

CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.

Please Use Reference Number and Company Name in Your Email Subject Line.

559-22 Spain, Ribeiro, white wine, grape blend with trajadura (B)

Distribution: 245 stores
Launch date: 2026-06-01
Deadline tender answer: 2025-12-11
Deadline tender sample: 2026-01-13
Style and taste profile: We are looking for a fresh and fruity white wine with hints of white and yellow fruit, white flowers and herbs.

Product requirements:

Price to consumer (SEK): 120 - 149
Country of origin: Spain
Type of product: White wine
Volume: 750 ml
Packaging: Lightweight bottle max 420 g
Vintage: 2024 or younger
Available volume (liters): 18 000
It is possible to offer 10 000 liters of the 2024 vintage provided that there are at least 15 000 liters available of the following vintage.
Grape composition: Grape blend made from green grapes containing at least 50% trajadura.
Designation of origin: DO Ribeiro
Other requirements: Please observe that only one product per producer can be offered, even if the stated producer is fully or partially listed as a subcontractor in another submitted offer by the same supplier.

EXW finished product: Up to 4,20 EUR / PCS
EXW bulk: N/A

PnL

Gross margin SE buildup PCS		RSP 129 SEK			RSP 149 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,35	EUR	58%	4,20	EUR	61%
Logistics inbound	Europa	0,22	EUR	4%	0,22	EUR	3%
Logistics SE		0,63	EUR	11%	0,63	EUR	9%
Marketing		0,40	EUR	7%	0,49	EUR	7%
Contributive margin		1,15	EUR	20%	1,39	EUR	20%
Price to Systembolaget		5,73	EUR		6,95	EUR	
Systembolaget margin		1,31	EUR		1,49	EUR	
Alk Tax + VAT		4,17	EUR		4,52	EUR	
RSP		11,22	EUR		12,96	EUR	

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