

CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.

Please Use Reference Number and Company Name in Your Email Subject Line.

560-17 USA, California, pinot noir, sustainability certified (B)

Distribution:	98 stores
Launch date:	2026-09-01
Deadline tender answer:	2026-02-12
Deadline tender sample:	2026-03-17
Style and taste profile:	We are looking for a nuanced and grape-typicity red wine with hints of strawberries, raspberries, red cherries and spices. The wine should have hints of oak.

Product requirements:

Price to consumer (SEK):	Max 229
Country of origin:	USA
EU product category:	Wine from third country with protected geographical denomination
Type of product:	Red wine
Volume:	750 ml
Packaging:	Bottle max 550 gr
Vintage:	2023 or 2024
Available volume (liters):	10 000
Grape composition (%):	100 % pinot noir
Designation of origin:	Underlying origin free of choice/AVA to California.
Method of aging:	The wine must be fully or partially aged in oak barrels
Other requirements:	On the packaging as well as in the offer stated producer must be a producer located in offered origin. The product must meet the existing criteria for organic wine according to current EU legislation, and/or certified according to CCSW or SIP. The controlling body must be clearly stated on the label. Please observe that only one product per producer can be offered.

EXW finished product:	Up to 7,30 USD / PCS
EXW bulk:	N/A

PnL

Gross margin SE buildup PCS		RSP 199 SEK				RSP 229 SEK			
FOB oversea / FCA Europe	PCS / 750 ml	6,00	USD	52%		7,30	USD	54%	
Logistics inbound	Overseas	0,50	USD	4%		0,50	USD	4%	
Logistics SE		0,74	USD	6%		0,74	USD	5%	
Marketing		0,80	USD	7%		0,95	USD	7%	
Contributive margin		3,44	USD	30%		4,07	USD	30%	
Price to Systembolaget		11,47	USD			13,57	USD		
Systembolaget margin		2,23	USD			2,53	USD		
Alk Tax + VAT		6,20	USD			6,80	USD		
RSP		19,90	USD			22,90	USD		

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