

CALWINE

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

496-26 Germany, chardonnay or blend (B)

Distribution: 370 Stores
Launch date: 2025-09-01
Deadline tender answer: 2025-02-07
Deadline tender sample: 2025-03-12
Style and taste profile: We are looking for a dry, fresh and nuanced white wine with hints of oak.

Product requirements:

Price to consumer (SEK): 129 - 149
Country of origin: Germany
EU product category: Wine from EU with protected origin denomination
Type of product: White wine
Volume: 750 ml
Packaging: Light weight bottle max 420 g or *PET-bottle*
Vintage: 2022 or younger
Available volume (liters): 36 000
Grape composition (%): Single variety wine with chardonnay or a blend with chardonnay and weissburgunder where chardonnay must be included with a minimum of 60 %. No other grape varieties may be included.
Designation of origin: Pfalz, Baden, Rheinhessen or Nahe
Method of aging: Minimum 50% of the wine must have been aged for at least 4 months in barrels. Aging with chips or oak staves are not allowed
EXW finished product: Up to 4,85 EUR / PCS
EXW bulk: Up to N/A EUR per liter

PnL

Gross margin SE buildup PCS		RSP 129 SEK			RSP 149 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,90	EUR	68%	4,85	EUR	70%
Logistics inbound	Europa	0,19	EUR	3%	0,19	EUR	3%
Logistics SE		0,36	EUR	6%	0,36	EUR	5%
Marketing		0,40	EUR	7%	0,49	EUR	7%
Contributive margin		0,86	EUR	15%	1,04	EUR	15%
Price to Systembolaget		5,73	EUR		6,95	EUR	
Systembolaget margin		1,31	EUR		1,49	EUR	
Alk Tax + VAT		4,17	EUR		4,52	EUR	
RSP		11,22	EUR		12,96	EUR	

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