

CALWINE

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

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

497-15 USA, North Coast, cabernet sauvignon, sustainability certified (B)

Distribution: 223 Stores
Launch date: 2025-12-01
Deadline tender answer: 2025-01-16
Deadline tender sample: 2025-02-18
Style and taste profile: We are looking for a grape- and origin typicity red wine with oak character.

Product requirements:

Price to consumer (SEK): 239 - 249
Country of origin: USA
EU product category: Wine from third country with geographical denomination.
Type of product: Red wine
Volume: 750 ml
Packaging: Bottle max 600 g
Vintage: 2023
Available volume (liters): 10 000
Grape composition (%): Minimum 85 % cabernet sauvignon
Designation of origin: North Coast or underlying AVA
Method of aging: The wine must be fully or partially aged in oak barrels.
Other requirements: The producer must be sustainability certified according to CCSW and located in requested origin.
The grape variety and origin must be clearly stated on the front label.

EXW finished product: Up to 7,80 USD / PCS
EXW bulk: Up to N/A EUR per liter

PnL

Gross margin SE buildup PCS		RSP 239 SEK			RSP 249 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	7,40	USD	58%	7,80	USD	58%
Logistics inbound	Overseas	0,27	USD	2%	0,27	USD	2%
Logistics SE		0,37	USD	3%	0,37	USD	3%
Marketing		0,89	USD	7%	0,94	USD	7%
Contributive margin		3,82	USD	30%	4,01	USD	30%
Price to Systembolaget		12,74	USD		13,36	USD	
Systembolaget margin		2,35	USD		2,45	USD	
Alk Tax + VAT		6,25	USD		6,43	USD	
RSP		21,34	USD		22,23	USD	

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