

# CALWINE

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

## 494-13 USA, California, pinot noir (B)

**Launch date:** 2025-03-01  
**Deadline tender answer:** 2024-08-01  
**Deadline tender sample:** 2024-09-03  
**Style and taste profile:** We are looking for a grape typicity red wine with a balanced oak character.

### Product requirements:

**Price to consumer (SEK):** 119  
**Country of origin:** USA  
**EU product category:** Wine from third country with geographical denomination.  
**Type of product:** Red wine  
**Volume:** 750 ml  
**Packaging:** Light weight bottle max 420 g  
**Vintage:** 2023  
**Available volume (liters):** 36 000  
**Type of closure:** For glass bottle screw cap of Stelvin type.  
**Grape composition (%):** 100 % pinot noir  
**Designation of origin (as stated on packaging):** California or underlying AVA  
**Method of aging:** The wine must be fully or partially aged in oak barrels, alternatively been in contact with oak staves/oak chips.  
**Other requirements:** The producer must be sustainability certified according to CCSW, Lodi Rules or SIP.  
**EXW finished product:** Up to 3,70 USD / PCS  
**EXW bulk:** N/A

### PnL

Gross margin SE buildup PCS		RSP 119 SEK		
FOB oversea / FCA Europe	PCS / 750 ml	3,70	USD	66%
Logistics inbound	Overseas	0,27	USD	5%
Logistics SE		0,40	USD	7%
Marketing		0,39	USD	7%
Contributive margin		0,84	USD	15%
<b>Price to Systembolaget</b>		<b>5,61</b>	<b>USD</b>	
Systembolaget margin		1,34	USD	
Alk Tax + VAT		4,38	USD	
<b>RSP</b>		<b>11,33</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.