

# CALWINE

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

## 561-32 USA, California or Washington, sparkling wine (B)

<b>Range:</b>	Fixed range 75 stores
<b>Launch date:</b> (YYMMDD)	2026-12-01
<b>Deadline tender answer:</b>	2026-03-05
<b>Deadline tender sample:</b>	2026-04-07
<b>Style and taste profile:</b>	We are looking for a nuanced, sparkling white wine.

### Product requirements:

<b>Price to consumer (SEK):</b>	149
<b>Country of origin:</b>	USA
<b>EU product category:</b>	Sparkling wine from third country.
<b>Type of product:</b>	Sparkling wine
<b>Volume:</b>	750 ml
<b>Packaging:</b>	Lighter glass bottle max 580 g
<b>Vintage:</b>	NV
<b>Available volume (liters):</b>	30 000
<b>Type of closure:</b>	Mushroom stopper (Champagne cork)
<b>Grape composition:</b>	Free of choice. Must be stated.
<b>Residual sugar (g/l):</b>	Max 10
<b>Designation of origin:</b>	California, Washington State or underlying AVAs to these.
<b>Method of aging:</b>	The wine must have undergone a second, carbonating fermentation in the bottle followed by at least 9 months on the lees.
<b>Other requirements:</b>	Please observe that only one product per producer can be offered.
<b>EXW finished product:</b>	Up to 5,20 USD / PCS
<b>EXW bulk:</b>	Up to N/A EUR / Liter

### PnL

<b>Gross margin SE buildup PCS</b>	<b>RSP 134 SEK</b>	<b>RSP 149 SEK</b>	
FOB oversea / FCA Europe	PCS / 750 ml	4,40	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%
<b>Price to Systembolaget</b>	<b>7,22</b>	<b>USD</b>	<b>8,32</b>
Systembolaget margin		1,73	USD
Alk Tax + VAT		5,16	USD
<b>RSP</b>	<b>14,11</b>	<b>USD</b>	<b>15,68</b>

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