

# CALWINE

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

## 496-12 USA, California or Washington, cabernet sauvignon, B-i-B (A)

**Launch date:** 2025-09-01  
**Deadline tender answer:** 2025-02-23  
**Deadline tender sample:** 2025-02-26  
**Style and taste profile:** We are looking for a full-flavored, nuanced and grape typicity wine with a balanced oak character.

### Product requirements:

**Price to consumer (SEK):** Max 299  
**Country of origin:** USA  
**EU product category:** Wine from third country with geographical denomination  
**Type of product:** Red wine  
**Volume:** 3 000 ml  
**Packaging:** **Bag-in-Box** or pouch  
**Vintage:** 2023  
**Available volume (liters):** 96 000  
**Grape composition (%):** Minimum 75 % cabernet sauvignon  
**Residual sugar (g/l):** Max 5  
**Designation of origin (as stated on packaging):** California or Washington  
**Method of aging:** The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves/oak chips  
**Other requirements:** The wine must be sustainability certified according to CCSV, Lodi Rules, SIP or Sustainable WA. The certification organizations logo must appear on the packaging. Cabernet Sauvignon blanc must be clearly stated on the packaging

**EXW finished product:** Up to 8,90 USD / PCS  
**EXW bulk/bottled SE:** Up to 2,10 USD / Liter

### PnL

Gross margin SE buildup PCS		RSP 249 SEK		RSP 299 SEK	
FOB oversea / FCA Europe	PCS / 3000 ml	6,10	USD 70%	8,90	USD 74%
Logistics inbound	Overseas	0,48	USD 6%	0,48	USD 4%
Logistics SE		0,78	USD 9%	0,78	USD 7%
Marketing		0,43	USD 5%	0,60	USD 5%
Contributive margin		0,86	USD 10%	1,19	USD 10%
<b>Price to Systembolaget</b>		<b>8,64</b>	<b>USD</b>	<b>11,93</b>	<b>USD</b>
Systembolaget margin		1,78	USD	2,26	USD
Alk Tax + VAT		13,07	USD	14,01	USD
<b>RSP</b>		<b>23,49</b>	<b>USD</b>	<b>28,21</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.