

CALWINE

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

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

559-6 Italy, Etna Rosso, organic (C)

Distribution:	304 stores
Launch date:	2026-06-01
Deadline tender answer:	2025-12-11
Deadline tender sample:	2026-01-13
Style and taste profile:	We are looking for a spicy and nuanced red wine with hints of oak, red berries, blood orange and herbs.

Product requirements:

Price to consumer (SEK):	Max 199
Country of origin:	Italy
Type of product:	Red wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g
Vintage:	2024
Available volume (liters):	10 000
Grape composition:	Must be stated.
Residual sugar (g/l):	Max 5
Designation of origin:	Etna DOC

Other requirements:	The product must meet the existing criteria for organic wine according to current EU legislation. The producer must meet existing criteria for Equalitas, VIVA or SQNPI. On the packaging as well as in the offer stated producer must be a producer located in Sicily. Please observe that only one product per producer can be offered.
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EXW finished product:	Up to 6,70 EUR / PCS
EXW bulk:	N/A

PnL

Gross margin SE buildup PCS		RSP 169 SEK				RSP 199 SEK			
FOB oversea / FCA Europe	PCS / 750 ml	5,30	EUR	64%		6,70	EUR	66%	
Logistics inbound	Europa	0,22	EUR	3%		0,22	EUR	2%	
Logistics SE		0,64	EUR	8%		0,64	EUR	6%	
Marketing		0,41	EUR	5%		0,50	EUR	5%	
Contributive margin		1,63	EUR	20%		2,00	EUR	20%	
Price to Systembolaget		8,16	EUR			9,98	EUR		
Systembolaget margin		1,67	EUR			1,94	EUR		
Alk Tax + VAT		4,87	EUR			5,39	EUR		
RSP		14,70	EUR			17,30	EUR		

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