

CALWINE

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

494-29 Australia, South Africa or USA, rosé wine, can (B)

Launch date: 2025-03-01
Deadline tender answer: 2024-07-25
Deadline tender sample: 2024-08-27
Style and taste profile: We are looking for a fresh and fruity rosé wine with hints of red berries and citrus.
Other: Please note that when tender samples are requested, two (2) bottles of 750 ml or eight (8) cans of 250 ml must be handed in.

Product requirements:

Price to consumer (SEK): Max 59
Alcohol level Max 8,5
according to label (vol. %):
Country of origin: Australia, South Africa or USA
EU product category: Wine from third country or Wine from third country with geographical denomination.
Type of product: Rosé wine
Volume: 250 ml
Packaging: Can
Vintage: 2023, 2024 or NV
Available volume (liters): 8 000
Grape composition (%): Free of choice. Must be stated.
Residual sugar (g/l): Max 12
Designation of origin Free of choice. Must be stated.
EXW finished product: Up to 1,60 EUR / PCS
EXW bulk: Up to 3,60 EUS / Liter

PnL

Gross margin SE buildup PCS		RSP 49 SEK			RSP 59 SEK		
FOB oversea / FCA Europe	per liter	2,10	EUR		3,61	EUR	
FOB oversea / FCA Europe	PCS / 250 ml	0,53	EUR	27%	0,90	EUR	35%
Bulk Shipping.	Overseas	0,06	EUR	3%	0,06	EUR	2%
Bulk bottling.	Alu.Can	0,42	EUR	22%	0,42	EUR	17%
Logistics inbound	Europa	0,09	EUR	5%	0,09	EUR	4%
Logistics SE		0,14	EUR	7%	0,14	EUR	6%
Marketing		0,14	EUR	7%	0,18	EUR	7%
Contributive margin		0,59	EUR	30%	0,77	EUR	30%
Price to Systembolaget		1,97	EUR		2,56	EUR	
Systembolaget margin		0,75	EUR		0,84	EUR	
Alk Tax + VAT		1,47	EUR		1,64	EUR	
RSP		4,19	EUR		5,04	EUR	

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