

CALWINE

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

560-1 Argentina, cabernet sauvignon, B-i-B, sustainability certified (A)

Range:	Fixed range
Distribution:	375 stores
Launch date:	2026-09-01
Deadline tender answer:	2025-12-07
Deadline tender sample:	2025-12-10
Style and taste profile:	We are looking for a fruity, full-flavored and grape-typicity red wine with oak character.

Product requirements:

Price to consumer (SEK):	1500 ml: max 199, 2000 ml: max 259
Country of origin:	Argentina
Type of product:	Red wine
Volume:	1 500 ml or 2 000 ml
Packaging:	Bag-in-Box
Vintage:	2025
Available volume (liters):	48 000
Grape composition:	100 % cabernet sauvignon
Designation of origin:	Mendoza or Salta or underlying GI:s to these
Method of aging:	The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves or oak chips.
Other requirements:	The grape variety and designation of origin must be stated on the front of the label. The product must hold a certificate from Bodegas de Argentina, and/or be certified by Fairtrade or IMO-Fair for life as fair trade. On the packaging as well as in the offer stated producer must be a producer located in Argentina. Please observe that only one product per producer can be offered.

EXW finished product: Up to 5,70 USD / PCS 1,5L and 8,20 USD / PCS 2L

PnL

Gross margin SE buildup PCS		RSP 199 SEK			RSP 259 SEK		
FOB oversea / FCA Europe	PCS / 2000 ml	4,70	USD	54%	8,20	USD	63%
Logistics inbound	Overseas	1,18	USD	14%	1,18	USD	9%
Logistics SE		1,08	USD	12%	1,08	USD	8%
Marketing		0,43	USD	5%	0,65	USD	5%
Contributive margin		1,30	USD	15%	1,96	USD	15%
Price to Systembolaget		8,69	USD		13,09	USD	
Systembolaget margin		1,85	USD		2,49	USD	
Alk Tax + VAT		10,42	USD		11,68	USD	
RSP		20,95	USD		27,26	USD	

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