

CALWINE

Contact us: tenders@calwine.se or your personal contact at Calwine.

Please Use Reference Number and Company Name in Your Email Subject Line.

560-20 South Africa, chenin blanc, Old Vine (B)

Distribution:	170 stores
Launch date:	2026-09-01
Deadline tender answer:	2026-01-15
Deadline tender sample:	2026-02-17
Style and taste profile:	We are looking for a balanced, fresh and fruity wine with hints of apples, pears, stone fruit, herbs and citrus. The wine may have hints of oak, but this is not a requirement.

Product requirements:

Price to consumer (SEK):	129 - 149
Country of origin:	South Africa
Type of product:	White wine
Volume:	750 ml
Packaging:	Lightweight bottle max 420 g or PET-bottle
Vintage:	2025
Available volume (liters):	36 000
Grape composition:	100 % chenin blanc
Designation of origin:	WO Piekenierskloof, Stellenbosch or Swartland
Method of aging:	The wine must have been on its lees for at least 3 months.

Other requirements:	The wine must come from an Old Vine Project certified winery(s), and this must be stated on the label. On the packaging as well as in the offer stated producer must be a producer located in offered origin. Please observe that only one product per producer can be offered.
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The following mandatory information must be stated in the offer:

EXW finished product:	Up to 4,35 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	3,40	EUR	59%		4,35	EUR	62%	
Logistics inbound	Overseas	0,43	EUR	8%		0,43	EUR	6%	
Logistics SE		0,64	EUR	11%		0,64	EUR	9%	
Marketing		0,40	EUR	7%		0,49	EUR	7%	
Contributive margin		0,86	EUR	15%		1,04	EUR	15%	
Price to Systembolaget		5,73	EUR			6,95	EUR		
Systembolaget margin		1,31	EUR			1,49	EUR		
Alk Tax + VAT		4,17	EUR			4,52	EUR		
RSP		11,22	EUR			12,96	EUR		

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