



S T M C A N N A

# THE PRE-ROLL EQUIPMENT BUYER'S GUIDE 2026

How to choose the right machine for your volume, budget, and growth stage



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Includes: real prices, ROI calculations, competitor comparisons, and a step-by-step machine selector

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# Section 1: Why Pre-Rolls Are the Highest-Opportunity SKU in Cannabis Right Now

Before evaluating any machine, it helps to understand why the buyers who are scaling pre-roll production today are making the right call.

## The Numbers That Matter

Metric	Data	Source
U.S. Pre-Roll Market	\$1.75 billion in annual sales	Headset.io, 2025
Year-Over-Year Growth	+63%	Headset.io, 2025
Market Share of Total Cannabis	15.4% and rising	Headset.io, 2025
Infused Pre-Rolls Share	44% of all pre-roll sales	Headset.io, 2025
Consumer Preference vs. Other Products	94.2% choose pre-rolls	Headset.io, 2025
Pre-Roll Multipack Growth	+400% YOY	Headset.io, 2025
Price Compression vs. Flower/Concentrates	Minimal. Pre-rolls hold retail pricing.	Headset.io, 2025

### What does this mean for producers:

Pre-rolls have faster growth, better margin stability, and stronger consumer pull than most other cannabis categories. Producers who can fill and close volume consistently are winning more shelf space and more wholesale contracts. The constraint is almost always production capacity, not demand.

The producers capturing this growth are not hand-packing. They are running automated filling and closing systems that let one or two operators produce what used to require four to six. The decision is not whether to automate. It is which system fits your current volume and growth trajectory.

## Section 2: What Your Current Process Is Really Costing You

Most producers underestimate the true cost of hand-packing because labor costs are spread across wages, lost product from inconsistent fills, and rework time. This section gives you the actual numbers so you can compare them against machine costs.

### Hand-Packing Labor Cost Calculator

Use your own numbers to fill in this table. Reference costs are based on a \$18/hr cannabis production wage, 8-hour shift.

Hand-Packing Cost Reference (Per Operator)	
Daily output per hand-packer	500-800 joints/day
Hourly rate	\$18/hr (cannabis production average)
Cost per operator per year	\$28,800 - \$40,000
Inconsistency variance	+/- 0.2g per joint typical
Lost product at 0.15g variance (10K joints/day)	Approximately 3.3 lbs of flower per week
Flower waste costs \$500/lb. (wholesale)	\$85,800/yr in flower loss alone

### Hand-Closing Labor Cost (Dutch Crown)

Closing pre-rolls by hand is the most common production bottleneck. One closer can finish approximately 1 joint every 10 seconds under ideal conditions.

Manual Closing Cost Reference	
Manual rate (ideal conditions)	~360 closings/hr per person
At 5,000 joints/day (8-hr shift)	2 dedicated closers required
Annual labor cost (2 closers at \$20/hr)	\$83,200/yr
Quality consistency	Variable. Dutch Crown quality depends on operator fatigue.
At 10,000 joints/day	3-4 closers. \$124,800 - \$166,400/yr in closing labor alone.

**The Full Picture:**

A producer running 5,000 pre-rolls per day with 2 hand-packers and 2 hand-closers is spending \$115,000 to \$160,000 per year in labor for those four tasks alone. The MRB + ATC bundle that handles both costs \$29,995. The average payback period is 3 to 6 months.

## The Hidden Costs That Don't Show Up in Wages

- Rejects and rework. Inconsistent fill weight means failed QC checks and retailer complaints.
- Compliance risk. Variable weight pre-rolls in regulated markets trigger lab re-testing and potential holds.
- Scale ceiling. A hand-packing operation cannot reliably double output without doubling headcount.
- Operator turnover. Pre-roll packing is repetitive. Turnover in production roles is high, and each new hire requires 1-2 weeks before reaching full speed.

## Section 3: Understanding the Pre-Roll Production Workflow

Most buyers focus on the filling machine and overlook the fact that filling is one step in a 6-step process. Choosing a machine without understanding the full workflow leads to bottlenecks at whichever step you did not automate.

### The 6 Stages of Pre-Roll Production

Stage	What Happens	Equipment Options	Bottleneck Risk if Manual
<b>1. Grind</b>	Flower is ground to consistent particle size for even fill	Revolution 2.0, Mini Revolution	Inconsistent bulk density causes fill weight variance
<b>2. Load</b>	Ground flower is loaded into the filling tray with cones	Cone Lander (load module)	Slow loading wastes machine cycle time
<b>3. Pack / Fill</b>	Machine fills cones to target weight	Mini RocketBox+, RocketBox 2.0, RocketBox Pro, RollCraft MRB	This is where most capacity constraints live
<b>4. Weigh</b>	Filled joints are weighed and sorted to spec	LaunchPad Scale	Without this, non-compliant weights ship to retail
<b>5. Close</b>	Paper end is folded into Dutch Crown	Atomic Closer, RollCraft ATC, Futurola Dutch Crown Device (manual)	Closing is the #1 finishing bottleneck for mid-volume producers
<b>6. Infuse</b>	Extract is added for infused pre-rolls	Astro Infuser 2.0	Only needed for infused SKUs. Adds significant value per unit.

### Key Insight - The One-Tray Workflow:

STM Canna engineered the One-Tray Workflow so that the same 72-joint tray moves from the Cone Lander through filling, weighing, and closing without transferring joints between trays. This eliminates the handling damage and position errors that happen when joints are moved between stations. The Mini RocketBox+ and RocketBox Pro are both One-Tray compatible. The RocketBox 2.0 uses its own 453-joint tray and is not part of the One-Tray system.

## A Common Mistake: Buying a Filler Without Planning for Closing

The most frequent gap we see from new buyers: they buy a high-output filling machine and then spend the next three months trying to keep up with closing volume manually. If your filling machine can produce 10,000 joints per day and your closing team can finish 3,000, your effective daily output is 3,000.

Plan your full line before purchasing any single machine. The questions to answer:

- What is my target daily volume?
- What cone size or sizes am I running?
- Do I need Dutch Crown closing, or a twist finish? Dutch crown burns better, less chance of canoeing and looks more professional.
- Am I running infused pre-rolls or planning to?
- What is my grind situation? Am I sourcing pre-ground or grinding in-house?

## Section 4: The Machine Selector - Which System Is Right for You?

Use your target daily volume as the primary filter. Budget and workflow requirements narrow the choice further.

### Step 1 - Identify Your Production Tier

Your Daily Volume Target	Your Tier	Recommended Brand	Starting Price
Under 1,000/day	Getting Started	RollCraft MRB	\$3,500
1,000 - 5,000/day	Craft Producer	RollCraft MRB	\$3,500
5,000 - 10,000/day	Craft to Mid-Market	RollCraft MRB or STM Mini RocketBox+	\$3,500 - \$6,600
10,000 - 20,000/day	Mid-Market	STM RocketBox 2.0	\$24,950 - \$35,000
20,000 - 40,000+/day	High-Volume / Co-Packer	STM RocketBox Pro	\$59,950+

## Step 2 - STM vs. RollCraft: Which Brand Is Right for You?

Both brands are made by STM Canna in Spokane, WA. They are not competitors. They serve different production scales.

	RollCraft	STM Canna
<b>Best For</b>	Craft producers, small dispensaries, startups	Mid-market to enterprise cannabis producers
<b>Daily Volume</b>	Up to 10,000/day	10,000 to 40,000+/day
<b>Budget Range</b>	Under \$3,500 - \$29,995	\$6,600 to \$65,000+
<b>Full Line Available?</b>	MRB (fill) + ATC (close)	Full modular ecosystem: grind, load, fill, weigh, close, infuse
<b>One-Tray Compatible?</b>	ATC uses same 72-joint tray	Mini RocketBox+ and RocketBox Pro are One-Tray compatible
<b>Financing</b>	NEC financing available	NEC financing available
<b>Made in USA?</b>	Yes - Spokane, WA	Yes - Spokane, WA

## Step 3 - Filling Machine Comparison (All Brands)

Machine	Price	Output	Fill Method	Pre-Weighing?	Cone Sizes	Made In
<b>RollCraft MRB</b>	\$3,500	Up to 10,000/day	Centrifugal nitrogen, 44 ft-lb	No	70, 84, 98, 109mm	USA
<b>STM Mini RocketBox+</b>	\$6,600	Up to 10,000/day	Mechanical vibration	No	70, 84, 98, 109mm + custom	USA
<b>STM RocketBox 2.0</b>	\$24,950	Up to 20,000/day (453 per cycle)	Mechanical vibration, smart density	No	84, 98, 109mm	USA
<b>STM RocketBox Pro</b>	\$59,950	Up to 40,000/day (5 stations)	Mechanical vibration, smart density	No	70, 84, 98, 109mm + custom	USA
<b>Futurola Knockbox 100</b>	~\$5,400	Manual pull-slat, operator dependent	Gravity + manual slat pull	Yes	98, 109mm primarily	Netherlands
<b>King Kone</b>	~\$2,000	Operator dependent	Vibration, manual	Yes	98, 109mm primarily	Unknown

## Step 4 - Closing Machine Comparison

Machine	Price	Output	Close Type	Automation	Made In
RollCraft ATC	\$24,995	72 joints under 60 sec / 2,100/hr	Dutch Crown Cleanest	Automated - 1 operator	USA
STM Atomic Closer 2026	\$59,995	72 joints in 28 sec / up to 4,250/hr	Dutch Crown Cleanest	Automated - 1 operator	USA
Futurola Dutch Crown Device	~\$1,750 - \$1,950	Manual tray tool, operator dependent	Dutch Crown Ok	Manual	Netherlands
King Kone Closer	~\$2,000	Manual device, operator dependent	Varies ok	Manual	Unknown

### On Competitor Pricing:

Futurola and King Kone manual devices cost less upfront. They are not automation. They are tools. An operator using a Futurola Dutch Crown Device can close approximately 200-360 joints per hour. The RollCraft ATC closes at 2,100 per hour. At 5,000 joints per day, the labor cost difference pays for the ATC in under 4 months.

## Section 5: Product Deep Dives

Specifications, ideal use case, and key decision factors for each machine in the STM and RollCraft ecosystem.

**RollCraft MRB - Pre-Roll Filling Machine:** Best for: Craft producers, dispensary house brands, startups scaling past hand-packing.

RollCraft MRB Specifications	
Price	\$3,500
Output	Up to 10,000 joints per day
Operators Required	1
Fill Technology	Pneumatic fluidization with 44 ft-lb centrifugal nitrogen
Tray Options	72-joint and 143-joint trays
Cone Sizes	70mm, 84mm, 98mm, 109mm
Pre-Weighing Required?	No
Dimensions / Weight	26 lbs   14" x 10" x 17"   Aluminum + steel
Power	110V / 220V
Warranty	6 months
Made In	Spokane, WA - USA

<b>Financing</b>	NEC financing available
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## RollCraft ATC - Automated Dutch Crown Closing Machine

Best for: Craft and mid-market producers who need consistent Dutch Crown finish without the Atomic Closer price point.

RollCraft ATC Specifications	
<b>Price</b>	\$24,995
<b>Output</b>	72 joints per cycle in under 60 seconds / up to 2,100/hr
<b>Operators Required</b>	1
<b>Close Type</b>	Automated Dutch Crown fold
<b>Cone Sizes</b>	70mm, 84mm, 98mm, 109mm
<b>Air Compressor Required?</b>	Yes - small compressor (not included)
<b>Dimensions</b>	Tabletop / compact footprint   Aluminum + steel
<b>Power</b>	110V / 220V
<b>Warranty</b>	6 months
<b>Made In</b>	Spokane, WA - USA
<b>Financing</b>	NEC financing available

## RollCraft MRB + ATC Bundle

Best for: Any producer at 1,000 to 10,000 joints per day who wants a complete fill-and-close line under \$30,000.

Bundle Specifications	
<b>Bundle Price</b>	\$29,995 (saves \$500 vs. purchasing separately)
<b>Output</b>	Up to 10,000 filled and closed joints per day
<b>Operators Required</b>	1-2
<b>Full Dutch Crown Line?</b>	Yes - MRB fills, ATC closes
<b>Cone Sizes</b>	70mm, 84mm, 98mm, 109mm
<b>Warranty</b>	6 months on both machines
<b>Financing</b>	NEC financing available
<b>Average ROI</b>	3-6 months at 5,000 joints/day

## STM Mini RocketBox+ (Agile Starter)

Best for: Producers at 5,000 to 10,000 joints per day who want One-Tray Workflow compatibility and a path to scale.

Mini RocketBox+ Specifications	
Price	\$6,600
Output	Up to 1,250/hr / 10,000/day
Operators Required	2-3 (with minimum 3 trays recommended)
Tray Sizes	72-joint and 143-joint
Cone Sizes	70mm, 84mm, 98mm, 109mm + custom
One-Tray Workflow Compatible?	Yes
Pre-Weighing Required?	No
Dimensions	14" x 10" x 17"
Warranty	1 year
Made In	Spokane, WA - USA

## STM RocketBox 2.0 (Bulk Workhorse)

Best for: Mid-market producers at 10,000 to 20,000 joints per day running 84mm, 98mm, or 109mm cones.

RocketBox 2.0 Specifications	
Price	\$24,950
Output	453 joints per cycle / up to 2,500/hr / 20,000+/day
Operators Required	3-4 (with minimum 3 trays recommended)
Tray	453-joint (not One-Tray compatible)
Cone Sizes	84mm, 98mm, 109mm
Smart Density Software?	Yes - adjusts fill in real time
Built-In Training Mode?	Yes
Dimensions	30" W x 22" D x 65" H
Warranty	1 year
Made In	Spokane, WA - USA
Note	Not part of One-Tray Workflow. Uses dedicated 453-joint tray.

## STM RocketBox Pro (Enterprise Factory)

Best for: Large producers and co-packers targeting 20,000 to 40,000+ joints per day. Running multiple strains or sizes simultaneously.

RocketBox Pro Specifications	
Price	\$59,950
Output	Up to 5,000/hr / 40,000/day (requires second Atomic Closer for full 40K)
Operators Required	4+ (with minimum 3 trays recommended)
Stations	5 independent stations - zero downtime between cycles
Cone Sizes	70mm, 84mm, 98mm, 109mm + custom
One-Tray Workflow Compatible?	Yes
Multi-Strain?	Yes - run multiple strains and sizes at once
Auto Mode?	Yes - custom timers, set-and-forget operation
Dimensions	37" x 22" x 62"
Warranty	1 year
Made In	Spokane, WA - USA

**STM Atomic Closer 2026 - High-Volume Dutch Crown** Best for: Any operation producing more than 10,000 joints per day that needs consistent Dutch Crown at enterprise speed.

Atomic Closer 2026 Specifications	
Price	\$59,995
Output	72 joints in 28 seconds / up to 4,250/hr
Close Type	Dutch Crown fold
Cone Sizes	70mm, 84mm, 98mm, 109mm + custom
Control	Touch screen
One-Tray Workflow Compatible?	Yes
Dimensions	32" L x 18" W x 33" H
Warranty	1 year
Made In	Spokane, WA - USA
Real-World Result	Lion Labs (2022 Michigan Cannabis Cup winner): 8,000 to 10,000 infused pre-rolls per day with 2x Mini RocketBox+ and 1 Atomic Closer

## STM Revolution 2.0 - Commercial Cannabis Grinder

Best for: Any operation grinding their own flower in-house. Inconsistent grind is one of the most common causes of fill weight variance.

Revolution 2.0 Key Points	
<b>Purpose</b>	Consistent commercial grind that preserves terpenes and cannabinoids
<b>Why It Matters</b>	Bulk density of ground flower directly affects fill accuracy. Inconsistent grind = weight variance at fill.
<b>Pair With</b>	Any RocketBox or RollCraft MRB
<b>Made In</b>	Spokane, WA - USA

## STM Cone Lander - Loading Module

Part of the One-Tray Workflow. Loads cones into trays at the start of each cycle, reducing handling time and positioning errors.

## STM LaunchPad Scale - Pre-Roll Weighing Module

Part of the One-Tray Workflow. Weighs filled joints before closing. Catches out-of-spec fills before they move to the closing stage, preventing product waste and compliance failures.

## STM Astro Infuser 2.0 - Infusion Module

For operations running infused pre-rolls (currently 44% of total pre-roll market, per Headset.io 2025). Adds infusion capability to the One-Tray Workflow without requiring separate handling. Pair with the RocketBox Pro or Mini RocketBox+ for a complete infused pre-roll line.

## Section 6: ROI Calculations by Production Scenario

These calculations use documented labor costs and machine prices. Your actual numbers will vary based on wage rates, shifts, and product mix. Use them as a starting point, not a guarantee.

### Scenario A: Replacing Hand-Packing with the RollCraft MRB

### Scenario A - 1 Operator, 5,000 Joints/Day Target

<b>Current method</b>	2 hand-packers at \$18/hr, 8-hour shift
<b>Current annual labor cost (filling only)</b>	\$57,600 - \$74,880/yr
<b>MRB machine cost</b>	\$3,500
<b>MRB annual output at 5,000/day (250 days)</b>	1.25 million joints/yr with 1 operator
<b>Annual labor savings vs. 2 hand-packers</b>	\$28,800 - \$40,000/yr (1 fewer operator)
<b>Payback period</b>	6 to 10 weeks

### Scenario B: Full Fill + Close Line with the RollCraft Bundle

#### Scenario B - MRB + ATC Bundle at 5,000 Joints/Day

<b>Current method</b>	2 hand-packers + 2 hand-closers at \$18-\$20/hr
<b>Current annual labor cost (fill + close)</b>	\$115,000 - \$160,000/yr
<b>Bundle price</b>	\$29,995
<b>Post-automation operators required</b>	1-2 (down from 4)
<b>Annual labor savings (2 fewer operators at \$40K/yr avg)</b>	\$80,000/yr
<b>Payback period</b>	4.5 months
<b>Year 1 net benefit after machine cost</b>	\$50,000+

### Scenario C: Automating Dutch Crown Closing with the RollCraft ATC

#### Scenario C - ATC Only at 5,000 Joints/Day

<b>Current method</b>	2 dedicated hand-closers at \$20/hr
<b>Current annual closing labor cost</b>	\$83,200/yr
<b>ATC machine cost</b>	\$24,995
<b>ATC output</b>	2,100 joints/hr - replaces both closers
<b>Operators required post-ATC</b>	1 (to load and monitor)
<b>Annual labor savings</b>	\$41,600/yr (1 fewer closer)
<b>Payback period</b>	~7 months at 5,000/day

## Scenario D: Enterprise Scale with RocketBox Pro + Atomic Closer

Scenario D - 20,000+ Joints/Day Target	
Machine investment	RocketBox Pro (\$59,950) + Atomic Closer (\$59,995) = \$119,945
Output	Up to 20,000 closed, Dutch Crown pre-rolls per day with one Atomic Closer
Operators required	4-5 total for the full line
vs. hand-packing equivalent at 20,000/day	8-12 operators minimum
Annual labor savings (7 fewer operators at \$40K avg)	\$280,000/yr
Payback period	Under 6 months

### Financing Note:

All STM Canna and RollCraft machines are available through NEC financing. For qualified buyers, this converts a \$29,995 bundle into monthly payments that are often lower than the monthly labor cost being replaced. Ask about NEC terms when requesting a quote.

## Section 7: The Questions to Ask Before You Buy Anything

These are the questions a qualified sales conversation should answer. If a vendor cannot answer these specifically for your operation, you do not have enough information to make a purchase decision.

### About Your Operation

- What is my current daily output now and where do you want to be in 12 months?
- What cone sizes am I running? Will that change?
- Do I grind in-house or source pre-ground? If in-house, what is my grinder situation?
- Do I run infused pre-rolls, or is that in my roadmap?
- How many operators do I have available per shift for pre-roll production?
- What is my facility footprint? Do I have 110V or 220V power available?

### About the Machine

- Is the output number (joints per day) based on an 8-hour single shift? What assumptions does it include?

- What does the operator workflow look like cycle by cycle? How many people does it require to hit the stated output?
- What is the warranty, and what does it cover? Parts only, or labor too?
- What is the lead time from order to delivery?
- Is this machine compatible with my cone sizes?
- If I want to add closing capability later, how does that integrate?

## About Support and Longevity

- Where is the machine manufactured? Where is the support team based?
- What happens if a part breaks? What is the typical repair timeline?
- Are replacement parts available domestically?
- Is there a training mode or onboarding support included?

STM Canna answer to support: US-based support team in Spokane, WA. Machines are manufactured in-house, not assembled from offshore components. Parts are stocked domestically. The RocketBox 2.0 includes built-in training mode with video tutorials.

## Section 8: Cone Size Reference Guide

Cone size compatibility is a purchase filter that gets overlooked until after delivery. Confirm your cone sizes before finalizing any machine selection.

Cone Name	Total Length	Fill Range	Filter	Top Opening	STM Tray Name
<b>King Size / 109mm</b>	109mm	~1g (0.8g - 1.2g range)	26mm	12.5mm	109MM
<b>98 Standard / 98mm</b>	83-98mm	~0.75g (0.5g - 0.7g range)	20-30mm	11.8mm	98MM
<b>1-1/4 / 84mm</b>	84mm	~0.5g	26mm	10-10.5mm	84MM
<b>Dogwalker / 70mm</b>	70mm	~0.35g (0.25g - 0.5g range)	30mm	9mm	Dogwalker

Operator note: Fill weight can be adjusted within the stated ranges by modifying the Top Tray height, grind size, bulk density, or machine cycle time. STM machines are optimized for 70mm, 84mm, 98mm, and 109mm standard sizes. Custom and non-standard sizes (Dogwalker and others) may require additional tuning time at setup.

## Section 9: Next Steps and How to Buy

## How STM Canna Sells

STM uses a consultative sales process. There is no high-pressure close. The typical path looks like this:

Step	What Happens	Typical Timeframe
<b>1. Initial inquiry</b>	Submit a quote request at <a href="http://stmcanna.com">stmcanna.com</a> . Include your volume target and current setup.	Day 1
<b>2. Discovery call</b>	A sales rep reviews your operation, volume, cone sizes, and budget. Recommends the right configuration.	Days 2-5
<b>3. Proposal</b>	You receive a specific machine recommendation with pricing, financing options, and lead time.	Days 4-7
<b>4. Decision</b>	You review, ask questions, and decide. No hard sell. Most mid-market buyers decide within 30-50 days.	Days 7-30
<b>5. Order and delivery</b>	Machine is manufactured in Spokane. Standard lead time is 4-6 on average weeks after order. (note: depending on time of year this may vary, inquire)	Weeks 4-6
<b>6. Onboarding</b>	US-based support team provides setup assistance. RocketBox 2.0 includes built-in training mode.	Week 1 post-delivery

## RollCraft Buyers

Most craft producers can evaluate, decide, and order within two weeks of initial contact.

Contact: [rollcraft@stmcanna.com](mailto:rollcraft@stmcanna.com) | (509) 204-3164 | [rollcraft.co](http://rollcraft.co)

## STM Canna Buyers

Mid-market and enterprise buyers typically need 25-45 days from first contact to order. The process includes at minimum one discovery call and one proposal review before purchase.

Contact: [support@stmcanna.com](mailto:support@stmcanna.com) | (509) 204-3164 | [stmcanna.com](http://stmcanna.com)

50% of the top 20 U.S. pre-roll brands run STM equipment. Over 1 billion pre-rolls have been produced on STM technology across 44 states and 14+ countries. STM Canna has been manufacturing cannabis equipment for over 6 years with 20 years of manufacturing expertise behind the Spokane operation.

## Ready to Talk?

The fastest way to get a recommendation specific to your operation is to request a free quote. You will get a response with specific machine recommendations, pricing, and lead times, typically within a few hours on business days.

## GET YOUR FREE QUOTE

[stmcanna.com](http://stmcanna.com) | [support@stmcanna.com](mailto:support@stmcanna.com) | 509-204-3164

2701 North Van Marter Road, Spokane Valley, WA 99206

Made in USA. US-based support. Lead times will vary. Contact us to inquire.