

# CALWINE

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

## 407-32 France, Crémant du Jura, (B)

**Launch date:** 2024-12-02  
**Deadline tender answer:** 2024-05-02  
**Deadline tender sample:** 2024-06-04  
**Style and taste profile:** We are looking for a dry, fresh, fruity and nuanced sparkling white wine with hints of toasted bread.  
**Other:** Please note that when tender samples are requested, three (3) bottles must be handed in for sparkling wine.

### Product requirements:

**Price to consumer (SEK):** Max 159  
**Country of origin:** France  
**EU product category:** Quality sparkling wine from EU  
**Type of product:** Sparkling wine  
**Volume:** 750 ml  
**Packaging:** Lighter glass bottle max 580 g  
**Vintage:** Vintage free of choice or non vintage (NV)  
**Available volume (liters):** 30 000  
**Type of closure:** Mushroom stopper (Champagne cork)  
**Designation of origin (as stated on packaging):** AOP Crémant de Jura  
**Other requirements:** The term Brut or Extra Brut must be stated on the front- or back label.  
**EXW finished product:** Up to 4,20 EUR / PCS  
**EXW bulk:** N/A

### PnL

Gross margin SE buildup PCS		RSP 139 SEK			RSP 159 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,30	EUR	53%	4,20	EUR	56%
Logistics inbound	Europa	0,36	EUR	6%	0,36	EUR	5%
Logistics SE		0,55	EUR	9%	0,55	EUR	7%
Marketing		0,44	EUR	7%	0,52	EUR	7%
Contributive margin		1,56	EUR	25%	1,86	EUR	25%
<b>Price to Systembolaget</b>		<b>6,23</b>	<b>EUR</b>		<b>7,42</b>	<b>EUR</b>	
Systembolaget margin		1,38	EUR		1,55	EUR	
Alk Tax + VAT		4,27	EUR		4,61	EUR	
<b>RSP</b>		<b>11,88</b>	<b>EUR</b>		<b>13,59</b>	<b>EUR</b>	

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