

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 varites 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.
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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
Logistics inbound	Overseas	1,18	USD	15%	1,18
Logistics SE		1,08	USD	13%	1,08
Marketing		0,40	USD	5%	0,51
Contributive margin		0,97	USD	12%	1,23
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.