



1st - 25th OCTOBER 2020

Matthew Clark PROMOTIONS







Introduction

This month's promotions are here to brighten up the darker nights with unbeatable choice and value. You'll find plenty of savings on the brands your customers love throughout this brochure; deals you won't find anywhere else.

Order just what you need at the best possible price online now, with our awardwinning eCommerce platform that's open 24/7. You don't need a Matthew Clark account either, visitors to www.matthewclarklive.com can use our guest checkout facility to purchase from our 400 best-sellers, including many of the great savings you'll see here! Whatever October has in store, we're here to help with the best range available to the on-trade, delivered safely.

Order anytime, anywhere with Matthew Clark Live

Browse our full range, compare products side by side and get all the information you need - all at a time that suits you.

www.matthewclarklive.com

Best B2B eCommerce Website 2020

Best Food & Drink eCommerce Website 2020



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Our Top Offers















Archers (70cl)





Bacardi Carta Blanca (70cl)



£16.49

(70cl)



£17.99

Jack Daniel's (70cl)









£69.06

Brewdog Pale Ale (30L Keg)



£19.99

Menabrea (330ml x 24)



£18.99

Magners (500ml x 12)



Kleine Zalze Cellar Selection Chenin Blanc (75cl)



£5.50

Kleine Zalze Vineyard Selection Chenin Blanc



St Hallet Gamekeeper's Shiraz- Grenache Touriga (75cl)





£7.95

Faith Shiraz





Britvic Tonic range (200ml x 24)



£9.00

London Essence Tonic range (200ml x 24)





Coca Cola Zero (200ml)















Captain Morgan Spiced Gold Rum

(1.5ltr)



£25.99 PER BOTTLE

Captain Morgan Dark Rum (1.5ltr)











41% find the idea of deal suggestions appealing - highlighting a potential

opportunity to encourage purchase of brands.

Advertise those well-known brands from our gin range such as Gordon's, Tanqueray, Bombay and Hendricks!

(Source: Kantar / Insights Division / COVID Tracker Survey / Aug vs July 20)























Ensuring you provide a good drinks offering as well as a great service and an excellent experience for the customer, you will encourage repeat visits this autumn.

51%
of consumers said they would prefer the option of table service rather than ordering at the bar.









With rum being the 4th
biggest spirit,
it's important to make sure
you are adequately
stocked when it comes
to the different variants.

Golden Rum makes up **54%** of the category, White **29%** and Dark **17%**.

Use our promotions to purchase each category and satisfy customer demand.





MOUNT GAY®
Barbados Rum 1703

MORE THAN

This is what 300 years ARUM of expertise tastes like

MEET THE NEW MOUNT GAY RANGE...



ECLIPSE THE HERITAGE BLEND

> £13.49 Offer Price

The same iconic Mount Gay recipe Matured for 2 years in American Whiskey casks Crisp & Aromatic

Perfect for refreshing cocktails such as Rum Punch

Please drink responsibly drinkaware.co.uk for the facts about alcohol



BLACK BARREL THE NEW DOUBLE CASK BLEND

> £24.99 **Introductory Price**

Matured for 3 to 7 years in American Whiskey casks, finished for 6 months in deeply charred Bourbon casks **Bold & Robust**

Perfect for classic, spirit-forward cocktails such as the Old Fashioned



XOTHE NEW TRIPLE CASK BLEND

> £32.17 Introductory Price

Matured for 5 to 17 years, in American Whiskey, Bourbon and Cognac casks Round & Complex

Enjoy on the rocks



























There is still significant demand for a premium offering so make sure you present the option for customers to trade up.

23%

of consumers thinking high quality drinks are now more appealing than before lockdown.

(Source: CGA.com; Drink choices polarise as the market reboots July 2020)













LIMITED TIME OFFER

CAMPARI £10.99 BULLDOG GIN £16.49

CAMPARI GIN & TONIC

AN INVIGORATING BLEND OF CAMPARI, GIN AND TONIC.

EQUAL PARTS CAMPARI TO GIN WITH LIME GARNISH.
WHILE STOCK LASTS.
DRINK RESPONSIBLY **DRINKAWARE.CO.UK**







Don't miss this opportunity to stock up on great brands such as Passoa, Archers, Southern Comfort and Campari!

CGA On Trade Market Report August 2020









We have seen a huge spike
in sales for continental
beer brands. Menabrea makes
a quality premium option,
order now.

Make the first drink count.

Keep customers in your venue
by ensuring you have
a quality draught offering.

Draught products have seen the closest return to normal volumes as customers have chosen them as their first drinks back.





PLANET FRIENDLY PALEALE.

£69.06
FOR A 30L KEG.

BrewDog is now Carbon Negative - including this sessionable 4.2% West Coast Classic.

Contact your Matthew Clark sales team to order or visit matthewclarklive.com.





brewdog.com/tomorrow







As the warm and dry weather disappears, maximise the potential of your outdoor space by making it appealing.

43% of consumers have indicated

of consumers have indicated that they would prefer an outdoor space over an indoor space to drink in.

(Source: Kantar / Insights Division / COVID Tracker Survey / Aug vs July 20)



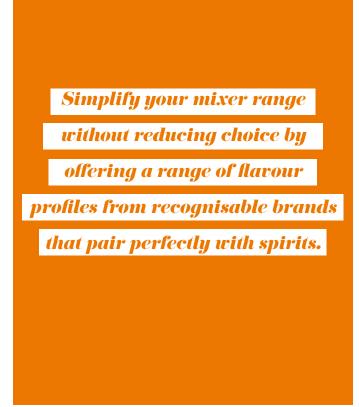


























125ml Schweppes Tonic, Slimline Tonic and Lemonade



£7.99 per case

200ml Schweppes Pink Soda, Tonic, Slimline Tonic, Lemonade, Diet Coke, Coca-Cola Zero Sugar

£8.99 per case

Coca-Cola Classic

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£11.99 PER CASE

330ml Diet Coke, Coca-Cola Zero Sugar, Fanta Orange, Sprite No Sugar

£13.99 PER CASE

330ml Coca-Cola Classic



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£12.99 per case ^{275ml} Appletiser

Appletiser is a registered trade mark of SABMiller International B.V. While stocks last.



INTRODUCING

THE LONDON ESSENCE CO.

FRESH SERVE TONICS

Infusing distilled botanicals to deliver the purest flavours and the freshest taste.

FIVE EXQUISITE TONICS

Chilled and carbonated perfect pairings, whatever you're serving

FRESHLY INFUSING **DISTILLED BOTANICALS**

Patented micro-dosing technology - for the purest flavours

OPERATIONALLY SIMPLE

Reduced time spent restocking high-volume lines

A QUALITY EXPERIENCE

FUTURE-FACING

SUSTAINABLE

Optimising opportunities within emerging categories beyond Gin

Up to 1,000 serves, 96% less packaging, less CO2 emissions

LONDON

LONDON

ELDERFLOWER

"We've seen an uplift in tonic sales... speed of pour, quality, taste and sustainability make it popular with everyone."



See what LONDON ESSENCE FRESH SERVE TONICS can offer you. Contact us now to arrange installation.

LONDONESSENCECO.COM





With more than 29,000 posts,

Prosecco is the number one
shared drinks category in the UK.

It provides valuable digital content for consumers to share and help drive additional footfall into outlets.

(Source: 28/7/20 www.decanter.com/wine-news)



COMING SOON...

PROSECCO ROSÉ

The long awaited Prosecco Rosé will be available to buy from the 1st of November... just in time for Christmas!

Enjoying a glass of something pink has been one of the biggest trends over the last few years. Recent changes in Italian laws have allowed Prosecco producers to launch a much anticipated pink version!

Select from this great range and register interest now with your account manager to secure volume in time for Christmas sales.



Galanti Prosecco Rosé Extra Dry (75cl & 20cl), Il Baco da Seta Prosecco Rosé Extra Dry (75cl), Da Luca Prosecco Rosé (75cl), Bottega Pink Gold Prosecco (75cl & 20cl), Bottega Poeti Prosecco Rosé (75cl & 20cl)



As the nights draw in,
warming reds are
even more enticing...

Malbec is one of the fastest growing grape varieties in recent years amongst our customers and it's easy to see why. Fruit forward, densely coloured and warming in style – Malbec is increasingly a go-to for red wine lovers.

























Ensure you
have a credible
range of
No and Low
products.

in 5
consumers don't
drink alcohol
ensure your range
offers interest and
excitement for them.





2706
of consumers report drinking less or stopping drinking alcohol altogether during lockdown.



QR code menus

With concerns around contamination still on everyone's mind, the days of the reusable menu are over - and this is one area where technology can help you thrive in the 'new normal'.

A more modern approach may hold the answer. Nearly 90% of UK adults aged between 18-65 own smartphones with internet access, opening up doors to a better solution: hosting your menu digitally.



How it works:

Consumer sits at table inside or outside



Consumer scans a QR code located on physical POS



3.

Consumer views the menu on their phone



Customer places order with staff as usual



What we offer:

Choose from one of three packs:

- i) 20 x A5 or 20 x A6 Tent Cards
- ii) 50 x Round Table Stickers
- iii) 10 x A5 or 10 x A6 Tent Cards and 20 Round Table Stickers

Tent Cards are laminated to enable wipe clean and table stickers are removable and able to be wiped.



A6

A5

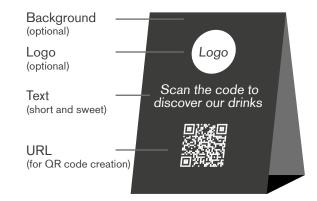




50mm x 50mm

How to order:

If you do not already have a drinks menu to use, please contact your account manager to log a new drinks list request. Once you have a menu uploaded to your website, email the unique url of the online menu to our Design Studio team or your account manager. The url will be something like this: https://www.venuename.co.uk/pdf/menu.pdf. Provide the information to go onto the Tent Cards or Stickers, this includes what the background should be, the logo to use and the text used to prompt guests. Finally, include the details of which pack you would like to order, i.e. 20 x A5 Tent Cards.



Terms and Conditions

- 1. All offers apply to orders placed between 1st October – 25th October 2020 only, and are subject to availability at the local depot for your account. Please quote "OCTOBER OFFERS" when placing your order.
- 2. All offers are subject to orders being placed for your next delivery date and no later than 12 days from the end of the promotional period. Please check availability before ordering.
- 3. Offers can only be redeemed upon meeting the full criteria for the offer. Unless otherwise stated, any free items are in addition to any discounts or special price offered.
- 4. All discounts, special price and free stock deals are limited to 10 per customer. All free glassware, POS kits and other merchandise will be allocated on a "first come first served" basis and are limited to 1 per outlet. Please allow 28 days for delivery of these items.

- deals will be applied to cheapest product ordered or a similar alternative.
- 6. References to cases are to a standard physical case for that product.
- 7. All orders are subject to Matthew Clark's Group Terms of Sale.
- 8. All prices are exclusive of VAT and subject to change without prior notice at any time to reflect any changes in duty, tax or other
- 9. Matthew Clark may update, amend or withdraw any promotion without prior notice at any time.
- 10. Full terms and conditions are at www.matthewclark.co.uk/promotionrules.

Keep in Touch

0844 822 3911 or visit www.matthewclark.co.uk





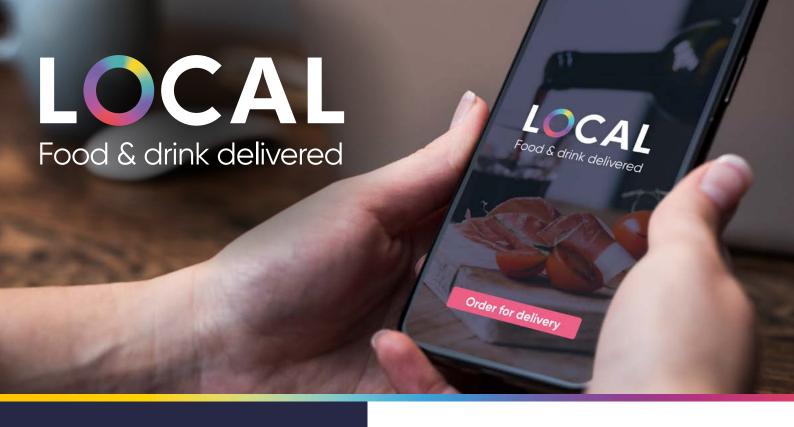




Register for online ordering today

www.matthewclarklive.com





What is LOCAL?

Local is a marketplace for Pubs, Bars and Restaurants to offer web-app based ordering without any up-front or fixed charges.

Transactions available:

Order & Pay, Room Service, Order to Table, Click & Collect, Order for Delivery.

Website & App

LOCAL website www.mylocaldelivers.com

Download LOCAL for free from:





How LOCAL works?

- No Sign-up fees.
- Easy to use: Simply fill in our sign-up form
 A member of our on-boarding team will call customers to finish things off.
- Low cost by transaction: The only cost is a 2% transaction fee + Stripe connect fees* on each payment. Stripe Connect account is required by LOCAL so any purchase order will be processed by LOCAL directly.
- Faster: Sites can be live within 48hrs, post Stripe account set-up.
- Any transaction combination at no extra cost, and all menu changes can be made on site, instantly, at no extra cost.

How to use it?

- Store Management Portal available: Load, edit menus, photos, flag allergens and more!
- Tracking and delivering orders: Orders can be viewed, accepted, or rejected. Returning consumers are highlighted and Unlimited delivery zones can be created, each with their own fixed delivery charges and times.
- Taking payments securely via Stripe connect:
 Card payment available for consumers through the app or website.



NEW

DOUBLE BREWED

DOUBLE THE FLAVOUR.

NEW GROLSCH 50L ONLY £95.

REQUEST AN INSTALL BY 31ST OCT TO RECEIVE A FREE KEG & BRANDED GLASSWARE.

ST MATTHEWCLARKLIVE.COM/FEEDBACK/REQUEST-MORE-INFORMATION

T&Cs: Limited time only. Offer ends 31st October. Full terms here: Asahibeer.co.uk/promotional-terms-and-conditions. Promoter: Asahi, Griffin Brewery, W4 2QB

drinkaware.co.uk for the facts

