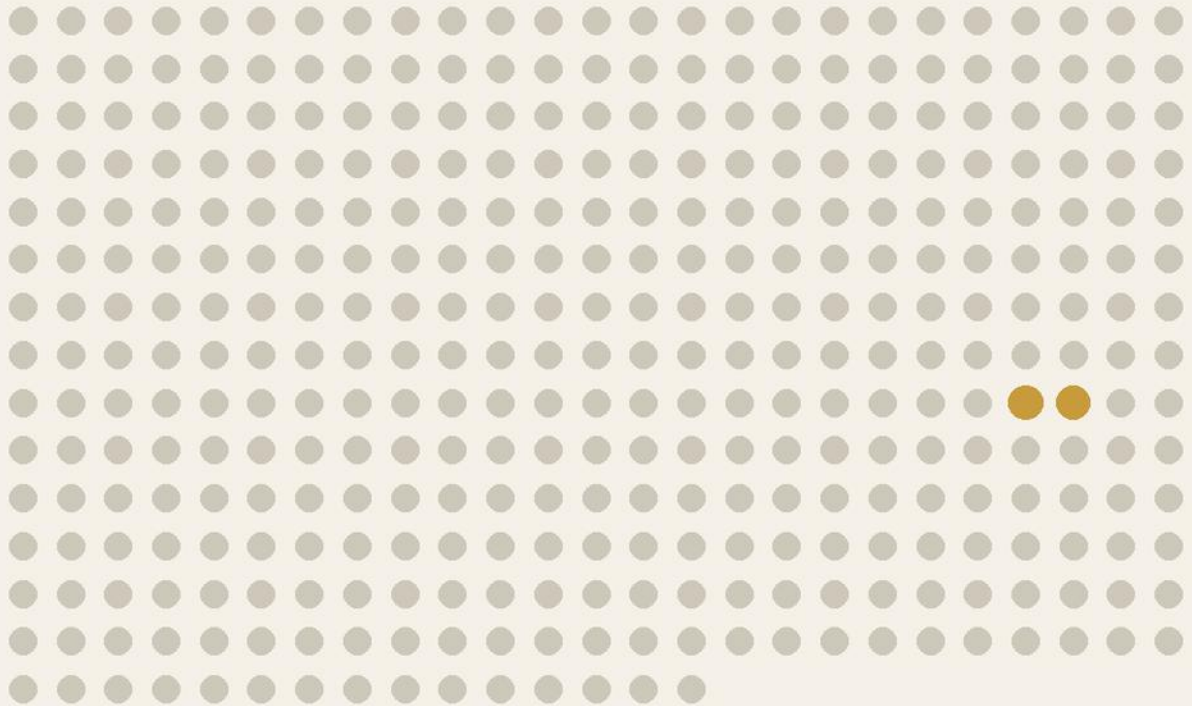
Everything you buy is judged in these six weeks. Which is why lead time, parts and service outrank price.

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Beat the harvest clock

ONE YEAR IN A WINERY

TWO OF THESE ARE BOTTLING DAYS



● BOTTLING DAYS

A 6,000 BPH line empties a 10,000-case winery in about twenty hours. Size the line to those two days — nothing else.

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Size your bottling line

TWO WAYS TO BUY

TWO WAYS TO BUY A FERMENTATION TANK

ON YOUR OWN

- 1 Search, find six brochures
- 2 Email each maker separately
- 3 Wait on replies in three languages
- 4 Compare specs in different units
- 5 Hope the quote includes freight

~4 weeks

BEFORE YOU CAN DECIDE

THROUGH US

- 1 Send volume, varieties, window
- 2 We shortlist vetted makers
- 3 Specs normalised, side by side
- 4 You talk to the maker directly
- 5 We stay out of the relationship

1 day

TO A REAL SHORTLIST

Same manufacturers. Same machines. We just remove the month of email in the middle.

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Start with one inquiry

WHAT TO DO WITH THIS

SEND ONE INQUIRY.

Tell us your volume, your varieties and the harvest window you're working to. We shortlist from vetted manufacturers, normalise the specs into your units, and introduce you to the maker directly. We don't build the equipment and we don't add a margin — the relationship stays yours.

- **Reply within one business day**
- **49 vetted manufacturers, 11 countries of manufacture**
- **156 listings across all six production stages**
- **Free. No obligation. No spam.**

WINE.EQUIPMENT/CONTACT

DIRECT ACCESS TO MANUFACTURERS

Figures are planning guides, not quotes: yields vary with variety, press cut and vintage, and prices shown are marketplace asking prices rather than firm manufacturer quotes.