

CALWINE

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

559-25 Spain, sparkling with chardonnay (B)

Range:	Fixed range
Distribution:	144 stores
Launch date:	2026-06-01
Deadline tender answer:	2025-10-30
Deadline tender sample:	2025-12-02
Style and taste profile:	We are looking for a dry, fresh, nuanced white sparkling wine with an autolytic character.
Other:	Please note that when tender samples are requested, three (3) bottles of 750 ml must be submitted.

Product requirements:

Price to consumer (SEK):	Max 159
Country of origin:	Spain
EU product category:	Quality sparkling wine from EU
Type of product:	Sparkling wine
Volume:	750 ml
Packaging:	Glass bottle max weight 850 gr
Vintage:	2018 or younger, NV is not permitted
Available volume (liters):	8 000
Type of closure:	Mushroom stopper (Champagne cork)
Grape composition:	Minimum 60 % chardonnay
Designation of origin:	DO Cava, Classic Penedès or Corpinnat
Residual sugar (g/l):	Max 12
Method of aging:	Secondary fermentation must have taken place in the bottle according to the traditional method. The wine must have been on the lees in the bottle for at least 18 months.
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 4,30 EUR
EXW Bulk:	Up to N/A EUR/L
PnL	

Gross margin SE buildup PCS		RSP 139 SEK			RSP 159 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,50	EUR	55%	4,30	EUR	57%
Logistics inbound	Europa	0,22	EUR	3%	0,22	EUR	3%
Logistics SE		0,63	EUR	10%	0,63	EUR	8%
Marketing		0,44	EUR	7%	0,53	EUR	7%
Contributive margin		1,58	EUR	25%	1,89	EUR	25%
Price to Systembolaget		6,34	EUR		7,55	EUR	
Systembolaget margin		1,40	EUR		1,58	EUR	
Alk Tax + VAT		4,35	EUR		4,69	EUR	
RSP		12,09	EUR		13,83	EUR	

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