

CALWINE

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

561-15 USA, California, cabernet sauvignon, paper packaging, PCF (A)

Range: Fixed range 451
Launch date: (YYMMDD) 2026-12-01
Deadline tender answer: 2026-04-12
Deadline tender sample: 2026-04-15
Style and taste profile: We are looking for a full-flavored, grape typicity, red wine with oak character.

Product requirements:

Price to consumer (SEK): 750 ml: max 67
1 000 ml: max 89
Country of origin: USA
EU product category: Wine from third country with geographical denomination
Type of product: Red wine
Volume: 750 ml or 1 000 ml
Packaging: Paper packaging / Tetra
Vintage: 2024 or younger
Available volume (liters): 72 000
Grape composition: Minimum 85 % cabernet sauvignon
Designation of origin: California or underlying AVA
Method of aging: The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves/oak chips.
Other requirements: The tender winner must PCF – Product Carbon Footprint.
Please observe that only one product per producer can be offered.
EXW finished product: Up to 1,70 USD / PCS
EXW bulk: Up to 1,90 USD / Liter

PnL

Gross margin SE buildup PCS		RSP 84 SEK				RSP 89 SEK			
FOB oversea / FCA Europe	PCS / 1000 ml	1,40	USD	47%		1,70	USD	51%	
Logistics inbound	Europa	0,26	USD	9%		0,26	USD	8%	
Logistics SE		0,76	USD	26%		0,76	USD	23%	
Marketing		0,14	USD	5%		0,16	USD	5%	
Contributive margin		0,35	USD	12%		0,39	USD	12%	
Price to Systembolaget		2,88	USD			3,25	USD		
Systembolaget margin		1,08	USD			1,13	USD		
Alk Tax + VAT		4,88	USD			4,99	USD		
RSP		8,84	USD			9,37	USD		

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