RE-OPENING FANTASTIC DEALS

Helen Parker & Giles Mattock





NEWproducts

WIN garden merchandise





RE-OPENING PLANS

- 5th April Boris confirms 12th April outside opening
- Understand after three lock downs everything needs re-stocking!
- We've been working hard with our suppliers to honour some great deals that are low buy in
- Looked at every category
- Deals are for orders placed from 29th March to 30th April
- Consumer confidence is growing...

What activities are on your to do list?

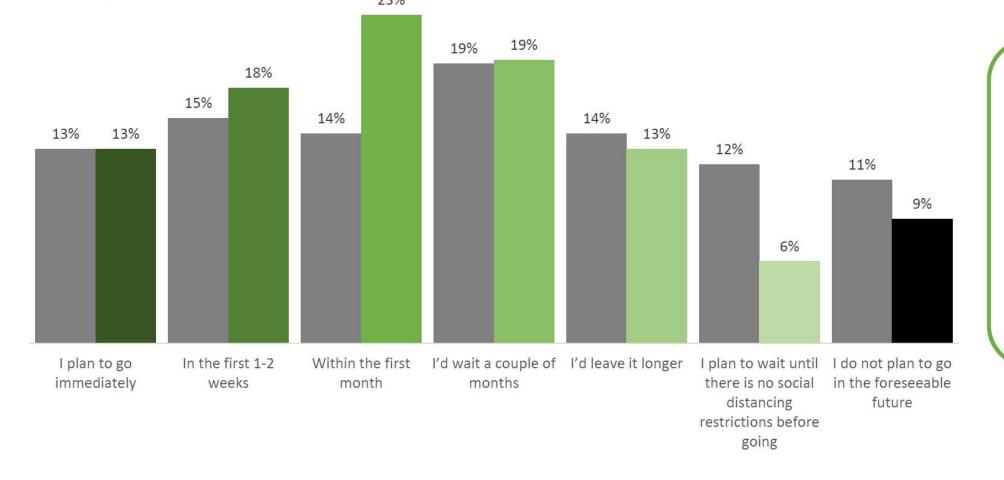


How comfortable do	o you feel about doing the	e following po		n? e of responden	ts		Total comfortable level (Top 2 box) vs Jan
	Meeting friends/family outdoors	38.6%	6	40.5%	6	13.5% <mark>5.9%</mark> 5	+7.6%
We have seen a strong increase in the comfort levels of every activity since January with pubs and bars among the biggest increases – are people now seeing this as within reach	Shopping in supermarkets	27.8%		37.0%	21.3%	9.2% 4.8%	+4.9%
	Meeting friends/family indoors	23.9%	38	3.8%	22.7%	12.9% 1. <mark>7</mark>	+9.9%
	Going to your place of work	25.2%	35	.8%	20.6%	15.0% 3.4%	+7.4%
	Sending your children to school	30.7%		30.3%	22.3%	14.3% 2 <mark>.</mark> 59	+5.7%
	Shopping in other shops	23.9%	35.1	1%	25.4%	12.4% 3.2%	+4.5%
	Going to restaurants and cafes	23.0%	32.3%		25.0%	18.0% 1.8	+4.8%
	Going to pubs and bars	17.7%	29.0%	27.3	3%	24.9% 1.1	+9.1%
	Using Public Transport	17.2%	28.0%	26.0%	5	26.3% 2 <mark>.</mark> 59	+4.9%
	Going to a party with 10+ people	17.8%	23.1%	23.7%	33	3.5% 1.8	+4.6%
	Going to a large public gathering	17.3%	21.0%	22.2%	38.	0% 1. <mark>4</mark>	+7.8%
	Very comfortab Not at all comfortab		y comfortable en't stopped doin		comfortable		

Sample – Toluna, 23rd Feb 2021, N=421, Questions 'How comfortable do you feel about doing the following post lockdown?'

When do you expect to be going out?

How soon will you go to pubs and bars when they reopen? Jan in Grey vs Feb



Whilst only 1 in 8 will be queuing at the door on the first day, we have seen a strong increase in consumer aiming to go out in the first week and first month of restrictions being lifted

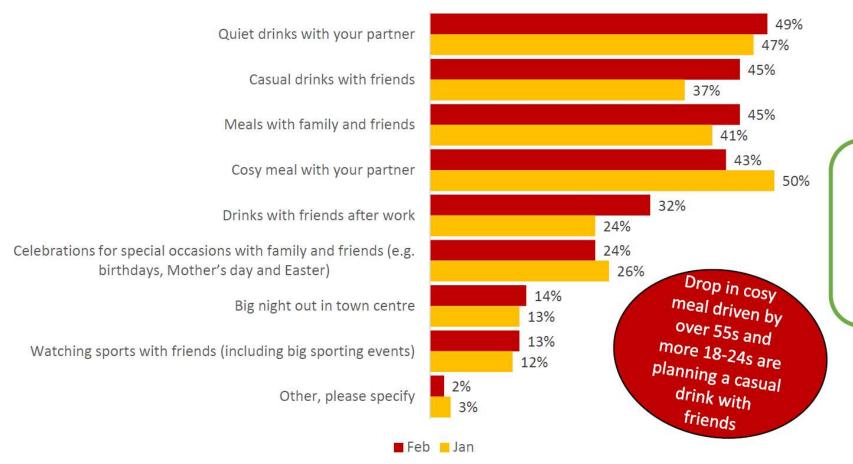
HEINEKEN

And pleasingly those who see no immediate future trips to the On Trade have reduced by 20%



What should pubs be focused on initially?

When pubs and bars reopen, what types of occasions will you go there for during your first few visits?



We have seen some movement away from 'Cosy meal with partner', but positive moves towards consumers wanting other others both low tempo and higher energy

HEINEKEN

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Sample - Toluna, 23rd Feb 2021 N=390, Question 'When pubs and bars reopen, what types of occasions will you go there for during your first few visits? Please select all that apply.'

MAKING THE MOST OF OUTSIDE TRADE

- The stats show customers are keen to come back to the pub
- Confident with socialising with friends & family occasions at the pub
- Stats show keen to trade up & spend more
- Open earlier, but close earlier while it could be cold evenings?
- If you don't have an ordering app, how will customers know your drinks range?
- One time drinks menus/stickers?
- Fingers crossed for great weather, but just in case consider extra shelter
- With starting outside only consider larger serves

Opening Fantastic Deals can help...

FANTASTIC DEALS

A GREAT PINT OF CASK!

Cask ale is the one drink that can't be replicated at home and the pandemic has taken that unique experience away. The humble pint is the main thing we've missed throughout lockdown and not being able to pop down our local has been so unnatural to many of us.

Drinkers will be rediscovering traditional pursuits and becoming more thoughtful about food and drink choices, looking for tradition, provenance and wholesomeness - all values that cask ale can provide in spades.

Emma Inch, award winning Beer Writer and founder of Fermentation recognises that to encourage those more wary out of their home's pubs need to offer an experience that will rival a 'Netflix and takeaway' night in. 'Customers will be after an experience to rival what they can get at home'. Offering a choice of cask on the bar to not only give drinkers a sip of their favourite beer they've been missing but also excite them to try something new such as Golden Hop, which is a zesty refreshing beer, Ideal for summer. Elevate the experience by offering the perfect serve, order your FREE branded glassware when placing our order.



Take me home!

Don't just let them enjoy a great pint of your ale in the garden, or inside from the 17th May, offer takeaway too! From 12th April you are able to offer takeaway alcohol so stock up on these great flagons & 2 pint hoppers.

4 PINT BEER FLAGON

Pack of 10 £2.70 each Personalise your flagons with bespoke waterproof stickers £0.30p each, pack of 20 £7.50 **2 PINT BEER HOPPERS** Pack of 20 £7.50



£16.00* Charge -Earn -£4.92 (Cash Marger) 36% (GPS) n the cost of the Plago

FANTASTIC **TABLE SERVICE!**

EALS

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With outside service, why not take the opportunity to encourage your customers to trade up and save your staff! Whether it be cask ale, lager, Spring pitchers, bottles of wine, it is a perfect opportunity to trade up!





EVERARDS MINI KEGS	CASK FLAGONS	BUCKET OF BEACON	
Sell at £23.95	Why not offer buy a four	At special price currently	
8.8 pints	pint flagon for the garden	available, sell at £8.00 for	
Make £4.45 22% GP	& get the flagon to keep	& make £2.44 37% GP	
CARLING 4PT PITCHER	BUCKET OF OLD MOUT	CARLING 6PT CARRIER	
(See Page X for Pitchers)	(See Page X for Old Mout Buckets)	(See Page X for Carting Pint Carriers)	
Sell at £14.00	At special price currently	Sell at £21.00	
4 pints	available, sell at £12 for 4	6 pints	
Make £5.12 43% GP	& make £3.48 35% GP	Make £7.68 43% GP	

FANTASTIC DFALS





We've seen our mini keg & bottle range have been hugely popular through our on line shop and yourselves selling.

These could make a as well as continuing to offer as part of your takeaway offer.

You will have noticed we don't have cask Beacon just for now, but you can still offer it to your customers in bottles until our next brew! We've also got a great deal on them too....

BOTTLES

Tiger, Old Original, Sunchaser 8 x 500ml £9.95

> Beacon Hill 8 x 500ml SPECIAL PRICE only £8.50 (BB4 28/05/2021)

MINI KEGS Tiger, Old Original, Sunchaser 1 x 5ltr £15.50

> Beacon Hill 5Ltr Mini Keg SPECIAL PRICE only £13.50 (BB4 08/04/2021)











OUR BEERS AT THE TABLE

- Sourced Flagons last Summer for takeaway opportunity
- 40 pubs ordered 600+ August to December
- 4 pints, sustainable plastic with screw lid only £2.70 each
- Great for takeaway but also while in the garden to minimise contact
- Offer choice of cask ales and use takeaway to help sell through
- Consider a garden special cask offer
 - Buy 4 pints for £16 & get the flagon to keep
 - £4.71, 35% margin (based on Tiger & includes cost of the flagon).
- Mini Kegs £15.50, (Beacon special price £13.50), Sell at £23.95 make £4.45
- Posters for flagons & hoppers available via Telesales





BUCKETS OF BEER

We've bottle deals on;

- Old Mout sell 4 for £12 & make £3.48/35% (Save £4 case = £1.63)
- Our own bottled beers Beacon only £8.50 for 8
- Heineken, save £4 case, £1.09 each
- Heineken 0.0, save £4 case, 71p each,
- Newcastle Brown Ale, save £4 case, £1.34 each
- **Budweiser**, save £2 case, only £1.22 each
- Corona, save £2 case, only £1.24 each
- Goose Island IPA, save £2 case, only £1.46 each
- Bulmers Original, save £4 case, only £1.36 each

Having a bucket deal is an old classic!

Even offers on the buckets & carrying devices

- Old Mout Buckets £6
- Coors Light Bucket £4
- Carling 8 Pint Carriers (easy storage/fold flat) £5
- Carling 4 Pint Pitcher £4
- Tiger Trays













SPIRITS!

Key Spirits

Smirnoff Red 70cl..... ONLY £11.77 Smirnoff Red 1.5Ltr..... ONLY £23.60 Gordons 70cl...... ONLY £11.38 Gordons 1.5Ltr..... ONLY £24.29 Gordons Pink 70cl..... ONLY £16.25 Gordons Lemon 70cl.....ONLY £16.99 Jack Daniels 70cl.....ONLY £16.63 Jack Daniels 1.5Ltr.....ONLY £35.30 Bailey's 70cl.....ONLY £12.36 Bombay Sapphire 70cl..... ONLY £15.99 Bacardi 70cl......ONLY £13.95 Bacardi 1.5Ltr..... ONLY £29.29 Captain Morgan Spiced 70cl..... ONLY £14.26 Courvoisier 70cl.....ONLY £18.13 Jagermeister 70cl..... ONLY £14.11 Southern Comfort 70cl..... ONLY £16.75 Southern Comfort 1.5Ltr..... ONLY £35.67

BUY 2 BOTTLES OF GORDONS LEMON & GET A CASE OF **BRANDED GLASSES**

Sipsmith Chilli & Lime 70cl..... ONLY £24.55 Sipsmith Lemon Drizzle 50cl..... ONLY £24.99 Sipsmith Orange & Cacao 50cl..... ONLY £20.99 **BUY 2 BOTTLES OF SIPSMITH & GET A CASE OF BRANDED GLASSES FREE!***



SHARING SPRING SERVES

UNBRANDED 2 PINT PITCHERS £10.00 PK 4 Code: 571600





RHUBARB SPRITZ For 4 140ml's Rhubarb Gin 60ml lime juice 40ml sugar syrup 5 dashes Angostura bitters 80ml apple juice 125ml prosecco 140ml ginger ale Add all your ingredients over ice,

Add all your ingredients over ice, then add orange slices to garnish, delish!



RASPBERRY COLLINS

4 large measures of Warner's Raspberry Gin 80ml lemon juice 40ml sugar syrup Soda

Mix the gin, lemon juice & sugar syrup well, pour over ice, then top with soda



PINK BERRY COS'NO'POLITAN For 4

- 4 measures of Pink Berry 0%
- 50ml lime juice
- 50ml sugar syrup

Top with Cranberry Juice Mix all the ingredients well, pour over ice & finish with an orange peel garnish



BRIGHT & SUNNY Serves I, just multiply as per serve required in pitcher 50ml Rum 20ml Lime Juice 15ml Elderflower Cordial I bottle of Belvoir Ginger Beer Mix all together, add plenty of ice, garnish with lime



RASPBERRY RIPPLE Serves I, just multiply as per serve required in pitcher 40ml Belvoir Raspberry & Lemon Cordial 40ml Lemon Juice 80ml Cloudy Apple Juice Wedge of Watermelon (optional) Garnish of raspberry & lemon rind Simply mix well & serve over ice

FANTASTIC DEALS

WINE TIME!

Top 30 WINES!

BUY 11 BOTTLES & GET 1 FREE!*



*All wines must be ordered in full cases. Free bottle must form part of a full case

PERFECT PINK!

We've waited years for Pink Prosecco and then it happened in lock down!

Pink Prosecco became official on 28 October 2020, or rather 'Prosecco DOC Rosé' to give it its correct name. A great drink for celebrating being back in the pub, whether inside or outside!

24 x 20cl - £50.85

75cl - £7.45





FANTASTIC DEALS

TABLE SERVICE!



ENCOURAGE WINE SALES BY THE BOTTLE!

Having to open starting with just outside service, gives a great reason to encourage wine purchases by the bottle, rather than glass. Customers can enjoy all with friends & family, or simply take anything left home.

Offer at an incentivised price to encourage customers to trade up

We've picked three best selling wines and put this offer together for you.

CYT Sauvignon Blanc, CYT Merlot and Rugged Ridge Zinfandel Rose.......Doint Torget These use to the Buy () get () 2013: Dual



Free one-time use fliers available for you to promote the offer, or we can provide the imagery for you to upload if you have a table service app or online drinks menu.





WINE DEALS BY THE BOTTLE

All our top 30 selling wines are on BUY 11 GET 1 FREE

Consider having a stronger than usual bottle price to save all those single glass serves

Picked three wines from the BIIGOF deal to offer TIME FOR WINE

Waterproof table stickers

Encourage to grab a bottle to go too!





CRACK OPEN THE PINK!

PINK PROSECCO is NEW

Single serve or large bottles

20cl - £2.12 each

Sell at £6.95

Achieve £3.67 per bottle or 63%

75cl - £7.45 each

Sell at £18.95

Achieve £8.34 per bottle or 53%

Waterproof table stickers to promote, FREE from Helen





LIGHT TONIC & GET A CASE OF **MEDITERRANEAN OR AROMATIC FREE!**

27p

£6.56







Only

63p

t

Save



SOFT DRINKS!

FANTASTIC





SOFTS

- 18-34 year old represent the biggest share of soft drinks
- Also have highest frequency in dining occasions; breakfast, lunch & dinner
- 7.1% (3.8m people) of this age bracket have kids, good kids drinks range & food important to them
- Benefit of 5% VAT



FANTASTIC DEALS

LOW & NO!



Low & NO ALCOHOL! - We've got it covered!

Did you know 4 in 10 under 25's are tee total? They are also the consumer who will be the first back in hospitality and spend the most in frequency of visits. Low/No drinks range is no longer about one row of Becks Blue in the bottom of the fridge. Consumers are seeking out great flavours, good same range & quality of experience in this category as any other. *

Old Mout Berries & Cherries 12 x 500ml	£19.0
Heineken 0.0 24 x 500ml	£21.1
San Miguel 0.0 24 x 500ml	£21.1
Big Drop Paradiso Citra IPA 12 x 330ml	£13.7
Big Drop Pine Trail Pale Ale 12 x 330ml	£13.7
Big Drop Galactico Milk Stout 12 x 330ml	£13.7
Schofferhofer Graperfruit (2.5%) 24 x 330m	nl £23.4
Maisel Weisse (0.5%) 20 x 500ml	£19.9







Award Wining - Warner's 0%

Packed full of flavour with 90% of the ingredients sourced on Falls Farm. 100% Natural Botanicals 0% ABV!

Juniper Double Dry 70cl

Serve with Mediterranean Tonic, garnished with orange and ginger slices.

Pink Berry 70cl

Mediterranean Tonic or Ginger Ale, garnished with mint and raspberries.

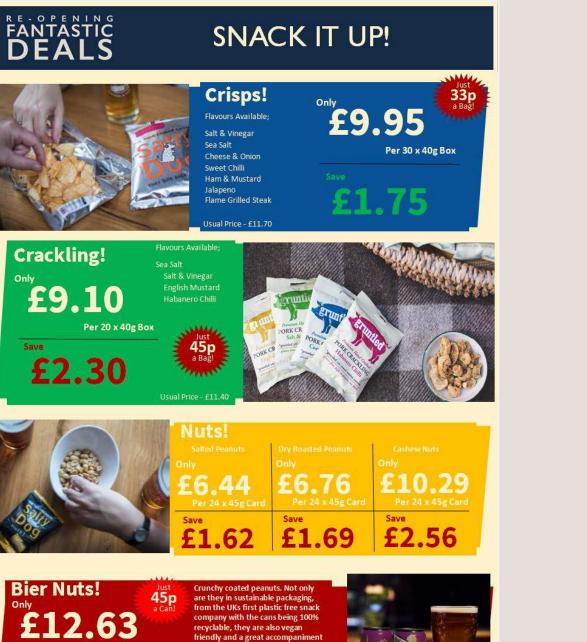
£14.95 Per Bottle!

* Source GenZ KAMera Feb-21

LO & NO

- 4 in 10 under 25's are tee total
- But they are the first who will be back in hospitality
- Also spending the most through frequency of visits
- Lo & No is no longer about a choice of one
- Seeking same experience as other categories
- Choice in flavours, range & quality of experience





Per 28 x 45g Box

£6.32

to beers and wines.

Usual Price - £18.95

Flavours Available

Classic Jalapeno

Masala



SNACKS RANGE

- Snacks menu also available daily 12-6pm
- Salty Dog Crisps
 - Not available in the on-trade
 - Successful in the pub estate
 - Sea Salt, Cheese & Onion, Salt & Vinegar, Sweet Chilli, Flame Grilled Steak, Ham & Wholegrain Mustard
 - \pounds 11.70 per box of 30 x 40g = 39p bag
 - RSP $\pounds 1.20 = \pounds 18.30$ margin per box
- **Gruntled Snacks Range;**
 - Premium Cooked Pork Crackling
 - Also successful in the pub estate
 - Cornish Sea Salt, Salt & Vinegar & Sweet Chilli
- **Bier Nuts**
 - Premium crunchy-coated peanuts, produced in a craft beer style can, specifically made to pair perfectly with beer
 - Classic, Jalapeno & Masala all vegan
 - 45g tins
 - \pounds 18.95 case of 28 = 67p per tin



NCHY COAT



PORK CR.

Salt & V

FANTASTIC DEALS

GARDEN READY!

Garden READY!

Pubs with outside space will benefit in consumer comfort, 52% prefer outside, 26% happy with inside, 22% don't mind. 1 in 2 people are enjoying the more space that social distancing offer. Once the pandemic is over 49% keen to still have table service. 35% keen to have an ordering app to limit staff contact.*

We have managed to secure some great garden merchandise to help you maximise your outside spaces, however this is very limited.

2.5m Aspalls Parasol	£70.00
2.5m Pravha Parasol	£70.00
1.8m Carling Parasol	£20.00
Carling 4pt Pitcher	£4.00
Carling 6pt Carrier	£5.00
Coors Light Ice Bucket	£4.00
Tiger Tray	£4.00
Moretti Blankets	£5.00
Moretti Wind Breaker Full Set (2 Posts 1 Banner)	£80.00
Moretti Wind Breaker 1/2 Set (1 Post 1 Banner)	£50.00
Moretti 1.8m Parasol (Pk2)	£20.00
Moretti Deck Chair	£30.00
Moretti Menu Holders	£7.00
Old Mout 1.8m Parasol (Pk2)	£20.00
Old Mout 3m Piazza Umbrella	£150.00
Old Mout Deck Chair	£30.00
Old Mout Ice Buckets	£6.00













GARDEN READY

Seen some amazing garden investment works during lockdowns

Initially marquees/covered areas have to be 51% open to classify as 'outside' when reopening on the 12th April

However, from 17th May, they can be used fully & provide any necessary shelter for the colder evenings

Consumer stats show pubs with outside space will benefit in consumer comfort, 52% prefer outside, 26% happy with inside, 22% don't mind

Able to secure limited stock of outside garden merchandise & branded items for garden serves



FANTASTIC

QUALITY CLEANING!

Quality CLEANING!

Everards and Proton are committed to delivering you the best products available when it comes to beer dispense and cellar hygiene.

With their internationally recognised range of products, we all share one common goal, to deliver quality and consistency to your customers. The quality of the product is just as important as the regularity of the cleaning, most typically found when it comes to beer line cleaning. Proton's beer line cleaner excels where others may fail because it combats everything from heavy water salts, proteins and taints to eliminating biofilm deposits. With regular use it will eliminate the need for any additional or specialised cleaning, saving you time and money.



Protinate & Dye Tracer

2 x 5Ltr - £12.50

PROTON GROU

Perfecting quality doesn't finish at beer line cleaner, lets not forget about glassware, after all it isn't just for show! Proton have been a market leader in this field. With a wide product range from Renovate to glasswasher detergent and rinse aid, each one enhancing the quality of your glassware on the bar. This gives the finishing touches to quality and consistency we are all aiming to achieve.

2.5Ltr Tub - £11.95





£11.95

Quash (Refill)

£16.95

2 x 5Ltr - £19.90

Cellar GAS!

The cellar gas cylinder industry has a significant number of suppliers; however, they are not all conforming to industry best practice or in some cases, legal compliance. Our supply of cellar gas also ensures that the very best product goes through the beer dispensing equipment we provide and continue to invest in.

As such:

- We are confident that we supply supplying high-quality food grade gasses- Beverage gas as defined in EC178/2002.
- We know that all the cylinder contents conform with the Weights and Measures act 1976 and 1985. Our suppliers filling facility is registered with their local authority as is required by Food premises (registration) regulation 191 SI 1991:2825.
- All the cylinders we supply are 'lot' marked for traceability and control. They are all required to be labelled after filling as per the Food (lot marking) regulation SI 1996:1502.
- All the cylinders we supply are in test, stamped and have a test date ring

To serve the "Perfect Pint" you need a dry glass, and you need the glass to be dry quickly. The Air Rack with push button timer can dry glasses in just 4 minutes!

> Air Rack NOW ONLY £359.00!



FANTASTIC **DFAIS CONSUMER CONFIDENCE!**

STAY SAFE!

Customers will be expecting covid-safe cleaning regimes, PPE & social distancing even when the pandemic is behind us. 70% want cleaning practices to stay in place. Hand sanitizer is here to stay! *

Handsan Hand Sanitiser 5Ltr	ONLY £39.50	
Handsan Hand Sanitiser 6 x 500ml	ONLY £41.50	
2ply Blue Economy Centrefeed 6 x 120m	ONLY £8.50	AR
3ply Disposable Face Masks Pk50	ONLY £9.65	
Stainless Steel Bracket	ONLY £17.00	HANDSAN
Safe Zone Disinfectant Plus 2 x 5Ltr	ONLY £17.00	TE ALCOADL BABY
Safe Zone Plus Disinfectant 6 x 750ml	ONLY £18.00	
You can never have enough Saniti	ser!	





*(Source Heineken Feb-21 Consumer Sentiments)



CONSUMER CONFIDENCE

- 70% of consumers want the cleaning practices to stay in place, even after the pandemic is behind us
- Price deals on all our range, medi-grade hand sanitizer, disinfectant, face masks, etc.
- Full range of products from Proton for glass cleaning, renovating
- Deals on air racks, dries glasses in 4 mins to ensure the perfect pint every time!
- Cellar gas should be supplied through Everards
- Ensure is high quality food grade gasses
- All cylinders conform with the Weights & Measures Acts



To serve the "Perfect Pint" you need a dry glass, and you need the glass to be dry quickly. The Air Rack with push button timer can dry glasses in just 4 minutes!





Co2 70/30 60/40 Gas Cylinders

£10.95!

ORDERING

- Deals are for orders placed from 29th March to 30th April
- Taking orders on myEverards from 29th March
- First deliveries start Friday 2nd April

FANTASTIC DEALS

UPCOMING BANK HOLIDAYS

THE DATES				
GOOD FRIDAY	2 ND APRIL 2021			
EASTER MONDAY	5 TH APRIL 2021			
EARLY MAY BANK HOLIDAY	3 RD MAY 2021			
SPRING BANK HOLIDAY	31 st MAY 2021			
NEED TO KNOW				
	NO CHANGE			
ORDER DEADLINES	6am working day before delivery			
DELIVERY DAY	NO CHANGE			
COLLECTION FACILITIES	9am ~ 12.30pm			
COLLECTION FACILITIES	Allowing minimum hour from order to collection			
GOT A QUESTION?				
Call Telesales 0116 201 4110	Email: <u>Telesales@everards.co.uk</u>			
Call Distribution on 0116 201 4277	Contact us via myEverards			

MARKETING IN THE GARDEN







STEAK

JESDAY

20% OFF

COACH

HORSES

ARKFIELD

EVELCOME TOTOLOGICA MILICIPACION MILICIPACIO

SOCIAL ASSETS & COVID POS

VISIT MYEVERARDS SUPPORT\DIGITAL DOWNLOADS \ IMAGE & VIDEO LIBRARY







IT'S TIME TO STOCK UP, GREAT DEALS, GREAT PRICES & EVERYTHING YOU NEED! Available to order between 29th March & 30th April 2021 inclusive.

One order, one delivery, one invoice my.everards.co.uk, Tel: 0116 201 4110



FIND ME ON MYEVERARDS

For a virtual page turning magazine! https://my.everards.co.uk/contentpage/inspirations



COMMUNITY Excellence Fund

SUPPORTED BY



NOMINATIONS OPEN IN ECCOR DO YOU KNOW A LOCAL DO YOU KNOW A LOCAL GOODDCAUSE THAT NEEDS FUNDING SUPPORT HAT NEEDS FUNDING SUPPORT COMMUNITY Excellence Fund

VISIT WWW.EVERARDS.CO.UK/COMMUNITYFUND NOMINATIONS OPEN 5TH APRIL 2021

drinkaware.co.uk for the facts

Terms & Conditions; 18+ GB only. Nomination period from 12:00 hrs on 5/4/21 until 23:59 on 30.4.21. Promoters have the right to extend entry deadline. Submit your nomination at www.everards.co.uk/communityfund. Nominations must follow the Nomination Guidelines. A judging panel will run between 3/5/21 to 24/5/21 where winning projects will be selected. Full terms & conditions apply. See www.everards.co.uk/communityfund. Please drink responsibly.



COMMUNITY EXCELLENCE FUND

SUMMARY

- Drive your cask sales with flagons & mini kegs at the table & to takeaway
- Have sufficient choice for consumers in each category
- Larger serve offers to minimise staff contact
 - Pitchers, bottles of wine, flagons, bucket deals, etc
- Bring your back bar outside!
 - Corex boards/signwriting your offer
 - Uploading on your ordering app/QR codes/social media
- Clear messaging to drive consumer confidence; cleaning regimes, covid guidelines, track & trace etc

