

CALWINE

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

561-20 South Africa, chenin blanc, B-i-B, sustainability certified, PCF (A)

Range: Fixed range 353 stores
Launch date: (YYMMDD) 2026-12-01
Deadline tender answer: 2026-06-21
Deadline tender sample: 2026-06-24
Style and taste profile: We are looking for a medium-bodied, fresh and fruity white wine with hints of pear, stone fruit, herbs, nuts and citrus. The wine may have hints of oak, but this is not a requirement.

Product requirements:

Price to consumer (SEK): Max 269
Country of origin: South Africa
EU product category: Wine from third country with geographical denomination
Type of product: White wine
Volume: 3 000 ml
Packaging: Bag-in-Box
Vintage: 2026
Available volume (liters): 240 000
Grape composition: Minimum 85 % chenin blanc
Designation of origin: Coastal Region or to the underlying region/district.
(as stated on packaging):
Other requirements: Offered product must either be ethically certified according to Fairtrade or Fair for Life, alternatively certified organic or IPW *in combination* with Wieta A or SMETA 4 pillar. The tender winner must report PCF – Product Carbon Footprint.
Please observe that only one product per producer can be offered.

EXW finished product: Up to 6,40 EUR / PCS
EXW bulk: Up to 1,40 EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 239 SEK			RSP 269 SEK		
FOB oversea / FCA Europe	PCS / 3000 ml	4,85	EUR	64%	6,40	EUR	68%
Logistics inbound	Europa	0,53	EUR	7%	0,53	EUR	6%
Logistics SE		0,93	EUR	12%	0,93	EUR	10%
Marketing		0,38	EUR	5%	0,48	EUR	5%
Contributive margin		0,91	EUR	12%	1,14	EUR	12%
Price to Systembolaget		7,61	EUR		9,51	EUR	
Systembolaget margin		1,70	EUR		1,99	EUR	
Alk Tax + VAT		12,41	EUR		12,96	EUR	
RSP		21,73	EUR		24,45	EUR	

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