



**SELECT MOBILE**  
— BOTTLEERS, INC. —

## SERVICE PACK

For

TRAILER #1

Capable of:

Up to 1,700 cases per day\*

2-head Pressure Sensitive Impresstick Labeler

Steam Sterilization

Low D. O. Pick-Up

Single Head Screw Cap Machine

Please review the following contract. If you have any questions or concerns, please contact us. Otherwise, please sign the first page and initial all subsequent pages. Email the signed contract to [Office@selectmobilebottlers.com](mailto:Office@selectmobilebottlers.com) or fax to Select Mobile Bottlers, Inc. at (707) 252-8839.

(\*based on number of wines, line changes, etc...)



# SELECT MOBILE

BOTTLERS, INC.

WINERY: \_\_\_\_\_

BOTTLING DATES: \_\_\_\_\_

ESTIMATED CASES: \_\_\_\_\_

### GENERAL TERMS AND PRICES

Trailer #1

|   |                |
|---|----------------|
| Full Service (Sparging, Fill, Cork, Capsule and/or Label)   | \$ 2.45/case** |
| Partial Service (Sparging, Fill, & Cork or Capsule & Label) | \$ 2.15/case** |

\*\*Due to the more than 100% increase in the prices for bottling equipment and parts over the last few years, we've been forced to increase our per-case prices this year. Our utmost concern is to maintain the integrity and quality of our equipment to best serve our client's needs. We truly value and appreciate your business and continued loyalty and we hope you understand the necessity for this price increase. Please give us a call if you have any questions or concerns.

|  |                |
|--|----------------|
| Trailer Set-up Fee                           | \$ 400.00      |
| Line Changes                                 | \$ 250.00 each |
| Magnums and 375ml (if less than 250 cases)   | \$ 300.00 each |
| Bottling technicians overtime (over 8 hours) | \$ 300.00/hour |

(Overtime is based on the technicians' discretion)

### BOTTLING HOURS ARE 8:00AM TO 4:30PM

|  |           |
|--|-----------|
| Minimum per day charge**                       | \$ 4,000  |
| Minimum half day charge (less than 850 cases.) | \$ 2,000  |
| Hourly Bottling Rate                           | \$ 600.00 |

(If bottling less than 50 bottles per minute, minimum hourly rate applies)

\*\*A "minimum per day" charge will apply to any cancellations dating less than 60 days from scheduled bottling date. This includes winery being unprepared to bottle for any reason whatsoever. If we are able to re-schedule with another client, no fee will be charged to the winery.

### Filters are sold at cost

|  |                |
|--|----------------|
| Millipore Sterile Filter .45                                     | \$ 485.00 each |
| Millipore Pre-Filter .50 (always needed when using a .45 filter) | \$ 270.00 each |
| Millipore 10. Micron (bug catcher)                               | \$ 60.00 each  |
| Out-of-town food & lodging                                       | \$ 150.00      |

(Per night, per person)

**Payment is Due upon Completion of Service. Payments not made upon Completion of Service shall accrue interest at the rate of ten percent (10%) per annum. In addition, Client shall be liable for an administrative fee in the amount of twenty percent (20%) of the total bottling costs. If any legal action is undertaken to collect monies owed, the prevailing party shall be entitled to recover reasonable attorney fees, costs of suit and costs of any expert witnesses.**

Please Initial \_\_\_\_\_

Date \_\_\_\_\_

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## SELECT MOBILE BOTTLEERS, INC.

1. All wines must be "Bottle ready" upon our arrival. This includes polish filtration or sterile EK filtration if necessary. No in-line pad filtration will be allowed in series to bottling trailer. The filtration available in the bottling truck is to be considered an insurance policy rather than an actual "FILTRATION."
2. We provide two 30" Millipore sanitary housings with code 7 type attachment. Any filtration desired by winery will require the purchase of filters at *Market Price*. SMB Inc. stocks the following Millipore Filters; .50 Depth Pre-Filters (protects the .45 sterile filter from plugging during bottling, is industry standard), .45 Sterile Filters, and 10. Micron (bug catcher) filters. If you have a special filter need, please allow 4 weeks for delivery.
3. Wines must be at least 60 degrees Fahrenheit prior to commencement of bottling; this will help to eliminate condensation on bottles and enhance label application.
4. To check for line compatibility, please submit packaging components to **Select Mobile Bottlers, Inc.** at 3055 Jefferson Street, Suite 2, Napa, California 94558
5. Winery is to provide personnel physically able to perform strenuous activity as follows:
  - 1 Dedicated forklift driver
  - 1 Personnel to dump bottles on unscrambling table.
  - 2 Personnel to pack cases and responsible for checking package appearance.
  - 3 Personnel to label, stamp, and palletize the filled wine cases.
  - 1 Person to fill screw cap hopper if winery is using screw caps.

SPECIAL CIRCUMSTANCES: may require an additional person. For example when bottling severely tapered bottles or top heavy bottles, an extra person is needed to right bottles on the line.

Or if the wine bottle necks are out of alignment and/or the capsules do not fit the bottle correctly, the capsule dispenser is unable to dispense properly. This will cause many wasted capsules and will force a slowdown of the line. Two extra personnel are required to hand foil and running slow may keep wine from being bottled on schedule and may cause overtime charges.

If you have any questions or think you have a special circumstance, please contact us prior to bottling.

6. Winery needs to supply 2 sanitary buckets for wine rinsing.
7. Select Technicians are responsible for line production, not supervision of winery supplied personnel so winery may want to supply winery staff supervision.
8. Winemaker or elected cellar person must be present upon arrival. Winery staff member must be able to make decisions and must be aware of the location of all supplies necessary to complete the bottling. **This person is responsible for wine pump and hose sanitation and delivery of 'correct' supplies to bottling trailer. Supplies will consist of wine, corks, bottles, labels, and capsules for the current wine being bottled.**

Please Initial \_\_\_\_\_

Date \_\_\_\_\_

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## SELECT MOBILE

— B O T T L E R S , I N C . —

9. Winery is to provide a forklift suitable to move product to and from bottling trailer in an efficient time frame taking into consideration it may be necessary to drive forklift on gravel or uneven surfaces.
10. Winery is expected to have all supplies on winery premises prior to scheduled bottling. This includes glass, corks, capsules, labels, etc...
11. No re-sterilized glass allowed. Although these bottles are sanitary, the mold numbers are not consistent, causing bottle size fluctuation. This situation will damage equipment, and or cause excessive glass breakage.
12. Winery is responsible for installing electrical connection, please see attached electrical spec sheet.
13. Winery must provide a water supply of at least 6 gallons per minute and 50 psi continuously to bottling trailer.
14. Our trailer uses a 16 Spout Sparger. We recommend a large low-pressure nitrogen tank (dewer) per 2,000-2,500 cases +/- . For very light sparging we recommend a minimum of 6 high-pressure cylinders per day.
15. We use standard 1-½ tri-clover fittings on our pump and bottling trailer. We supply 100 feet of wine hose from winery to our trailer. If the trailer site exceeds more than 100 feet, winery will supply additional hose needed with 1-½ tri-clover ends.
16. **Select Mobile Bottlers, Inc.** reserves the right to reschedule wineries as needed. While this occurrence is rare, occasionally circumstances beyond our control arise and rescheduling is required.
17. We recommend that winery have a means to connect regulated nitrogen to the wine hose to push wine to the bottling trailer at the end of each wine varietal. Typically, a tri-clover cap, with a push on hose barb fitting works fine.
18. We require two (2) Sample Bottles of each varietal from each bottling run.
19. Wine must be housed in a tank; we cannot pull directly from a barrel.
20. Wineries must keep drive-in areas clear of obstructions 10 ft. wide and 14 ft. high. Any damage to bottling trailer due to obstructions in driveways while on winery property will be at the wineries expense.

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Date \_\_\_\_\_

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# SELECT MOBILE

BOTTLERS, INC.

- 21. CORK CONCERNS: Select Mobile Bottlers takes pride in maintaining our corker jaws and adjusting them to industry standards. Our corker jaws are removed, cleaned and inspected daily. SMB cannot be held responsible for cork issues that are outside of our control. If corks are too dry (less than 6%-7% moisture) when the corks are compressed by the jaws, dry corks can split on the grain lines allowing wine leaks. We highly recommend our client's request a specification sheet from their cork supplier showing tested and adequate moisture content upon delivery of their corks. Any corks from previous bottling runs should not be used unless rehydrated by cork supplier. If you have concerns about your corks, storing your wine neck up for the length of time your cork suppliers specifies can allow for a better seal prior to storing wine neck down.
- 22. Winery waives, releases and forever forgoes any claim against Select Mobile Bottlers, Inc., including without limit its officers, directors, employees, shareholders, agents or any other person or entity acting on Select's behalf (hereinafter collectively referred to as "Select") from any claim, be it in tort, contract, law or equity, which in any way relates to, pertains to or directly or indirectly arises from any services provided by Select or from this contract. Select shall not be liable for any loss, damage, injury, or harm of any type or kind, unless it is caused by willful misconduct or gross negligence of Select. Winery intends that this Release shall be applicable to all work performed by Select, whether or not specifically referred to in this contract.

**WE TAKE PRIDE IN OUR BOTTLING TRAILER. TO ENSURE IT LOOKS AND PERFORMS AS IT DID WHEN WE ARRIVED AT YOUR WINERY, ANY DAMAGE TO THE TRAILER OR ITS PARTS CAUSED BY THE WINERY, ITS EMPLOYEES, TEMPORARY OR PERMANENT, BY FORKLIFT OR OTHERWISE, WILL BE THE WINERIES RESPONSIBILITY TO REPAIR OR REPLACE AT SELECT'S OPTION.**

**I have read the above and agree to the prices and terms as stated above and as stated in the Service Pack attached hereto, including the Electrical Sheet Trailer 1, Bottle Specification Sheet and Pressure Sensitive Label Specifications, and accept and agree to all of them.**

Company \_\_\_\_\_

Signature \_\_\_\_\_

Title \_\_\_\_\_

Please Initial \_\_\_\_\_

Date \_\_\_\_\_



## SELECT MOBILE BOTTLEERS, INC.

### **ELECTRICAL SHEET TRAILER**

OUR BOTTLING TRAILER REQUIRES POWER FROM YOUR WINERY AS SPECIFIED BELOW:

1. 240 OR 208 VOLTS, 3-PHASE 60 HZ, WITH A DEDICATED CIRCUIT BREAKER OF 60 AMPS.
2. A CUTLER HAMMER PART # NEMA-3R OR EQUIVALENT, SERVICE DISCONNECT BOX, CAPABLE OF 60 AMPS 3-PHASE, NON-FUSIBLE DISCONNECT BOX FOR 2 GAUGE WIRE WITH GROUNDING LUG. We recommend Rexel Nor-Cal Valley Electrical Supplies, 2009 Morlan Dr. Napa, (707) 257-1872 as a local supplier.
3. WE RUN 3-HOT & 1-GROUND PLUS A NEUTRAL WITH A DEDICATED GROUNDING LUG, LARGE ENOUGH FOR 2-GAUGE WIRE.

### **AND/OR...**

4. 480 VOLTS AT 30 AMPS, 3-PHASE. WE HAVE A DEDICATED CIRCUIT BREAKER OF 30 AMPS
5. THE DISCONNECT BOX MUST BE LOCATED WITHIN 100 FEET OF THE BOTTLING TRUCK AS WE HAVE 110 FEET OF CORD TO REACH THE WINERY . YOUR LOCAL ELECTRICIAN WILL BE ABLE TO INSTALL THIS FOR YOU.
6. IF WINERY DOES NOT HAVE 240/3-PHASE/60AMPS OF POWER – GENERATORS RATED 60-KW, 240/3-PHASE/60AMPS (please note: 60 KVA will not work) ARE AVAILABLE FROM LOCAL EQUIPMENT RENTAL COMPANYS, AT THE WINERY'S EXPENSE. THE EQUIPMENT COMPANY WILL USUALLY DELIVER AND PICK UP FOR YOUR CONVENIENCE. WE WILL BE ABLE TO HOOK UP A PIGTAIL TO THE GENERATOR FOR POWER.

IF YOU HAVE ANY QUESTIONS PLEASE CALL OUR OFFICE AT 707.252.8177

Please Initial \_\_\_\_\_

Date \_\_\_\_\_

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# SELECT MOBILE

BOTTLERS, INC.

## Bottle Specification Sheet

### 750 ML Bottle

- 74-77 mm Diameter Part # 78
- 76-79 mm Diameter Part # 80
- 80-84 mm Diameter Part # 85
- 85-90 mm Diameter Part # 91
- 91-93 mm Diameter Part # 94

### 1.5 Liter Bottle

- 98-103 mm Diameter Part # 104
- 103-106 mm Diameter Part # 107
- 107-111 mm Diameter Part # 112

### 375 ML Bottle

- 57-63 mm Diameter Part # 64
- 63-65 mm Diameter Part # 66
- 66-71 mm Diameter Part # 72

PLEASE NOTE THAT MAXIMUM BOTTLE HEIGHT IS 15.75 INCHES

Please Initial \_\_\_\_\_

Date \_\_\_\_\_

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## SELECT MOBILE BOTTLEERS, INC.

### PRESSURE SENSITIVE LABELS SPECIFICATIONS

#### **MACHINE TYPE: IMPRESSTIK VAC 3000**

THE IMPRESSTIK LABELER USES VACUUM BELT TECHNOLOGY ON A LINEAR STYLE MACHINE. THIS PROVIDES GOOD QUALITY LABEL APPLICATION ON MOST ROUND GLASS CONTAINERS.

#### IMPORTANT:

WHEN CREATING A LABEL TO APPLY TO A TAPERED BOTTLE YOU SHOULD CONSIDER PRINTING FRONT AND BACK LABELS ON SEPARATE WEBS. THIS ALLOWS US TO ADJUST FOR SKEWED LABELS ON A SEPARATE BASIS. CROWNING AND TAPERING THE LABELS FOR TAPERED BOTTLES WILL ALSO PRODUCE THE BEST LABEL APPLICATION.

THE FOLLOWING PRINTING SPECIFICATIONS ARE REQUIRED FOR LABELS TO RUN SMOOTHLY ON OUR MACHINE:

1. FRONT AND BACK SAME WEB OR FRONT AND BACK LABELS PRINTED ON SEPARATE WEBS.
2. LABELS TO BE WOUND INDUSTRY STANDARD # 4 (LABELS FACE OUTSIDE ROLL WITH LEFT EDGE OF EITHER LABEL LEADING).
3. A MINIMUM OF 1/8 INCH SPACING BETWEEN LABELS FOR ELECTRONIC SENSING.
4. LABEL ROLLS MUST NOT EXCEED 14 INCHES IN OVERALL DIAMETER OR EXCESSIVE WASTE MIGHT OCCUR.
5. MAXIMUM OVERALL LABEL HEIGHT IS 6 INCHES. MINIMUM OVERALL LABEL HEIGHT IS 3/4 OF AN INCH.
6. MINIMUM LABEL WIDTH IS 2 INCHES.
7. CENTER OF LABEL ROLL CORE IS 3 INCHES.

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Date \_\_\_\_\_

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## SELECT MOBILE BOTTLEERS, INC.

8. ALTHOUGH THIS MACHINE WILL APPLY VIRTUALLY ANY SIZE LABEL, YOU MUST BE AWARE THAT LARGE LABELS WILL FIND THE IMPERFECTIONS IN THE GLASS, THIS MAY CAUSE BUBBLES IN THE LABELS. FOR BEST RESULTS, MULTIPLE SMALLER LABELS ARE ADVISED.
9. PLEASE INQUIRE WITH SELECT MOBILE BOTTLEERS, INC. REGARDING CLEAR FILM LABELS AND THEIR COMPATIBILITY WITH OUR EQUIPMENT. CLEAR LABELS TEND TO TRAP AIR POCKETS THAT REMAIN VISABLE THROUGH THE LABEL. SAMPLES ARE REQUIRED 60-DAYS IN ADVANCE FOR TESTING.
10. WE RECOMMEND A MAXIMUM OF 70 LB. LABEL STOCK, IF HEAVIER, THE WINERY WILL NEED TO PROVIDE SAMPLES TO CHECK FOR COMPATIBILITY WITH LABELER.\*
11. *\*IF YOU ARE USING 70 LB EGGSHELL FELT STOCK, TAKE NOTE, A FEW OF OUR CLIENTS HAS EXPERIENCED LABELS FLAGGING, SOME TIME AFTER THEIR BOTTLING. PLEASE CONSULT WITH YOUR PRINTER. WE WOULD BE HAPPY TO TEST YOUR LABEL PRIOR TO YOUR BOTTLING. 3-12-09*
12. **GLASS ADVISMENT** – OVER THE LAST 10 YEARS, WE HAVE BOTTLED WITH MANY DIFFERENT WINE BOTTLES, AND WE HAVE COME TO KNOW, *NOT ALL GLASS BOTTLES ARE CREATED EQUAL*. ON OCCASION WE FIND SOME BOTTLES THAT HAVE UNEXCEPTABLE CONCAVED OR CONVEXED SIDES (INDUSTRY TERM: SUNK AND BULGE), AND UNLESS THE WINERY HAS A VERY SMALL LABEL OR A LABEL THAT CAN MISS THE PROBLEM AREA, THE SUNK AND BULGE SIDED BOTTLES WILL CREATE A WRINKLE IN THE LABELS. THIS WRINKLE IS CREATED BY THE MATERIAL OF THE LABEL HAVING NO PLACE TO LIE SMOOTHLY ONCE THE LEADING EDGE OF THE LABEL IS TACKED TO THE BOTTLE. WE WORK HARD TO ELIMINATE THESE WRINKLES BY ADJUSTING THE LABELER, ETC., BUT UNFORTUNATELY THE NATURE OF THIS PROBLEM, DICTATES OUR ABILITY TO COMPENSATE FOR THESE BOTTLES.

TO WORK WITH OUR OUR CLIENTS WITH THIS ISSUE, WE ARE HAPPY TO TEST YOUR GLASS AND LABEL COMPATIBILITY PRIOR TO YOUR BOTTLING DATE, OR BEFORE PURCHASING YOUR GLASS. YOU CAN SHIP 2 CASES OF GLASS AND ROLL OF LABELS TO SELECT MOBILE BOTTLEERS, INC. 30-90 DAYS PRIOR TO YOUR BOTTLING DATE. REMEMBER TO ATTACH YOUR CONTACT INFORMATION TO ALL SHIPPED BOXES.

13. **NOTE** - WE HAVE FOUND SOME OF THE GLASS MADE IN CHINA HAS A MUCH HIGHER PERCENTAGE OF SUNK AND BULGE ISSUES.

Please Initial \_\_\_\_\_

Date \_\_\_\_\_

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## SELECT MOBILE BOTTLEERS, INC.

ADDENDUM TO:

### PRESSURE SENSITIVE LABEL SPECIFICATIONS

IMPORTANT:

We are not responsible for the quality of your label printing process. We use top of the line equipment, Impresstik Vac 3000, which provides quality label application.

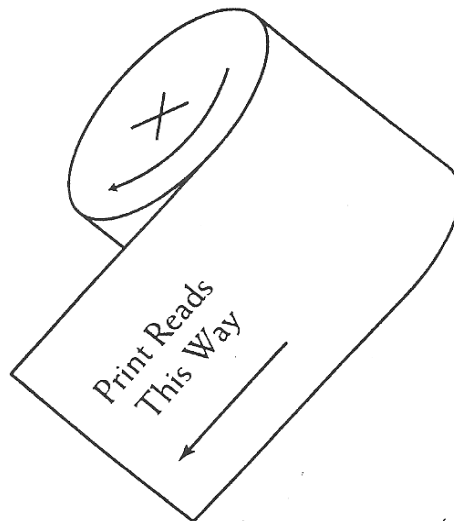
The winery is responsible for the following issues with their labels and the printing thereof:

- Die strike issues
- Release issues
- Adhesive Issues

Select Mobile Bottlers, Inc. will not accept liability for label printing problems.

Select Mobile Bottlers, Inc. cannot be held responsible for any label issues occurring after the day of bottling, i.e., due to cold and or damp storage of finished case goods.

Roll Chart for Wine Label Unwinding for the Impresstik Labeler  
No. 4 – Outside Left



Please Initial \_\_\_\_\_

Date \_\_\_\_\_

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