

CALWINE

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

560-19 Austria, zweigelt, organic, PCF (B)

Range: Fixed range 227 stores
Launch date: (YYMMDD) 2026-09-01
Deadline tender answer: 2026-01-29
Deadline tender sample: 2026-03-03
Style and taste profile: We are looking for a medium-bodied, fruity red wine with hints of raspberries, wild berries, herbs and licorice. The wine may have hints of oak, but this is not a requirement.

Product requirements:

Price to consumer (SEK): Max 99
Country of origin: Austria
EU product category: Wine from EU with protected origin denomination
Type of product: Red wine
Volume: 750 ml
Packaging: Lightweight bottle max 420 g or PET bottle
Vintage: 2025
Available volume (liters): 36 000
Grape composition: Minimum 85 % zweigelt
Designation of origin: Niederösterreich or Burgenland or to these underlying DACs
Other requirements: The product must meet the existing criteria for organic wine according to current EU legislation.
The tender winner must register PCF – Product Carbon Footprint.
Please observe that only one product per producer can be offered.

EXW finished product: Up to 2,60 EUR / PCS
EXW bulk: Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 94 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,20	EUR	61%	2,60	EUR	63%
Logistics inbound	Europa	0,23	EUR	6%	0,23	EUR	6%
Logistics SE		0,66	EUR	18%	0,66	EUR	16%
Marketing		0,19	EUR	5%	0,20	EUR	5%
Contributive margin		0,37	EUR	10%	0,40	EUR	10%
Price to Systembolaget		3,70	EUR		4,02	EUR	
Systembolaget margin		1,11	EUR		1,16	EUR	
Alk Tax + VAT		3,73	EUR		3,82	EUR	
RSP		8,55	EUR		9,00	EUR	

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