

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

559-19 Bulgaria, grape blend with sauvignon blanc, paper packaging (B)

Distribution: 385 stres
Launch date: 2026-06-01
Deadline tender answer: 2025-10-23
Deadline tender sample: 2025-11-25
Style and taste profile: We are looking for a generously fruity, youthful and slightly aromatic wine without oak character.

Product requirements:

Price to consumer (SEK): Max 89
Country of origin: Bulgaria
Type of product: White wine
Volume: 1 000 ml
Packaging: Paper packaging
Vintage: 2025
Available volume (liters): 48 000
Grape composition: Minimum 50% sauvignon blanc. Other grape varieties that may be included are chardonnay, pinot gris, rkatsiteli, riesling and msket.
Residual sugar (g/l): Max 5
Designation of origin: Must be stated

Other requirements: Please observe that only one product per producer can be offered.

EXW finished product: Up to 1,45 EUR / PCS

EXW bulk: N/A

PnL

Gross margin SE buildup PCS		RSP 79 SEK			RSP 89 SEK		
FOB oversea / FCA Europe	PCS / 1000 ml	0,95	EUR	43%	1,45	EUR	52%
Logistics inbound	Europa	0,22	EUR	10%	0,22	EUR	8%
Logistics SE		0,63	EUR	29%	0,63	EUR	23%
Marketing		0,11	EUR	5%	0,14	EUR	5%
Contributive margin		0,26	EUR	12%	0,33	EUR	12%
Price to Systembolaget		2,14	EUR		2,75	EUR	
Systembolaget margin		0,78	EUR		0,87	EUR	
Alk Tax + VAT		3,95	EUR		4,12	EUR	
RSP		6,87	EUR		7,74	EUR	

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