

CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.

Please Use Reference Number and Company Name in Your Email Subject Line.

497-14 USA, Washington, cabernet sauvignon (B)

Distribution:	305 Stores
Launch date:	2025-12-01
Deadline tender answer:	2025-01-23
Deadline tender sample:	2025-02-25
Style and taste profile:	We are looking for a grape- and origin typicity, fruity and full-flavored red wine with oak character.

Product requirements:

Price to consumer (SEK):	Max 139
Country of origin:	USA
EU product category:	Wine from third country with geographical denomination.
Type of product:	Red wine
Volume:	750 ml
Packaging:	Light weight bottle max 420 g or PET-bottle
Vintage:	2023
Available volume (liters):	32 000
Grape composition (%):	Minimum 75 % cabernet sauvignon
Designation of origin:	Washington or underlying AVA
Method of aging:	The wine must be fully or partially aged in, or been in contact with, oak barrels/chips/staves.
Other requirements:	The grape variety and origin must be clearly stated on the front label.
EXW finished product:	Up to 4,50 USD / PCS
EXW bulk:	Up to N/A EUR per liter

PnL

Gross margin SE buildup PCS		RSP 119 SEK			RSP 139 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,50	USD	66%	4,50	USD	68%
Logistics inbound	Overseas	0,27	USD	5%	0,27	USD	4%
Logistics SE		0,37	USD	7%	0,37	USD	6%
Marketing		0,37	USD	7%	0,46	USD	7%
Contributive margin		0,79	USD	15%	0,98	USD	15%
Price to Systembolaget		5,26	USD		6,51	USD	
Systembolaget margin		1,26	USD		1,44	USD	
Alk Tax + VAT		4,11	USD		4,46	USD	
RSP		10,63	USD		12,41	USD	

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