ORTRADER ORTRADER JULY 2022 AMAZING OFFERS, SUPPORT & INSPIRATION

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JULY 2022

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CARL MIDDLETON,

WELCOME to our July edition

Welcome to your On Trader Deals brochure. In this edition we are excited to focus on Birrificio Angelo Poretti following the launch of our multi-million pound brand campaign, seeing Poretti feature on TV for the very first time.

Brooklyn Pilsner is now available - a brand new beer from Brooklyn Brewery. This 4.6% crisp, bright, refreshing pilsner is going to bring flavour to the world beer category.

As always thank you for your continued support, please continue to communicate with your Business Development Manager to keep up to date with the latest range available.

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.





TAP INTO CASK ALE

Cask Ale is a key part of what makes the Great British Pub so special and it is incredibly valuable both to your business and to your drinkers.

Did you know...

CASK ACCOUNTS FOR...

PINTS OF TOTAL BEER!

£836 MILLION

RETAIL SALES VALUE IN THE ON TRADE

Source: CGA OPMS data MAT P2 2022

And when we spoke to cask ale drinkers they told us that they see cask ale as a sign of quality and a key reason to visit the pub!

DRINKS SAY CASK ALE IS THE SIGN OF A GOOD PUB

740/0
WOULD VISIT LESS OFTEN

WOULD VISIT LESS OFTEN OR NOT RETURN IF CASK ALES ARE REMOVED 79%

OF NON-REGULAR CASK
DRINKERS ARE OPEN TO
DRINKING IT MORE OFTEN
IN THE FUTURE

Source: Savanta Cask Ale Research - Consumer and Trade Mirror Surveys - Jun-Jul 2021

YOUR CMBC CASK RANGE

CMBC is proud to be the largest cask ale brewer in the UK and our exceptional range means we have a brand & style to suit every occasion and drinker.



Hall Hall









Hobgoblin Gold is a light and refreshing golden beer. A combination of four hop varieties infused with malted barley and a touch of wheat give this easy drinking golden beer tropical aromas of citrus and passion fruit. A biscuit-like malt base gives way to heaps of fresh lemon and lime zest. A hop kick riot of rascally refreshment.

ee: Golde

Smell: Fragrant, citrus and wild fores

aooseberries

Taste: Mouth-watering malt & refreshing

citrus hop kick

Sweet:

Sitter: 3

Food pairing: Fish & Chips or a simple scotch

egg, the perfect picnic pint

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

IN THE NEXT EDITION...

we will share our top tips for perfect cask ale quality and more...



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.



compressed air to serve fresh pressed beer. www.draughtmaster.com/uk

CORE



CARLSBERG ight and refreshing wit smooth, full mouthfee





ESTRELLA DAMM 4.6%

PREMIUM WORLD

PREMIUM WORLD



BROOKLYN



BIRRIFICIO

CORE

CORE PLUS





PREMIUM













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



SHIPYARD AMERICAN PALE ALE 4.5%

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.

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.

CRAFT



BROOKLYN SPECIAL EFFECTS 0.4%

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

KEG & SMOOTH

AMBER

GOLDEN







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.



INSTALL THE FASTEST GROWING ITALIAN LAGER*

Backed by a multi-million pound brand investment to drive consumer awareness in 2022, our new 'Made for the Table' campaign launched in April across TV, On Demand, Print and Social.

Install and receive a

COMPLIMENTARY KEG

and

£125 OF POS

Speak to your BDM to discuss support

Speak to your BDM to agree install. Standard POS install package provided ahead of install valued at £125. Available to new stockists only. One package per install.

*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) **CGA OPMS Data to P11 2021

Brewed in the UK



be drinkaware.co.uk





THREE REASONS YOU SHOULD STOCK TODAY

BROOKLYN PILSNER OUTPERFORMS COMPETITORS ON CONSUMER PREFERENCE

Brooklyn Pilsner ranked higher on 'purchase intent', 'ease of drinking', 'refreshing' and 'overall liking' (vs Camden Hells).*

NEW BRANDING THAT BREAKS THE CATEGORY NORMS AND STANDS OUT VS. COMPETITORS

Based on the lens alone 76% of consumers think the beer would be 'easy to drink' and 84% think it 'would be refreshing'.**

BROOKLYN ATTRACTS A SIGNIFICANTLY YOUNGER AND MORE PREMIUM SHOPPER

The % of ABC1 shoppers (81.8%) & % of shoppers under 45 (42.1%) is significantly higher than total beer, total lager and even Brewdog Punk IPA.***

*Ipsos Consumer Research Amongst 273 (unbranded) and 264 (branded) past 12 month lager drinkers

**Nielsen Consumer Research Amongst N=850 18-55 YO ABC1 P4WK Beer Drinkers

*** Kantar WP 52wk to w/e 13 June '21





STOCK THE #1 IMPORTED WHEAT BEER*

EVERY SIP OF ERDINGER WEISSBIER WILL LEAVE A LASTING IMPRESSION.

Brewed to its original recipe since 1886, this premium Bavarian wheat beer is full-bodied, elegant, and refreshing.

Like champagne, ERDINGER Weissbier is matured in its bottle after the main fermentation process. This method is called "Bayerische Edelreifung", or double maturity method.

This process gives the beer its wonderful spicy wheat and yeast aromas, fruity notes, and delicately bitter flavour.

The key to enjoying the perfect glass of ERDINGER Weissbier is all in the serve. To really experience the magnificent taste, it must be poured in the traditional way, with a deep frothy top – Prost!

Install to receive a complimentary keg and £125 worth of POS support*

BEST INGREDIENTS. UNCOMPROMISING QUALITY.



The recipe for our classic ERDINGER Weissbier is as old as our private brewery and it hasn't changed in those 130 years. This valuable secret is guarded by our master brewers.

APPEARANCE

Fresh and radiant yellow colour, fine yeast clouding, compact froth.

AROMA

Malt and yeast aromas, freshly aromatic with delicate floral notes.

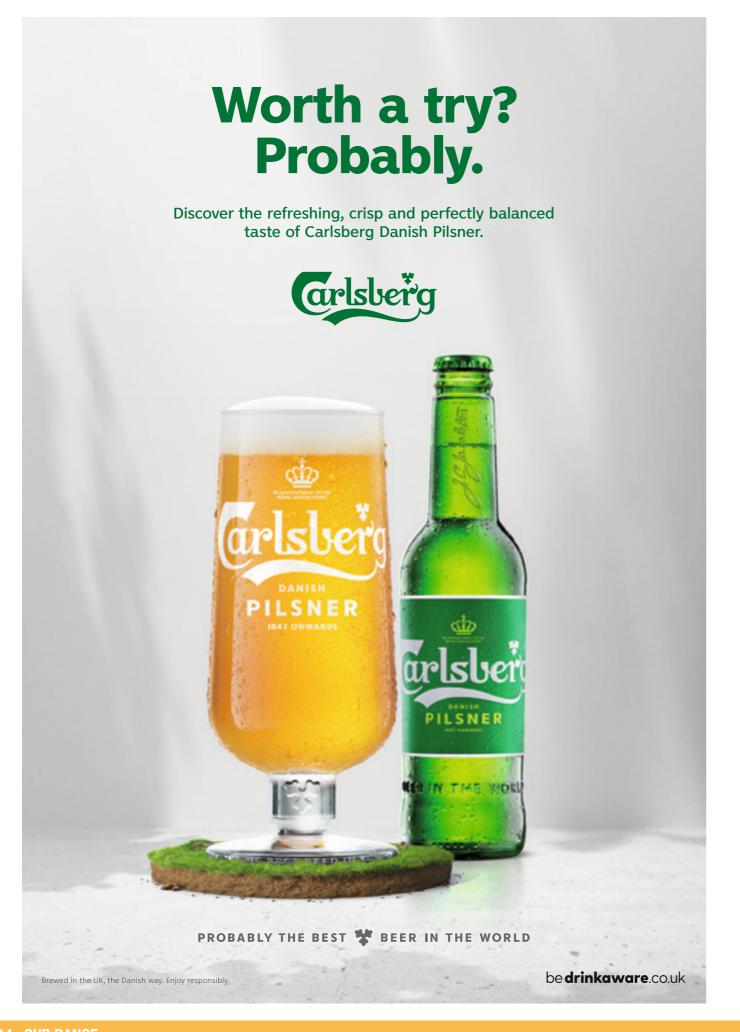
FLAVOUR

Gently spicy malt aromas, fruity notes, subtle sweetness, mild and elegant, slightly hoppy, refreshingly lively acidic note on the palate.

MOUTHFEEL

Full-bodied, lively and sparkling carbonic acid, hop note rounds out long-lasting flavour in the mouth.

be **drinkaware**.co.uk



THE #1 INTERNATIONAL CIDER BRAND.*



INSTALL SOMERSBY APPLE OR BLACKBERRY TO RECEIVE A FREE KEG AND £125 WORTH OF POS Somersby branded drip mats, bar runners, trays, ice buckets.

SOMERSBY.COM Enjoy responsibly. be drinkaware.co.uk

SOMERSBY











Drive sales this summer with the UK's favourite cider brand

Buy 4 x cases of 500ml Kopparberg and get an ice bucket POS pack

When the sun shines, **cider uplifts more** than any other alcohol category²

Kopparberg sales spike faster than any other cider brand³

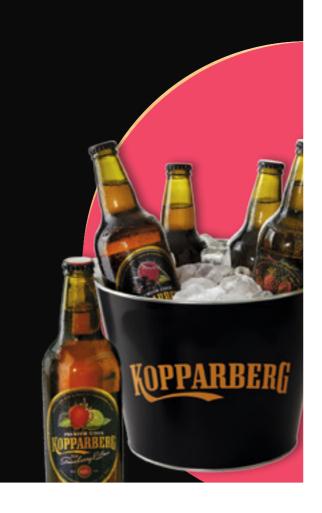
Kopparberg has more drinkers than any other cider brand⁴

As the bestselling fruit cider brand⁵, Kopparberg is the must stock for the season

Stay in touch: in Kopparberguk ■ sales@kopparberg.co.uk

Sources: 1. Savanta Top 100 Most Loved Drinks Brands report, n=48,000, Jan '21-Jun '21. 2. IRI, Total Alcohol, 52wk/e 20.2.22. 3. IRI, 52 weeks 20.2.22. 4. Germinate research 2021. 5. IRI, cider market, 52wk/e 21.01.21. T&C's: Promotion open to all customers. Promotional period of 01.07.22 – 31.07.22. Promotion is based on purchase of 4 x cases of 15 x Kopparberg 500ml; Strawberry & Lime, Mixed Fruit, Pear and Raspberry, Cases must be purchased in one order, and can be mixed. Each Ice bucket POS kit consists of: 5 x ice buckets, 4 x posters. Ice buckets and printed POS will be delivered separate to the cases. Two promotions per venue. Whilst stocks last.

be **drinkaware**.co.uk









18 DEALS ORDER.CARLSBERGMARSTONS.CO.UK















MAKE THE MOMENT

MAGNIFIQUE

BUY 3 X 70CL CHAMBORD AND RECEIVE 24 X 200ML BRITVIC PINEAPPLE JUICE



THE VELVETY SMOOTH

BLACK × RASPBERRY × LIQUEUR

Please Drink Responsibly. ©2022 Brown-Forman. Buy 3 x 70cl Chambord Black Raspberry Liqueur and receive 24 x 200ml Britvic Pineapple Juice. Subject to availability while stocks last.







SCAN THE QR CODE FOR MORE SERVE AND RECIPE INSPIRATION



for the facts drinkaware.co.uk

T's & C's: Deal runs from 01st July 2022 – 31st July 2022. Qualifying range includes Britvic Mixers 200ml NRB and Pepsi Reg/Diet 200ml NRB. Free case is Britvic tonic or low cal tonic 200ml NRB x24. Promoter: Britvic Soft Drinks, Breakspear Park, Breakspear Way, Hemel Hempstead HP2 4TZ

Buy 5 cases to get 1 case of Coke Zero FRFF



10 deals per customer per week



BUYA CASES. o o e from the J20 range

TO RECEIVE A FREE CASE OF J20

Orange and passion fruit*



FOR POS KITS, RECIPES AND MUCH MORE VISIT WWW.SENSATIONALDRINKS.COM

DEALS SUMMARY

| PAGE | PRODUCT | DEAL |
|------|----------------------------|--|
| 8 | Poretti | Install and receive a complimentary keg and £125 of POS |
| 10 | Brooklyn Pilsner | Install and receive a free keg and £125 of POS |
| 12 | Erdinger | Install and receive a complimentary keg and £125 of POS |
| 15 | Somersby Cider | Install and receive a free keg and £125 of POS |
| 18 | Kopparberg | Buy 4 cases and receive a free ice bucket POS pack |
| 18 | Running Duck | Buy 11 bottles and get 1 bottle free |
| 19 | Brockmans | Buy 3 bottles and receive a free case of Indian Tonic Water |
| 19 | Absolut | Buy 5 x 70cl and receive 24 x 200ml Coca Cola |
| 20 | Kraken | Buy 3 x bottles and receive a free Freaky Tiki Kit worth £50 |
| 20 | Havana Club | Buy 3 x 70cl from range and receive 24 x 200ml Coca Cola |
| 21 | Jose Cuervo | Buy 3 bottles and receive a summer mix kit free |
| 21 | 1800 Tequila | Buy 2 bottles and receive 6 glasses free |
| 22 | Chambord | Buy 3 x Chambord 70cl and receive 24 x 200ml Bitvic Pineapple Juice |
| 23 | Britvic Sensational Drinks | Buy 4 cases from Britvic range and receive J20 case free |
| 24 | Britvic / Pepsi | Buy 4 cases from mixing range and receive Britvic tonic or low cal tonic free |
| 25 | Coca Cola | Buy 5 cases to get 1 case of Coke Zero free |
| 26 | J20 | Buy any 4 cases from range and receive a free case of J2O Orange and Passion Fruit |

26 DEALS

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 July - 29th July 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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