

CALWINE

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

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

559-17 Italy, Apulia, Campania or Sicily, white, 1500 ml, organic (B)

Distribution:	380 stores
Launch date:	2026-06-01
Deadline tender answer:	2025-12-11
Deadline tender sample:	2026-01-13
Style and taste profile:	We are looking for a fruity and youthful white wine with hints of peach, pear, citrus and oak.
Other:	Please note that when tender samples are requested, two (2) bottles of 1 500 ml or 750 ml must be submitted.

Product requirements:

Price to consumer (SEK):	Max 159
Country of origin:	Italy
Type of product:	White wine
Volume:	1 500 ml
Packaging:	Glass bottle max 800 g or PET-bottle
Vintage:	2025
Available volume (liters):	6 000
Grape composition:	Blend of fiano and chardonnay. No single grape variety may make up more than 70% of the blend.
Residual sugar (g/l):	Max 5
Designation of origin:	IGP free of choice within Apulia, Campania or Sicily. Must be stated.
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 product must meet the existing criteria for organic wine according to current EU legislation. The producer must meet existing criteria for Equalitas, VIVA or SQNPI. Please observe that only one product per producer can be offered.

EXW finished product: Up to 3,70 EUR / PCS

EXW bulk: N/A

PnL

Gross margin SE buildup PCS		RSP 149 SEK			RSP 159 SEK		
FOB oversea / FCA Europe	PCS / 1500 ml	3,20	EUR	61%	3,70	EUR	63%
Logistics inbound	Europa	0,50	EUR	10%	0,50	EUR	9%
Logistics SE		0,64	EUR	12%	0,64	EUR	11%
Marketing		0,37	EUR	7%	0,41	EUR	7%
Contributive margin		0,53	EUR	10%	0,59	EUR	10%
Price to Systembolaget		5,26	EUR		5,87	EUR	
Systembolaget margin		1,24	EUR		1,33	EUR	
Alk Tax + VAT		6,45	EUR		6,62	EUR	
RSP		12,96	EUR		13,83	EUR	

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