Head Indes July - August 2020







PAL FUSIO



Great Deals for Summer!



BOURBON

WHISKEY





O1522 540431 SMALLBEER@SMALLBEERWHOLESALE.CO.UK
WWW.SMALLBEERWHOLESALE.CO.UK SMALLBEERLTD

Dear Customer...

Welcome to the summer edition of Headlines! We are getting there, back to a new kind of normality and the summer months should help us to inspire some optimism and good cheer into our venues as contact restrictions are reviewed and we can think about resuming trade.

As part of Unitas Wholesale Services you receive the very best offers and deals available from our partner suppliers. We're all working hard during these challenging times, seeking out the best ways to maximise the opportunities available for our channel.

Outdoor areas can really come into their own now especially as social distancing rules are still in place, providing a happy and safe place for customers to spend some eagerly anticipated time together. It will be important to review your outdoor space in line with social distancing advice as it will be crucial to your revenue during the long summer evenings.

The welcome return of big screen sporting action will be a huge boost to trade. The return of matches on television will be welcomed by fans wanting to spend time socialising together while enjoying their favourite sporting events.

Everyone has missed friends, meeting up and of course a good beer, so we have included some invaluable category advice on some of the best of British and international beers. There may be limited opportunities to travel abroad in search of the sun this summer, so why not create the conditions for customers to enjoy a great, cold beer in our warmer summer months?

Although restrictions may still be in force, there will be ways of re-establishing our venues as the place to be to enjoy time with family and friends, a pleasure all of us have missed hugely since the lockdown began. We now have the chance to put ourselves right back at the heart of the communities we serve. Adhering to the government guidelines together, supporting each other through the challenging times and working to get things back on track will make us stronger for the future. Here's to a positive outlook for the summer!



BRITISH GRAND PRIX 31st JULY - 2[™] AUG / 70[™] ANNIVERSARY 7-9[™] AUG



SUMMER BANK HOLIDAY 31st Aug



THE PREMIERSHIP IS BACK



TOUR DE FRANCE BEGINS 29[™] AUG

■ @UnitasWsale ■ @UnitasWsale

Taking care of business COVID-19

Now the government has given the go ahead for the On Trade to open its doors again, it is vitally important that you inspire confidence & trust in your customers by making sure you follow all the guidelines that are provided and reacting quickly & professionally to all advice given; www.gov.uk/coronavirus/business-support

New operating models

If you haven't already, offering a takeaway and/ or delivery service is a great way to maintain a positive relationship with your local community. Your efforts will be appreciated and will create loyalty in the local community, which will be repaid when trade begins to return to normal.

Visit the link for some useful information on setting up a takeaway service:

https://www.morningadvertiser. co.uk/Article/2020/03/25/How-canpubs-set-up-a-food-and-drinkdelivery-service



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Looking after your staff

Many of you will have used the Job Retention Scheme to furlough your staff which means they will be receiving some salary. Support your furloughed staff with training so that when your business re-opens, they are ready with new skills.

Useful links: Free CPL training: www.cpllearning.com/online-courses/ Mental Health: www.licensedtradecharity.org.uk

Getting operational

As a starting point for re-opening and building trust, think about your customers, your staff, and your business. proposition. For useful steps visit: https://pages.theaccessgroup.com/HOS1_Covid-19_Excel_Checklist.html

Looking after your customers

It is vitally important that you inspire confidence & trust in your customers by making sure you follow all guidelines that are provided and react quickly & professionally to all advice given.

- Use social media & traditional methods to inform customers of the measures you are taking to ensure the safety of customers & staff.
- Pubs & bars need to take all the right steps so that the industry is viewed with confidence.
- Ensure staff are following the most current guidelines & are regularly washing their hands, wiping tables, bar areas, door handles etc
- Remove tables to allow more space between them to aid with social distancing.
- Consider employing a door host to manage the number of people entering your outlet at once.

- Take bookings to manage the number of customers entering your outlet at any one time.
- Remove shared condiments from tables & bars.
- Go cashless and sanitise your credit card machines between uses. Let customers know this is being done.
- Remove some/all bar stools to reduce gatherings at the bar.
- Position hand sanitisers on the bar and areas of footfall for customers to use.
- Update customers in a reassuring tone.



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Offer available from 1st July to 31st August



Beer! A firm British favourite*

Beer in Britain is huge – it has been a part of our lives for thousands of years and is widely considered to be our national drink! As a nation, we are responsible for some of the most popular beer styles in the world. From around only 100 British breweries in the 1970's, there are now over 1,700 – an astonishing growth rate which reflects the popularity of the beers they produce. Now, more than ever, we need to support our British brewers, many of whom have been financially supportive during this crisis and who are focused on ensuring that you are ready to serve your customers when the restrictions ease. They are there to help you face the challenges ahead. British brewers are innovative and resilient, committed to the local communities they support.

Here's a quick guide to some of our favourite British brewers!



GREENE KING

Greene King have been crafting fine ales at their two historic breweries <u>fo</u>r over two centuries.

"Through constant innovation, we've taken the traditional art of brewing to new heights, creating what we believe is the finest range of cask and craft ales on the market."

www.greeneking.co.uk



Brewing perfection since 1838. Robinsons is one of the oldest and most respected names in British brewing history, with a strong community ethos built upon a commitment to supporting their pubs at all times.

This commitment has been as strong as ever during the Covid-19 crisis.

www.robinsonsbrewery.com



Moving forward after COVID-19

Now lockdown restrictions have been lifted and people are now safely allowed out, many of them will head for a good pint of beer and a meet up with friends. Your first step will be to get your cellar equipment and draught dispense systems back up and running effectively. You will also need to be ready to satisfy demand by stocking up on some great British beers! Promoting your ales and introducing offers - such as 3 for 2, or a British beer and food event – will highlight the appeal of beer to the returning customers. When the time is right, you could also host your very own British beer festival to bring people together and celebrate our community values.

Visit www.cask-marque.co.uk and www.beerandpub.com for their guides on best practice for beer in cellars.

EWO

World beers are often perceived as being more indulgent products that customers are willing to pay a premium for and with consumer demand for good quality lagers continuing to grow, world beers should be an essential category to stock in order to maximise your profit opportunities.

Mediterranean lagers continue to drive performance in the world lager category with their links to sunshine, beaches and holidays. We may not be able to travel internationally just now, but we're not letting that stop us celebrating some of our favourite international beers!



ABV: 4.2% | Country of origin: Mexico Sol is a light and refreshing golden pilsner style beer with a fresh and lemony finish. Serve chilled with a wedge of lime.

Enjoy with Mexican food and BBQs.



Asahi Super Dry

ABV: 5.2% | Country of origin: Japan

Brewed to the authentic Japanese recipe to deliver its dry, crisp taste and quick clean finish, its distinctive taste is known as Karakuchi (dry).

Pair with sushi and Japanese snacks.



Carlsberg Danish Pilsner

ABV: 3.8% | Country of origin: Denmark

Completely re-brewed from head to hop, our perfectly balanced new Danish Pilsner is wonderfully crisp and refreshing, with a fuller flavour and a distinctive hoppy aroma.

Pairs well with creamy risotto.



Birra Moretti

ABV: 4.6% | Country of origin: Italy

A special blend of high quality hops creates a smooth, full-bodied beer with wholemeal bread top notes which are cut by a delicate citrus note.

Perfect with pizza fresh from the oven!

Budweiser

ABV: 5.0% | Country of origin: America A crisp, balanced taste, light body, and exceptional clarity. A subtle tip-of-the-tongue sweetness and a fast finish with no aftertaste.

Works well with spicy dishes, chicken & fish.

Tiger

ABV: 4.8% | Country of origin: Singapore Clean and full-bodied beer with flavours of sweet potato, honey and candied lemon balanced with pineapple acidity.

Pair with satay or stir-fried chilli beef.



Estrella Damm

ABV: 5.4% | Country of origin: Spain Estrella Damm is a fresh-tasting beer, with a lively acidity. The finish is bitter and long lasting. Best drunk between 4 and 6 degrees.



Fastest

growing

Pairs with beef & fresh seafood.



San Miguel Especial

ABV: 5.0% | Country of origin: Philippines

A premium pilsner style lager, golden in colour and sparkling, with a generous white creamy head and citrus aroma.

Pair with spicy food, tapas-style food, cured meats, hams and cheeses.



Nic

Stella Artois

ABV: 5.0% | Country of origin: Belgium Light golden in colour, clear with a low white head. Fresh hops on the aroma. Pleasant bitterness. Balanced body with grainy notes.

A perfect beer to cleanse the palate between courses.

Heineken

ABV: 5.0% | Country of origin: The Netherlands A light and fruity aroma reminiscent of banana bread. Flavours of banana and candy fruit, bittersweet with a moderate body.

Pair with satay or banoffee pie.

41% of lager drinkers state the country of origin contributes to a brand being perceived as premium*

61% of consumers and 69% of 18-34 year olds would pay more for a lager if they knew it was imported into the UK*

Takeaway Tip! Offer a **bottled world** beers selection **box** as a special offer! Make sure your licence permits off-sales of

alcohol!







Return Your Beer - A Simple Guide

The British Beer & Pub Association, the leading trade association representing brewers and pubs, has launched a cross-industry platform to enable spoilt draught beer and cider to be safely destroyed in pubs and millions of pounds in excise duty to be reclaimed. They have been overwhelmed by the response with over 8000 users registering and 4000 claims in the first week of launch in June so it is important to make your claim.

How do you claim?

Visit **www.returnyourbeer.co.uk** You will need to pre-register because of the scale and complexity of the process.

How long do I have to claim?

The website will be open for as long as necessary, estimated six months from on-trade re-opening. The earlier you submit your claim the better.

Can you submit more than one claim?

Yes, you will be allowed to make multiple claims once the site is updated.

What are the Delivery and Expiry Date Restrictions?

These were decided collectively by the brewers and the BBPA, so you are unable to claim for kegs delivered prior to March or ones that expire after July. These terms may differ for Cider.

Can a claim be edited or cancelled?

No, you will have to submit another claim for any missed kegs.

How long will it take online?

Due to the high demand there may be intermittent issues at peak times. A latest update dashboard is available on the site so you can keep up to date.

How will I know if my brewer is in the scheme?

There is a drop-down list of all brewers and the kegs belonging to each.

How will duty payments be made to you?

Each brewer has its only policy with regard to how duty payments will be made to you. These policies will be communicated to you as part of the duty reclaim process.

Why you need to share the original Excise Duty payment information? HMRC impose strict guidelines on evidencing the original excise duty

payment. You therefore need to provide this information in order to recover the duty you have paid.

Can I destroy my kegs once my claim is submitted?

No, you must wait for the brewer to contact you to confirm you can destroy the kegs. Destroying any product without authorisation could adversely affect your claim.

Make sure you reclaim the excise duty on spoilt draught beer and cider by visiting **www.returnyourbeer.co.uk**



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THE ULTIMATE MIXER

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TASTE THE FEELING



CRISPS ARE THE #1 SNACK IN UK PUBS

Walkers PC is the **biggest brand** of Grabs in Pubs, worth around £1.9M PA



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Preparing your summer drinks range!

Bank holidays offer you fantastic opportunities to boost profits and increase footfall in your venue and this year it really could be a well needed boost. Thorough planning of your range and offering in advance is essential to making your venue the place to be throughout the bank holiday weekend.

Bank Holiday Weekend 29th - 31st August



Spirits and Mixers

One of the most profitable drinks categories experiences a higher average spend in summer.

- Offer a range of popular spirits with mixers in pitchers - a great way to increase your customers' overall spend per head.
 E.g. Pimm's & Lemonade.
- Include premium options to upsell.
- Gin's popularity shows no signs of diminishing! Have a varied range of brands and flavours available to offer the perfect G&T with interesting garnishes.

Beer & Cider

A cold refreshing beer is a must for many customers during the summer months.

Bank holidays are the perfect chance to to run your own beer and cider festival, subject to any social
distancing guidelines that apply at that time. Get local suppliers involved to add a local interest to the event.





Wine

A popular drink all round, but by tweaking your offering for a bank holiday you could enhance your sales!

- **Capitalise on the popularity of pink** by stocking a range of rosé wines - a refreshing drink that can also be paired well with food.
- Offer wine spritzers as another refreshing option for your customers.
- Add jugs of sangria to your offering a refreshing drink perfect for summer and bank holidays. Don't just stick to red sangria, as both white and sparkling are also very popular!



Low & No

It is imperative to keep children, drivers and non-drinkers in mind!

- Have a varied soft drinks range, from child specific brands to premium brands with a more adult feel.
- Include non-alcoholic cocktails in your range, brands like Seedlip are perfect for customers to feel like they are having the real thing without the alcohol!

Cocktails

You should create a range of simple but effective cocktails to broaden your range and boost your summer sales - **Use seasonal fruits and flavours!**

ummer: Selecting your pubs' drinks offer, Morning Advertiser, 14th April 2013 edrinksbusiness.com/2013/07/top-10-drinks-for-summer/9/+ Cold cup of cheer, Morning Advertiser, 26th Augu - Stocking up on low and no alcohol beers and ciders is a must!

Give the Florida Fizz a try!

Ingredients:

- · 1 measure of apricot brandy
- 1 measure of unsweetened orange juice
- · I small measure of Grand Marnier
- Sparkling dry white wine

Method:

- Put the apricot brandy, orange juice and Grand Marnier into a champagne flute and stir well.
- Top up with the sparkling wine.



The Great Outdoors!

Summer is here, so now is the time make the most of your outdoor spaces! There aren't many things better than an ice cold drink in a beer garden on a sunny day, and following the lock down restrictions that we have all endured customers will be craving the experience more than ever. This is great news for venues with outdoor spaces that can set up adhering to social distancing regulations!

Spruce up your outdoor areas:

- Review the general condition of your existing outdoor areas. Is the furniture clean and in good condition?
- Freshen up your wooden furniture with a hard-wearing garden furniture oil.
- Parasols protect customers from the sun and provide shelter from the rain.
- Patio heaters help to keep the area warm during cooler evenings, keeping customers at your venue for longer.



- Make sure you keep your outdoor areas looking attractive add interest and colour with flowers, keep them watered and neat.
- Keep everything tidy by emptying your litter bins and ashtrays and sweeping regularly.
- See what branded garden paraphernalia is available from your suppliers to help promote key brands to your customers.
- Add some hanging baskets to the front of your venue – they look great, give the right impression, and attract passing trade.



• Make sure to advertise your outdoor areas both outside your venue and on your social media channels.

🔊 Staying Safe 🎯

You will need to adjust your service procedures, set up to minimise contact and adhere to social distancing guidelines. Here's some ideas on how to do this:

 Ensure tables are 1 metre apart on all sides.



- You may need to limit the number of customers per table
 check the latest government guidelines.
- Clean touch points regularly and disinfect tables after each use and be seen to be doing this. Customers are looking for reassurance that communal areas are being sanitised properly.



- Have hand sanitiser available on tables and at all entry and exit points.
- Remove any potential cross-contamination items from tables – i.e. replace salt and pepper pots and condiment bottles with single use sachets, distribute them along with napkins and cutlery at the time of food delivery.

Encourage bookings and pre-orders to help keep customers in your venue to a safe number at any one time as well as reducing contact between staff and customers. This will also help you to plan staff and stock levels.



- Offer outdoor table service to prevent overcrowding at ordering points.
- Technology is a great way to aid service and reduce staff contact with customers:
 - Set up a food and drink collection point Send them a text when their food is ready or use hospitality pagers.
 Remember to stagger orders to ensure customers are not at the collection point at the same time.
 - Look at the use of a mobile app such as Qkr! or Hungrrr for ordering and payment.

ALWAYS ADHERE TO GOVERNMENT GUIDELINES! FOR MORE INFORMATION VISIT WWW.GOV.UK/CORONAVIRUS



Small Beer Ltd & TrentAns Vintners, Unit 1, Churchill Business Park, Sleaford Road, Bracebridge Heath, Lincoln, LN4 2FF Tel: 01522 540431 Fax: 01522 513449 Email: smallbeer@smallbeerwholesale.co.uk Web: www.smallbeerwholesale.co.uk AWRS URN: XFA W000 0010 0075

Terms and Conditions

1. All offers are available from 1st July to 31st August 2020 unless otherwise stated. 2. All offers are subject to regional availability and prices are exclusive of VAT. 3. We will not accept orders where they would breach a beer tie or other contracts that the buyer holds with a third party. 4. E.&.O.E. 5. This brochure is not intended as an inducement to breach any contract, which may exist between a tenant & their landlord to purchase beers or any other products. In such cases only those products, which are excluded from such agreements, should be considered. 6. We treat the buyer placing an order with us as the buyer's confirmation that there is no such tie. 7. All prices featured may be subject to a duty increase.