

# CALWINE

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

## 407-8 Spain, Valencia, blend, sustainability certified (B)

**Launch date:** 2024-12-02  
**Deadline tender answer:** 2024-07-11  
**Deadline tender sample:** 2024-08-13  
**Style and taste profile:** We are looking for a nuanced, full-bodied and full-flavored red wine with hints of red and/or dark berries. Hints of oak may occur, but it is not a requirement.

### Product requirements:

**Price to consumer (SEK):** 90 - 99  
**Type of product:** Red wine  
**Volume:** 750 ml  
**Packaging:** Light weight bottle max 420 g or PET-bottle  
**Vintage:** 2022 or younger  
**Available volume (liters):** 48 000  
**Type of closure:** For PET long screw cap of material approved for return deposit system (not metal).  
**Grape composition (%):** Blend of at least two (2) of the following grape varieties: monastrell, syrah, garnacha tintorera or tempranillo. No grape variety may be included with more than 70%. No other grape varieties may be included in the blend.  
**Residual sugar (g/l):** Max 5  
**Designation of origin (as stated on packaging):** DO Valencia or underlying DO  
**Method of aging:** Must be stated  
**Other requirements:** The wine must be certified with at least one of the following alternatives: organic, Fair'n Green or Wineries for Climate protection. The wine shall not have been in contact with oak staves or oak chips. Within three (3) days after the tender winner has been informed about the tender win, valid certificates, in Swedish or English, must be received by Systembolaget proving that the wine in question is certified with any of the requested certifications.

**EXW finished product:** Up to 2,30 EUR / PCS

**EXW bulk:** N/A

**PnL**

Gross margin SE buildup PCS		RSP 90 SEK			RSP 99 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	2,30	EUR	69%	2,75	EUR	71%
Logistics inbound	Europa	0,18	EUR	5%	0,18	EUR	5%
Logistics SE		0,36	EUR	11%	0,36	EUR	9%
Marketing		0,17	EUR	5%	0,19	EUR	5%
Contributive margin		0,33	EUR	10%	0,38	EUR	10%
<b>Price to Systembolaget</b>		<b>3,31</b>	<b>EUR</b>		<b>3,85</b>	<b>EUR</b>	
Systembolaget margin		0,95	EUR		1,03	EUR	
Alk Tax + VAT		3,43	EUR		3,59	EUR	
<b>RSP</b>		<b>7,69</b>	<b>EUR</b>		<b>8,46</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.