

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%
Logistics inbound	Overseas	0,53 USD 7%
Logistics SE		0,76 USD 11%
Marketing		0,51 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.