

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)

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

Product requirements:

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

EXW finished product: Up to 5,20 USD / PCS
EXW bulk: Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 134 SEK				RSP 149 SEK			
FOB oversea / FCA Europe	PCS / 750 ml	4,40	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.