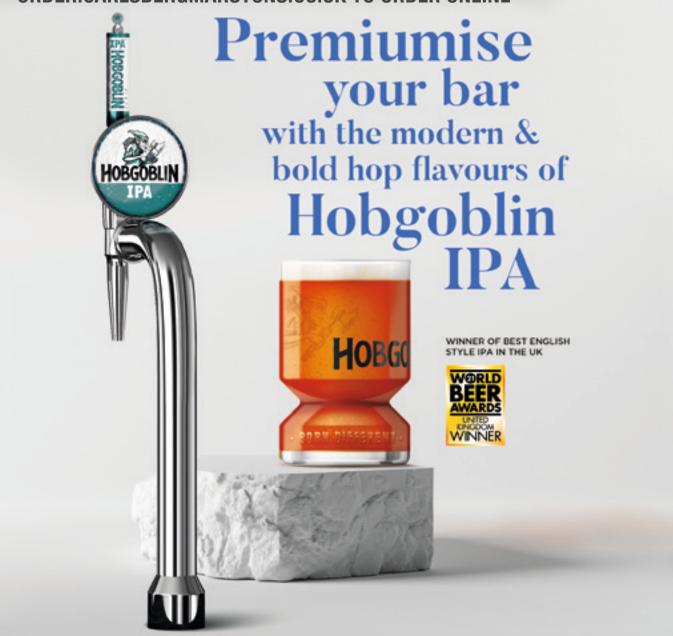
# ONTRADER AUGUST 2022 AMAZING OFFERS, SUPPORT & INSPIRATION

ORDER.CARLSBERGMARSTONS.CO.UK TO ORDER ONLINE



Hobgoblin

- BEAUTY LIES WITHIN -

SEE PAGE #10



**AUGUST 2022** 

in this issue...

INTRODUCTION 02

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CARL MIDDLETON,

# WELCOME to our August edition

In this edition we are proud to launch our new Hobgoblin brand campaign, Beauty Lies Within. Hobgoblin is the brand to watch in 2022 and beyond and we start by revealing our new bespoke Hobgoblin glassware. You will see further subtle yet stunning changes to our Point of Sale over the coming weeks and months to drive visibility in your outlet.

In our second installment of 'Tap into Cask' we share our three simple principles on how to select the optimum cask range for your venue to deliver the perfect pint every-time, appeal to the most drinkers and most importantly sell more beer.

To speak to a telesales representative and place an order please call one of the numbers below:

0800 587 0773 | 0800 085 4646

CMBC has teams in Wolverhampton and Leeds dedicated to sales and service support. We'd love to hear from you.





Our lager range has extended to cover all categories for you and your customers. Ranging from Standard to Premium and even growing our World collection, you can be certain we can offer you an outstanding range of beers.







## CARLSBERG ight and refreshing wit smooth, full mouthfee





PREMIUM WORLD



**BROOKLYN** 

PREMIUM WORLD DISCOVERY WORLD



**BIRRIFICIO** 

#### CORE

**CORE PLUS** 

#### **PREMIUM**







ESTRELLA DAMM 4.6%





Craft offers a world of possibilities to explore new styles and flavours and our range does not disappoint providing a solution from entry level to speciality, catering for all drinkers looking to trade up and try something new.

#### **ENTRY**





### PREMIUM





#### **SPECIALITY**



# ALCOHOL FREE BEER As more consumers look to moderation CMBC's range of low and no alcohol beers is growing to suit all drinkers and occasions.

growing to suit all drinkers and occasions.

## WORLD



#### **ERDINGER ALKOHOLFREI 0.5%**

The non-alcoholic drink from Erding is not only a real energizer but also low in calories, with just 125 calories per 500ml bottle, and made exclusively from natural ingredients.



**SAN MIGUEL 0,0%** All of the aroma, flavour,

freshness and quality of a beer without the alcohol.



WARSTEINER FRESH 0.0%

A pale golden non-alcoholic 0.0% alc/vol pilsner beer with a refreshing crisp, full-bodied Warsteiner taste - a perfect fit for any occasion!

## **CRAFT**



**BROOKLYN SPECIAL** EFFECTS 0.4%

Special Effects is a hoppy 0.4% lager with an unexpected pinev aroma and pleasantly bitter finish.

#### **ALE**



SHIPYARD **LOW TIDE 0.5%** 

A juicy, tropical pale ale, with a fullness that belies its low alcohol.

# **KEG ALE**

#### **AMBER**

### GOLDEN



HOBGOBLIN IPA 5.0%







**DARK** 

### **PLUS** an extensive range of regional favourites

For the full list speak to your BDM or customer service representative













# **CIDER**

#### CORE





### **FLAVOURED**



## SOMERSBY

BLACKBERRY 4.0%
Somersby Blackberry is a fruity flavoured cider with
a breath of freshness and a natural mild taste of
blackberry, spreading joy and sunny togetherness
wherever it is served.

Speak to your BDM or customer service representative about the range currently available to you.

# TAP INTO CASK ALE

**CASK QUALITY & RANGING** 

In the last edition we spoke about the importance of cask ale and how it accounts for 1 in every 10 pints of the total beer category and is worth a whopping £836M in retail sales value in the UK On Trade\*.

The key to unlocking the value in cask ale is understanding how to maximise your cask range and ensuring you pour a perfect pint everytime.

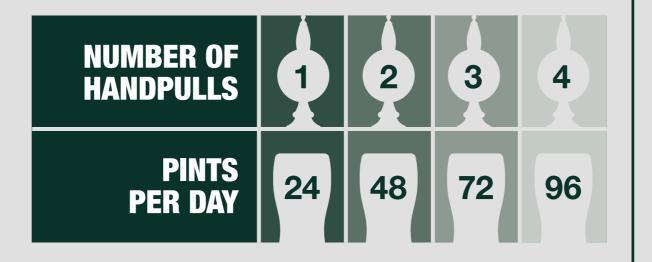
Source: CGA OPMS data MAT P2 2022

# The 3 factors to cask success...

#7 THROUGHPUT

## CASK ALE NEEDS TO BE SERVED WITHIN 3 DAYS OF TAPPING THE CASK.

Your cask ale throughput dictates the breadth of your range and the number of hand pulls on the bar. Using the volume of ale sold per day you can calculate how many hand pulls you should range.





# YOU APPEAL TO THE MAXIMUM NUMBER OF DRINKERS.

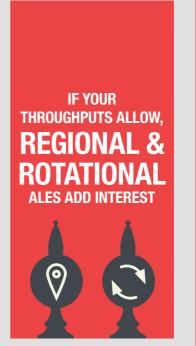
Next you need to make sure that your ale range is offering a variety of styles to entice consumers – considering your consumer demographic & age, location & outlet type i.e. contemporary or traditional.

CGA OPMS: 12 week data to P05 2022, \*\*Maraston's Eureka 2019



770/O
ALE CONSUMERS
WANT TO SEE A
NATIONALLY
RECOGNISED
BRAND ON
THE BAR\*\*
- GIVING THEM
CONFIDENCE IN QUALITY
AND CONSISTENCY







CONSIDER YOUR TRADING
PATTERNS AND FLEX THE
NUMBER OF BEERS IN YOUR
RANGE TO YOUR CHANGING
VOLUMES ACROSS
THE WEEK.

Increasing/decreasing the number of hand pulls per day depending on footfall will ensure you maintain quality.

FOR EXAMPLE...



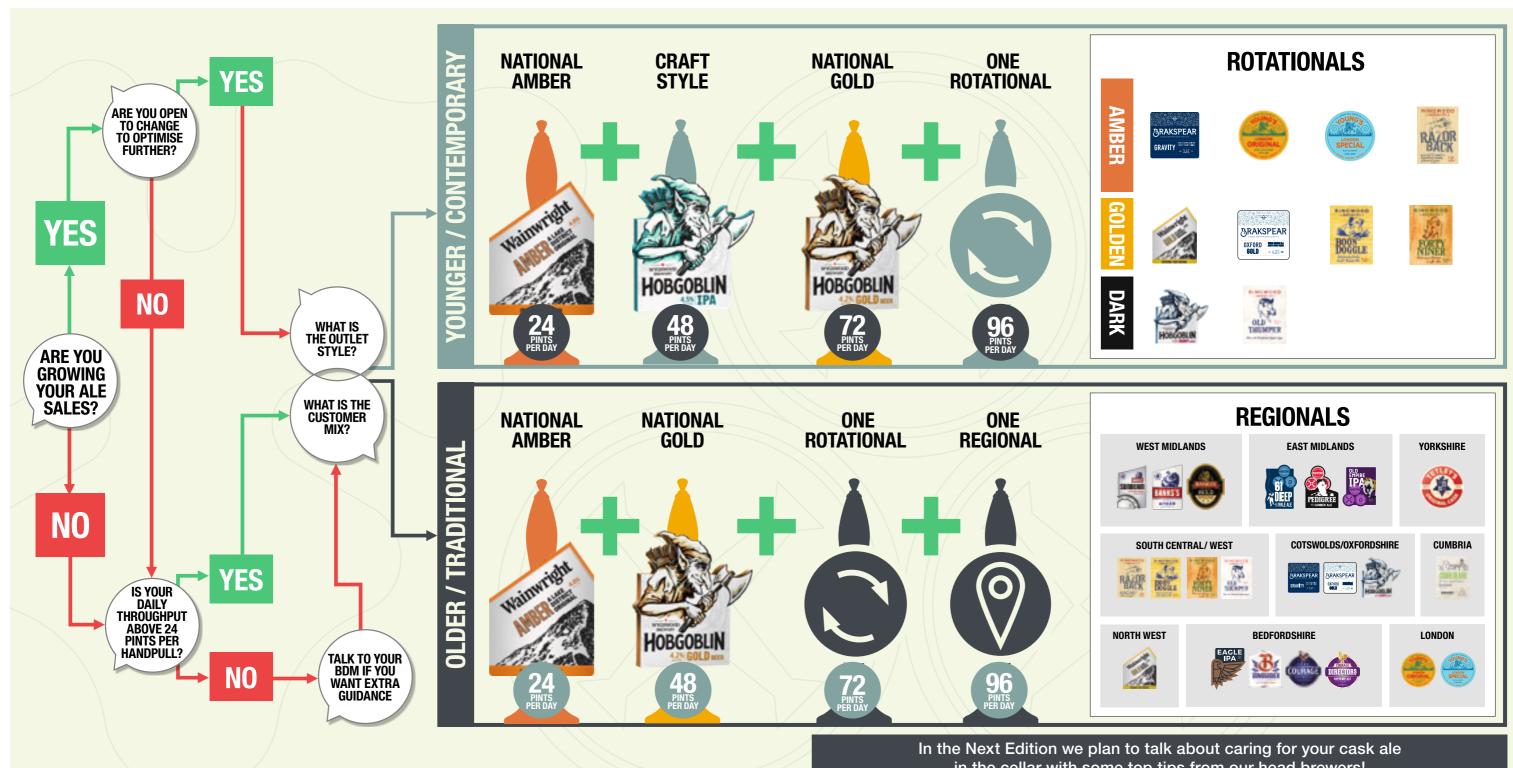


Want us to support your range review - Speak to your BDM today

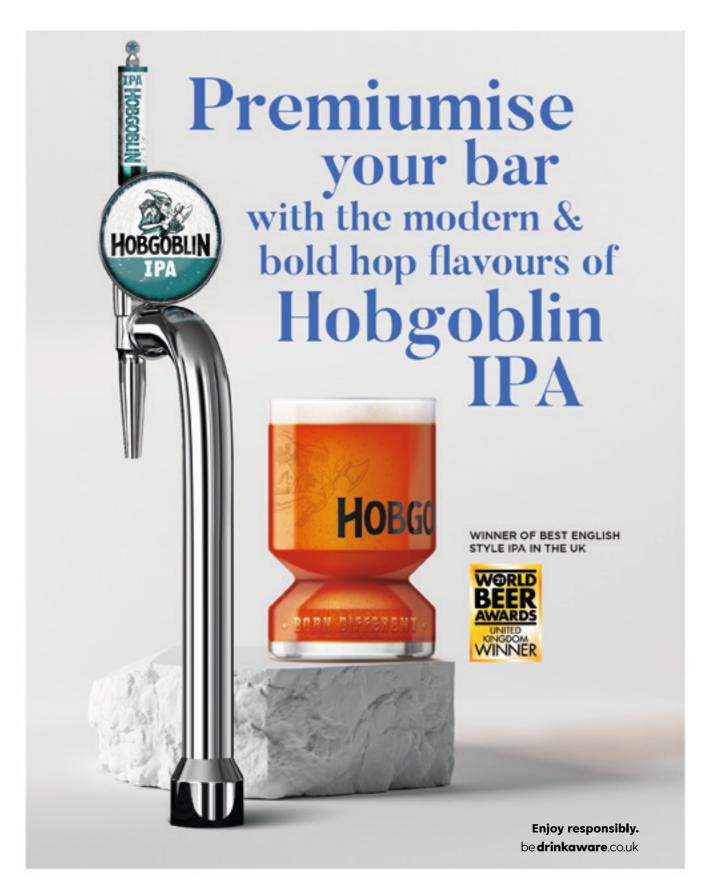


# CASK ALE RANGE BUILDER

Below you will find our Cask Ale range builder. You can use this decision tree to work through the 3 key steps we have just run through on the previous page, guiding you to find your outlets optimum range for cask success and to enable you to grow your cask ale sales...



in the cellar with some top tips from our head brewers!



# Install Hobgoblin IPA

The brand to
watch in 2022
- NEW disruptive
pint glass is
available during
August.

to receive a

complimentary support package worth £125 - including new glassware!

#### **REASONS YOU SHOULD STOCK TODAY:**

- 77% of ale drinkers want to see a nationally recognised beer on the bar. Hobgoblin boasts category leading 70% consumer awareness\*
- Recognised for quality and taste the World's Best IPA, Hobgoblin, ranks highest amongst its competitive set on measures of quality, trusted, premium, better tasting, worth paying more for\*\*

\*MBC BPI P11 2020, \*\*CGA OPMS Data up to 22/05/2021
Terms and conditions: Speak to your BDM to agree install. Standard POS install package provided ahead of install valued at £125, speak to your BDM to build your package. Available to new stockists only. One deal per install per outlet.

**Enjoy responsibly.** be **drinkaware**.co.uk

HOBGOBLIN -

HOBGOBLIN - BEAUTY LIES WITHIN -



# BROOKLYN PILSNER



# CRISP.BRIGHT.REFRESHING

Brooklyn Pilsner is a crisp lager inspired by Brooklyn and Brewed for all.

It layers clean malts with a balanced wave of bright hops, crowned by an instantly refreshing finish. Light toasty flavours and spicy, subtle citrus hop notes make it an instant classic.

Brooklyn Pilsner stands strong alongside classic dishes like roast pork, rotisserie chicken, or New York-style hot dogs, cleanses palates after spicy meals like green papaya salad or Indian curries, or matches the snappy notes of cured salmon, sharp cheeses, or brisk salads. Brooklyn Pilsner belongs at any table.





#### **TASTING NOTES/VITALS:**

**STYLE:** Pilsner

**ABV:** 4.6%

**PROFILE:** Crisp, bright and smoothly refreshing.

A pale golden beer with a delicate citrusy finish.



**Enjoy Responsibly.** be **drinkaware**.co.uk

Carlsberg Danish Pilsner is selling faster than the total lager market.\*

You may know Carlsberg tastes good, but did you know it does good too? Like partnering with WWF to help protect ocean wildlife by planting UK Seagrass. How refreshing.

Plus you'll get £125 worth of POS, including limited edition glassware & drip mats, when you install Carlsberg Danish Pilsner.

Worth a try? Probably.





PROBABLY THE BEST 🚏 BEER IN THE WORLD



\*CGA OPMS MAT to P2 2020 (22/02/2020

Brewed in the UK, the Danish way. Enjoy responsibly. Carlsberg is giving a minimum of £265,000 to WWF-UK (registered charity no. 1081247 & SC039593) across 2021/22 to support UK seagrass restoration projects. See website for full details. Speak to your BDM to agree install. Standard POS install package provided ahead of install valued at £125, speak to your BDM to build your package. Available to new stockists only. One deal per install per outlet. Limited Edition POS available while stocks last, alternatives may be provided.

be drinkaware.co.uk

# BREWED IN BARCELONA

AN AWARD WINNING PREMIUM PALE LAGER BREWED IN BARCELONA. A PASSION FOR EXCELLENCE HAS RESULTED IN ESTRELLA DAMM STILL BEING MADE ACCORDING TO THE ORIGINAL 1876 RECIPE, BREWED WITH ONLY THE BEST 188% NATURAL INGREDIENTS.

INSTALL AND
RECEIVE A POS
SUPPORT PACKAGE
WORTH £125\*

\*Speak to your BDM to agree install. Standard POS install package provided ahead of install valued at £125, speak to your BDM to build your package. Available to new stockists only. One deal per install per outlet \*\*CGA OPMS 52 W/E 18 April '20. \*\*\*CGA OPMS 52 W/E 18 April '20. Enjoy responsibly.

be **drinkaware**.co.uk

ESTRELLA

# NOW IS THE TIME TO STOCK ESTRELLA DAMM

- #1 ONE OF THE FASTEST GROWING PREMIUM LAGERS IN WORLD BEER\*\*
- **#2 INCREASING ITS STOCKISTS BY +12%\*\*\***
- #3 SUPPORTED BY A £MULTI-MILLION ATL CAMPAIGN THROUGHOUT 2022





## **Stock the #1 Imported Wheat Beer\***

Brewed to its original recipe since 1886 in strict accordance with the Bavarian Purity Law, ERDINGER is a premium imported wheat beer boasting a full-bodied yet elegant character.

Install Erdinger and receive a POS support package worth £125

**Enjoy responsibly.** be drinkaware.co.uk

Speak to your BDM to agree install. Standard POS install package provided ahead of install valued at £125, speak to your BDM to build your package. Available to new stockists only. One deal per install per outlet. \*SOURCE: CGA volume w/e 01.01.22 QTR

# BANK HOLIDAY SPECIAL

BUY 3 CASES FROM THE RANGE AND RECEIVE A COMPLIMENTARY CASE FROM THE CMBC NO/LOW RANGE



## **CMBC** NO/LOW RANGE

Deal only available on Birra Poretti 24x330ml, Carlsberg Export 330ml NRB 24x330ml, Erdinger Weissbier BOT 12x500ml, Estrella Damm 24x 330ml, Brooklyn Lager 24x330ml, San Miguel 24x330ml, San Miguel GF 24x330ml, Complimentary case selection is Shipyard Low Tide 8x500ml, San Miguel 0 6x4x330ml and Brooklyn Special Effects 24x330ml, Erdinger Alkoholfrei.







# A THIRST FOR INNOVATION A TASTE FOR PROFIT

DraughtMaster is an innovative dispense solution that uses compressed air and PET single skin kegs to serve fresh pressed beer.

**OVER 11 BRANDS, INCLUDING:** 













# WHAT CAN DRAUGHTMASTER DO FOR YOU?



#### **GREATER VARIETY**

All our kegs are identical so you can change brands whenever you need.



#### **75% LESS CLEANING**

Save time and money as lines only need to be cleaned every 4 weeks.



#### **SAVES SPACE**

The system has a small footprint. Lightweight kegs are easy to store, move and change whilst they compress during use. The built in air compressor means you don't need additional CO<sub>2</sub> cylinders.

## WHAT DO YOU NEED?

DraughtMaster used standard founts/t-bars and coolers and can be set up under bar or in a cellar.



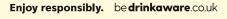




CLEANING UNIT

KEG MODULES (MIN 2)

For more information on how DraughtMaster can transform your business call us on 0800 085 4646 or visit www.draughtmaster.com











22 DEALS ORDER.CARLSBERGMARSTONS.CO.UK DEALS 23











UK'S NO.1 SPRITZ\*

#### THE PERFECT SERVE



FILL A LARGE WINE GLASS **WITH ICE** & ADD...



PARTS PROSECCO



PARTS APEROL







### **CLAIM A £5 AMAZON GIFT VOUCHER**

\*(GA Spritz Research May 2021. PLEASE DRINK RESPONSIBLY be drinkaware.co.uk

STOCK UP NOW

AIRNOFF

83% of consumers intend to buy Smirnoff Mango & PassionFruit **Twist** 

GETINTHE

MIRNOF

GMIRNOFF

FACT Ketel One and Cîroc are growing +226% vs LY\*

\*Source: CGA Feb 2022. Range Includes: Smirnoff Raspberry Crush, Smirnoff Vanilla, Smirnoff Mango & Passionfruit Twist, Ketel One, Cîroc Blue Dot. Limited to one deal, per outlet, per week.

**DIAGEO** 

drinkaware.co.uk for the facts PLEASE DRINK RESPONSIBLY





**BUY ANY 5** AND RECEIVE A FREE **SMIRNOFF MANGO & PASSIONFRUIT TWIST** 

POS. TIPS AND MORE

**SCAN FOR** 





## **DEALS SUMMARY**

PAGE	PRODUCT	DEAL
10	Hobgoblin IPA	Install and receive a complimentary package worth £125
12	Wainwright Amber	Cask Deal: Buy 2 x 9s and receive POS Support // Keg Deal: Install and receive POS support package worth £125
16	Carlsberg	Install and receive a complimentary package worth £125
18	Estrella Damm	Install and receive a complimentary package worth £125
20	Erdinger	Install and receive a complimentary package worth £125
21	Bank Holiday Deal	Buy 3 cases from the range and receive a complimentary case from the CMBC no/low range
24	Slingsby Gin	£3 off each bottle purchased
24	Whitley Neill Gin	Buy any 6 and receive a free Dead Man's Fingers Spiced Rum
25	Bombay Sapphire	Buy 3 bottles from the range and get a free case of Fever-Tree tonic
25	Bacardi Spritz	Buy any 3 Grey Goose and get a free case of Fever-Tree Tonic
26	Ciroc Vodka	Buy any 5 and receive a free Smirnoff Mango and Passionfruit Twist
27	Aperol Spritz	50p off a bottle. Plus claim a £5 Amazon Gift Voucher
27	Jameson	Receive 24 x 200ml Fever-Tree Ginger Ale when you buy 3 from the range
28	Captain Morgan	Buy any 5 from the range and receive a free Captain Morgan Sliced Apple

## **TERMS & CONDITIONS**

THESE TERMS AND CONDITIONS APPLY TO ALL OFFERS DETAILED IN THIS ON TRADER DEALS DIRECTORY (DIRECTORY). THOSE OFFERS CANNOT BE USED IN CONJUNCTION WITH ANY OTHER OFFER OR DISCOUNT.

All products are supplied subject to our standard on trade terms and conditions of sale from time to time In force (a copy of the latest version of which Is available at www.carlsbergmarstons.co.uk/termsandconditions).

PRODUCTS 1 Unless stated otherwise, the offers apply only to orders placed with Carlsberg UK Limited (Carlsberg) for delivery between 1st August - 31st August 2022 (Promotional Period). 2 Any offer may be cancelled by us without notice. Cancellation of any offer will not affect the validity of any order placed prior to the date of cancellation. All offers are subject to availability. 3 To take advantage of an offer you must: a) purchase and take delivery of the full qualifying quantity of the relevant products in a single transaction; failure to take delivery of all qualifying products may result in you becoming ineligible for the applicable free product, merchandise or any other non-stock reward (Free Product); b) quote any and all references, offer codes or other requirements specified in the Directory at the time the order is placed; and c) be a representative of a licensed premises in the UK. 4 By law, we cannot sell or supply alcohol to anyone who is not aged 18 or over. By placing an order, you confirm that you are 18 or over and agree to be bound by these terms and conditions.

FREE PRODUCTS 5 For the purpose of calculating volumes, unless otherwise stated, packaged 75cl wine: 1 case = 9L equivalent (note that 12 x 75cl bottles = 1 case); packaged single serve wine: 1 case = 24 bottles apart from Paternina where it = 25 bottles per case; boxed wine: 1 x 10L BIB = 10L of wine, 1 x 3L BIB = 3L of wine; soft drinks, flavoured alcoholic beverages, packaged beer and packaged cider: 1 case = 1 physical case; draught cider: 50L = 1 keg; spirits: 1 case = 6 x 1.5L or 12 x 70cl. 6 All offers on multiple cases purchased must be for complete unmixed cases, excluding offers on selected wines and spirits. 7 Unless stated otherwise, please allow up to 28 days from the end of the Promotional Period for delivery of your Free Product however we cannot guarantee this delivery time and we will not be liable for the acts or omissions of third parties. 8 All Free Products are subject to availability. Any images used within this Directory are for illustration purposes only and Free Products may differ in design or appearance. We reserve the right to supply a substitute Free Product of a similar value should the specified Free Product become unavailable. 9 Free Products are not redeemable for cash or credit. 10 We reserve the right, where we consider there to have been any breach of these terms and conditions or any fraud or dishonesty, to refuse any order or seek full reimbursement for any Free Product supplied to you. 11 We accept no responsibility for any tax liability caused/incurred as a result of the supply of any Free Product or promotional offer.

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Enjoy Responsibly be **drinkaware**.co.uk

orn in Italy, Brewed in the UK

\*Source: Total trade On & Off, Volume & Value MAT vs Peroni, Birra Moretti & Menabrea. CGA OPMS Data to 29/01/2022, Nielsen data to 26/02/2022)