OFFERS APPLY TO DELIVERIES FROM 1ST - 31ST MARCH 2023. UNLESS OTHERWISE STATED



**ORDER.CARLSBERGMARSTONS.CO.UK TO ORDER ONLINE** 

# BIRRIFICIO ANGELO PORETTI THE FASTEST GROWING ITALIAN LAGER\*

VALGANNA

**ITALIA** 1877

SEE PAGE **#8** 

Enjoy Responsibly

Born in Italy, brewed in UK

ANGEL

PORETTI

#### be drinkaware.co.uk

\*Source: Total Trade On & Off, Volume & Value MAT vs Peroni, Birra Moretti & Menabrea. CGA OPMS to 10/09/22 & Nielsen Data to 08/10/22.

PORETTI



### **MARCH 2023**



INTRODUCTION 02

### **OUR RANGE 3**

**DEALS 20** 

DEALS SUMMARY 37



CARL MIDDLETON, **VP ON TRADE** 



Welcome to your On Trader Deals brochure for March.

This month we are shining a light on DraughtMaster - the innovative dispense system which delivers exceptional quality every time, while saving operators like you time, money and space. We continually review the brands available on DraughtMaster to ensure we are offering the best possible range from across our award-winning portfolio, and we are pleased to say that Shipyard American Pale Ale will be introduced to the range from 11<sup>th</sup> March.

To round off this edition we also have features from Birrificio Angelo Poretti, Hobgoblin and Wainwright, alongside a range of fantastic deals on our extensive portfolio of wine, spirits and minerals.

To speak to a telesales representative and place an order please call our dedicated sales and service support team on:

0800 587 0773

We'd love to hear from you.



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#### **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.



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 pilsner beer with a refreshing crisp, full-bodied Warsteiner taste - a perfect fit for any occasion!



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

# **KEG ALE**



IPA HOBGOBLIN Session IPA 3.4%

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

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



# **CIDER**



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

4 OUR RANGE

### GOLDEN





GOLD 4.1% trom vvalnwright. refreshing alternative pdard keg ale, with fr andard keg ale, with tr sweet citrus flavours





HOBGOBLIN RUBY 4.5%

t delivers a delici

### FLAVOURED



#### SOMERSBY BLACKBERRY 4.0%

DLAUNDENNT 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.

# **YOUR CASK ALE RANGE 77%** OF ALE DRINKERS WANT TO SEE A NATIONALLY RECOGNISED BEER ON THE BAR\*

and we have the big brands to answer that consumer need - these brands deliver quality & consistency as your permanently stocked ale.



ABV:	4.0%
Style	Amber Ale
See:	Amber
Smell:	Lightly fruity, hints of spice
Taste:	Malty, gentle bitterness,
	moreish
Sweet:	
Bitter:	
Food pairing:	Roast chicken or pork, battered fish & chips, pie with mash & gravy

\*Marston's Eureka 2019.

6 OUR RANGE



AMBER

GOLD

# CMBCs WIDE PORTFOLIO OF REGIONAL ALES ARE PERFECT FOR GUEST & ROTATIONAL SLOTS TO DRIVE INTEREST



**ORDER.CARLSBERGMARSTONS.CO.UK** 

# DISCOVER AN ITALIAN BEER THIS EASTER ADE FOR THE TABLE

10800

# THE FASTEST GROWING **ITALIAN LAGER\*** +310% VOLUME / +241% VALUE MAT

### THE FASTEST GROWING ON TRADE WORLD BEER RATE OF SALE\*\*

BIRRIFICIO ANGELO PORETTI: RATE OF SALE +40.8% PERONI: RATE OF SALE +12.9% BIRRA MORETTI: RATE OF SALE +2.6% MADRI: RATE OF SALE +29.3%

#### **INSTALL BIRRIFICIO ANGELO PORETTI AND RECEIVE A COMPLIMENTARY POS PACKAGE**

Speak to your CMBC representative to agree install and build your perfect package. New brand stockists only. One deal per install per outlet.

VALGANNA ITALIA 1877

\*Source: Total Trade On & Off, Volume & Value MAT vs Peroni, Birra Moretti & Menabrea. CGA OPMS to 10/09/22 & Nielsen Data to 08/10/22. \*\*Source: CGA Data to W/E O5/11/2022 QTR Total GB VS last year.

<sup>†</sup>Free case of AFB includes: San Miguel O.O 24x33Oml, Shipyard Low Tide 8x50Oml, Brooklyn Special Effects 24x33Oml, Erdinger Alkoholfrei 12x50Oml your BDM will recommend the best matched brand for your outlet.

**O** @BIRRIFICIO**PORETTI**UK

Born in Italy, brewed in UK

ANGE

PORETT

PLUS receive a free case of AFB from the range<sup>1</sup>

Enjoy Responsibly be drinkaware.co.uk



One deal per install per outlet

\*Free case of AFB includes: San Miguel 0.0 24x330ml, Shipyard Low Tide 8x500ml, Brooklyn Special Effects 24x330ml, Erdinger Alkoholfrei 12x500ml vour BDM will recon mend the best matched brand for your out



be drinkaware.co.uk

- BEAUTY LIES WITHIN -





**10 OUR RANGE** 

# DESERVED

**STOCK THE UK'S NO.1 AMERICAN PALE ALE\*** Install Shipyard American Pale Ale to receive a complimentary POS package<sup>\*\*</sup>

PLUS receive a free case of AFB from the range<sup>†</sup>

### DISCOVER MORE AT Shipyardbeer.co.uk

### **@SHIPYARDBEERUK**

\*Source: Nielsen On Trade MAT – P13.

\*\*Speak to your CMBC representative to agree install and build your perfect package. New brand stockists only. One deal per install per outlet.

<sup>1</sup>Free case of AFB includes: San Miguel 0.0 24x330ml, Shipyard Low Tide 8x500ml, Brooklyn Special Effects 24x330ml, Erdinger Alkoholfrei 12x500ml your BDM will recommend the best matched brand for your outlet.

Enjoy Responsibly be drinkaware.co.uk



FST. PORTLAND MAINE USA



For more information on how DraughtMaster can transform your business get in touch with your Business Development Manager or visit www.draughtmaster.com

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

#### SAVES SPACE

The system has a small footprint. Lightweight kegs are easy to store, move and change whilst they compress

#### **VOLUME GROWTH**

Outlets who have installed DraughtMaster into their bar have seen an overall growth of volume by +35%\*.





# CARLSBERG MARSTON'S ONLINE ORDERING CMBC AT YOUR FINGERTIPS

With our online ordering site and new Cockpit app, CMBC brings you industry leading digital services that allow you to manage your ordering and service your account when and how it matters to you, including direct connection to our digital customer service team with Live Chat\*.

Always available, CMBC Online Ordering is the quick and easy way to order the brands your customers love. With a host of great features, we can save you time and money as you can order whenever and from wherever you want.

- Live Chat customer service\*
- Up-to-date stock availability
- Back-in-stock notifications
- Favourite lists
- Repeat previous orders
- Personalised product recommendations and alternatives
- Online exclusive promotions
- Empties collection requests

- Draw down allocated free stock
- Select from your allocated delivery days and order up to 12 weeks in advance
- Manage and order for multiple outlets\*\*
- Hide pricing\*\*
- Send order confirmation to multiple email addresses\*\*

# **COCKPIT** Online ordering & much more

Our app, Cockpit, is designed to bring everything into one place and give you quick and convenient access to the services we offer. We have exciting plans to make Cockpit the go to place for all your CMBC needs and will be enhancing the app this year to provide even easier access to service and support and help you keep updated with important service notifications. It's just the start.

Right now, you can access online ordering, contact our service and support teams directly, find all the contact details you need and receive brand and product updates as well as category insights right to your phone.

We also want to hear from you. Use Cockpit to give us feedback on how we're doing and how we can improve the app in future.

# 

\*Available Monday-Friday, 8am – 6pm

\*\*To hide prices, receive additional order confirmation emails or add more outlets to your account, let our support team know via Live Chat.

### Activate your account in a couple of minutes...

- **1.** Visit order.carlsbergmarstons.co.uk or scan the QR code
- **2.** Enter your outlet 7 digit Sold-To account number and post code
- 3. Enter the email address you will use to log in
- 4. Check your inbox to validate your email and set your password





To download, simply scan the QR code or search 'CMBC Cockpit' in your app store



CROWN CELLARS°



# CROWN CELLARS®

CARLSBERG MARSTON'S BREWING COMPANY

We know the perfect wine offer goes beyond a wine list. Your team has to be able to bring it to life. We share that responsibility, and that's where true partnerships are built.

Knowing how to engage your guests is everything. For us, that knowledge comes from 30 years of experience and trade insight, an obsessed expert team and a long-standing relationship with Jonathan Pedley (MW), one of the very best in the game.

Our broad, award winning portfolio of exclusive labels and carefully chosen favourites means we can tailor a range for your business and show you how to grow your margins. But to truly support your business, we listen, understand, build a plan – then deliver it together. As a part of that plan we work hand-in hand with your team to build the knowledge and skills required to engage your guests with absolute confidence, inspiring them to trade up and put more money in the till, or spend more on each visit.

We're immensely proud of our customers and want your business to grow, so we'll make sure you are supported with a balanced wine offer built with passion, expertise and trust.

- A specialised, WSET trained Regular additions team, qualified to train WSET courses
- Our Master of Wine, Jonathan Pedley
- 30+ years of experience with wine
- to the range
- Website & social media @CrownCellarsUK
- Wine listing support
  - POS support
  - Bespoke training





**Jonathan Pedley M.W** 



- Tasting events
- Market data to help anticipate trends
- An array of award-winning wines, including exclusive labels

 $\mathbf{£3}$ 

for a case

of 6 x 75cl

bottles

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CLOUD ISLAND

SAUVIGNON BLANC

# a whole new<sub>1</sub> world

Sauvignon Blanc remains big business; UK drinkers especially love the Kiwi-grown stuff, thanks to its unmistakable big tropical notes, bracingly clean acidity, and rewardingly aromatic nature. New Zealand isn't the only country to offer a climate that allows Sauvignon to thrive: South Africa has miles of cool coastlines that help maintain that acidic zing in their wines, while the daytime heat really ripens out the tropical flavours

Sauvignon yields in Marlborough were down by around 30%\*\* in 2020, thanks to extreme spring frosts, meaning that the hope was with the 2022 crop to pull back some of the shortfall. A COVIDrelated lack of workforce availability and La Niña hitting the region with early rainfall dashed these plans. It is by no means all doom and gloom, however; we've been working with winemakers to expand our range of World Sauvignon to help widen your choices. South Africa offers the perfect sweet spot of GP-shielding value, flavour profile and quality to keep your Sauvignon sales skyrocketing

Cloud Island Cape Series Sauvignon Blanc

**SOUTH AFRICA - DRY & AROMATIC** 

A familiar label and a familiar style of Sauvignon; tons of citrus and tropical fruits, with a little less intense acidity than it's Kiwi sibling. Ideal for seafoods. ££

> Discover more about these wines at crowncellarswines.co.uk



Buy 7 cases, get 1 case free on 187ml **On-trade exclusive** Please drink responsibly. be







ustomer, per week. drinkaware.		GA wine	data July	<sup>,</sup> 2022.		
	.co.uk					



# DISTILLED WORLD SPIRITS FROM

CARLSBERG MARSTON'S BREWING COMPANY

We are Distilled, and we're kind of into spirits. Sipping them, mixing them, reading about them, writing about them, talking about them and, well, you get the picture. Spirits are a funny category in the drinks industry; there's no other kind of drink that is so fiercely owned by bartenders. Not wine, not beer, not soft drinks. The fantastic thing is that this ownership is not individual - it's communal... bartenders love to support one another in their learning, share cocktail recipes and taste new or rare spirits together.

Distilled has grown from that culture of bartenders sharing and supporting each other. We are about more than this vaguely flashy ad in a magazine. We are about helping you create your offer, showing you new things, or maybe just being there to support you as you fine tune something that's already doing the trick.

We're constantly working on tools to make this happen...

# **TASTING EVENTS**

Meet suppliers, get inspired & discover support



## **DISTILLEDUK.COM**

Articles, videos, interviews, serve quides & our range





# LISTING HELP, COCKTAIL SPECS & MENUS

Costed, balanced, creative & commercial, bespoke training support





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### THE THINKING DRINKERS

DISTILLED

With years of industry experience, knowledge and links with everyone who's anyone in the bar industry, the Thinking Drinkers keep us informed, keep things relevant & keep the tab open

# **SOCIAL MEDIA** @distilleduk









# BUY 6 X 70CL **OR3X1.5CL AND RECEIVE YOUR**





Jack Daniel's and Old No.7 are registered trademarks. ©2022 Jack Daniel's. All rights reserved. UK Customers only. Buy 6 x 70CL or 3 x 1.5CL Jack Daniel's Old No.7 and receive a free POS kit. Subject to availability. While stocks last

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### DISTILLED



# WHISKEY MENU CREATION

Having a good Whisky Menu in your venue is a critical tool to help maximise sales. Not only will a good Whisky Menu showcase your range to your customer, but more importantly if used correctly it will help with upselling, incremental purchases and promote your most profitable listings.

#### FOR MORE INFORMATION PLEASE CONTACT YOUR LOCAL SALES MANAGER







BUY 3 BOTTLES<sup>±</sup> OF JOSE CUERVO<sup>®</sup> ESPECIAL SILVER OR REPOSADO & RECEIVE A BOTTLE OF 100% AGAVE 1800 SILVER TEQUILA FREE

1800

### CELEBRATE **INTERNATIONAL** DISARONNO DAY:

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**USARON** 

YOUR

BRUNCH

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° ()

DISARONNO

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 $\bigcirc$ 

DISTILLED

**WED 19<sup>TH</sup> APRIL 2023** 

Buy 2 x 70cl Disaronno and receive:

6 x Disaronno Fizz Glasses AND x20 Disaronno Fizz Tent Cards

SARONNO

BERNU

#### **MAKE THE PERFECT DISARONNO FIZZ**

50ml Disaronno 150ml Soda Water 25ml Fresh Lemon Juice

> Enjoy over ice with a lemon twist.

 $\bigcirc \bigcirc \bigcirc \bigcirc \bigcirc$ 

valid from 1<sup>st</sup> March - 30<sup>th</sup> April 2023. xI deal per customer, per month



THE UK'S NO.1 SPRITZ





28 DEALS



TERMS AND CONDITIONS APPLY. OFFER VALID 1ST MARCH 2023 TO 30TH APRIL 2023, AND ONLY FOR THE FOLLOWING LINES OF 50CL BOLS LIQUEURS - BLUE CURACAO, TRIPLE SEC, CREME DE CASSIS, DEAL LIMITED TO TWO DEALS PER CUSTOMER PER WEEK

THE ORIGINAL SPIRIT OF AMSTERDAM

DISTILLED

Plastic straws suck. These are paper.

PLEASE DRINK RESPONSIBLY | for the facts drinkaware.co.uk



...SHALL WE?

VALID FROM FEBRUARY 1ST TO MARCH 31ST 2023. ONE REDEMPTION PER OUTLET. VALID ON 70CL BOTTLES OF GORDON'S GIN ONLY.







**30 DEALS** 

# **GIN MENU** CREATION

Having a good gin menu in your venue is a critical tool to help maximise sales. Not only will a good gin menu showcase your range to your customer, but more importantly if used correctly it will help with upselling, incremental purchases and promote your most profitable listings.

#### FOR MORE INFORMATION PLEASE CONTACT YOUR LOCAL **SALES MANAGER**



**BUY ANY 4** PRODUCTS & **RECEIVE 6 GLASSES FOR FREE\*** MUST INCLUDE MEDITERRANEAN TONIC WA IF  $\frac{3}{4}$  of your drink is the mixer mix with the best EVER-TREE TONIC **FEVER-TREE** 

BUY 4 CASES
• of the second TO RECEIVE A FREE CASE OF J20 Orange and passion fruit\*



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

32 DEALS



# SERVE THE NO. 1 DRAUGHT COLA BRAND IN THE UK'

**NEW TO BRITVIC BAG IN BOX** INSTALLS WILL RECEIVE 3 x FREE Bag in Box Pepsi Max 16oz Pepsi Max Glassware For details, email Darrel.Rose@britvic.co

# **REASONS TO SERVE PEPSI MAX**

Pepsi Max is the NO.1 DRAUGHT **COLA BRAND** in the UK<sup>1</sup>

Pepsi Max is the FASTEST SELLING **COLA BRAND** in Licensed in the UK<sup>2</sup>

**OVER £800** FREE stock, glassware and supporting POS for your outlet<sup>3</sup>



Sources: 1 CGA Licence Report to 31.12.2021 | Total Licence Data| volume & value sales share| MAT to 31.12.2021. 2 CGA Licence report to 31.12.2021 | Total Licence data Average vol weekly sales. 3 Based on retail value of 3 free BIBs (3 x 421tr BIBs = 443.51tr x 10oz serves).



Terms and conditions apply. Deal runs from 01st March - 31st March 2023. Three deals per customer per week Qualifying range includes Britvic Cordials 1L PET, Fruit Shoot 275ml & Britvic 200ml NRB juices except Grap e stock case is J20 Orange and Passion Fruit 275ml x 24 NRB. While stocks last tvic Soft Drinks, Breakspear Park, Bre

# Maximise your mixing range





## Buy 4 cases from our mixing range

to receive a case of Britvic tonic or low cal tonic FREE\*



SCAN THE QR CODE FOR MORE SERVE AND RECIPE INSPIRATION



for the facts drinkaware.co.uk

T's & C's: Deal runs from 01st March - 31st March 2023. Qualifying range includes Britvic Mixers 200ml NRB and Pepsi Reg/Diet/Max 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

# **DEALS SUMMARY**

recycle

PAGE	PRODUCT	DEAL			
8	Birrificio Angelo Poretti	Install and receive a com			
10	Hobgoblin Session IPA	Install and receive a com			
11	Wainwright Amber and Gold	Install and receive a com			
12	Shipyard American Pale Ale	Install and receive a com			
20	Cloud Island	£30 per case of 75cl both			
21	Jack Rabbit 75cl	Buy 11 bottles, get 1 free			
21	Jack Rabbit 187ml	Buy 7 cases get 1 case f			
24	Southern Comfort	Buy 2 x 70cl bottles and			
24	Jameson	Special price £16.50 per			
25	Jack Daniel's	Buy 6 x 70cl or 3 x 1.5L a			
26	Tia Maria Cold Brew	Buy 2 x 70cl Tia Maria ar			
27	The Kraken	Buy 3 x bottles from the r			
27	Jose Cuervo	Buy 3 x bottles from the r			
28	Disaronno	Buy 2 x 70cl and receive			
29	Aperol	Buy 3 bottles, get £4 off			
29	Bols	Buy any 6 x 50cl and rec			
30	Gordon's	Buy any 3 and get a Gor			
30	Brockmans	£2 off per bottle			
31	Whitley Neill	Buy any 3 bottles from th			
32	Kopparberg Cider	£21.99 across Kopparbe			
32	Fever-Tree	Buy 4 products and rece			
33	J2O	Buy 4 cases from the ran			
35	Britvic Range	Buy 4 cases from the Brit			
36	Britvic Mixers	Buy 4 cases from the mix			
	•	•			

nplimentary POS package plus a free case from AFB range nplimentary POS package plus a free case from AFB range nplimentary POS package plus a free case from AFB range nplimentary POS package plus a free case from AFB range ttles

free

l get £3 off

r bottle

and receive a visibility kit

nd receive 6 x branded glasses and 20 x Tent Cards

range and receive a free bottle of The Sexton Single Malt free

range and receive a bottle of 1800 tequila free

e 6 x glasses and 20 tent cards

ceive 1 x 50cl Bols Blue Curacao free

rdon's Passionfruit free

he ranges and save £5

erg range

eive 6 glasses free

nge to receive a free case of J2O Orange and Passionfruit

itvic range to receive a case of J2O free

ixing range to receive a case of Britvic tonic/low cal tonic free

### **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 - 31st March 2023 (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.

GENERAL 12 By placing an order, you will be deemed to have accepted and agreed to be bound by all applicable terms and conditions. 13 You are responsible for notifying us of all relevant account numbers relating to your orders, and of any change of address or other relevant details. 14 Carlsberg may use or disclose to a third party, including but not limited to its other group companies, personal data it collects from you and your personnel, or that you or your personnel provide to it, in order to fulfil its obligations to you under these terms and conditions. At any time, you may request further information about the processing of your personal data and ask that it be corrected, deleted or restricted in processing. To do so, please contact privacy@ carlsbergmarstons.co.uk. Full details about the types of data we collect, what it's used for and your related rights are set out in our privacy notification, a copy of which can be accessed at www.carlsbergmarstons.co.uk/privacy-notification/. 15 Whilst any recommendations or representations in this Directory or otherwise made by Carlsberg are given in good faith, you should not rely on them in place of your own advice and our relationship with you shall be governed solely by the terms expressly set out in these terms and conditions.

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