

CALWINE

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

561-16 USA, red wine, sustainability certified (B)

Range: Fixed range 302 stores
Launch date: 2026-12-01
Deadline tender answer: 2026-02-12
Deadline tender sample: 2026-03-17
Style and taste profile: We are looking for a fruit-driven red wine in a medium to full-bodied style with fresh acidity and hints of red and dark fruit such as strawberries, cherries, plums, blueberries, blackberries. The wine should not have an oak character.

Product requirements:

Price to consumer (SEK): 149
Country of origin: USA
EU product category: Wine from third country with geographical denomination
Type of product: Red wine
Volume: 750 ml
Packaging: Light weight bottle max 420 g or PET-bottle
Vintage: 2025
Available volume (liters): 48 000
Grape composition (%): Single variety wine or blend of the following grape varieties: grenache, malbec, teroldego, mourvèdre or syrah.
Designation of origin: Underlying AVA to California or underlying AVA to Washington.
Method of aging: The wine should not have been in contact with oak.
Other requirements: On the packaging as well as in the offer stated producer must be a property located in offered origin.
The product must meet the existing criteria for CCSW, Lodi Rules, SIP or Washingtons Sustainable WA.

EXW finished product: Up to 5,20 USD / PCS

EXW bulk: Upon request

PnL

Gross margin SE buildup PCS		RSP 134 SEK				RSP 149 SEK			
FOB oversea / FCA Europe	PCS / 750 ml	4,34	USD	60%		5,20	USD	63%	
Logistics inbound	Overseas	0,53	USD	7%		0,53	USD	6%	
Logistics SE		0,76	USD	11%		0,76	USD	9%	
Marketing		0,51	USD	7%		0,58	USD	7%	
Contributive margin		1,08	USD	15%		1,25	USD	15%	
Price to Systembolaget		7,22	USD			8,32	USD		
Systembolaget margin		1,73	USD			1,89	USD		
Alk Tax + VAT		5,16	USD			5,47	USD		
RSP		14,11	USD			15,68	USD		

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