

CALWINE

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

561-18 Uruguay, red wine, B-i-B, PCF (A)

Range: Fixed range 451 stores
Launch date: (YYMMDD) 2026-12-01
Deadline tender answer: 2026-04-26
Deadline tender sample: 2026-04-29
Style and taste profile: We are looking for a fruity and full-flavored red wine with hints of dark and red berries.

Product requirements:

Price to consumer (SEK): Max 259
Country of origin: Uruguay
EU product category: Wine from third country or wine from third country with geographical denomination
Type of product: Red wine
Volume: 3 000 ml
Packaging: Bag-in-box
Vintage: 2025
Available volume (liters): 360 000
Grape composition: Minimum 70 % tannat. Other permitted varities are marselan.
Designation of origin: Must be stated

Other requirements: The tender winner must report PCF – Product Carbon Footprint.
Please observe that only one product per producer can be offered.

EXW finished product: Up to 6,25 USD / PCS
EXW bulk: Up to 1,50 USD / Liter

PnL

Gross margin SE buildup PCS		RSP 229 SEK			RSP 259 SEK		
FOB oversea / FCA Europe	PCS / 3000 ml	4,40	USD	55%	6,25	USD	61%
Logistics inbound	Overseas	1,18	USD	15%	1,18	USD	12%
Logistics SE		1,08	USD	13%	1,08	USD	11%
Marketing		0,40	USD	5%	0,51	USD	5%
Contributive margin		0,97	USD	12%	1,23	USD	12%
Price to Systembolaget		8,08	USD		10,28	USD	
Systembolaget margin		1,86	USD		2,19	USD	
Alk Tax + VAT		14,16	USD		14,79	USD	
RSP		24,11	USD		27,26	USD	

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