

CALWINE

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

558-4 Chile, Carmenère or grape blend with carmenère. (B)

Range:	Fixed range
Distribution:	Stores 382
Launch date:	2026-03-02
Deadline tender answer:	2025-07-03
Deadline tender sample:	2025-08-05
Style and taste profile:	We are looking for a fruity red wine with hints of red berries, dark berries, spices and a balanced oak character.

Product requirements:

Price to consumer (SEK):	Max 119
Country of origin:	Chile
EU product category:	Wine from third country or Wine from third country with geographical denomination.
Type of product:	Red wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g or PET-bottle
Vintage:	2024 or 2025
Available volume (liters):	36 000
Grape composition:	Carmenère minimum 80%
Designation of origin:	DO Elqui, DO Limari, DO Colchagua
Method of aging:	The wine must be fully or partially aged in oak barrels.
Other requirements:	The producer stated on the label and in the offer must be certified in all areas (red, green and orange) according to Certified Sustainable Wine of Chile (www.sustentavid.org).
EXW finished product:	Up to 3,75 USD / PCS
EXW bulk:	Up to N/A EUR / Liter

PnL

Gross margin SE buildup PCS		RSP 109 SEK			RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,20	USD	66%	3,75	USD	67%
Logistics inbound	Europa	0,21	USD	4%	0,21	USD	4%
Logistics SE		0,39	USD	8%	0,39	USD	7%
Marketing		0,34	USD	7%	0,39	USD	7%
Contributive margin		0,74	USD	15%	0,83	USD	15%
Price to Systembolaget		4,90	USD		5,56	USD	
Systembolaget margin		1,23	USD		1,33	USD	
Alk Tax + VAT		4,15	USD		4,34	USD	
RSP		10,28	USD		11,23	USD	

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