



See online for enhanced deals!

Matthew Clark

29TH MARCH - 31ST MAY 2021

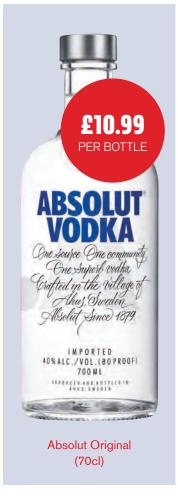
PROMOTIONS

Let's get back to business!













INTRODUCTION

Matthew Clark is here for you and your business. Whenever you're planning to reopen you can be certain that we're here to support with great service and safe delivery. With over 7000 products to choose from, and unbeatable promotions across your favourite brands, we've got everything you need to get you back to business!

Along with big brand savings, you'll find exclusive online-only deals at www.matthewclarklive.com. Log in today to save even more on your favourite brands.

Everyone at Matthew Clark wishes you all the best for re-opening. Let's get back to business!

P.S. If you don't have an account it's not a problem. Visit www.matthewclarklive.com and use our guest checkout feature where you can purchase up to £1,500 of our Top 400 best-sellers, including some great offers, with a debit/credit card. It couldn't be easier!

ORDER ANYTIME, ANYWHERE WITH MATTHEW CLARK LIVE

Browse our full range, compare products side by side and get all the information you need - 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









Gordon's Gin (70cl)









Our Top Offers 03

Beefeater London Dry Gin (70cl)







































Vodka 05

04 Spirits











Certified GF Gluten-Free

THE SHACK

In 1995, Bert "Tito" Beveridge obtained the first legal permit to distil in Texas and created Tito's Handmade Vodka. Tito's distils its corn-based vodka using old-fashioned copper pot stills and it's naturally gluten-free. Tito's is distilled and bottled in Austin, Texas on the very same land where the whole venture started. It's been over twenty years, but Tito's still uses old-fashioned copper pot stills, and tastetests every batch to make sure you get only the best.



DOUBLE GOLD MEDAL WORLD SPIRITS COMPETITON UNANIMOUS JUDGE'S CHOICE





Extra online savings on the brands you love!

Visit matthewclarklive.com to find a range of exclusive online-only deals

Sign up todan!

29th Mar - 11th Apr

08 Gin 09















10 Flavoured Gin Flavoured Gin 11

SPECIAL SIP

Fact: One in four serves during summer are premium brands*



STOCK UP NOW

*CGA OPMS I6WK Free Trade Volume Data to 31.10.20

DRINKIQ.com

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

Learn more about how to reopen successfully













Flavoured Gin 15 14 Flavoured Gin





(70cl)





16 Spirits Rum 17

SPIRITS 101 DRIVE GREATER SALES WITH SPIRITS

Spirits are a **HUGE** category, the second largest in the on-trade', and they provide a big opportunity to grow revenue in 2021.

THE FACTS:



Cocktails are one of the fastest growing categories across total alcohol²



Spirits and mixer can be the most profitable drink you serve



Spirits consumers spend more in outlet on both eating and drinking

than the avg GB consumer

DRINKIQ.com for the facts **drinkaware.co.u** STOCK UP ON SPIRITS

DIAGEO

ON AGUE MAT Joseph 1979 20 20 ON Head Project (1979) and CONTRACT AND AGUE AND AGUE











18 Rum Whisky 19













20 Whisky & Cognac 21













22 Cocktails Cocktails

Cocktail Feature

The three cocktails that gained the most market share when the trade re-opened last year were the Pornstar Martini, Spritz and Espresso Martini*.





Since the hospitality has reopened 80% of cocktail consumers have purchased a cocktail on promotion **

Ensure you have one of these 3 cocktails on promotion when welcoming consumers back in your venue.

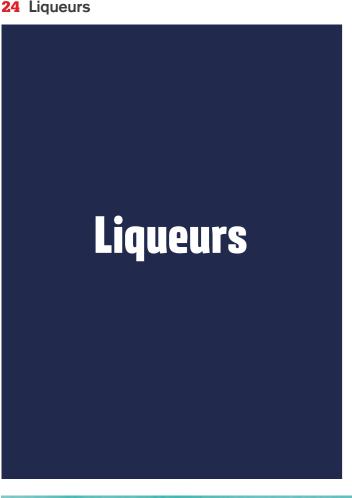




*CGA Mixed Drinks Q3 2020 - volumetric sales data

** CGA Mixed Drinks Q3 2020

24 Liqueurs 25











26 Liqueurs Liqueurs









INVIGORATE YOUR GIN SALES WITH THE CAMPARI GIN & TONIC

THE #1 BEST-SELLING LIQUEUR BRAND IN THE TOP 100 BARS IN THE WORLD.

70% OF PEOPLE SAMPLED SAID THEY WOULD PURCHASE THE SERVE IN A BAR.²

DELIVERS **BETTER CASH MARGIN** AND %GP THAN A STANDARD G&T.³

CAMPARI GIN & TONIO

POUR EQUAL PARTS CAMPARI AND GIN OVER ICE, ADD TONIC WE RECOMMEND FEVER-TREE MEDITERRANEAN TONIC*

Sources: 1. Drinks International 2021 2. Ipsos Game Changers research, April 2020 (based on a blind taste test with 101 non-Campari drinkers) 3. Based on a serve of 25ml Campari and 25ml gin vs. a double [50ml) gin and tonic, based on Campari offer price and overage gin WSPs

*Suacested serve

28 Shots & Tequila Shots & Tequila











30 Cocktail Solutions Cocktail Draught 31

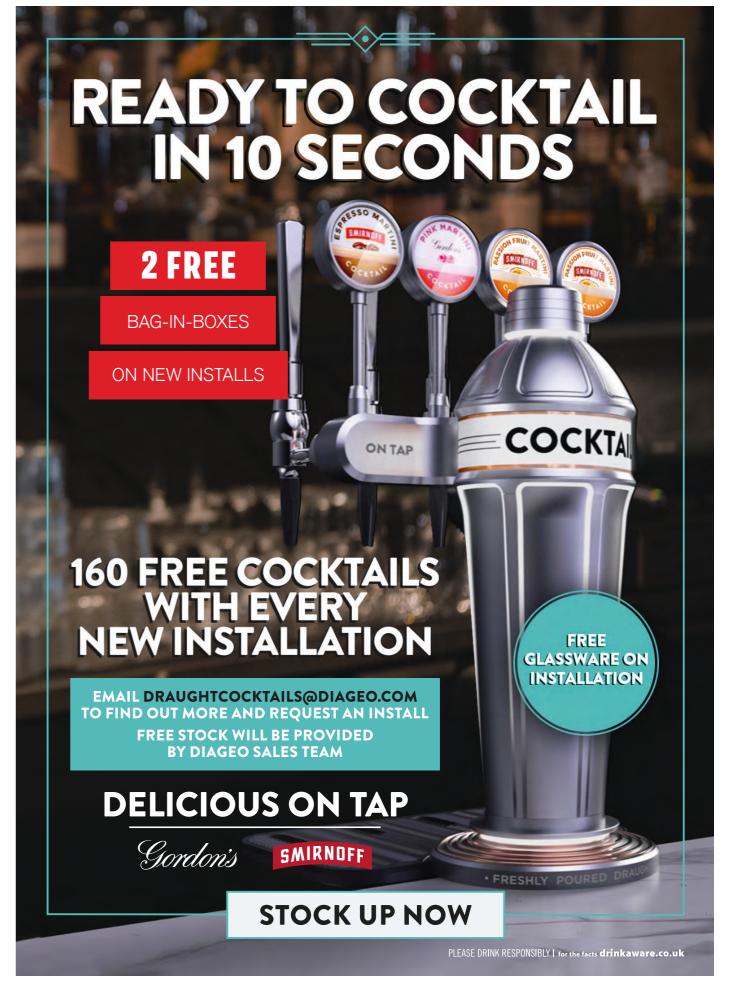


Maximise your turnover by offering customers more profitable serves

Cocktail consumers spend 21% more during a visit to the on-trade than the average consumer.

Source: CGA O3 2019 Mixed Drinks Report)





32 Low & No Low & No











2706

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

(Source: YouGov PLC)

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

Gordon's

Alcohol Free

(70cl)

Sordons.

ALCOHOL FREE

O.O.

1749

1749

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

34 Low & No Beer 35

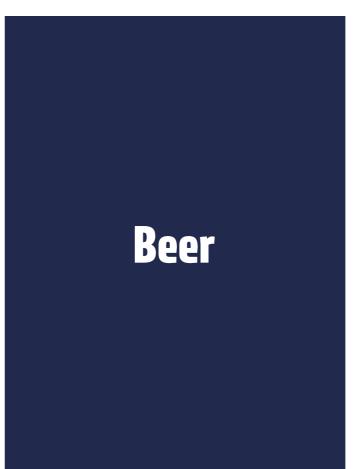


COMPLETE YOUR
APERITIVO OFFERING
WITH THE
#1 NON-ALCOHOLIC
APERITIVO IN ITALY.'

 1 IRI Infoscan Census $^{\Theta}$ and Beverage Wholesalers IRI, volume sales on Total Italy+ 2 Assumes RSP of £5.00 per serve, based on current £24.99 offer price.

PREMIUMISE YOUR NON-ALCOHOLIC RANGE AND DELIVER £75 CASH MARGIN PER CASE.² ORDER
CRODINO 1965
TODAY
FROM THE MAKERS
OF APEROL.

www.drinkaware.co.uk for the facts









36 Beer Craft & Ale 37



*Promotion available as specified or for the dates of this brochure only. Full terms here: asahibeer.co.uk/promotional-terms-and-conditions. Promoter: Asahi, Griffin Brewery, W4 2QB.

**52 WK CGA MAT 08/09/2018

drinkaware.co.uk for the facts











38 Craft & Ale Install 39





(500ml x 8)



40 Install





42 Cider Cider 43

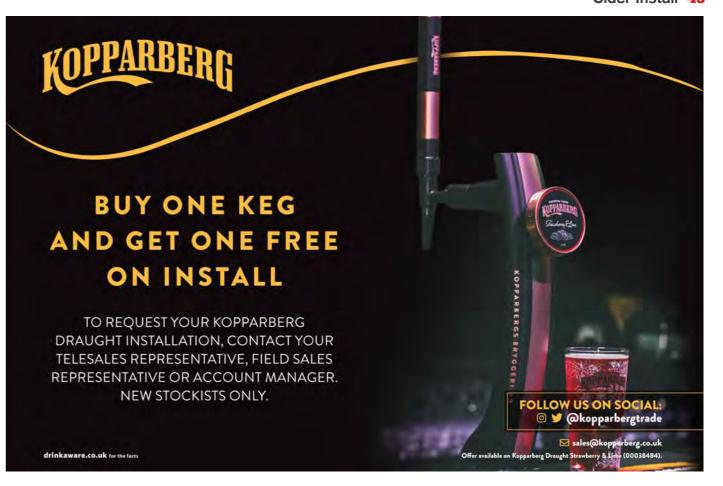












Award winning online ordering

Trusted by 4,000 licensees and named the B2B eCommerce Website of the Year at the 2020 UK eCommerce Awards, our online ordering service is quick, easy and even saves you some cash with exclusive online-only promotions! If you're yet to log on, now is the time.

- Award-winning online platform
- Trusted by thousands of on-trade venues
- Ordering tools created for the trade
- Order quickly when it suits you
- Exclusive online only deals
- Help and support when you need it

Visit: Matthewclarklive.com

46 Mixers









Mixers 47



48 Mixers & Energy 49







BUY 4 CASES OF J2O,

RECEIVE A

J20 ORANGE & PASSION FRUIT

24 X 275ML FREE

J2O Orange & Passion Fruit, J2O Apple & Raspberry, J2O Apple & Mango, J2O Spritz Apple & Watermelon, J2O Spritz Pear & Raspberry, J2O Spritz Apple & Elderflower (275ml x24)



24 x 200ml 24 x 200ml **Schweppes Mixers** Coca-Cola Classic £9.19 per case £8.09 per case 24 x 200ml 24 x 200ml Coca-Cola Zero Sugar **Schweppes Juices** Diet Coke, £8.59 per case £8.19 per case Schweppe Schweppes Schweppe









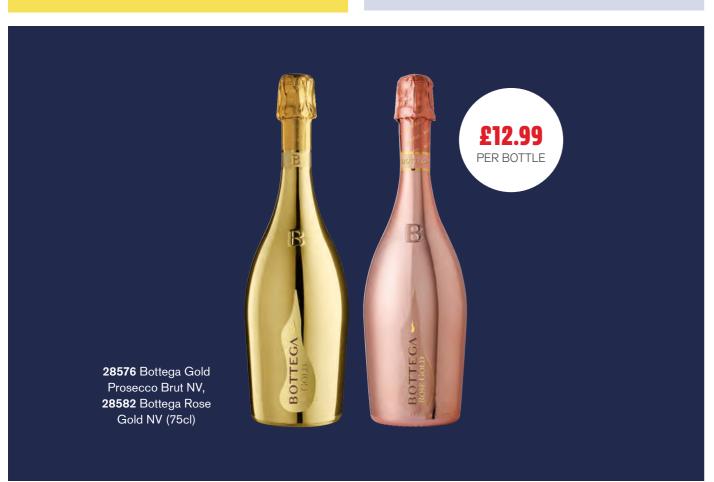




52 Fizz Champagne 53













54 Champagne Wine 55





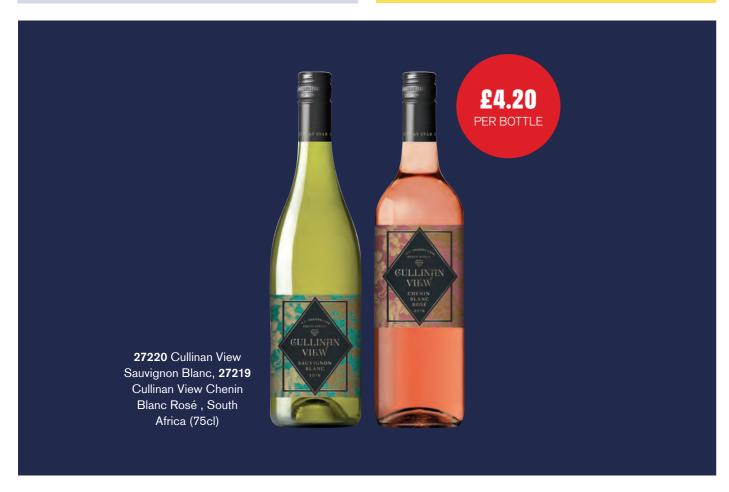






























































What is LOCAL?

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 <u>sign-up form</u>.
 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 and 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 customers through the app or website.

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:

Customer sits at table inside or outside



Scans a QR code located on physical POS



3. Views the menu on their phone



Then, 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.



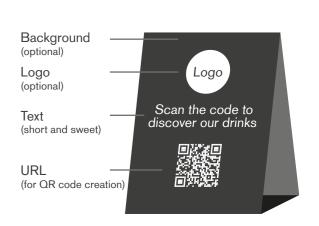




50mm x 50mm

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.



There are more deals online!

Get extra online savings on the brands you love at **matthewclarklive.com**!

Sign up today!

29th Mar - 11th Apr

Terms and Conditions

- All offers apply to orders placed between 29th March – 31st May 2021 only, and are subject to availability at the local depot for your account. Please quote "APRIL/MAY 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.
- 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.

- 5. Unless otherwise stated, any free stock 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 levies.
- 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

0344 822 3910 or visit www.matthewclark.co.uk









Register for online ordering today

www.matthewclarklive.com

