

CALWINE

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

407-18 Austria, pinot noir, organic (C)

Launch date: 2024-12-02

Deadline tender answer: 2024-05-16

Deadline tender sample: 2024-06-18

Style and taste profile: We are looking for a nuanced and grape typicity red wine with hints of red berries, herbs and spices. The wine must have notes of oak or balanced oak character.

Product requirements:

Price to consumer (SEK): Max 129 - 149

Country of origin: Austria

EU product category: Wine from EU with protected origin denomination

Type of product: Red wine

Volume: 750 ml

Packaging: Light weight bottle max 420 g or PET-bottle

Vintage: 2023

Available volume (liters): 24 000

It is possible to offer 15 000 liters of vintage 2023 provided there will be at least 10 000 liters available of vintage 2024.

Grape composition (%): 100 % pinot noir

Designation of origin
(as stated on packaging): Niederösterreich or Burgenland

Method of aging: The wine must be fully or partially aged in oak barrels.

Other requirements: The grape variety must be stated on the front label.

The product must meet existing criteria for organic wine according to current EU legislation. The controlling body and that the wine is organic must be clearly stated on the label/packaging.

EXW finished product: Up to 4,80 EUR / PCS

EXW bulk: N/A

PnL

Gross margin SE buildup PCS		RSP 129 SEK			RSP 149 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,85	EUR	69%	4,80	EUR	70%
Logistics inbound	Europa	0,18	EUR	3%	0,18	EUR	3%
Logistics SE		0,36	EUR	6%	0,36	EUR	5%
Marketing		0,39	EUR	7%	0,48	EUR	7%
Contributive margin		0,85	EUR	15%	1,02	EUR	15%
Price to Systembolaget		5,63	EUR		6,83	EUR	
Systembolaget margin		1,29	EUR		1,47	EUR	
Alk Tax + VAT		4,10	EUR		4,44	EUR	
RSP		11,03	EUR		12,74	EUR	

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