

# CALWINE

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

## 558-14 USA, California, red wine, grape blend, sustainability certified (B)

<b>Range:</b>	Fixed range
<b>Distribution:</b>	Stores (MT 76 %, AB 216)
<b>Launch date:</b>	2026-03-02
<b>Deadline tender answer:</b>	2025-09-04
<b>Deadline tender sample:</b>	2025-10-07
<b>Style and taste profile:</b>	We are looking for a fruity and full-flavored red wine with hints of dark and red berries, spices, licorice and vanilla. The wine should have an oak character.

### Product requirements:

<b>Price to consumer (SEK):</b>	Max 149
<b>Country of origin:</b>	USA
<b>EU product category:</b>	Wine from third country with geographical denomination.
<b>Type of product:</b>	Red wine
<b>Volume:</b>	750 ml
<b>Packaging:</b>	Lightweight bottle max 420 g or PET-bottle
<b>Vintage:</b>	2024
<b>Available volume (liters):</b>	48 000
<b>Grape composition:</b>	A blend of three grape varieties free of choice. None of the varieties may be included with more than 70%.
<b>Designation of origin:</b>	California or underlying AVA
<b>Method of aging:</b>	The wine must have been fully or partially aged in oak barrels/staves/chips.
<b>Other requirements:</b>	The wine must be certified according to CCSVW. The controlling body must be stated on the label.
<b>EXW finished product:</b>	Up to 4,90 USD / PCS
<b>EXW bulk:</b>	Up to N/A USD / Liter

### PnL

Gross margin SE buildup PCS		RSP 129 SEK			RSP 149 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,80	USD	61%	4,90	USD	64%
Logistics inbound	Overseas	0,57	USD	9%	0,57	USD	7%
Logistics SE		0,62	USD	10%	0,62	USD	8%
Marketing		0,31	USD	5%	0,38	USD	5%
Contributive margin		0,94	USD	15%	1,14	USD	15%
<b>Price to Systembolaget</b>		<b>6,28</b>	<b>USD</b>		<b>7,61</b>	<b>USD</b>	
Systembolaget margin		1,44	USD		1,63	USD	
Alk Tax + VAT		4,57	USD		4,95	USD	
<b>RSP</b>		<b>12,29</b>	<b>USD</b>		<b>14,19</b>	<b>USD</b>	

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