

CALWINE

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

407-11 Chile, single variety wine or blend with cabernet sauvignon, B-i-B, organic or ethical (A)

Launch date: 2024-12-02
Deadline tender answer: 2024-05-12
Deadline tender sample: 2024-05-15
Style and taste profile: We are looking for a full-bodied and full-flavored wine with hints of dark berries and oak.

Product requirements:

Price to consumer (SEK): Max 149
Type of product: Red wine
Volume: 1 500 ml
Packaging: Bag-in-Box
Vintage: 2023
Available volume (liters): 48 000
Grape composition (%): Minimum 60% cabernet sauvignon
Designation of origin (as stated on packaging): Must be stated.
Method of aging: The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves or oak chips.
Other requirements: The product must fulfill the current criteria for organic wine according to EU law. And/or the product must be certified by Fairtrade or IMO-Fair for life as fair trade, which means that the wine must have a valid Fairtrade certificate or valid certificate for Fair for life from IMO. A marking for fair trade must be clearly stated on the packaging.
EXW finished product: Up to 3,70 USD / PCS
EXW bulk: Up to 1,15 USD / Liter

PnL

Gross margin SE buildup PCS		RSP 139 SEK		RSP 149 SEK	
FOB oversea / FCA Europe	per liter	0,81	USD	1,18	USD
FOB oversea / FCA Europe	PCS / 1500 ml	1,22	USD 24%	1,77	USD 30%
Bulk Shipping.	Overseas	0,40	USD 8%	0,40	USD 7%
Bulk bottling.	BiB	1,44	USD 28%	1,44	USD 25%
Logistics inbound	Europa	0,37	USD 7%	0,37	USD 6%
Logistics SE		0,79	USD 15%	0,79	USD 14%
Marketing		0,26	USD 5%	0,29	USD 5%
Contributive margin		0,67	USD 13%	0,76	USD 13%
Price to Systembolaget		5,15	USD	5,82	USD
Systembolaget margin		1,28	USD	1,37	USD
Alk Tax + VAT		6,94	USD	7,13	USD
RSP		13,37	USD	14,33	USD

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