

CALWINE

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

558-22 USA, California or Washington, chardonnay, PET, sustainability certified (B)

Range:	Fixed range
Distribution:	Stores (MT 96 %, AB 380)
Launch date:	2026-03-02
Deadline tender answer:	2025-07-03
Deadline tender sample:	2025-08-12
Style and taste profile:	We are looking for a fruity white wine with hints of apples, pears, mango, spices and vanilla. The wine should have hints of oak or oak character.

Product requirements:

Price to consumer (SEK):	Max 99
Country of origin:	USA
EU product category:	Wine from third country with geographical denomination.
Type of product:	White wine
Volume:	750 ml
Packaging:	PET-bottle
Vintage:	2024
Available volume (liters):	72 000
Grape composition (%):	Minimum 75 % chardonnay.
Designation of origin (as stated on packaging):	California, Washington or underlying origin
Method of aging:	The wine must have been fully or partially aged in oak barrels/staves/chips.
Other requirements:	The wine must be certified according to CCSVW or organic.
EXW finished product:	Up to 2,40 USD / PCS
EXW bulk:	Up to 1,50 USD / Liter

PnL

Gross margin SE buildup PCS		RSP 89 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	1,90	USD	51%	2,40	USD	56%
Logistics inbound	Europa	0,42	USD	12%	0,42	USD	10%
Logistics SE		0,62	USD	17%	0,62	USD	14%
Marketing		0,18	USD	5%	0,21	USD	5%
Contributive margin		0,54	USD	15%	0,64	USD	15%
Price to Systembolaget		3,62	USD		4,29	USD	
Systembolaget margin		1,05	USD		1,14	USD	
Alk Tax + VAT		3,81	USD		4,00	USD	
RSP		8,48	USD		9,43	USD	

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