

CALWINE

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

496-56 Australia or USA, white wine, low alcohol (B)

Distribution:	370 stores
Launch date:	2025-09-01
Deadline tender answer:	2025-01-02
Deadline tender sample:	2025-02-04
Style and taste profile:	We are looking for a balanced white low-alcohol wine.
Other:	Note that if the offer refers to a de-alcoholized product, then the offered product must be produced and labeled according to EU legislation for partially de-alcoholized wine.

Product requirements:

Price to consumer (SEK):	Max 119
Alcohol level:	Max 9,5
Country of origin:	Australia or USA
EU product category:	Wine from third country or Wine from third country with geographical denomination.
Type of product:	White wine
Volume:	750 ml
Packaging:	Light weight bottle max 420 g or PET-bottle
Vintage:	NV or any vintage
Available volume (liters):	48 000
Type of closure:	Screw cap of Stelvin type or Long screw cap of material approved for return deposit system (not metal).
Grape composition (%):	Free of choice
Designation of origin (as stated on packaging):	Must be stated in the offer
Other requirements:	The grape variety/varieties must be clearly stated on the label. The alcohol content must be clearly stated on the front label.
EXW finished product:	Up to 5,50 AUD / PCS
EXW bulk or bottled locally:	Up to N/A AUD / Liter

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	4,75	AUD	64%	5,50	AUD	66%
Logistics inbound	Overseas	0,42	AUD	6%	0,42	AUD	5%
Logistics SE		0,59	AUD	8%	0,59	AUD	7%
Marketing		0,52	AUD	7%	0,59	AUD	7%
Contributive margin		1,11	AUD	15%	1,25	AUD	15%
Price to Systembolaget		7,37	AUD		8,36	AUD	
Systembolaget margin		1,85	AUD		2,00	AUD	
Alk Tax + VAT		6,24	AUD		6,52	AUD	
RSP		15,46	AUD		16,88	AUD	

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