

# CALWINE

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

## 482-94 Argentina, Pet Nat

<b>Launch date:</b>	2024-11-08
<b>Deadline tender answer:</b>	2024-05-19
<b>Deadline tender sample:</b>	2024-06-18
<b>Contribution limit for repurchase:</b>	See contribution limits on the Supplier Portal
<b>Competitive assessment:</b>	Extended
<b>Other information:</b>	Note that when tender samples are requested, three bottles (as for sparkling wine) must be handed in.
<b>Style and taste profile:</b>	We are looking for a dry white or orange pétillant naturel.

### Product requirements:

<b>Price to consumer (SEK):</b>	Max 149
<b>Country of origin:</b>	Argentina
<b>Volume:</b>	750 ml
<b>Packaging:</b>	Transparent bottle
<b>Vintage:</b>	2024
<b>Available volume (units):</b>	3 200
<b>Type of closure:</b>	Crown cap
<b>Designation of origin</b>	Must be stated
<b>Other requirements:</b>	Pet Nat or pétillant naturel must appear on the front- or back label.

### PnL

Gross margin SE buildup PCS		RSP 129 SEK			RSP 149 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,65	USD	58%	4,56	USD	60%
Logistics inbound	Overseas	0,27	USD	4%	0,27	USD	4%
Logistics SE		0,35	USD	6%	0,35	USD	5%
Marketing		0,44	USD	7%	0,53	USD	7%
Contributive margin		1,57	USD	25%	1,90	USD	25%
<b>Price to Systembolaget</b>		<b>6,28</b>	<b>USD</b>		<b>7,61</b>	<b>USD</b>	
Systembolaget margin		1,44	USD		1,63	USD	
Alk Tax + VAT		4,57	USD		4,95	USD	
<b>RSP</b>		<b>12,29</b>	<b>USD</b>		<b>14,19</b>	<b>USD</b>	

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