

CALWINE

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

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

407-20 South Africa, white wine, grape blend with chenin blanc, BiB, sustainability certified (A)

Launch date: 2024-12-02
Deadline tender answer: 2024-06-23
Deadline tender sample: 2024-06-26
Style and taste profile: We are looking for a fresh and fruity wine with elements of apples, pears, herbs and citrus. The wine may preferably have been on its lees and may have elements of barrel, but this is not a requirement.

Product requirements:

Price to consumer (SEK): Max 229
EXW: Up to 4,79 EUR/PCS
EXW bulk: Up to 0,95 EUR per liter.
Country of origin: South Africa
EU product category: Wine from third countries with a geographical indication.
Type of product: White wine
Volume: 3000 ml
Packaging: Bag-in-Box
Vintage: 2024
Available volume (liters): 288 000.
Grape composition (%): The wine must consist of at least 60% chenin blanc (but a maximum of 80%) and two of the following grapes: grenache blanc, viognier, roussanne, marsanne, clairette blanche.
Designation of origin: Origin underlying Western Cape.

Other requirements: Offered product must meet the respective criteria to fall under "Our most sustainable drinks" (formerly Sustainable Choice). This means that, in addition to packaging with a lower climate footprint and documented traceability, it must meet one of the following two options: - offered producer must be certified by Fairtrade or IMO Fair for Life as fair trade and upon launch the product must be labeled accordingly, or - offered producer must hold Wieta (score A) and upon launch the product must be labeled with The Wine and Agricultural Ethical Trade Initiative of SA's (WIETA) ethical label (WIETA SEAL) in combination with the fact that it must meet existing criteria for organic wine according to current EU legislation or IPW South Africa.

PnL

Gross margin SE buildup PCS		RSP 199 SEK			RSP 229 SEK		
FOB oversea / FCA Europe	PCS / 3000 ml	3,18	EUR	63%	4,79	EUR	70%
Logistics inbound	Overseas	0,45	EUR	9%	0,45	EUR	7%
Logistics SE		0,73	EUR	15%	0,73	EUR	11%
Marketing		0,15	EUR	3%	0,21	EUR	3%
Contributive margin		0,50	EUR	10%	0,69	EUR	10%
Price to Systembolaget		5,02	EUR		6,87	EUR	
Systembolaget margin		1,22	EUR		1,49	EUR	
Alk Tax + VAT		11,38	EUR		11,91	EUR	
RSP		17,61	EUR		20,27	EUR	

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