

CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.
Please Use Reference Number and Company Name in Your Email Subject Line.

497-26 Argentina, chardonnay, B-i-B sustainability certified (A)

Distribution:	119 stores
Launch date:	2025-12-01
Deadline tender answer:	2025-06-08
Deadline tender sample:	2025-06-11
Style and taste profile:	We are looking for a grape typicity full-bodied and full-flavored white wine with oak character.

Product requirements:

Price to consumer (SEK):	Max 229
Country of origin:	Argentina
EU product category:	Wine from third country with geographical denomination.
Type of product:	White wine
Volume:	2 000 ml
Packaging:	Bag-in-Box or pouch
Vintage:	2024 or 2025
Available volume (liters):	24 000
Grape composition (%):	Minimum of 90 % chardonnay.
Designation of origin:	Must be stated
Method of aging:	The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves or oak chips.
Other requirements:	Grape variety and origin must be clearly stated on the front label. The product must fulfill current criterias for organic wine according to EU law, and/or hold a certificate from Bodegas de Argentina, and/or be certified by Fairtrade or IMO-Fair for life as fair trade.
EXW finished product:	Up to 6,50 EUR / PCS
EXW bulk:	Up to 2,10 EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 199 SEK			RSP 229 SEK		
FOB oversea / FCA Europe	PCS / 2000 ml	5,00	EUR	70%	6,50	EUR	73%
Logistics inbound	Europa	0,33	EUR	5%	0,33	EUR	4%
Logistics SE		0,72	EUR	10%	0,72	EUR	8%
Marketing		0,36	EUR	5%	0,45	EUR	5%
Contributive margin		0,72	EUR	10%	0,90	EUR	10%
Price to Systembolaget		7,17	EUR		8,99	EUR	
Systembolaget margin		1,52	EUR		1,79	EUR	
Alk Tax + VAT		8,61	EUR		9,13	EUR	
RSP		17,30	EUR		19,91	EUR	

* All mentioned EXW prices are indicative. Prices may vary depending on the exchange rate and the quality of the product. Reserved against misprints.