

CALWINE

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

407-16 Argentina, malbec, cardboard packaging or PET bottle, 750 or 1000 ml, ethical (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 fruity, flavorful and grape-typical red wine with character of dark berries, violets and barrel character.

Product requirements:

Price to consumer (SEK): Max 79
EXW: Up to 1,90 USD/PCS
EXW bulk: Up to 1,35 USD per liter.
Country of origin: Argentina
EU product category: Wine from a third country or Wine from a third country with a geographical indication
Type of product: Red wine
Volume: 750 ml
Packaging: Tetra
Vintage: 2023 or 2024
Available volume (liters): 72 000.
Grape composition (%): Minimum 85% Malbec
Designation of origin: Must be stated.
Storage method: The wine must have been fully or partially stored in oak barrels or in contact with oak chips/sticks.

Other requirements: The product must be certified by Fairtrade or IMO-Fair for life as fair trade, which means that the wine must have a valid Fairtrade certificate or valid certificate for Fair for life from IMO. A label for fair trade must clearly appear on the packaging.

PnL

Gross margin SE buildup PCS		RSP 69 SEK			RSP 79 SEK		
FOB oversea / FCA Europe	per liter	0,67	USD		1,38	USD	
FOB oversea / FCA Europe	PCS / 750 ml	0,51	USD	22%	1,04	USD	35%
Bulk Shipping.	Overseas	0,20	USD	9%	0,20	USD	7%
Bulk bottling.	Tetra 750	0,58	USD	25%	0,58	USD	20%
Logistics inbound	Europa	0,20	USD	9%	0,20	USD	7%
Logistics SE		0,35	USD	15%	0,35	USD	12%
Marketing		0,11	USD	5%	0,15	USD	5%
Contributive margin		0,34	USD	15%	0,44	USD	15%
Price to Systembolaget		2,29	USD		2,96	USD	
Systembolaget margin		0,85	USD		0,95	USD	
Alk Tax + VAT		3,43	USD		3,62	USD	
RSP		6,57	USD		7,52	USD	

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