In this issue of Headlines we have been keen to delve into the inner workings and what goes on behind the scenes of some of the drinks industry’s exciting brands. The effort and detail that go into making a brand work is remarkable, suppliers we salute you, keep up the good work.

### Contents

**Inspired**
Get creative with six new Salcombe Gin based cocktails for your customers.

**Inspired**

**Start Point**
Headlines finds out what has catapulted Salcombe Gin to become World Award winners.

**Showcase**
Six showcase wines that punch way above their weight.

**Showcase**

**Motley Cru**
Finding out more about the complexity when resurrecting an English vineyard.

**Motley Cru**

**NOW AVAILABLE**
£4.50 per bottle

Please contact your area sales manager for more details.
R&D is very much a continual process at Salcombe Distilling Co and takes place pretty much every day in one form or another. We do have a product development plan that we set out each year, so we can work toward some goals, but on top of that Jason, our head distiller and his team, Graham, Mark and Andy are constantly developing new liquid products, pushing the boundaries or refining recipes that we have been working on for a while.

We are looking forward to the next few months where we have the chance to enjoy the spoils which arrive with the spring and summer months and of course it’s time to launch those new cocktails which you have been perfecting during the winter months.

Adding new drinks to the menu will help bring in new business, keep current customers interested and may just secure an assured favourite that you become known for. To give you a kick start we have teamed up with Salcombe Distillery to get things going (see below).

**Fiori di Campo Prosecco**
Sparkling wine
Produced from organically grown Glera grapes in the prime Valdobbiadene area around Treviso. This pale and delicate sparkling wine has fine bubbles and fresh aromas of green fruits, elderflower and honeysuckle. It is elegantly light, dry and well balanced. An excellent aperitif and accompaniment to olives, crudites, cold meats, light seafood or grilled vegetables.
£8.95 Per Bottle

**Must TRY - WINE**
Sean Mardell gives Headlines his must try for issue 15.

Fiori di Campo Prosecco
Sparkling wine

**NEW COCKTAILS - PAGE 62**

**The Marmajito**
A simple summery thirst-quencher

**Ingredients**
- 50ml Salcombe Gin ‘Start Point’
- 2 teaspoons of blood orange marmalade
- 10ml lemon juice
- 10 clapped mint leaves & a sprig of mint
- Elderflower Tonic
- Slice of blood orange
- Ice

**Method**
1 - Place the gin, blood orange marmalade, lemon juice and clapped mint leaves into a Boston shaker glass.
2 - Fill the top with ice, and shake vigorously for 10 seconds.
3 - Fill a highball tumbler with ice and double strain the mixture into the highball tumbler.
4 - Fill to the top with elderflower tonic and garnish with the sprig of mint and slice of blood orange.
VILLA ROSA
£5.83 per bottle

WINE IS SOURCED FROM THE CENTRAL VALLEY IN CHILE, WHICH IS CHARACTERISED BY A MEDITERRANEAN STYLE CLIMATE. THE TEMPERATURE RANGE VARIES QUITE SIGNIFICANTLY, ALONG WITH THE TYPE OF SOIL, HUMIDITY AND ALTITUDE.

Wines
9-17

Villa Rosa Sauvignon Blanc
£5.83 Per Bottle

A dry and crisp white wine with a tangy mouth-watering freshness and hint of gooseberry. The nose is full of clean and youthful green Sauvignon fruit. Clean and crisp on the palate, and a long finish very appealing style.

DID YOU KNOW
Chile is home to a vineyard planted 2,400 metres above sea level.

Source: www.vinepair.com

Fact #1

CONTACT YOUR AREA SALES MANAGER FOR MORE DETAILS
Kenton Park Estate is a family owned boutique Vineyard situated in a stunning location along the South West Coast of England close to Devon’s beautiful Exe Estuary, nestling in the gentle foothills of Haldon Forest, right next-door to Exeter Racecourse. Kenton Park Estate was once part of Powderham Castle Estate and is surrounded by sweeping countryside. A truly outstanding area of natural beauty.

After Ian and Jayne Oliphant-Thompson purchased Kenton Park Estate on the outskirts of Exeter, Devon in January 2017 work quickly began to re-establish its former vineyard which had been grubbed by the previous owner.

“It is one of those things you say, wouldn’t it be fabulous to own a vineyard,” said Jayne Oliphant-Thompson. “The property was marketed as a small country sporting estate, but we knew the previous owner had successfully grown vines and produced wines. There wasn’t any debate about putting the vineyard back, it was just something we wanted to do.”

As Ian continues to manage his own corporate training and consultancy business, the replanting of the vineyard has largely been driven by a motivation to create business opportunities for Jayne and Ian’s three children and while producing a leading wine brand may not be top of the agenda, Kenton Park Estate certainly demonstrates numerous ways to make an estate pay. >>

NEW START
CAN YOU TELL US ABOUT THE BACKGROUND OF KENTON PARK ESTATE?

We fell in love with Kenton Park Estate in September 2016 after a long search for the perfect property. We acquired the Farm in early 2017. It was previously known as “Kenton Vineyard”. After 18 months of careful planning and preparation, we planted 15,000 new vines in May 2018. The name was changed to Kenton Park Wine Estate to reflect the changes we were making and to celebrate the “Re-Birth of the Vineyard”. It’s our mission to bring the Vineyard back to life and celebrate the rejuvenation of the land.

We hope to become a boutique producer of World Class British Sparkling Wine. We will also be producing a range of other products from our grapes.

COULD YOU DESCRIBE YOUR WINE MAKING METHODS, VINEYARD INSIGHT AND A LITTLE INFO ON THE GRAPES?

Our wine making is outsourced to a contract Winery at the moment until we harvest the grapes from our newly planted vines in 2020 by which time we hope to have established our own Micro Winery. We planted seven separate plantations in the vineyard including Chardonnay, Pinot Noir, Bacchus, Solaris, Reichensteiner, Pinotin and an additional plantation of Pinot Noir.

WHAT SETS ENGLISH WINEMAKERS APART?

A real sense of camaraderie and a willingness to be adventurous. We are not restricted on what we plant. We can experiment with many different varieties to create some very interesting flavours. Obviously what you plant depends on your type of soil and we carried a lot of soil analysis to make sure we planted those varieties that would grow in our soil which is a loamy sandy soil.
TELL US ABOUT YOUR MAIN ETHOS?
I think the first thing to tell you about is our distinctive labels that you will find on our Wines and on our Cider, Coffee, Honey, Olive Oil etc ……

When we moved to Kenton Park Estate in January of 2017, we were rudely awakened early every morning by the gang of male pheasants that strut around the grounds rounding up not only the female pheasants but also the partridges. They all seem to live in harmony together however, the sound they make to gather their females is the very essence of our imagery. Our imagination was encouraged to run wild and each pheasant was captured in spirit as their individual caricature and story was developed by the fabulous illustrator and cartoonist Bryn Parry (OBE), who we commissioned to create them incorporating his wicked sense of humour.

These illustrations led to the creation of our own product range available here on the Estate, whereby each of our pheasant characters became the “Brand Ambassadors” in their own right, starting of course with our Wine, which stars “Flash” and “The Grape Escape” which is our House White Wine, as in true Steve McQueen style, he escapes over the wire fence on his motorbike propelled by an exploding bottle of fizz.

WHERE DID THE NAME ‘THE MOTLEY CRU’ COME FROM?
Right from the outset we have called ourselves “The Motley Cru” because we truly are a motley crew - a team thrown together to look after these precious vines.

After two years we have been lucky to enlist the help of Rugby players at crucial stages in the Vineyard. Both Ben and Josh Oliphant-Thompson played key positions in the 1st Team for Blundell’s School and so a group of their fellow rugby players came over to use their strength for a week to rip out deep rooted old vines. This was incredibly hard work made all the more easy by brute force!

THE HARDEST THING ABOUT WINEMAKING YEAR IN AND YEAR OUT WOULD BE WHAT?
Having to wait to taste the wine!

WITH THE UK SEEING A SHIFT TOWARDS A WARMER CLIMATE DOES THAT MEAN YOU ARE LIKELY TO FACE MORE VOLATILE WINTER MONTHS?
“Climate change is changing how easily and successfully wine can be made”.

We just have to work with nutrition in our vineyard to ensure that we make our soil the healthiest it can be and replace any nutrients that are leached out of the soil. We use a special organic seaweed spray to enhance the growth of our vines.

VOLATILE WINTER MONTHS?
We do experience high winds but that helps with managing disease in the vineyard. The roads do get flooded quickly then we have heavy downpours but the vineyard is on a gentle slope so the vineyard drains easily. Vines don’t like having soggy feet any more than we do!

We have our own micro climate here which means we are slightly warmer than elsewhere and we are protected from the distinctive Forest Ridge of Mamhead Forest leading on to Haldon Forest behind the Vineyard, with the Exe Estuary flowing in front of us and we are less than a mile from the sea which all helps to create a more milder climate for the grapes.

WHAT ARE YOUR FUTURE PLANS AT KENTON PARK ESTATE?
We hope that many visitors to Devon will want to start their wine journey of the South West of England here at Kenton Park Estate.

Whether tasting our wines or visiting our Estate, a range of experiences awaits and hopefully will become the start of many wine adventures here at Kenton Park Estate.

HOW WILL YOU BE WORKING WITH TOLCHARDS?
“The Motley Cru” – our Sparkling Classic Cuvée made from a classic blend (Cuvée) of the three traditional “Champagne” grape varieties including 48% Chardonnay, 36% Pinot Noir and 16% Pinot Meunier and also “Gun Dog Escape” which is our Sparkling Rosé Reserve made from 90% Pinot Noir and 10% Pinot Meunier.

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Not only do these wines set the tone for the summer months they are all on the showcase list due to value for money and exceptional taste.
BUY 12 GET 1 FREE

Please contact your area sales manager for more details.

DISCOVER ENGLISH WINE AT IT'S VERY BEST
by the glass

BUY 12 GET 1 FREE

the last elephant

£28 PER BOTTLE

This wine is a tribute to the last elephant that was seen departing the Fens shortly before the 19th century...
Fa c t
DID YOU KNOW
Every pint of Sandford Orchards is blended from cider matured between 6 months and 3 years, to develop their rich, smooth complex cider.

Devon Dry
SANDFORD ORCHARDS, 5.0%
Crisp, dry and filled with mouth watering cider apple tannin leading to a long, clean citrus, finish.

#2
Cider
19 - 23

Fact
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Devon Dry
SANDFORD ORCHARDS, 5.0%
Crisp, dry and filled with mouth watering cider apple tannin leading to a long, clean citrus, finish.
BUY 5
GET 1 FREE*

*THE KIWI TASTE FOR ADVENTURE
BREWED IN THE UK  *T&C’s Apply, subject to availability
ESTABLISHED IN NZ. MADE IN EU. for the facts drinkaware.co.uk

BUY any 5 cases and get 1 free

ASPALL
Cyder, Draught Suffolk, Harry Sparrow

REKORDERLIG
Dry Apple, Strawberry-Lime, Passionfruit

MAY ONLY

ESTABLISHED IN NZ. MADE IN EU.

While stocks last. Limited to one deal per customer. Aspall Cyder 500ml, Aspall Draught Suffolk Cyder 500ml, Aspall Harry Sparrow 500ml NRBx12, Rekorderlig Dry Apple 500ml, Rekorderlig Strawberry & Lime 500ml, Rekorderlig Passionfruit 500ml NRBx15. Promotion valid 1st - 31st May 2019.
TAUNTON CIDER. PROPER CIDER. FROM SOMERSET.

BUY 5 CASES, RECEIVE 6TH CASE FREE

20 L BAG IN BOX ONLY £35

To place an order, contact Tolchards or call our team on: 01823 601006 | sales@tauntoncider.co.uk

www.tauntoncider.co.uk
A true gem located in the heart of the West Country the Seven Stars looks quite unassuming from the outside only to prove that if you gets thing right you can punch way above you weight. With a fantastic atmosphere, creativity in the kitchen and superb service taking a visit will leave you happy come closing time, Headlines caught up with Adam to talk ideas and their recent award.

**CONGRATULATIONS ON COLLECTING YOUR EXETER LIVING AWARD, WHAT WAS THE WINNING CATEGORY?**

Exeter’s Gastro pub of the year 2018.

**WHAT HAS BEEN THE KEY INGREDIENTS TO SUCCESS AND ACHIEVING SUCH A HIGH STANDARD AS A GASTRO PUB?**

Our internal business ethos of ENERGY has kept us all focused on achieving the award. We were finalists of the same award last year and put together a business strategy that would hopefully improve the business and ultimately help us bring the trophy home this year. The outstanding performance of our team throughout 2018 has ensured we have achieved and maintained a top 10 TripAdvisor rating as a restaurant for the Exeter area, and top with regard to ‘local cuisine’. We have focused on offering locally sourced and sustainable produce whilst keeping everything affordable to our customers. We integrate with our community at every opportunity hosting music, charity, and awareness events. Something that I think is vitally important for modern pubs to invest their energy into; a place for the everyone in the community to call their ‘home’.
FOR A FIRST TIMER WHAT CAN WE LOOK FORWARD TO WHEN VISITING THE SEVEN STARS?

A note from our Head Chef, Charlie Dingley:

Myself and my better half, Carlie Glew, have been cooking side by side for nearly a decade and are seriously passionate about providing enough choice to cover all your foodie temptations. We offer an array of smaller snacks for those looking to nibble, pub classics like our “Seven Best” battered Brixham cod to satisfy the feasters, or for those with a sweet tooth, our famous “South African Vinegar Pudding” has been turning heads of locals and reviewers alike.

A totally unique modern pub experience offering outstanding customer service that is delivered in a warm and vibrant setting. Since reopening in 2015, our little pub on first visit has regularly been described as the ‘Tardis’ – small and innocent from the outside, bellowing out in size and splendour as you investigate inside. Enter through our curtained entrance and you are greeted by a log burner and cosy wooden floor restaurant area capable of accommodating up to 40 diners. Our oak bar serving Devon ales, ciders and lagers will more often than not be surrounded by friendly locals chatting away and a pristine white tiled back bar with over 20 local gins and 30 international whiskies should keep the premium spirit lovers intrigued for hours.

WHAT’S THE ETHOS BEHIND YOUR DRAUGHT OFFERINGS?

An eclectic mix of local and international products, trying to offer something for every taste without alienating the customer. Local ciders from Sandford Orchards (Red and Mist) and a local Pilsner from Red Rock Brewery (Devonian Craft) have proved consistently popular throughout the year.

BEHIND THE BAR WHAT DRINKS ARE PROVING FAVOURITES?

The gin craze is still in full flow – doesn’t matter if it’s local, international or pink! We have over 15 gins from the South West and regularly chop and change our gin of the month to match what is being offered by Tolchards in their latest Headlines magazine.

CAN YOU GIVE A SUGGESTION AS TO WHAT SUPPLIERS/BRANDS CAN DO TO HELP YOU IN THE INDUSTRY?

Continued support with promotion of pubs through social media channels and offering training to staff and product awareness events to customers.

WHAT DO YOU OFFER AS A POINT OF DIFFERENCE FOR CUSTOMERS?

Our kitchen specialises in game fayre – something that sets us apart from other eateries and is specific to our location on the edge of Haldon/Dartmoor. Our pizzas are infamously filling and available all day – ensuring we are able to offer good quality grub even when the main kitchen is closed. Our events calendar is also jammed packed – food, drink, quiz, charity – you name it, we host it!

DO YOU GO FOR LOCAL PRODUCE OR A SELECTION OF QUALITY PRODUCTS SPREAD OVER A WIDER AREA?

Our product selection has always been influenced by quality. Local produce still needs to be of similar quality to that from further afield. We are passionate about supporting our neighbouring local suppliers and have seen the benefits from doing so – I think people like to see pubs investing in local businesses and for them all to thrive in what is still a challenging financial environment.

HOW HAS TOLCHARDS HELPED YOU?

Through their outstanding continued support. Jeff Davis has worked closely with us over the past 4 years, seeing our narrow loss in the awards last year and subsequent win this year. We have been able to call on the support at any time and appreciate the attention to detail from the whole team (Kim, Sarah, Michelle & Molly). We have had successful gin and wine tasting events over the years. Jeff has also been known to throw a keg into the back of his Fiat Punto and hand deliver – a true life saver!

GIVE OUR READERS A TOP TIP OR SOMETHING WE SHOULD LOOK OUT FOR IN 2019?

Rum, the anti-plastic revolution and veganism! All should be on the radar for the next 12 months.

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**Fact #3**

**DID YOU KNOW**


**Punk IPA**

**BREW DOG, 5.6%**

We’ll spare you the riotous/punk/apocalyptic/hide-your-kids Punk IPA description from Brewdog and instead we’ll just tell you how great this beer is. If you’re a hop-head, this one is for you; it’s made with six different hops and is an incendiary assault on your palate! Oops. Promised we wouldn’t do that.
BUY 5 CASES OF THE
NEW CORONA ALUMINIUM
24x355ml AND GET 1 CASE FREE*
COMPLIMENTARY KEG AND CASE FOR ALL NEW DRAUGHT INSTALLATIONS

Over 500% Increase in UK On Trade Distribution in 2018

*Open to UK-based customers. To receive a complimentary keg and case, the draft must be a new installation of Asahi Super Dry. Asahi Super Dry installation must be approved by Asahi UK and meet specific criteria at the time of order. Installation must be requested during the promotional period as specified by the supplier. Keg and case will be delivered once installation is confirmed by Asahi UK. Minimum 1 complimentary keg and 1 case installation per case. All terms and conditions can be found on the website at www.asahibeer.co.uk/promotional-terms-and-conditions. Promoter: Asahi (UK) Limited. Woking GU21 6HS.

HAVE A CASE ON US
Buy five cases of Meantime and get one free*

*24 x 330ml NRB

DARTMOOR IPA
Purchase 2 firkins of
and receive a
70cl bottle of
SMIRNOFF VODKA

One deal per customer
New to Tolchards!

A fresh, full-bodied and powerfully hopped pale ale. Its orange twist raises a glass to Salcombe’s 19th century fruit trade, with orange, pink grapefruit and anise on the nose. Dry hopped with Summit & Simcoe for a robust, complex beer that’s bursting with flavour.

**ABV: 4.6%**
The Tolchards Telesales Team recently visited Red Rock Brewery with the task of creating our very own Limited Edition Ale crafted and designed with our customers in mind. Red Rock is located in Bishopsteignton, Devon nestled in the beautiful rolling Devonian countryside with stunning views overlooking the River Teign.

Lewis Parkes, Director, welcomed us to the Brewery and our tour began! The Brewery is located within Humber Farm; on our way to the Brewery we met the sheep, pigs, chickens and dogs. Lewis took us to the barn and talked us through his brewing process.

The smell of the fermentation vats bubbling away was a real treat and the bottling machine was absolutely amazing and mesmerising! Red Rock is an Artisan Brewery using their own pure spring water and the finest natural ingredients. The passion and dedication to his beer is obvious.

We were lucky and visited on the most beautiful day so were able to sit outside taste the malts, barley and wheat. Sniff the various varieties of hops and taste their current ales in the garden of The Old Workshop, a beautiful rustic Bar adjacent to the Brewery and this is where “Crafty Mr Fox” was born!

We have created a perfect Session Summer Ale that is full of flavour. Crafty Mr Fox is a Pale Ale at 4.1% with a slightly orange hue, not too bitter and a good amount of hops!

Lucy, who’s concept name and design was chosen by the team has been working with Mark Tipton for the pump clip design. Their design is striking, elegant and unique, just like our beer!

We had the most fantastic day at Red Rock and thanks to Lewis and his team for their hospitality and for transforming our ideas into what we are hoping will be an ale you and your customers will love as much as we enjoyed designing and making!
Tolchards cast booklet come with every issue and features five exciting cask beers, look out for the cask booklet that provides individual info cards including, promotional price, ABV, tasting notes and usable pump clip featuring the brewery's eye-catching artwork.
CATCH COTSWOLDS SPRING ‘fever’

BUY 3 x 70cl BOTTLES OF MULTI AWARD-WINNING COTSWOLDS DRY GIN OR COTSWOLDS SINGLE MALT FROM TOLCHARDS and we’ll give you

Fever-Tree
1 CASE OF FEVER-TREE PREMIUM INDIAN TONIC FREE!

COTSWOLDS DISTILLERY

outstanding natural spirits

Did You Know
Cotswolds Single Malt Whisky is the first whisky ever distilled in the Cotswolds.

Fact #4

Cotswolds: 46% SINGLE MALT WHISKY, 700ml
Strong notes of tannin-rich malt, oils and dark sugar with lots of spice, caramelised Seville orange marmalade. Finish: Long and resinous, with dark red fruits and a hint of treacle.

Serving Suggestions
We don’t believe in rules when it comes to enjoying whisky – sip this neat, over ice, in a cocktail – however you like!

www.tolchards.com
Stir Creativity WITH

BOMBAY SAPPHIRE,

BUY 6 X 70CL RECEIVE A CASE OF FENTIMANS 125ML MIXERS FREE

THE CLASSIC BOMBAY SAPPHIRE & TONIC

Fill a Balloon Glass with Ice
Add in 50ml of Bombay Sapphire
Top with 100ml of Premium Tonic Water
Garnish with a Lime Wedge

• OUTLETS STOCKING BOMBAY SAPPHIRE TAKE £42P/W MORE INTO THE TILLS*
• BOMBAY SAPPHIRE IS THE NO.1 PREFERRED BRAND FOR GB CONSUMERS**

ENJOY RESPONSIBLY forthebest.drinkaware.co.uk
©2019 BOMBAY SAPPHIRE AND ITS TRADE DRESS ARE TRADEMARKS *CGA Managed EPOS data 13th September 2018 **CGA Brand Tracker July 2018
BUY 2 x 70cl WOODFORD RESERVE

AND RECEIVE 1 x OLD FASHIONED SYRUP 500ml FREE

COCKTAILS IN THE UK ON TRADE ARE WORTH £536M IN VALUE AND ARE GROWING +7.5%. THE OLD FASHIONED IS THE WORLD’S FAVOURITE CLASSIC COCKTAIL AND WOODFORD RESERVE IS THE PREFERRED BOURBON FOR THE OLD FASHIONED IN 9 OUT OF 10 OF THE WORLD’S BEST BARS.

CRAFTED CAREFULLY. DRINK RESPONSIBLY.

DISCOVER THE WORLD’S FINEST BOURBON

BEAUTIFULLY COMPLEX, PERFECTLY BALANCED

Spirits of a Winemaker

Highly aromatic Gins made from distilled Bacchus & Pinot Noir grape skins. These Gins will surprise and delight with the same exciting, clean, fresh vibrancy as our wines.

Buy 3 x 70cl and receive 24 x 200ml Fever Tree Aromatic Tonic Water free

Maximum two deals per outlet per month. Old Fashioned Syrup 500ml sent direct to outlet. Whilst stocks last. Non-transferable and non-refundable.

1 Source: CGA, Q1 2018 vs Q1 2017. 2 Source: Drinks International, 2017/18.)
BUY 4 X 70CL OR 2 X 1.5L MALIBU AND RECEIVE A PIÑA COLADA KIT FREE*  
*JUNE DEAL ONLY 50 KITS AVAILABLE

KIT INCLUDES
6 x MALIBU COCONUT CUPS
10 x TENT CARDS
1 x 3M BUNTING

MalibuUK maliburumuk
MalibuUK

BUY ANY 2 70CL BOTTLES OF 6 O’CLOCK GIN AND RECEIVE A CASE OF 24 LUSCOMBE MIXERS FREE.

6 O’CLOCK GIN
Strikingly Smooth Gin
DISTILLED IN BRISTOL

LUSCOMBE
Dorset England

BUY 36 BOTTLES AND RECEIVE A FREEZER, 2 T-SHIRTS AND 6 LANYARDS

BEST ENJOYED AT
-18°C

Jägermeister

RECEIVE 12 X BEEFEATER GOBLETS

WHEN YOU BUY ANY 4 X 70CL FROM THE BEEFEATER RANGE*  
*MAY DEAL ONLY 25 KITS AVAILABLE

ENJOY BEEFEATER RESPONSIBLY

BEEFEATER LONDON

www.tolchards.com
NEW MARTINI FIERO & TONIC

BITTER-SWEET ORANGE TASTE
MARTINI FIERO 100% NATURAL FLAVOUR AND COLOUR

KIT INCLUDES:
6 x MARTINI BALLOON GLASSWARE
TENT CARDS AND MENU INSERTS

50% MARTINI FIERO
50% TONIC WATER

ENJOY MARTINI RESPONSIBLY
For the facts drinksaware.co.uk

* While stocks last
© 2019 MARTINI. ITS TRADE DRESS AND THE “BALL AND BAR” LOGO ARE REGISTERED TRADEMARKS

BUY ANY 2 BOTTLES OF MARTINI VERMOUTH AND RECEIVE A FREE POS KIT*

NEW BUY ANY 2 BOTTLES OF MARTINI VERMOUTH AND RECEIVE A FREE POS KIT*

Buy 2 bottles of Martin Miller’s Gin AND RECEIVE A FREE CASE OF FENTIMANS PINK GRAPEFRUIT TONIC

acclaimed by gin lovers since 1999
www.martinmillersgin.com
Buy any 3 x 70cl Chase Gin and receive 1 case Luscombe Devon Tonic Water 20cl Free.

GB&T

50ml Chase GB Gin
Luscombe Devon Tonic Water top
Build in a glass over lots of ice, stir and garnish with fresh ginger.

BUY ANY 2 x 70cl FROM THE EDINBURGH GIN CORE RANGE AND RECEIVE X6 EDINBURGH GIN GLASSES FREE

T&Cs: Must select from Classic, Seaside, Cannonball.
PLEASE CONTACT YOUR AREA SALES MANAGER FOR MORE DETAILS ON THE ANNINGS GIN RANGE

ANNINGS GIN
ORIGINAL

£25.50
Per Bottle

SALCOMBE GIN
VOYAGER SERIES

PURCHASE ANY TWO BOTTLES FROM THE VOYAGER SERIES & RECEIVE A COMPLIMENTARY BOTTLE OF SALCOMBE GIN ‘START POINT’

SALCOMBEGIN.COM
Inspired by the history of the Salcombe Fruiters trading vessels that imported citrus fruits and spices to England from the Azores, West Indies and Mediterranean in the 19th century, Salcombe Gin is made with a precise blend of ruby grapefruit, lemon and lime to give it a refreshing citrus edge.

Citrus fruits are peeled every morning, prior to distillation, to ensure the essential oils are captured at their best. Liquorice adds a touch of sweetness, and green cardamom helps lengthen the finish without ever being overly dominant. Chamomile flowers and bay leaf provide a balanced, floral note.

These citrus and floral elements work in harmony with the earthy and resinous pine notes of Macedonian juniper, selected for its high limonene content, combined with the warming spiced citrus notes from English coriander seeds. Cubeb berries from Java provide a fruity, peppery heat with a warming spice from cinnamon bark.

Co-founders of Salcombe Distilling Co., Angus Lugsdin and Howard Davies, met teaching sailing in Salcombe more than 20 years ago. After an adventurous day on the water, they would relax with a gin and tonic or two and discuss their dream: how to produce a world-class gin.

We made our way to ‘The Boathouse’ on Island Street in the heart of Salcombe to meet co-founder Angus and find out the secrets behind why Salcombe Gin has developed at such a pace since 2015. >>
ANGUS, WHAT AND WHEN SET THE WHEELS IN MOTION TO SET UP SALCOMBE GIN?

The concept for the gin stemmed from a long-standing passion I have for single malt whisky, that took me up to Scotland to learn to distil at the legendary Springbank Distillery in Campbell town and later followed by a shorter stay at Kilchoman Distillery on Islay, along with my business partner, Howard.

I lived in the US for several years whilst working in the underwater technology business and witnessed first-hand the growth of the craft distilling movement. That paired with my passion for single malt whisky, led to a career change after 18 years working around the world mapping the oceans. Having given it quite a bit of thought in early 2014, I set myself a mission to get a distilling business off the ground by Christmas and if that hadn’t happened, to move on. One of the first things I did was write a list of all the people that I thought could help in anyway, including potential investors, those that could lend their technical expertise and potential business partners. I thought that it would be great to share this adventure with a friend, someone with a different skillset to my own, which led me to touching base with an old friend.

My business partner, Howard and I met in our late teens teaching sailing in Salcombe at the Island Cruising Club and had stayed in touch over the years. At the end of the hard day on the water we would often enjoy a G&T at the yacht club and I have had a love of a good G&T ever since. Howard, whose family had lived in Salcombe relocated back to Devon and I moved to Devon having got back from the US, at about the same time and we got chatting. Over a G&T, the idea was sown, and we formed the company in July 2014. It then took the best part of two years to bring the dream to fruition, raising investment, building a distillery, creating the recipe for Start Point and building a brand before launching in Summer 2016. Although we’ve started with gin, we do enjoy distilling other spirits and have a few R&D initiatives underway.

YOU’VE NAMED YOUR GIN ‘START POINT’ WHERE DID THAT COME FROM?

Start Point is the first gin that we created, and it took 18 months to perfect. It was a thoroughly enjoyable experience, although blind tastings at 10am every day for weeks on end, were a little more arduous than it sounds! We called our first gin Start Point for two reasons; the first is Start Point is the navigational landmark and the most southern point in Devon that all the Salcombe Fruiterers, the famous fruit schooner sailing vessels that are so integral to our band, had to pass around on their way back to their home port of Salcombe. Secondly, it was our starting point, so seemed a logical choice.

CAN YOU DESCRIBE START POINT GIN AND WHAT SETS IT APART.

We cherish our independence and thrive on producing hand crafted ales of the highest quality in our traditional brewery building which was purpose built in the 1860’s. The fundamental principle that lies at the heart of everything we do is an uncompromising adherence to quality. This is evidenced through the consistent quality of our ales and the multiple accolades that they have received through the years. Most recently, in 2017, Station Porter, Falling Star and our innovative 1027 ale received awards at the industry leading annual British Bottlers Institute competition.

Our seasonal range of ales showcases the creative talents of our brewing team and has featured ales such as the Big “O”, a refreshing organic ale that is accredited by the Soil Association as an organic product.

And finally, we are proud that our entire and greatly experienced brewery team were all born and live within 20 miles of our brewery, maintaining our close connection with local heritage.

WE’VE HAD A GREAT TOUR THIS MORNING AND SEEN YOUR IMPRESSIVE 450 LITRE COPPER STILL? HOW OFTEN DOES THAT RUN AND HOW MANY BOTTLES DOES A RUN PRODUCE?

Provident, our 450l still is a bespoke Arnold Holstein still from Markdorf in Germany. Production levels currently vary according to the time of year, anything from twice to six times a week. Each still run produces enough liquid for about 600 70cl bottles at 44% ABV.
Mischief was developed with Chef Mark Hix and uses only 10 botanicals to celebrate the 10 year anniversary of HIX restaurants last year. Botanicals included wild fennel flowers foraged from the shoreline in Salcombe. This has just won a Double Gold of its own at this years’ San Francisco Spirits Competition. The third release was developed with Dirk Niepoort, one of the most respected mavericks within the global wine industry. For this we created an amazing sloe and damson gin, with no added sugar based on the residual sugar content of the fruit. This was aged in a Niepoort Colheita 1997 port cask. The Colheita is a single vintage tawny port and the cask itself is at least 80 years old. The sweetness in the gin comes from ageing on the lees in the cask and it makes the ultimate pink G&T.

THE PACKAGING AND OVERALL BRAND DESIGN LOOKS AMAZING, THE BOTTLE TOPS LOOK DETAILED, HAS THIS BEEN AN ENJOYABLE PROCESS?

It has been very enjoyable, if not a little frustrating at times. For the Voyager Series we commissioned a bespoke copper stopper with natural cork. It took about 6 months to develop as a lot of manufacturers we spoke to told us that what we were looking for couldn’t be achieved, at least not within the budget we had set. Where there is a will there is a way! Interestingly enough the stopper perfectly fits the Start Point bottle too.

The bottles for the Voyager Series are also bespoke and have been produced by Wade Ceramics in the Potteries. We were looking to source a gloss white glass bottle and at the time couldn’t find the effect we were looking for and I stumbled across a limited-edition bottle of Johnny Walker Blue Label in a gorgeous white ceramic bottle. Having found out where they were made, we then commissioned Wade Ceramics to produce a bespoke bottle for us that included an embossed outline of our gin pennant, wrapping around the bottle.

YOUR DISTILLERY HAS A GREAT SETTING AND THE BAR LOOKS BRILLIANT, DO YOU HAVE CHANCE TO ENJOY A G&T?

Not as often as I would like, but with a young family and growing business, it can be difficult to find the time! As we are one of the only distilleries in the world that is directly accessible by boat, I do try and make a point, especially in the summer, of bringing my small boat from my home in Kingsbridge into Salcombe and tying up at the back of the distillery to enjoy a few G&Ts. I also like to try and come to work at the back of the distillery to enjoy a few G&Ts. I also like to try and come to work by boat when time and tides allow.

WHAT’S THE BEST PAIRING ADVICE FOR SALCOMBE GIN?

The majority of gin is still drunk with tonic water and we recommend a classic premium Indian tonic water, to let the aromas and flavours of our gin to shine through. Fever Tree and Luscombe tonic waters both work really well. If you want to add more flavour, then the Luscombe Pink Grapefruit or Fever-Tree Elderflower work. For garnish, keep it simple. A slice of red grapefruit works best and perfectly complements the dominant fresh citrus in Start Point. For the Voyager Series gins we recommend different garnishes to complement the different botanical bills.

CAN YOU TELL US ANYTHING WHICH IS ON THE HORIZON FOR 2019 WHICH WE CAN LOOK FORWARD TO?

We tend to keep our cards close to our chest, but we are working on a very exciting new release for this summer and are planning our fifth Voyager Series release for the autumn, which is a collaboration with an extraordinary French wine producer.

SALCOMBE GIN

Find more about Salcombe Gin and book a place on their popular gin school visit www.salcombegin.com

Tel: 01548 288 180
Email: ilovegin@salcombegin.com

www.tolchards.com
SALCOMBE GIN®
VOYAGER SERIES

PURCHASE ANY TWO BOTTLES FROM THE VOYAGER SERIES & RECEIVE A COMPLIMENTARY BOTTLE OF SALCOMBE GIN ‘START POINT’

SALCOMBEGIN.COM
Six of best

When the tide is up and the sun’s going down there is no finer spot than the balcony of the artisanal Salcombe Gin Bar and Distillery, overlooking the creek off Island Street. Signature Salcombe and Tonic is the modus operandi, made to the distiller’s exacting standards and enhanced by the site of the traditional handmade copper still in the adjacent room. Slouchy leather sofas and bar stools add comfort and on-trend vibe.

The team at Salcombe Distillery were kind enough to suggest six of their favourite cocktails, perfect to be savoured in your favourite location.
The St Clair

Named after one of the famous Salcombe Fruit Schooners, the St Clair is the perfect aperitif for a celebratory moment.

**INGREDIENTS**
- 25ml Salcombe Gin ‘Start Point’
- 25ml St. Germain Elderflower Liqueur
- 20ml freshly squeezed red grapefruit juice
- 70ml chilled soda water
- Red grapefruit peel for decorative garnish

**Method**
1. Fill a boston shaker with ice.
2. Add the red grapefruit juice, St. Germain and Salcombe Gin ‘Start Point’.
4. Strain through a fine mesh sieve into a flute glass.
5. Add the chilled soda water.
6. Slice a thin piece of grapefruit peel and add to the rim of the glass for a decorative garnish.

The Salcombe 75

A Salcombe twist on the vintage French 75, Think St. Tropez meets Sunny Cove.

**INGREDIENTS**
- 10ml Salcombe Gin ‘Start Point’
- 10ml Crème De Pamplemousse
- 125ml Prosecco

**Method**
1. In a champagne flute, add the gin and crème de pamplemousse.
2. Top up with prosecco.
3. Add a rosemary garnish.
The Sicilian Brunchini

INGREDIENTS
• 50ml Salcombe Gin ‘Start Point’
• 15ml triple sec
• 15ml lemon juice
• 2 bar spoons of blood orange marmalade

METHOD
1 - Chill a martini glass with ice.
2 - In a Boston shaker glass add the gin, triple sec, lemon juice and 1 spoon of blood orange marmalade.
3 - Fill to the top with ice, and shake until cold.
4 - Discard the ice from the martini glass and place a spoon of the blood orange marmalade at the bottom.
5 - Double strain the mixture into the martini glass.
6 - Garnish with a slice of sun-dried orange.

Finisterre Sour

INGREDIENTS
• 50ml Salcombe Gin ‘Finisterre’
• 5ml Bodegas Tradición Fino sherry
• 20ml lemon sherbet
• 15ml lime juice
• Orange bitters
• Foaming bitters

METHOD
1 - Fill an old fashioned glass with ice and leave to one side.
2 - Fill a Boston shaker with ice.
3 - Add Salcombe Gin ‘Finisterre’, Bodegas Tradición Fino sherry, lemon sherbet, lime juice and a dash of orange bitters and shake vigorously for 10 seconds.
4 - Strain the mixture into the empty half of the Boston shaker and discard the ice.
5 - Add ½ pipette of foaming bitters and dry shake for a further 10 seconds.
6 - Strain into the glass over the ice and grate almond over the top.

The ultimate citrus martini Made with our limited-edition Salcombe Gin ‘Finisterre’ cask aged gin. Aged in the same American oak cask from which the accompanying Fino Sherry from Bodegas Tradición Jerez was drawn.

www.tolchards.com
The Pennant Martini

INGREDIENTS
• 50ml Salcombe Gin ‘Start Point’
• 10ml Knightor Dry Vermouth
• Ice

METHOD
1 - Place lots of ice into a mixing glass.
2 - Add the gin and vermouth.
3 - Using a bar spoon, stir gently for 30 seconds.
4 - Strain and pour into a chilled martini glass.
5 - Garnish with a red grapefruit peel twist.

The Finistini

INGREDIENTS
• 50ml Salcombe Gin ‘Finisterre’
• 10ml 12 year Old Fino sherry
• Twist of orange peel

METHOD
1 - Chill a martini glass with ice.
2 - In a mixing glass, add the Salcombe Gin ‘Finisterre’ and Fino Sherry.
3 - Fill the mixing glass with ice and stir for 30 seconds.
4 - Discard the ice from the martini glass and strain the mixture into the martini glass.
5 - Take an orange and use a citrus peeler to produce a thin piece of orange peel.
6 - Twist it over the glass to release the essential oils, then rest it on the side of the glass to garnish.
WE BELIEVE WHAT YOU DRINK SHOULD NOT ONLY TASTE GOOD, IT SHOULD BE GOOD FOR THE LAND, GOOD FOR THE PEOPLE WHO GROW THE INGREDIENTS AND AS GOOD FOR YOU AS A FIZZY DRINK CAN BE.

BACK IN 2010 WE MADE OUR FIRST FEW BOTTLES OF KARMA COLA USING A BAG OF COLA NUTS SENT TO US BY OUR FRIENDS IN BOMA, A SMALL VILLAGE IN THE GOLA RAINFOREST IN SIERRA LEONE. WE’D LEARNED THAT THE WORLD DRINKS MORE THAN A MILLION COLAS A MINUTE BUT NONE OF THE MONEY WENT BACK TO THE PEOPLE WHO ORIGINALLY DISCOVERED THE STUFF. SO WE MADE A DRINK TO FIX THAT.

#5

**Fact**

**DID YOU KNOW**

Karma Cola’s original recipe is made with Fairtrade organic cane sugar and real cola nut grown by the Mende and Temne people of Sierra Leone. Part of the proceeds from each bottle go to cola growers’ families.

**Karma Cola**

**FENTIMANS TONIC WATER, 125ml**

Organic. Fairtrade. GMO free. Karma Cola tastes great because we’ve taken care to find authentic ingredients. You can recognise and pronounce everything that goes into our original organic cola recipe. There’s no secrets, preservatives or anything artificial.
Discover the UK’s number 1 elderflower brand*

BOTTLEGREEN SPARKLING PRESÉ
275ml - CASES OF 12
handpicked elderflower, ginger & lemongrass,
refreshing ginger beer, fruity raspberry lemonade,
pomegranate & elderflower, crisp apple

BOTTLEGREEN CORDIAL
500ml - CASES OF 6
hempseed elderflower, plum punnet, raspberry,
damson & juniper

Buy any 4 cases
get 1 case free on
Luscombe 27cl
range in June
(24 x 27cl)*

*offer excludes Strawberry Crush.

BUY 6 CASES OF FEVER-TREE
FLAVOURED MIXERS INCLUDING 2
Refreshingly Light
CUCUMBER TONIC,
GET 12 GLASSES FREE*

Quartz in 1 measure water. 100% natural ingredients. Full of taste. Always serve with Fever-Trees for best results.

*offer excludes Strawberry Crush.
BUY 6 CASES
OF M&J 200ml
& GET A CASE
OF MIXERS &
CASE OF
JUICES FREE

MAY
ONLY

CAMPARI,
GIN & TONIC
Fill half a highball with ice.
Add 23ml Campari and 25ml Gin.
Top up with Britvic Tonic Water.
Garnish with an orange wedge.

TASTE THE FEELING

BUY THREE,
GET ZERO FREE

Buy three cases of Coca-Cola Classic, Diet Coke, Coca-Cola Zero Sugar, Fanta, or Sprite 330ml glass bottles and receive one case of Coca-Cola Zero Sugar 330ml glass bottles FREE.

TERMS AND CONDITIONS
DEAL RUNS FROM 1ST MAY TO 31ST MAY
FOUR DEALS PER OUTLET PER MONTH.
QUALIFYING RANGE INCLUDES BRITVIC MIXES AND JUICES 200ML.
FREE CASES ARE ONE FROM THE QUALIFYING RANGE WHILE STOCKS LAST.
BUY ANY 4 CASES OF 200ML MIXERS, DIET COKE OR COCA-COLA ZERO SUGAR AND GET 1 CASE FREE

JUNE ONLY

THE ULTIMATE MIXER

Salty Dog
Buy ANY 4 cases of Salty Dog 40g crisps and get 1 case of NEW SEA salt & BLACK PEPPER FREE!

Gluten FREE & VEGAN
Exciting Offerings

We are approaching the summer and at Tolchards HQ we are intrigued and very interested to see the amount of new drinks that are being created by some exceptional brand leaders. Many come with media embargoes in force but don’t worry just watch this space and you’ll hear it here first.

TERMS AND CONDITIONS

1. All offers are available from 1st May to 30th June 2019 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 and supplier increase.
**New Additions**

Tolchards are pleased to add a new 18 ton truck to our fleet of vehicles which is now out on the roads.

Torquay Depot Manager Tony Perkins said “Investing in our fleet means improved technology, reduced maintenance costs and improved fuel efficiency, together this goes to reinforce and maintain Tolchards high level of delivery and customer service which we are known for”.

**Going Green**

As part of Tolchards commitment to the environment and responsible purchasing, the first electric company cars have been ordered to replace diesel cars within the fleet.

**New Partnership**

Tolchards are pleased to announce that we have become Torquay Golf Club’s Official main sponsor for 2019.

“As the club looks to strengthen plans for the future Tolchards are pleased to be part of that” commented James Hunt - Torquay Sales Manager - Many thanks must go to the guys at Swift Print for the excellent job on the signage - 01626 888188.

**Meat 59**

**What’s on your Instagram**

WE WON!!! @EXETERLIVINGAWARDS “RESTAURANT CATEGORY” MASSIVE THANK YOU TO ALL OUR HARD WORKING STAFF AND MEAT59 FANS! @meat59

CONGRATULATIONS ON YOUR RECENT AWARD, WAS IT A SURPRISE?
Yes it was a surprise, there is so much strong competition in the area and we were up against some long established and well respected businesses so to even be short-listed amongst them was a privilege.

WHAT CAN A NEW CUSTOMER EXPECT WHEN VISITING MEAT59?
A new customer can expect a relaxed informal experience but with a friendly tentative service. Burgers is our speciality using quality meat from the West-country, we recommend our biggest seller, the Smoking Cow, patty, smoked cheese, gem lettuce, crispy onions, Bourbon glaze and smoky mayo for a first visit.

If visiting during our breakfast serving times then it has to be the Full English or the Shakshuka.

WHAT’S PROVING POPULAR AT THE BAR?
At the bar we sell a lot of beer as you would expect from a burger joint, we pride ourselves on selling tipples from local and small new companies who aren’t mainstream yet. Wine is also surprisingly popular but you won’t find a long stemmed traditional wine glass in any of our restaurants. We opt for stemless which we feel is more in keeping with a dirty burger in hand.

**Tolchards News**

New Partnership

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**Film - Answer:**

Hannibal Lecter in Silence of the Lambs