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JUNE 2019 / ISSUE 176 / pubandbar.com / £4.10

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WELCOME

TRISTAN O'HANA

Editor

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Here I go again...

In the June issue of Pub & Bar, it has now become customary for me to harp on about how wonderful this industry is and how the National Pub & Bar Awards winners of (insert year) are testament to that. Well, why break tradition?

You know what? It's an easy topic to write about, as the message is sincere and genuinely heartfelt. Every year for the past four years I have stood on that stage in front of 250 elite on-trade operators and have been humbled by the talent in the audience before me. This year was no different. What's more, while stood behind my lectern, it was wonderful to see such a diverse set of operators all sat in one room,

or all in one row for that matter! 'Row four' of the theatre, which strangely accommodated a number of Regional Award winners this year, had the guys from the New World Trading Company sat next to the team from Cheshire Cat Pubs & Bars, who were next to the operators from The Steamboat Inn, four-time County

Winners from Dumfries and Galloway. I asked myself, when else would these talented folk from across the UK rub shoulders and raise glasses together? It was great to see.

The night was a big success, with 94 pubs and bars from their respective counties all making their way to London to collect their County Winner certificates from BAFTA 195 Piccadilly. While they were also hoping to be named the best in their region or even the best in the UK (congrats to Mobberley's The Church Inn once again), the main message of on-trade celebration was palpable throughout the evening. You can read all about this year's National Pub & Bar Awards by turning to our special event coverage on page 18.

Elsewhere in this issue we have a new feature entitled 'Young Blood in Pubs', which turns the spotlight on two up and coming talents within the industry (page 28). We've got a review of The Joker in Croydon (page 50), a big piece on beer (page 34), and I do my best to sit firmly on the fence when looking at beer brand buyouts across the market (page 40). Enjoy.

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The paper used within this publication has been sourced from Chain-of-Custody certified manufacturers, operating within international environmental standards, to ensure sustainable sourcing of the raw materials, sustainable production and to minimise our carbon footprint.

CIRCULATION: circulation@h2opublishing.co.uk

STUDIO MANAGER: Marc Ayres

PRODUCTION: Nepor Ngobeh

DESIGN: Matt Bailey, Wiktoria Armstrong, Stine Arnulf

PUBLISHED BY: H2O Publishing, Joynes House, New Road, Gravesend, DA11 0AJ **TEL:** 0345 500 6008

PRINTED BY: Buxton Press

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PUB REVIEW

Pub & Bar takes a trip to The Joker in Croydon



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ONLINE**

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Positive interim results for Ei Group

Ei Group has announced its interim results for the six months ended 31 March 2019.

Among the financial highlights is a growth in underlying EBITDA to £140m (H1 2018: £139m) and an underlying profit before tax increase to £59m (H1 2018: £57m).

Ei's Publican Partnerships (tenanted pubs) saw like-for-like net income up 1.9% (H1 2018: up 0.6%), with growth across all geographic regions. The average annualised net income per pub is up 2.7% to £83,100 (H1 2018: £80,900).

Its managed division saw like-for-like sales growth of 6.0% (H1 2018: up 6.6%) across Ei's largely wet-led managed house businesses. The Managed Operations growth is reportedly on track, with 357 (H1 2018: 276) pubs trading within its wholly-owned managed division. Its Managed Investments progressed with 62 pubs now trading with 11 specialist partners (H1 2018: 43).



Ei Group's Simon Townsend

CHESHIRE PUB NAMED BEST IN THE UK



(L-R) Tristan O'Hana, Richard Williams, Simon Umpleby and Jay Rayner

The Church Inn in Mobberley, Cheshire, has been named as the best pub in the UK, walking away with the top prize at the National Pub & Bar Awards on Wednesday 22 May 2019.

The venue, which ticked the boxes for the judges across drinks, food, service and design, has reclaimed the number one spot, having been named the best in the UK back in 2016.

The Church Inn was also one of 15 pubs to be named as a Regional Winner for the north west, as 94 county-winning venues gathered at BAFTA 195 Piccadilly to celebrate the finest establishments in the industry. On top of these two awards for the pub, its very own Richard Williams (pictured second left) won Pub Chef of the Year, sponsored by Lamb Weston. Celebrating and championing the UK pub and bar market, the theatre-style event was hosted by restaurant critic Jay Rayner.

There were 94 pubs and bars represented at the awards, and each one had been announced previously as the best in their county. From these, 15 Regional Winners were selected and an overall National Winner was crowned.

Turn to page 18 to read the full list of winners.

DEMAND FOR MORE INTERESTING PUBS FOR TEETOTALLERS REVEALED

More than three-quarters (78%) of Generation Z think that the on-trade needs to make itself more inviting to customers who don't drink alcohol, according to a Nitro-Generation report from Nescafé Azera.

According to the research, a third want seasonal and interesting non-alcoholic drinks and one in five are looking for iced or speciality coffee. While 77% visit their favourite watering hole more than once per month (compared to 66% of Generation X), a third believe that pubs are becoming outdated. More than four-fifths (85%) of Gen Z say they are looking for more from their local, with 56% saying they would be more likely to visit if it offered live music and 52% if it offered quizzes. Karaoke (31%) and video games (22%) were also popular.



Millennials most likely to have a 'local', reveals new research

Millennials are the most regular pub and club patrons, while Generation Zs are the least, according to new research by BLACKBX.

People aged between 25 and 34 years old are the most likely to have a pub they consider their 'local' (85%) compared to just 46% of 18 to 24-year-olds. Almost a third (30%) of 25 to 34-year-olds say they regularly go to clubs, compared to just 7% of 18 to 24-year-olds.

While half of all respondents said that they only try new venues when given a prompt such as a deal, 78% said that their favourite pub or bar puts little or no effort into marketing new deals and events.

Londoners are far more likely to have a pub they consider their local, with 77% saying as such compared to a national average of 57%, and are the second most likely to know their pub landlords and restaurant owners (47%) only behind Northern Ireland (50%).



MITCHELLS & BUTLERS REVEALS HALF YEAR RESULTS

Mitchells & Butlers reported a like-for-like sales growth of 4.1% for the 28 weeks ended 13 April 2019, with a total revenue of £1.19bn.

Operating profit increased to £140m compared to £137m for the same period in 2018, with profit before tax coming in at £75m compared to £69m.

"This is a strong set of results, demonstrating that we continue to build momentum in the business, delivering sales growth, sustained market outperformance and a return to operating profit growth all while reducing leverage to below four times," says Mitchells & Butlers chief executive Phil Urban. "This strong performance comes from the progress we continue to make in our three priority areas: building a more balanced business; instilling a more commercial culture; and driving an innovation agenda."

"Success in this highly competitive market is dependent on a continuous stream of improvements, and that is what we are delivering with many small advances at site level driving significant benefits in aggregate. We will maintain our focus on these initiatives which we believe are transforming the business."



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61 DEEP

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OPERATORS CALLED ON TO HELP HYDRATE THE HOMELESS THIS SUMMER

Only A Pavement Away is calling for industry backing with the launch of its Fill A Flask campaign to help keep the homeless hydrated during the summer months.

The charity is seeking £40,000 in funding to produce 8,000 thermal flasks to give one to each person sleeping rough in major cities around the UK. If sufficient funds are raised in the next few weeks, distribution of the flasks will begin in July. The flasks will be branded with the Only A Pavement Away logo, as well as the logos of any sponsor companies. The flasks can be used throughout the year, so the aim is to encourage the public to fill a homeless person's flask with a hot or cold drink, according to their needs.

Only A Pavement Away aims to help the homeless, veterans and ex-offenders find employment in the hospitality industry.

"The hospitality industry employs approximately 3.2m people directly and 2.8m indirectly," says Only A Pavement Away CEO and founder Greg Mangham. "In order to achieve our target, we will need in the region of 1.1% of our directly employed colleagues working in the hospitality industry across the country to donate a minimum of £1 towards funding the campaign. In my mind, that should definitely be achievable."



UKHospitality warns against MUP in Wales

UKHospitality has cautioned against the introduction of minimum unit pricing for alcohol in Wales, following the Welsh government's reiteration it intends to introduce the measure.

"We are, of course, very supportive of efforts to promote healthier attitudes to alcohol, provided they are strictly evidence-based," says David Chapman, UKHospitality executive director for Wales. "We believe minimum unit pricing is, however, a very blunt and limited instrument and we are concerned that there is little substantive evidence its introduction in Wales would curb harmful drinking."

"Instead, hospitality businesses that are already facing continually increasing costs that threaten their sustainability and positive employment ambitions will be placed under further erosive pressure."

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HOSPITALITY CAREERS REVEALED TO BE STUNTED AT SCHOOL

New research from Caterer.com has revealed that 97% of school-age children and recent school leavers across the UK have already written off working in the hospitality industry as a career option.

Two-fifths (44%) of primary and one in five (17%) secondary students are not able to access food-related subjects, despite 82% of primary students and 62% of secondary students saying they would take up these subjects if they were available to them.

A significant 86% of secondary students say they're in the dark about career opportunities in hospitality and the range of roles it offers with only 11% given advice on entering the industry from their schools and careers advisors.

Encouraging recent school leavers to enter the industry is no mean feat for hospitality employers either, with almost half (48%) of 18 to 24-year-olds viewing hospitality jobs as no more than a temporary role and a further third (35%) believing the industry offers no career progression.

"The strong interest that young people have in learning about food, cooking and nutrition, is a fantastic opportunity for the industry and it's vital that they are engaged at the earliest age," says Caterer.com director Neil Pattison. "The diminished food-related subject offering in schools, parents' misconceptions about the industry in terms of working hours and pay, and the gap in clear advice from careers advisors are deterring creative and ambitious young people from entering the industry. We need the government to enhance the way in which hospitality is delivered as a subject in schools to help support these ambitions and ensure the next great industry talents are not lost. Alongside this, employers in the industry themselves can take matters into their own hands by communicating the full reality of opportunity in the sector directly with young people, parents and teachers."



Admin restricting customer-facing activity

Over a quarter of hospitality operations spend nearly one day a week on administration, stopping them from spending more time on customer-facing activity.

A new survey by Access Hospitality has revealed that the average time that respondents said they or their team spent on admin was 5.49 hours a week – 14.42% said it was between seven and eight hours a week, and a further 14.88% said that it was more than one day.

If this could be reduced by two hours a week, they would choose to devote more resource to focusing on guest experience (56%), training staff (44%), engaging front-of-house staff (28%) and driving customer loyalty (23%).

61 DEEP

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MARSTON'S TELECOMS SPONSORING THE AWARD FOR 'TECH-SAVVY PUB AND BAR OF THE YEAR'

WORDS: Tony Ford, Managing Director, Marston's Telecoms

Marston's Telecoms are leading experts in the hospitality industry and were established initially to serve the telecommunications' needs of Marston's PLC estate; meaning we really are true users of our own network. We have a passion for the hospitality industry but also for the tech world and that's why we're so pleased to have sponsored the award for 'Tech-Savvy Pub and Bar of the Year'.

We really enjoyed looking through the entries and discussing all of the brilliant ways hospitality venues are implementing technology into their businesses – the entries spanned from social and email ideas all the way through to how venues are getting the most from their EPOS systems or entertainment packages. We had some great entries showing that pubs and bars are utilising technology and their internet connectivity more than ever.

After much deliberation we all agreed on our winners; Roxy Ball Room from Leeds! They have recently launched their own leisure app and we were blown away with their creativity and tech-savvy idea!

Roxy set themselves apart by doing something out of the ordinary and their app is a big leap forward in their development. The app uses technology to provide deals and discounts to customers as well as venue information, menus, updates and much more. We were also really impressed with Roxy's social media platforms. They hold monthly social media competitions, giving their customers and followers the chance to win a variety of prizes.

It's crucial hospitality venues stay up to date with the latest technology in order to keep customers happy, to stay appealing and ahead of the game and to maximise on marketing opportunities and that's exactly what Roxy are achieving with their app.

To find out more information about Marston's Telecoms and the connectivity we offer, visit www.marstonstelecoms.com or email sales@marstonstelecoms.com

You can download Roxy's app here; <https://roxyleisure.co.uk/ballers/>



SUNDAY ROAST TAKES TOP SPOT ON THE MENU

Despite competition from brunch, the Sunday roast is Brits' favourite food in pubs.

Of the meals that customers most like to eat in the pub, fish and chips came in second place, followed by steak and chips, hunters chicken and scampi.

The research, conducted by Nisbets, also looked at what Brits consider the most important aspect of eating out. Quality of produce is key for nearly half of Brits (43.5%), followed by value for money (33%). For 18 to 25-year-olds, 40% admit value for money is crucial. Aesthetically pleasing meals were of least importance to respondents, with only 2% saying this was the most important aspect of a meal in a pub. When it does come to food presentation, 67% said that their preference is to have food served on plates rather than anything too gimmicky.

Portion size is also a consideration for people when eating out with one in four Brits admitting that they eat more than they would at home. One in 10 said that they would be too embarrassed to ask to take home the leftovers.

People aged between 25 and 34 years old are the most avid pub goers, with 17% dining out several times a week, followed by one in 10 18 to 24-year-olds.



NEW REPORT HIGHLIGHTS CHEF STRESS

A new report by Nestlé Professional's Chef has found that eight in 10 people working in professional kitchens have experienced poor mental health during their careers.

Almost half (48%) believe that not enough is being done to support their mental wellbeing in the workplace.

The research shows that the top factors currently contributing to stress are staff shortages (58%), lack of time (43%) and limited budgets (42%). Lack of daylight was also cited, with 41% saying it negatively impacted on their wellbeing. With 73% of chefs admitting to calling in sick due to stress, the research has revealed the negative impact on wider business operations.

Looking at how to reduce stress levels and increase employee satisfaction, creativity was identified as a key factor, with 87% of chefs agreeing that more freedom to be creative in the kitchen would help. However, 85% also said that their creativity is being stifled by other pressures in the kitchen.



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Simply email your name, the address of your establishment, and state the flavour you'd like to receive to Aimee_Davidson@afe.ajinomoto.com for a chance to win. Please put 'Ajinomoto Pub and Bar Giveaway' in the subject line, all entries must be submitted by 28th June 2019.

To find out more visit cust.pro.ajinomoto.co.uk

ALBERT'S SCHENKE

Hanover Street, Liverpool, L1 4AA

Albert's Schenke will be the latest opening from Mission Mars, the team behind food and drink venues such as Albert's Schloss, Rudy's Neapolitan Pizza and Gorilla. The venue will open this summer.

Named after Prince Albert, the Anglo-Bavarian prince and husband of Queen Victoria, Albert's Schenke will bring a bier halle and cook haus to Liverpool, opening on the corner of Hanover Street, in the grade-II listed Casartelli Building.

Albert's Schenke will very much be about its extensive range of bier – guests can sip by the schooner, pour by pint, or take a tour of the taps with a range of bier flights. The bier halle will offer over 20 biers on tap, curated by the on-site bier masters. From Munich and Bohemian pilsners, to weiss biers and limited-edition Oktoberfest special editions, these will star alongside the best of local craft breweries, small batches and key kegs that will change daily.

Food will bring a modern take on classic dishes served across Alpine Europe. The menu includes the Raclette Burger with melting Swiss cheese and The Black Forest ham, egg and chips.



Albert's Schenke will bring a bier halle and cook haus to Liverpool, opening on the corner of Hanover Street

MURDER INC.



36 Hanway St, Fitzrovia, London, W1T 1UP

Murder Inc. is the latest offering from the team behind The Cocktail Trading Company. It is set to launch on Hanway Street in London's West End this month.

The bar takes inspiration from the gangster noir of the 1940s and 50s – the décor and style of this new 60-person capacity bar will be that of 'industrial New York meets mid-century glamour'.

The drinks at Murder Inc. still have the tongue in cheek theatricality that The Cocktail Trading Co. has become known for, but with a simpler, more refined sense of style.

INN ON THE SHORE



Main Road, Torpoint, PL11 3JY

The Inn on the Shore, Donderry, has reopened after the completion of a £500,000 investment, with local villagers getting a sneak preview at a private dinner to say thank you to them.

The pub, which is situated between the bay of Whitsand and the promontory of Looe, has received the transformation by Punch and is being operated by publicans Ben Criddle and Jess Louvel.

The doors reopened last month to show off a completely new look and extended pub with two large alfresco eating and drinking areas.

CRABMILL



Preston Bagot, Henley-in-Arden, B95 5EE

Brunning & Price has reopened the Crabmill after an extensive refurbishment.

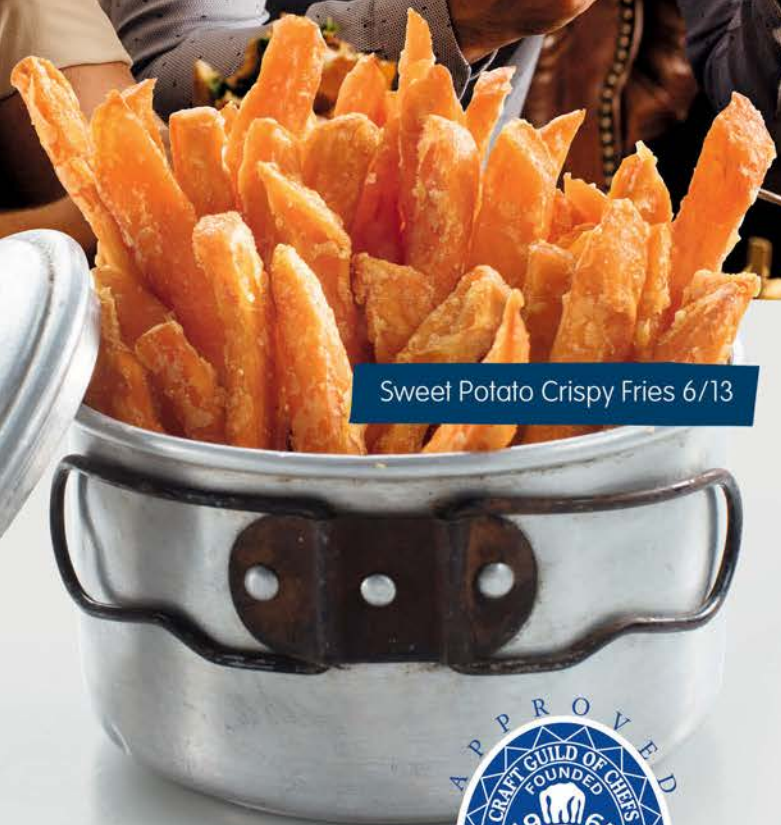
The pub features traditional furnishings, an array of local ales and menus with fresh ingredients to reflect the changing seasons.

After a month-long closure, the Crabmill now has a new front garden and a new private dining room that comfortably seats 10 people. The bar inside has been rebuilt and the pub company has restored and redecorated throughout.

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*CGA consumer panel 2017



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Time to have your say about the Pubs Code and the PCA

Suzanne Davies, director of Clifton Davies Consultancy Limited, explains how you can make your views known on this highly controversial subject.

By way of a consultation process that closes at 11.45pm on 22 July, the Department for Business, Energy & Industrial Strategy is seeking views and evidence that will inform the government's statutory review of the Pubs Code and the performance of the Pubs Code Adjudicator (PCA).

The review will focus on the extent to which the operation of the Code is consistent with both the principles of fair and lawful dealing by pub-owning businesses in relation to their tied pub tenants and the principle that tied tenants should not be worse off than they would be if they were not subject to any product or service tie.

This is likely to elicit a wide variety of opinions from not only the pub-operating businesses covered by the Code, but also tied (and previously tied) tenants and those who represent their interests.


In addition, I imagine the PCA will be very keen to defend his own position, given that the review will also explore whether his office should be abolished, dependent on how effective he has been in securing compliance with the Code, particularly in terms of (a) giving advice and guidance, (b) investigating non-compliance with the Code, (c) where non-compliance is found, requiring publication of information, imposing financial penalties or making enforceable recommendations and (d) arbitrating disputes under the Code.

The PCA looks set for a further bumpy ride, not assisted by the reaction to his most recent guidance, published on 10 April. On the subject of beer wastage and beer and cider duty during rent negotiations, this guidance attracted immediate criticism for its complexity, the BBPA going so far as saying "it may confuse, rather than help, publicans". It's not all one way though because, for his part, the PCA has recently expressed his frustration at the delay in publishing arbitration award findings because of arguments with pub-owning businesses over "potentially commercial and sensitive information."

Underlining the controversy that has dogged the PCA for the last three years, in her foreword to the consultation, the Minister for Small Business, Consumers and Corporate Responsibility, Kelly Tolhurst MP, says: "I have heard mixed views about how well the Code is operating in practice and I want this review to find the evidence to show what is working well and what changes might make it work better".

UKHospitality chief executive Kate Nicholls also sounded concerns: "Flaws in the legislation have caused delays since the introduction of the Pubs Code... the priority of the PCA should be on focusing on fast and effective arbitration decisions with clear precedents. The statutory review of the Code could provide us with some much needed clarity to ensure the Code and Adjudicator can be as effective as possible, and provide timely support for tenants."

The BBPA acknowledges that "there have been some challenges with parts of the implementation of the Code for all involved" but has been keen to make the point that "the six companies covered by the Pubs Code have always been committed to working within both the letter and spirit of the legislation to support the success of leased and tenanted pubs and publicans alike".

Responses to the consultation are invited by way of completion of a response form posing a number of specific questions, which is available on the gov.uk website. 

QUESTIONS & ANSWERS

Q: 914 pubs closed in 2018. How can this be stopped?

A: I don't have the answer to that question, but the All-Party Parliamentary Beer Group (APBPG) will report in October on the findings of its current inquiry into the future of UK pubs. It is exploring how tax and regulatory changes might serve to boost pubs' potential in order to provide them with a secure footing in the future. The APBPG chairman Mike Wood has said: "Despite the widely reported closures, pubs remain a vital part of communities across the country. We want to take stock of what's working and what needs to change to help them thrive."

Q: Can extended hours be refused on cumulative impact grounds if the area is not subject to a cumulative impact policy?

A: Precisely this point arose in a recent Magistrates Court appeal relating to the so-called "Bermondsey Beer Mile" in the London Borough of Southwark. An operator appealed against the Licensing Authority's refusal to extend his terminal hour, arguing that it had wrongly taken into account cumulative impact as a justification for refusal because his premises did not fall within a designated cumulative impact area in the council's statement of licensing policy. His appeal failed, the District Judge finding that the Licensing Authority was entitled to take into account evidence of cumulative impact, as well as the council's framework hours policy if, as in this case, the applicant had provided no good reason to depart from it. Although this decision does not amount to a binding precedent, it will no doubt be relied upon in argument by those opposing future such applications. Support for it can also be found at paragraph 14.42 of the government's section 182 guidance.

Q: Can a 17-year-old serve alcohol in the designated restaurant area of my pub?

A: The short answer is yes, as long as the alcohol has been sold for consumption by the customer with a table meal in a part of your premises that is only ever used for this purpose. This is allowed by section 153(2) of the Licensing Act 2003.

SERVE NEW SMIRNOFF INFUSIONS THIS SUMMER – A SPIRIT DRINK INFUSED WITH REAL FRUIT ESSENCE

SMIRNOFF, the UK's number one vodka brand, has launched a new Spirit Drink, **Smirnoff Infusions**.

Available in the on-trade now, the new Spirit Drink is made with Smirnoff No.21 Vodka, infused with real fruit essence and natural ingredients to produce two delicious flavour variants, **Smirnoff Infusions Orange, Grapefruit & Bitters** and **Smirnoff Infusions Raspberry, Rhubarb & Vanilla**.

The new Spirit Drink, which has an ABV of 23%, is recommended to be served in a wine glass filled with ice, mixed with soda and garnished with raspberries, orange or grapefruit, depending on the flavour, with the finished serve containing 87 calories based on a 50 ml serve of Smirnoff Infusions.

Katie Thomas, Innovation Manager at Diageo GB, provides top tips on how licensees can make the most of this new drink:

- Ensure all staff are well-informed on key product attributes such as ABV and calorie content and are clear on how to perfectly execute the serve

- Serve this new Spirit Drink in a wine glass filled with ice, mixed with soda and garnished with raspberries, orange or grapefruit, depending on the flavour. Diageo's recently launched Drinks Report found that 7 in 10 adults surveyed considered buying a new beverage after seeing it on social media. Therefore, it is important to execute the perfect serve to encourage shareability in a world where social connection has moved online
- The serve caters well to the growing Aperitivo moment - clearly showcase it to consumers via menus and POS on the bar to drive awareness and tap into this occasion ^{1&2}

DIAGEO

drinkaware.co.uk for the facts

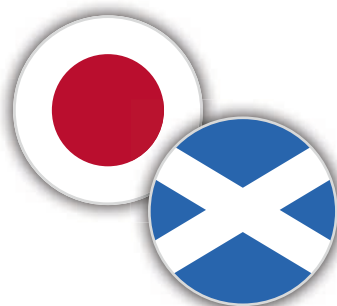
1:CGA On-trade Market Report w/c 04.03.2019

2:Sprout Social – Bars Restaurants Social Media Guide, April 2018



WIMBLEDON

FIFA WOMEN'S WORLD CUP



JAPAN V SCOTLAND

14 June – 14:00
BBC

This fixture could prove key when deciding which of the home nations makes it through to the knock-out stages.



ENGLAND V ARGENTINA

14 June – 20:00
BBC

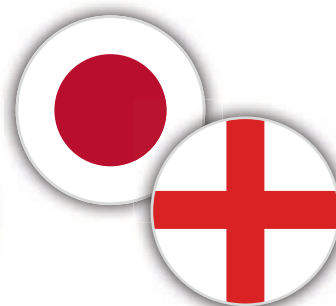
From one rival to the next for England, as the Lionesses take on a tricky Argentina side in Le Havre on a Friday night.



ITALY V BRAZIL

18 June – 20:00
BBC

All sports fans should be keen to watch this fixture from two of the greatest footballing nations in the world.



JAPAN V ENGLAND

19 June – 20:00
BBC

England's final group stage fixture takes place in Nice. Fingers crossed Phil Neville's side will have already progressed.



TENNIS WIMBLEDON 1-14 JULY – BBC

Pub goers around the country will be keen to properly celebrate the arrival of summer when Wimbledon Fortnight rolls around in July. If you're screening the action, make sure you've got plenty of Pimm's, strawberries and cream in stock to keep the experience as authentic as possible. Will it be Djokovic or Federer this year? Or perhaps Nadal will return to form on grass? Tennis fans will be eager to find out which superstars turn up. While certain matches offer opportunities for extra custom during the week, it will be the final weekend (13-14 July) when all eyes will be on Wimbledon for the ladies' and men's finals.

MORE TO SEE



CRICKET ICC CRICKET WORLD CUP 30 May-14 July – Sky Sports

Can the world of cricket create the atmospheres seen during last year's football World Cup? Time will tell.



GOLF THE US OPEN 13-16 June – Sky Sports

After the world fell back in love with Tiger Woods last month, can he swing to glory in the US Open?



FOOTBALL FIFA WOMEN'S WORLD CUP FINAL 7 July – BBC

Could England or Scotland make their way to a majestic World Cup Final? If they do, viewing figures could be through the roof.



CRICKET THE ASHES 1 August-16 September Sky Sports

One of the greatest rivalries in sport will once again take place on home turf. Make sure cricket fan pub goers can catch all the action.



FORMULA 1

British Grand Prix, Silverstone 12-14 July – Sky Sports

Lewis Hamilton has had a near perfect start to the Formula 1 season, with an impressive four wins already under his belt (at the time of writing). With his Mercedes teammate Valtteri Bottas hot on his heels (two wins so far), Hamilton will be hoping to win yet another home soil race when the championship comes to the UK in July. Make sure you're doing all you can to inform racing fans that you're screening all the action from Silverstone.

THE NATIONAL PUB & BAR AWARDS 2019

SANCTUARY AT THE CHURCH INN

After being named the best in the North West,
The Church Inn in Mobberley went on to win
National Pub & Bar of the Year

The Church Inn in Mobberley, Cheshire, has been named the best pub in the UK, having secured the top accolade at last month's National Pub & Bar Awards.

The venue, which was praised for its flawless attention to detail across its drinks, food, service and design, has reclaimed the number one spot after being named best in the UK back in 2016.

The Church was also one of 15 pubs to be named as the best in its Region, as 94 county-winning venues gathered at BAFTA 195 Piccadilly to celebrate the finest venues in the industry. Celebrating and championing the UK pub and bar market, the theatre-style event was hosted by restaurant critic Jay Rayner.

"We're completely thrilled," says Simon Umpleby, manager of The Church Inn. "We saw a massive spike in sales after we won this award in 2016. It was huge. The level of trade rocketed

massively and it certainly boosted our recognition across the profession. Now we've done it again! The Church is all about the guest experience. If the guest is happy, then so are we."

There were 94 pubs and bars represented at the awards, and each one had been announced previously as the best in their county. From these, 15 Regional Winners were selected and an overall National Winner was crowned. You can read more about each Regional Winner over the next few pages.

This year's National Pub & Bar Awards also saw three extra accolades handed out by the event sponsors. Lamb Weston's Pub Chef of the Year went to Richard Williams of The Church Inn; DogTap in Aberdeen won Kegstar's Taproom of the Year; and Roxy Ball Room was named Marston's Telecoms Tech-Savvy Pub of the Year. Flip through the following pages to find out more about the winners of the 2019 National Pub & Bar Awards...

Thank you to the sponsors of this year's National Pub & Bar Awards



NATIONAL PUB & BAR OF THE YEAR

THE CHURCH INN, MOBBERLEY

National Pub & Bar of the Year / North West Pub & Bar of the Year



“ *The Church is all about the guest experience.
If the guest is happy, then so are we* ”

REGIONAL WINNERS



EAST MIDLANDS

KNIGHT & GARTER, LEICESTER

Knight & Garter looks at its offering in minute detail, from the brands on the bar to the stools and chairs that its patrons sit on. As a result, the aesthetic draws in a curious crowd who appreciate this well-designed venue. It's clean yet comfortable, stylish yet homely, with amazing food to match the dedicated service.

“It's an absolute delight to win this award chosen by people so close to the industry that we are so proud to be a part of,” says Sam Hagger, founder of The Beautiful Pubs Collective, which runs Knight & Garter. “Last year's recognition as a County Winner was such a boost for us, so to win the double this year means everything.”



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The last thing you want to do is bottle things up.

National Pub & Bar Awards

REGIONAL WINNERS



EAST OF ENGLAND

THE WHITE HART, WELWYN

The White Hart in Welwyn manages to make the running of a demanding operation look easy, with the impressive experience of its team evident from the kitchen to the floor. Dietary requirements are taken care of, the considered range of drinks means that everyone can have their favourite tipple and guests are made to feel special whatever the occasion. This place has won awards before, and now it has scooped another.

"We were very surprised and thrilled to win," says The White Hart's James Bainbridge. "This recognition is a testament to all the hard work and dedication our team put into the pub."



NORTH EAST

ST MARY'S INN, MORPETH

The North East Pub & Bar of the Year is true hospitality through and through. The impressive exterior of St Mary's Inn is not let down once you step inside either – warm interiors that remind you of the countryside are complemented by beautiful plates of food that have both substance and style, whether guests are enjoying a Sunday lunch or even an afternoon tea. Next time you're in the North East, make sure you pay this place a visit.



LONDON

GREENWOOD, VICTORIA

The atmosphere at the London Pub & Bar of the Year is second to none. The investment into design and experience makes Greenwood a destination for city workers in the evening and visitors during the weekend. It's accommodating, easy on the eye and so, so fun. The style of offer wasn't one that owners ETM Group were used to, but they have done an excellent job at entering this part of the industry. A well deserved award for them and their team.



NORTHERN IRELAND

THE HARP BAR, BELFAST

What to say about the Northern Ireland Pub & Bar of the Year? Well, The Harp Bar is famed for its lively atmosphere, with plenty of quintessential craic and is supported by a team that suggests nothing is too much trouble. It's something we've come to expect from our Northern Ireland on-trade elite. This Regional Winner is the type of bar that you visit for one or two drinks, and then find yourself staying long into the night. Congratulations to all of the team! ➡





STELLA ARTOIS DRAUGHT MASTERS

QUALITY IS KEY FOR BEER DRINKERS

With growing choice and variety on offer in the drinks and beer market, the quality of beer served to customers has never been more important.

IN FACT, 90% OF CONSUMERS SAY THAT BEER QUALITY IS VERY IMPORTANT OR ESSENTIAL WHEN CHOOSING WHERE TO DRINK¹.

Publicans therefore need to ensure they're getting this right – it's a vital part of building a positive reputation for the venue, beer brand and brewer.

ENTER DRAUGHT MASTERS.

A new interactive initiative by Stella Artois – the UK's most valuable alcohol brand² – and Beer Marque, a new accreditation platform from Cask Marque that provides a comprehensive five-star rating assessment.

The programme sets out to **UPSKILL AND EDUCATE BAR STAFF ON ALL ASPECTS OF THE BAR AND VENUE** through **TRAINING, ACCREDITATION AND REWARDS**, helping pubs and bars to give a better standard of beer service to customers – and ultimately driving increased footfall, improved rate of sale and a boost to their reputation.

As part of the Draught Masters programme, pubs and bars can sign up to the Beer Marque accreditation for just £95 (usually £190), with Stella Artois covering the rest of the fee.

WITH LIMITED SPACES AVAILABLE ON THE PROGRAMME, DON'T MISS OUT ON YOUR OPPORTUNITY TO RECEIVE INVALUABLE TRAINING AND SUPPORT FOR YOUR TEAM.

To find out more information about the programme and sign up, contact:
BESTBEER@AB-INBEV.COM or visit: **WWW.DRAUGHTMASTERS.CO.UK**

¹ Source: Vianet Beer Quality Report 2017

² Source: Nielsen 52 w/e 21 April 2018

National Pub & Bar Awards

REGIONAL WINNERS



NORTH WEST SCOTLAND

APPLECROSS INN, HIGHLANDS

The Applecross Inn manages to feel like a community hub in an unlikely location. Like many pubs in this part of the country, it boasts a picture-perfect view, but the food, drinks and warm welcome are what make you want to return again and again. With this operation, you get the feeling that even the tourists will soon start to consider themselves as locals.

"To be chosen in the final 15 was amazing," says owner Judith Fish. "Our team all work so hard to create a great and memorable experience at all levels, and it is a great boost to them to be recognised for their hard work and input."



SOUTH EAST SCOTLAND

THE WINDSOR, EDINBURGH

The Windsor in Edinburgh prides itself on a classic selection of Scottish drinks. There's a decent range of ales and craft beer, as well as a strong whisky selection. The venue, which welcomes locals as well as many tourists in the area, has become a destination for watching live sport, with many customers also dropping in to catch one of the regular live music evenings. It's all you could want and more in a pub. Congratulations to the winning team from The Windsor.



NORTH EAST SCOTLAND

DOGTAP, ABERDEEN

For a pub or bar to describe itself as a beer haven could be considered quite clichéd, for what is a pub without beer? However, DogTap, the North East Scotland Pub & Bar of the Year, is well within its right to don such a title. This venue is true to its roots and is extremely proud of the heritage that surrounds the BrewDog operation. If you're ever in this part of Scotland and fancy a craft beer or two, there are far worse places to start than at the North East Scotland Regional Winner.



SOUTH WEST SCOTLAND

THE STEAMBOAT INN, SOLWAY

While The Steamboat Inn has won its county award in the past, it was yet to scoop the Regional Award for its area. Well, 2019 was their year. The South West Scotland Pub & Bar of the Year is a wonderful place to relax, enjoy a meal and a drink or two. Set in a stunning location, the pub has gained a reputation for its excellent hospitality and the intriguing memorabilia that adorns its walls. Well done to the whole team on a consistent delivery. ➡



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Find out more about developing an on-trend, Japanese inspired menu in your pub,
download our pub dining guide from cust.pro.ajinomoto.co.uk

*Source: Intage Inc. Study conducted on sales realized from 01/04/2015 to 31/03/2016 on the chilled and frozen Gyoza market segment, in all combined retail market networks (hypermarket, supermarket) in Japan.

National Pub & Bar Awards

REGIONAL WINNERS



SOUTH EAST

THE WHITE HORSE, CHILGROVE

"Winning the South East Pub & Bar of the Year means absolutely everything to myself and my team," says Richard Miller, landlord of The White Horse in Chilgrove. "To receive the recognition for what we continually strive to achieve on a daily basis is a great morale booster and an endorsement that we are getting it right. For the business, it is huge – the press coverage we have already received since the win has had a massive impact across our social media, which can only lead to increased sales. We are passionate about Sussex and the South East of England, and to be voted as the best makes us extremely proud."



SOUTH WEST

THE EBRINGTON ARMS, CHIPPING CAMPDEN

"We were completely shocked to win the South West Pub & Bar of the Year, as the region is so vast and the competition area enormous," says Claire Alexander, owner of The Ebrington Arms. "It was so nice to be singled out for lots of aspects of our business, from our focus on organic food to our décor and marketing as reasons why we were chosen."

"As ever, it's all about the amazing team of people that work with us at The Ebrington Arms. They always go the extra mile and are genuinely proud of what we've achieved together. A huge thanks to the National Pub & Bar Awards for taking the time to reinforce the importance of our pub heritage and recognise us all as pub heroes!"



WALES

THE GRIFFIN, DALE

A big reason for The Griffin being named the Wales Pub & Bar of the Year is the level of care that goes into the operation. Without such genuine care and consideration for customers and the experience they have, a venue has no place in the hospitality industry. The pub is family-friendly and informal, and, as a result, it is memorable for every person who walks through its doors.

"We've owned The Griffin for nine years and this is a huge achievement for us and our fabulous team," say owners Simon and Sian Vickers. "Years of hard work, passion, love for The Griffin and what we do is being recognised nationally. Overjoyed and super proud... thrilled beyond belief!"



WEST MIDLANDS

THE CANAL HOUSE, BIRMINGHAM

The winner of the West Midlands Pub & Bar of the Year could teach the trade a thing or two about investment. The refurbishment that took place at The Canal House was nothing short of spectacular, and has turned around the fortunes of the building as well as the surrounding area. In fact, when Pub & Bar announced that this site had won Best in County, the team were contacted by local bloggers to commend the choice for that area. If the locals love it, the New World Trading Company must be doing something right. ➔





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REGIONAL WINNERS



YORKSHIRE AND THE HUMBER

ROXY BALL ROOM, BOAR LANE, LEEDS

So often this industry is told how you must never stand still when running a successful pub and bar business. Well, Roxy Ball Room, the winner of the Yorkshire and the Humber region, is a site that pushes the on-trade into trying new things and giving customers different reasons to leave their home. The modern on-trade is awash with thoughts and ideas around the newly developed 'experience economy'... an economy within which Roxy Leisure is currently booming.



KEGSTAR TAPROOM OF THE YEAR

DOGTAP, ABERDEEN

While a taproom primarily exists to showcase a greater range of beers from the business in question, the overall experience can be determined by the operational elements seen in pubs and bars. DogTap from BrewDog showcases cleanliness, staff knowledge, hospitality, clean lines... the list goes on. This is why the National Pub & Bar Awards partnered with Kegstar to showcase how far taprooms have come over the years – to shine a light on this thriving part of the sector.



LAMB WESTON PUB CHEF OF THE YEAR

RICHARD WILLIAMS OF THE CHURCH INN


The level of creativity and professionalism coming out of the kitchen at The Church Inn was wonderful to observe when finding 2019's Pub Chef of the Year. The food offer at a pub or bar can be the driving force that creates loyalty from anyone who steps through the door. While chefs are often working hard behind the scenes, their creations are the stars of the show, delivering measured and consistent dishes to an ever-foodie consumer base. Richard Williams works hard on the sourcing of produce in order to deliver a contemporary menu that also features modern takes on pub classics. The kitchen is also wonderfully accommodating of all dietary requirements, even if listed menu items need to be adapted to suit. It's an all round first class experience.



MARSTON'S TELECOMS TECH-SAVVY PUB OF THE YEAR

ROXY BALL ROOM

Roxy set themselves apart by doing something out of the ordinary – the business app is a big leap forward in their development. The app uses technology to provide deals and discounts to customers, as well as venue information, menus, updates and much more. Marston's Telecoms were also really impressed with Roxy's social media platforms. They hold monthly social media competitions, giving their customers and followers the chance to win a variety of prizes.

It's crucial hospitality venues stay up to date with the latest technology in order to keep customers happy, to stay appealing and ahead of the game and to maximise on marketing opportunities and that's exactly what Roxy are achieving with their app. 

The young ones

Two pub professionals discuss their journeys from spring chickens to ruling the roost of their respective operations

As much as we discuss the importance of appealing to the next generation of pub goers, we must acknowledge that getting new, young people behind the bar is just as vital. In order for the industry to grow and succeed year after year, it needs to have a fresh, capable set of shoulders to sit on.

Unfortunately, getting young people into a career in any part of hospitality is not easy. We are constantly hearing that schools and parents don't encourage it enough, training is outdated and people's perception of the work and hours involved make it an unattractive prospect. Considering so many people begin their work experience with a part-time job in this sector, it is quite shocking that this is the case.

So, how have young, fresh faces, who have successfully risen through the ranks to create a career for themselves in pubs, done so? Two publicans tell us their story.



STEPPING STONE

It takes more than just an individual to take an interest in a career in pubs and bars – there needs to be support and opportunities provided by the sector.

“Star’s ‘Just Add Talent’ model has given me the support and confidence to make the move from manager to being my own boss, employing my own staff and having my own business,” says Parol. “As a new recruit, I received a week’s induction training on every aspect of running a pub. I was sceptical about what it would add to my knowledge, but I learnt more in that week than in 11 years of working in pubs. It was also a fantastic chance to meet up and share ideas with other operators.

“The support is excellent: off the shelf menus, drinks stocking guidance and back office systems and technology are all provided. It enables me to concentrate on front of house and get to grips with running my own business for the first time. I’ve also got a dedicated business development manager I can call on. He’s a brilliant sounding board but leaves me to run the pub, which is just the level of involvement I need.

“Before opening The Lord Reresby, Star provided a week’s training for all my staff. It was invaluable. We opened on Mother’s Day weekend and the pub was packed. Though all of the team were new to the trade, they coped brilliantly. The training is on-going as the team has access to CPL’s online training.”



Tom Parol at The Lord Reresby

Tom Parol

**29, licensee of
The Lord Reresby,
Thrybergh, South
Yorkshire**

WHAT WAS YOUR FIRST JOB IN A PUB?

I started out part-time in a working men’s club while I was in my last year of school. I had no thoughts of a career in the pub trade – it was just a way of getting some spending money. I continued there during my first year of university, where I was studying English Literature.

When the manager left, I was asked to cover the role until a new person was recruited and, after two weeks, I was offered the job. I was thrown into the deep end with my management role. At 19, I was the youngest member of a team of nine but also ‘the boss’.

WHAT MADE YOU FALL IN LOVE WITH WORKING IN PUBS?

During my two years behind the bar, I’d discovered I loved the social side of the job, and I knew I wanted to make a career in the industry. As I took on management responsibilities, I found I got a real buzz from the business side, too. I set myself a sales target every day and always aim to beat it. Acquiring debts with no guarantee of a job at the end of my degree seemed pointless. I wanted to get on the ladder and take the shortest route to having a pub of my own. ➔



YOUNG BLOOD IN PUBS

WHAT LED YOU TO THE LORD RERESBY?

Eight years later, the pub closed and I became manager of a local bar. It was a brilliant job but, last year, I saw that Star Pubs & Bars were recruiting for a new operator for The Lord Reresby in my home village of Thrybergh. It's the village's only pub, had been closed for two years, and a £650,000 refurbishment was planned to reopen it. It was available on Star's new 'Just Add Talent' agreement. It was the next step up from being a manager and would give me the challenge of having my own pub, but with limited risk compared to a lease or freehold. It was the right pub, the right agreement and a fantastic chance to have a fully refurbished pub of my own for just £4,000 of my own investment. All this at the age of 29. The village loves its revamped pub and having the local back, sales are three times forecast, and I'm on track to earn twice what I did as a manager.

WHAT IMPACT HAVE YOU LOOKED TO MAKE DURING YOUR CAREER?

From the outset, I've wanted to create the best environment for my customers and make money for myself and the company I was part of.

Now that I'm an employer, I want to help my staff to progress in the pub industry. I had to recruit a whole new team for The Lord Reresby and had 50 applications for eight jobs. I went for personality over experience, so I could train them to deliver the high standards of service I want for customers. They're a young team – the oldest is 24. Most of them started part-time, but we've been so busy they're now nearly all full-time. Working in a beautiful pub that is proving so popular has motivated them, and seven of the team now want careers in the industry, too. I'd like to help them on their way.

Looking to the future, when the time is right, I'd like to have a leased pub and ultimately build up a group of three or four.

WHAT WOULD YOU SAY TO YOUNG PEOPLE TODAY ABOUT GETTING INTO THE PUB TRADE?

If it's 9-to-5 you're wanting, it's not for you. But if you're not afraid of hard work and enjoy socialising and hospitality, go for it. The rewards are there, and you'll get out what you put in. Look around and make sure you sign up with a pub company that will support you and is committed to investing in pubs.

HELPING HAND

Shelley Castle, recruitment co-ordinator at Shepherd Neame, details how the company encourages young people to consider a long-term career in pubs.

"We have a number of entry level roles with extensive training provided, perfect for young people joining the industry. We are also pro-actively targeting new recruits by attending careers fairs at colleges and universities and other events to ensure that they are aware of our company and the opportunities we can offer. This summer we will be rolling out a comprehensive apprenticeship programme which will provide a clear pathway of development from entry level positions to management."



Mike Crocker at Manor Farm Barn, Southfleet



Mike Crocker

26, general manager of The Boathouse, Yalding, Kent

HAD YOU EVER CONSIDERED A CAREER IN THE PUB TRADE?

Not really. I grew up in Gravesend and carried on living at home when I went to study film production at the University of Greenwich. While I was at university, I began working as part-time bar staff at the Manor Farm Barn in Southfleet. I quickly discovered that I enjoyed the buzz of working in such a fast-paced environment, where every day was different. I also loved working as part of a team, and the camaraderie that comes with that. I realised that I wouldn't be happy in a typical office job. Once I had completed my ➔

Now that I'm an employer, I want to help my staff to progress in the pub industry



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YOUNG BLOOD IN PUBS

degree, I joined Shepherd Neame as a full-time supervisor and have progressed to management level.

WHAT HAS YOUR EXPERIENCE BEEN SINCE?

I have worked at a wide range of sites, including The Wharf in Dartford, The Sun in Faversham and The Spitfire in Kings Hill. When taking on my first general manager role at The Boathouse, my goal was to draw upon that experience to build the pub's reputation both locally and wider afield. My aim is simple: to put the focus on the customer and ensure that they want to return.

WHAT SUPPORT AND TRAINING HAS BEEN AVAILABLE TO YOU?

One of the best things about working for Shepherd Neame is the wealth of training that's available. The courses cover all aspects of the industry, from cellar management to beer and food matching and food hygiene. Shepherd Neame also offers lots of internal networking opportunities for its staff, which are really valuable as we are able to share our experiences and support each other. I'm a great example of what can be achieved if you work hard and take advantage of the opportunities on offer. I'm only 26, and I'm now managing one of its flagship sites.

DO YOU HAVE ANY ADVICE FOR YOUNG PEOPLE ABOUT WORKING IN PUBS?

There is still a widely held belief that working in a pub is a temporary thing, offering flexibility so it can be fitted in around studies or other activities, or used as a stopgap while pursuing another career. In fact, working in the pub industry is an exciting, fulfilling career in itself. There are a huge number of opportunities available in the industry, and you will be able to use your skills anywhere in the world. P&B

I realised that I wouldn't be happy in a typical office job



Ship & Trades, Chatham



Mike Crocker at The Boathouse


 NESCAFÉ
AZERA

TAPPING INTO THE NEXT GENERATION

More than three quarters (78%) of Generation Z think pubs need to make themselves more inviting to customers who don't drink alcohol*, latest research from Nescafé® Azera® has revealed.

In the last decade, the number of UK pubs and bars has fallen from 52,000 in 2001 to 38,815 in 2018. Furthermore, Generation Z (18-23 years) are drinking less alcohol and less often than Generation X (37-53 years), with beer sales falling from 34.5m barrels in 2000 to 26.9m in 2017***.**

According to Nescafé® Azera's® research, the next generation are looking for more from a pub's drinks menu with a third saying they want seasonal and interesting non-alcoholic drinks*, and one in five are looking for iced or speciality coffee*.

It is this changing attitude towards pubs and the 'drinking experience' which has inspired the launch of Nescafé® Azera's® Nitro-Generation report.

Lynn Little, Pubs, Casual Dining and Hotels Channel Lead at Nestlé Professional®, explains more:

"The pub industry has been hit hard in recent years, trying to retain regular custom and stay afloat. We wanted to provide the on-trade with a deeper understanding of what the next generation of customer wants from its local."

"The Nitro-Generation report brings together new research from Nescafé® Azera®, industry insight from the British Institute of Innkeeping (BII), expert advice from a best-selling author on hospitality experience, plus consumer viewpoints from YouTube and Instagram personalities at the heart of what matters to Gen Z. It's a great source of inspiration for pubs and bars looking to evolve their offer." ^{PUB}

Download your copy of the Nescafé® Azera® Nitro-Generation report at:
www.nestleprofessional.co.uk/NitroGeneration



NESCAFÉ® AZERA® NITRO

43% of Gen Z are more likely to order coffee in a pub if cold coffee options are available.

Nescafé® Azera® premium iced coffee comes in two formats to suit different out of home needs. The Nescafé® Azera® Nitro cans are infused with nitrogen for a smooth taste and perfect pour. And exclusive to out of home, a cold brew black coffee is ready to serve over ice or nitrogen-infused through an on-tap solution. All options are ideal for quick cocktail creations or straight serves.

www.nestleprofessional.co.uk/nitro



GEN Z AND THE PUB

Public House

84% of Generation Z said the interior of a pub would influence their decision to visit, compared to 65% of Generation X

Pub Club

The vast majority (85%) of Gen Zers would like their pub to offer more than just a drinking experience*. 45% listed a good food offering as a priority and 40% want added leisure and social experiences*.



BEERLIEVE IN THE BEST

Craft beer continues to bring in new fans, but
the hard work doesn't end in the brewery

WORDS: CHARLOTTE MELLOR



What is a pub without beer? It's something pub goers expect in each and every one, but these expectations have developed to include certain styles and brands served to a high quality. The trouble is that tradition does not instantly lead to a satisfying experience. All too often customers are let down, whether it's by the range on offer, a flavour profile that doesn't appeal to their palate or a lack of maintenance that results in a poor serve.

While there are some things that are clear-cut to ensure best practice, you can't help but feel a sense of confusion around beer of late, which doesn't help publicans. A wave of new brands is giving them too much to choose from – it can be a minefield to tell which are the best to serve behind the bar – and while craft beer remains a term that appeals to consumers, what they actually interpret as craft beer can change from one person to the next.

According to SIBA's British Craft Beer Report, 42% of consumers think that craft beer must come from an independent brewer. Does this mean that when Beavertown sold a minority

stake to Heineken last year, it was no longer craft beer? Whatever the case may be, people want craft and pubs can't escape it.

"Undoubtedly, we'll continue to see significant growth of the craft beer market in 2019," says Jean-Paul Russek, business development manager at Admiral Taverns. "What's more, this growth in demand is helping to energise the wider pub sector, bringing a wave of new customers into our community locals nationwide. With more than 200 individual beer styles to choose from, consumers enjoy the huge variety on offer and they are quickly building their knowledge around these products. As a host of new brands enter the market, this is pushing craft brewers to improve their offer and quality of their products to stay competitive."

Craft beer is especially important if pubs want to attract younger consumers, a group which has been reported to be frequenting pubs less and less.

"On-trade visits by 18 to 24-year-olds are falling year on year, with the number of times per week they go out for a drink falling by 20% over the last decade," says Jerry Shedden, category and

BEER

trade marketing director at Heineken UK. "Craft beer is key to bucking this trend as it has done a great job at re-popularising and engaging consumers in beer, especially the 18 to 24-year-old demographic, so it's important to add craft choices to your range."

The new and interesting styles now on the market as a result of the experimentation in craft beer have introduced people to the category for the first time. Much of this has been driven by different, more palatable flavours that tend to be less bitter than traditional ales, and an increasing health-conscious population who may be on specific diets that have previously excluded beer.

ALE FOR ONE AND ONE FOR ALE

The development in the beer category has aimed to enable every individual to find at least one that suits them. People who don't usually favour the flavour can experiment with alternatives, such as chocolate stouts, plum porters and mango IPAs. This has opened up the category to demographics who may not have considered it before.

"The craft beer movement has presented many more palatable options for consumers," says Gail Bunn, marketing manager for Brewhouse & Kitchen. "While lager has dominated the market for the past 50 years, a quarter of women would now rather drink alternative styles of beer than lager. Now, craft brewing has opened up the possibility for experimentation, allowing the market to become filled

A quarter of women would now rather drink alternative styles of beer than lager



2%

OF UK ADULTS THINK CRAFT BEER CAN BE MADE BY A MULTINATIONAL, GLOBAL BREWER

(Source: SIBA)

43%

OF CONSUMERS THINK CRAFT BEER CAN ONLY COME FROM A SMALL BREWER AND 42% THINK IT MUST COME FROM AN INDEPENDENT BREWER

(Source: SIBA)

THE NUMBER OF PEOPLE DRINKING BEER MORE THAN ONCE A WEEK DECLINED 5% FROM 26% IN 2017 TO 21% IN 2019

(Source: SIBA)

THE PROPORTION OF 25 TO 34-YEAR-OLDS DRINKING BEER MORE REGULARLY THAN ONCE A WEEK HAS FALLEN FROM 26% IN 2017 TO 16% IN 2019

(Source: SIBA)

45%

OF CONSUMERS ARE HAPPY TO PAY MORE FOR GENUINE CRAFT BEER

(Source: SIBA)

with interesting, unique flavours that satisfy the 10m Brits who prefer craft beer to mainstream beers."

Experimentation with craft beer has not just driven new flavours – brewers have worked hard to alter the brewing and fermentation process so that more beers can cater to more diets, whether that's cutting down on alcohol consumption or being unable to have gluten.

"As a nation, we are more mindful than ever before about what we eat and drink, with nearly three-quarters of us saying we try to lead a healthy lifestyle," says Budweiser Brewing Group UK&I's Rory McLellan. "As a result, we're looking to reduce both our alcohol and calorie consumption, and are increasingly choosing no and low alcohol drinks. In fact, the no and low alcohol beer segment is growing at nearly twice the rate of the 5% ABV+ segment (9% vs 5%), which demonstrates a strong opportunity for pubs and bars."

We know that the fastest-growing diet in the UK is veganism, with people cutting out eggs and dairy from their diet. However, worryingly, people may not realise that some beer is not vegan, particularly cask ale. However, Andrew Walton, head brewer at the Goose Island Brewpub, stresses



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It is vital for staff to understand the ideology behind each beer

that new customers should be encouraged to not shy away from cask.

"It is important to encourage younger drinkers to choose cask, as without it there is a fear that it will become only a small addition to the brewing industry, rather than the foundation it should be seen as," he says. "Cask is the baseline of the history of brewing, and it comes with such a built-in heritage that is so special and unique. Without cask ales we wouldn't have the beer offering that we do so it does need to be appreciated, not only for the taste, but for the history it brings us."

Different flavours and new styles may be making beer more accessible to more people, but one important aspect stands above all of this – quality. Pub and bar customers want a beer that tastes good, looks good and feels good, whether it's from a small batch producer or a familiar brand, from a cask or out of a bottle.

POURSOME BEER

Is there anything as bad as a bad pint? Better yet – is there anything as good as a good pint? The quality of the beer served can make or break the customer experience and determine whether they return to the establishment. Unfortunately, beer is a precious liquid and there are many factors to consider that, if bar staff get complacent on, could make it unsellable.

"Hygiene and temperature are imperative to running a good cellar, especially in regards to cask ale conditioning correctly," says Daniel Davies, general manager of the Goose Island Brewpub, Shoreditch. "It's important to prevent off flavours and aromas in the beer and ensure correct conditioning.


Cleaning lines religiously every seven days ensures the cleanest beer possible at all times."

In 1997, Cask Marque was launched to promote best practice of storing and serving cask ale with a campaign that has become recognised nationwide. Customers associate pubs that have the Cask Marque symbol on their door as serving beer to a high quality. Understanding that any beer should be served to such high quality, and celebrated when done so, the same organisation launched Beer Marque this year, which you can find out more about in the drinks news on page 52.

In order to serve beer to such a high quality and gain the symbol on their door, pubs need to put their trust in their staff to deliver standout service. This includes line cleaning, glassware sanitation and a proper pouring technique, but in order to do this consistently well, there needs to be staff education in the beers so that they respect the level of work and effort that has gone into making them. No brewer wants their craftsmanship to fall flat once it's out of their hands and on the bar.

"When producing high quality beer, it's important to ensure that our staff are aware of the complexities and provenance involved in the processes and taste," says Davies. "We want them to try the beers and be involved in brewing as much as possible."

Davies claims that this knowledge and passion can easily be passed onto the customer when they're being served, if bar staff take the time to communicate and share with them. This is a popular opinion, as Andy Pincock, head brewer at Wood's Brewery, says: "We would recommend operators invest time in staff education to ensure their knowledge can help drinkers navigate the range of choice available. Staff education is crucial when promoting craft and cask beer as customers now want to know more about the story behind the beer. It is vital for staff to understand the ideology behind each beer, so customers are informed and invest in unfamiliar brands."

Whether guests are cask connoisseurs or keener on craft, staff knowledge and training will make whatever's in the bottle, glass or even can taste better. Bar staff need to be on it and managers need to be on them to maintain an environment that is tip-top for tippable at all times. Say that five times fast after a few brews. 

24%

OF CONSUMERS WOULD BE MORE LIKELY TO VISIT A PUB IF IT HAD A GOOD SELECTION OF CRAFT BEER

(Source: SIBA)

1 IN 3

PINTS ARE SERVED VIA A BEER LINE OVERDUE A CLEAN

(Source: Vianet)

71%

OF PUBS ARE NOT ACHIEVING THEIR TARGET POURING YIELD

(Source: Vianet)

PUBS ARE OVER RANGING BY AN AVERAGE OF 3 PUMPS

(Source: Vianet)

22%

OF PUBS IN THE UK SERVE BEER AT THE WRONG TEMPERATURE

(Source: Vianet)

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* Source: McKinsey - Western Europe's consumer-goods industry in 2030 ** Source: Mintel, March 2017

*Source: One Source of Truth; Net Revenue Growth vs LY 2016, December YTP



BEER BRAND BUYOUTS

WORDS: TRISTAN O'HANA

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BEER BRAND BUYOUTS

The last few years have seen a number of big brewers snap up small craft beer brands. What does this mean for the market and is there more to come?

Let me take you back to Christmas 2015. The Lewisham and Greenwich NHS Choir topped the charts with 'A Bridge Over You'; David Cameron was gearing up for a smooth-as-ya-like EU referendum; and back at Camden Town Brewery, Jasper Cuppidge was about to receive one Hells of a stocking filler.

In a gigantic £85m deal, Cuppidge sold his brewing business to AB InBev in what some would argue was the high-profile deal that triggered a number of substantial beer brand buyouts in the years that followed.

Of course, those people would perhaps be forgetting the sale of Goose Island to AB InBev in 2011 or even SABMiller scooping up Meantime in 2015, just a few months before the Camden Town deal. However, for whatever reason, it's the far and wide distribution of Camden Hells and its other eponymous brands that sticks in the memory of so many.

As with any big money merger, come Christmas 2015, the industry was shaken and stirred through a whole host of reaction. Friends of Camden congratulated Cuppidge and his team, as did a number of pub and bar operators. Then, on the flipside, independent brewers and retailers condemned the move, citing the damage it does to smaller brewers who subsequently lose out on distribution, stocking opportunities and various other business prospects. We all saw BrewDog bartenders ripping Camden Hells right off of their beer boards, right? It sent a clear message to their guests and, as always, did their PR reach no harm either.

So what followed? Well, some of the headline grabbers were Carlsberg buying London Fields in 2017; Heineken taking a £40m minority stake in Beavertown (June 2018); Magic Rock being acquired by Lion just two months



after that; and then Fuller's caught everyone off guard earlier this year by selling the entirety of its brands to Asahi. I'd argue the latter ruffled the most feathers, as millions watched what they saw as the pride of British beer head off on a new frontier. We're all still watching those beers and ciders very closely.

WHO CARES?

That's the question, isn't it? Before writing this piece, I got thoroughly lost in an online sea of opinions, arguments, justifications, squabbles and sensibilities over big brewers buying out beer brands – all in the name of researching who cares and why. By and large (and this could be down to the company I keep on social media platforms), the majority of those

who want to lend an opinion – damning or otherwise – are in some way linked to the industry in a professional capacity. They know brand history and can offer a measured perspective on what these deals mean for the businesses involved, large and small. While this consideration is 100% vital, just how much does that matter to pub and bar operators and the customers they serve? It's a tough one to call.

Let's take my friendship group. Despite associating with me, they typically have good taste. We just about creep into the millennial bracket, most of us have a beard of sorts, and all of us have enjoyed the craft beer wave of the last five or six years. What's more, we're still regular visitors to pubs and bars. I can remember the first time I heard



If the appetite for so many craft breweries begins to plateau, will the larger brewers still want to invest in big money acquisitions?

one of them say: “Oh, mate, they’ve got Punk IPA on tap.” Then it was: “Oh, mate, Camden Hells...” More recently, “Neck Oil, mate” is the favourite of the month, with each buddy genuinely excited about the increased accessibility of what was previously a rare(ish) find. However, what’s important to point out here is that even with the rich stars of the show taking up more room on the bar, my friendship group continue to ask bartenders about the other beers on tap. The fact that big brewers own these brands doesn’t seem to come into it – in fact, none of my friends even know who owns what. They just want a beer.

SHOULD THEY CARE?

Of course, there are arguments that the general consumer should pay more attention. It’s hard not to get swept up in the David vs Goliath metaphor when it comes to big brewers buying out beer brands and the effect that has on those brewers that haven’t sold up/received investment. There’s no denying that with supermarkets moving into single can sales of craft beer, bottle shops and, to a lesser extent, pubs and bars are even more up against it. Many would argue that such brand buyouts are already having a negative impact on craft breweries.

When Heineken invested in Beavertown last summer, we received a number of emails offering opinion on

why craft brewery sales would become an industry-wide trend. However, such a trend can’t continue if fewer breweries of this size are in operation. In February, The Telegraph reported that 434 breweries opened in the UK in 2017, falling more than 15% from the 520 that launched in 2016. If the appetite for so many craft breweries begins to plateau, will the larger brewers still want to invest in big money acquisitions? Jonny Forsyth, global drinks analyst at market research group Mintel, told The Telegraph that “there is still growth, but the market is now much tougher for new entrants” and goes on to say that “if someone asked me to invest in a craft beer company now, I’d say ‘no way, that ship has long sailed.’”

I’m not so sure you can confidently link Forsyth’s perspective to that of AB InBev or Carlsberg, but as the latter ramps up its own-brand marketing under its new ‘probably not the best beer in the world’ message, does the Mintel man have a point? Lion has made no secret of being open to further brand purchases, neither has Heineken, but with no rumours waiting in wings, are we set for a quieter period in beer brand buyouts over the next few years, or is another Fuller’s/Asahi deal waiting to land with an almighty thud of controversy? I know I’m supposed to know about this sort of thing, but right now, your guess is as good as mine. 





Meet your match

A guide to finding the right warewashing machine for your particular pub or bar

WORDS: JESSICA BROWN



A Classeq option in the kitchen

As many pubs and bars trade from morning 'til night, they are constantly reliant on equipment. Integral to every outlet is their warewashing machine, which is crucial to keeping everything from coffee cups to cocktail shakers clean. But when investing in a warewashing machine, there are many factors to consider, and it's a balancing act between price, quality and necessary features.

First and foremost, when it comes to investing in a warewashing machine, it's important to think long-term.

This means considering how much water it uses per cycle, if it will provide reliable results wash after wash, and how much energy is lost when heating up the water.

KEEP IT SIMPLE

One of the most important things to consider is to keep it simple, says Adam Lenton, marketing manager of Classeq.

"It's easy to become seduced by advanced features and options that are rarely used correctly and can often over-complicate the operation of the machines, potentially leading to poor wash results," he says.

Warewashers that feature straightforward button controls and universal signs, on the other hand, make it as easy and straightforward as possible for staff members to operate on a daily basis.

Bob Wood, director of DC Warewashing & Icemaking Systems, advises familiarising yourself with each of the machine's in-built features and some of the optional add-ons.

"An over-specified machine will have rarely-used capacity and features which you do not require for your operation and from which you may never benefit," he says.

Many of these features will affect the price of the machine, meaning you could be paying for features you don't often use. Some may also incur higher running costs. ➡



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WAREWASHING

Tim Bender, sales director at Hobart Equipment Division UK, says a dishwasher that is used for lighter duties may not need to have all the features that a machine being used eight hours a day might have.

"A machine that struggles to cope with volume at peak times, or one that regularly needs to be emptied and refilled, can ultimately cost the operator more in the long run than purchasing a more expensive machine at the outset," he says.

In terms of the feature you most likely will need, Wood advises looking for a machine that offers a reduced water cycle consumption, producing the optimum balance between water usage and hygiene.

"To keep costs down, ensure that the machine is double skinned and preferably insulated," he says. "Look for wash pumps and assemblies that use less power but increase pressure. Selectable cycle times will save energy while helping improve productivity and give you flexibility in the kitchen."

Wood also advises opting for insulated boilers, to ensure lower running costs and improved boiler recovery times, a low-

It's easy to become seduced by advanced features and options that are rarely used

volume wash tank that saves on water, electrical and chemical consumption, and a steam heat recovery system, which will give energy cost savings and remove nearly all of the steam created during the wash cycle.

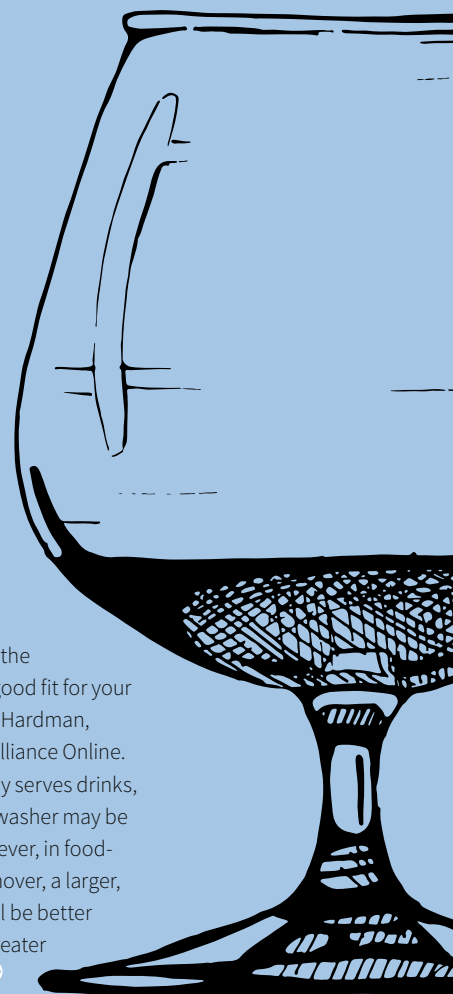
And whichever machine you choose, no matter how simple, it's also important to train staff to use it properly, says Bender.

"Machines may be easier than ever to operate, but sites need to ensure that staff training on correct usage doesn't become an afterthought, especially in light of potentially high staff turnover," he says. "We urge all sites to place a greater emphasis on staff training to ensure warewashers are properly

operated and prevent potentially disruptive and costly breakdowns."

MAKE IT PERSONAL

It's important to ensure the washer you opt for is a good fit for your premises, stresses Mike Hardman, marketing manager at Alliance Online. If you're a bar that mainly serves drinks, an under-counter glasswasher may be all that is required. However, in food-led sites with a high turnover, a larger, commercial solution will be better equipped to handle a greater volume of tableware. ➔



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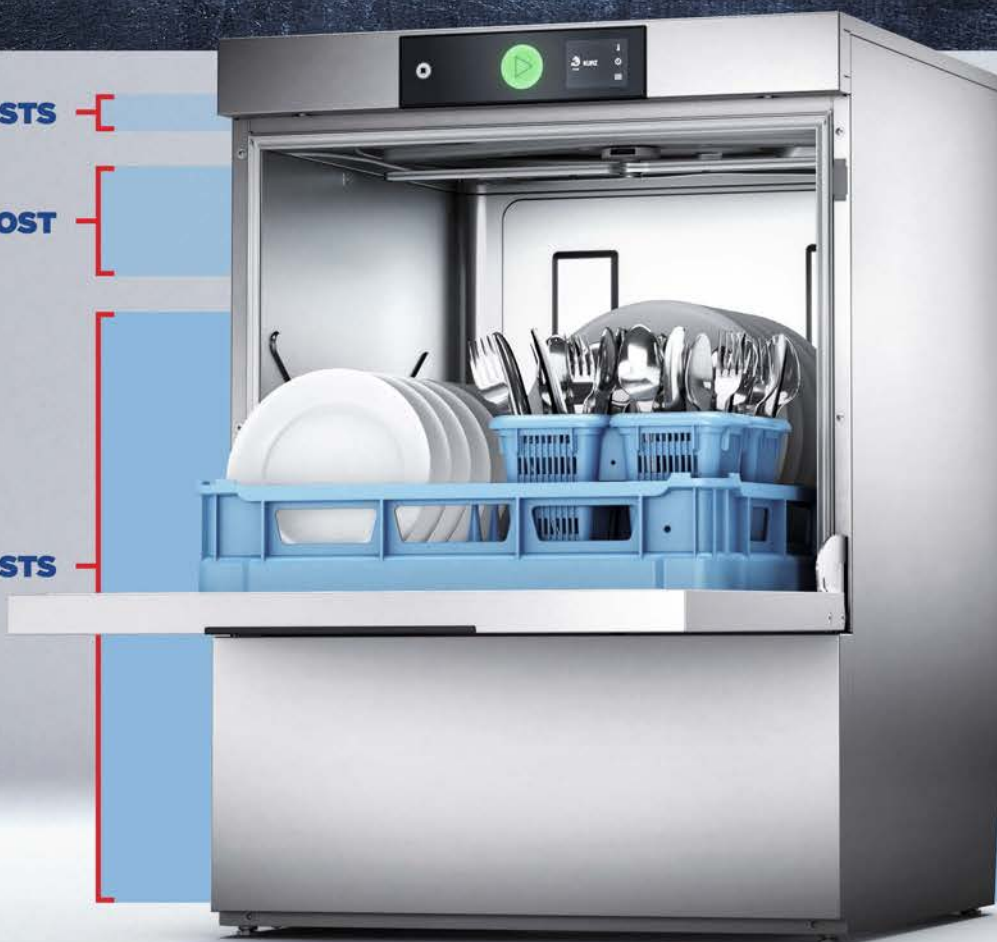
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Crystaltech showing its results



Many warewashers are often switched on well before they are used and may sit on standby for long periods

An operator then needs to consider the other key metrics of a warewasher, such as rack size and cycle time, which will both impact on how much energy it uses. Rack size relates to how many items can fit in the warewasher during a wash and it will reduce energy consumption if the racks are fully loaded.

“For establishments with a larger turnover of used tableware, it is essential the cycle runs long enough to sufficiently clean items to a high enough standard first time to avoid unnecessary and costly second cycles,” warns Hardman.

GET SMART

If a warewashing machine breaks down, this can be a nightmare for operators, especially as many sites have only one dishwasher and one glasswasher.

“This is why the ability to remotely monitor the operation of warewashers is a huge bonus – and that’s where connectivity and the connected kitchen come in,” says John Whitehouse, chair of CESA. “Connecting a warewasher to the internet has the potential to deliver huge benefits. A connected warewasher will reduce costs, help make your business more efficient and reduce equipment downtime, as well as maximising the lifetime of equipment.”

BE SUSTAINABLE

Operators are increasingly looking for ways to be sustainable, and warewashing equipment is no exception. Thankfully, warewashing manufacturers are making big strides in developing machines that use less power, water and chemicals.

Bender says sustainability can no longer just be an afterthought, and is now a responsibility for all operators. In the case of warewashing equipment, being sustainable can lower water and energy costs, lessen machine downtime and create greater operational longevity.

“One way of improving energy efficiency is to consider the downtime of catering equipment,” adds Bender. “Many warewashers are often switched on well before they are used and may sit on standby for long periods in between washes. In most of these cases, it is more energy efficient to drain the machine down and refill again later in the day.”

Heating water is the biggest use of energy, so it’s important that a machine has compact wash tanks which use low amounts of water.

“Of course, hot water is imperative for hygienic wash results and at the end of a wash cycle,” Bender continues. “A drain heat recovery system fitted to a machine can ↻

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A Winterhalter machine in action

harness this energy and return it to the dishwasher.”

He advises using eco modes to reduce energy consumption – however, bear in mind that this will mean the wash cycle takes longer to complete.

Paul Anderson, managing director of Meiko UK, agrees that it's important to use machines that minimise both water and energy consumption. He argues that it is “common sense” to switch to energy-saving equipment that also saves the most water – and that there are plenty of energy-saving options on the market to choose from.

“The UK could be facing droughts and water shortages in the next 10 years, which will limit our ability to grow water-hungry crops such as salads and leafy vegetables, and where would the pub trade be without salad?” asks Anderson. “We must help the environment by using water more wisely; stopping taps running non-stop and fixing those leaks and managing our training so that staff are motivated to contribute.”

Up to 90% of carbon emissions, and therefore energy usage, occurs during the in-use phase of a warewasher, says Paul Crowley, marketing development manager of Winterhalter UK. He advises prioritising looking for machines that address this issue, such as opting for one that will recycle the energy from the machine's steam and waste water, which would normally escape when the door is opened or when the machine is drained, to heat the incoming cold water.

As well as energy, this also means saving water. Whitehouse warns that water is a “critical issue”.

“If your machine uses less water, it will need less power, since most power is used to heat the water,” he says. “Plus, using less water means using less detergent and rinse aid, and less water going through will extend the life of the water treatment system, too. This is why manufacturers have developed technologies to keep the wash water cleaner for longer, such as sophisticated multiple filtration systems.”

Another feature to look for is variable wash cycles. This will mean that if your crockery is only slightly marked, you can run a quick programme using less water, power and chemicals.

It's also important to bear in mind how caring for your machine can affect water usage.

“It is not just the latest warewashing machines that can save water and energy, but also improvements in external factors, such as using the correct type of cleaning chemicals,” says Derek Maher from Crystaltech. “This can enable the lowering of wash and rinse temperatures which will result in a reduction in energy consumption and still give sparkling clean results.”

Deciding on the right warewashing machine means taking into consideration many factors, and ultimately it requires operators to think of the long term – both for the pub and for the planet. **P&B**





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PUB REVIEW

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TRISTAN O'HANA EATS AT THE JOKER

Croydon convert The Joker demonstrates the art of refurbishment and guest kitchen partnerships



Croydon is another part of south/south east London tipped for a trend-setting turnaround in the coming years. A Westfield shopping centre is on the way, Boxpark has already arrived and more millennials are using the town as a foot-on-the-ladder location, in the hope that in 10 years' time they'll be smugly selling up to those late to the hype. There is a lot going for the area.

Of course, such places don't miraculously transform just because Westfield clicks its fingers. The effort of independent traders is often the main catalyst behind a shift in public perception of an area's appeal. Don't get me wrong, I know there are thousands of Croydon residents who are more than happy with their hometown, but it's the view of those who might be inclined to visit for a reason beyond a stressful Ikea trip who are beginning to look at Croydon differently. I count myself in that bracket. I once played a gig in Croydon (The Cartoon Club, anyone?) where one of my friends was whacked over the head with a sack of potatoes because he wouldn't give this particular spud a quid. Fond memories.

The truth is I haven't 'been out' in Croydon for many years – my food and drink knowledge of the town is pretty much limited to the traders in Boxpark next to East Croydon station. So when my wife asked if I fancied going for dinner at relatively new set-up The Joker, I was a little taken aback once I saw this place's location. The bar is in South End, Croydon's restaurant quarter, and although it is surrounded by other pubs, bars and restaurants, The Joker has

brought to the area an offer indicative of its debut site in Brighton. Stripped back wall tiles and a mosaic floor show off a refurbishment that highlights the faded beauty of what the Victorian building once beamed. The concrete bar, forests of plants and low-hanging lights feel more California chic than south London bleak.

The Joker is yet another multifaceted concept to arrive in the modern on-trade, catering to guests who are after a range of consumables for various social occasions. Some treat it as a cocktail bar, whereas for others it is a new brunch spot. Then you have couples having a romantic dinner at one end of the site, far away from the office workers who have just lined up a load of shots at the other. Then there are decent beers, Sunday roasts, the lot... The size of the venue allows the team to accommodate all of these tastes without ruining anyone's time there. It's a neat trick if you can pull it off.

We popped in on a Friday evening, where the buzz was as lively as the clientele eclectic. The infectious atmosphere meant that a couple of craft beers – chosen from a decent list – soon turned into a couple of cocktails. The Copper Lemon (Absolut Elyx, fresh lemon, sugar and rosemary) was a winner, as was the Kombucha Margarita (Altos tequila, kombucha, lime and agave). It was only a matter of time before kombucha started finding its way into classic cocktails and, to be honest, it didn't seem out of place at all – a tart sweetness that sat happily alongside old friends tequila and lime.


When it comes to food, the two Joker sites partner with external caterers. In Brighton, the folks from Lost Boys



Chicken man the pass, punching out tangy wings, burgers and curly fries to seaside diners. Should you visit the Croydon pub, you'll be treated to the expert cuisine from a business called Humble Plates, whose Humble Kitchen concept is currently wowing all of those who pass through The Joker's doors. Humble Kitchen offers a range of bar snacks and small plates with a big focus on social dining. Their aim is to bring people together through good food – simple as that. During the week, the menu is broken down into bar snacks, tacos, burgers, fries/sides, and small plates. Then there are the desserts, a brunch menu and Sunday roasts. While the menu tells customers to 'Indulge, Repent, Repeat', I wouldn't necessarily agree with that approach. Indulge, yes, but save yourself the guilt – skip the repent and head straight for repeat.

With tacos at three for £12, we ordered the tuna (with avocado, pine nuts and mango salsa), the sweet potato (with almond salsa and pickled onion) and the halloumi (barbecued with avocado and truffle salsa). I ate some similar

combinations in Mexico last year that weren't a million miles away from this experience, minus the white sand and blue ocean, of course. There are some things gentrification can't buy, I guess. The Korean burger (£9) is a signature creation from Humble Plates and didn't disappoint. Fried chicken thigh, Korean hot sauce, kimchi slaw, pickles and mayo served at a size that leaves room for more from the menu. The mac n cheese croquettes with truffle mayo (£6.50) will fly out of the kitchen all day long, as will the tater tots with garlic mayo and hot sauce (£5.50) – there's that West Coast influence creeping in again.

I loved The Joker. I love the fact more venues like this are appearing in areas you wouldn't expect to find them; I love that I really did want to eat everything on the menu; I love that the pub/kitchen set-up is the result of two businesses coming together; I loved our waiter (I think he was called Josh), who was so attentive and friendly despite being challenged with a busy Friday night service; I loved the food, the drink and the atmosphere; and I love the fact that I know I'll be back. 

PUB & BAR'S BUYER'S GUIDE DRINKS

WINE



ACCOLADE WINES REVEALS HARDYS FOODIES RANGE

Accolade Wines is targeting food and wine pairings with the new Hardy's Foodies Range.

Recommendations are dictated by the bottle label – the shiraz featuring a cow, the chardonnay showing a chicken, and a fish on the rosé bottle. The launch follows research which found that two-thirds of consumers are not confident about their choice of wine when dining out.

accolade-wines.com



NEW 2019/20 WINE PORTFOLIO FROM CROWN CELLARS

Crown Cellars has released its 2019/20 Wine Portfolio.

The collection features more than 500 wines, with 20 new specially-selected wines, five of which are exclusive to Crown Cellars. New options include Domaine Horgelus Gros Manseng Sauvignon, Les Vignes d'Héloïse Pinot Noir Rosé IGP and Pocket Watch Shiraz. Alongside the main brochure is a tasting guide for operators.

crowncellarswines.co.uk



CCEP UNVEILS COCA-COLA SIGNATURE MIXERS

Coca-Cola European Partners has launched new Coca-Cola Signature Mixers designed to be mixed with premium dark spirits.

The range is made up of four cola flavours – Smoky, Spicy, Herbal and Woody – and has been created in collaboration with bartenders. They are packaged in 200ml Hutchinson glass bottles, which are stamped with the signature of their co-creator.

ccep.com

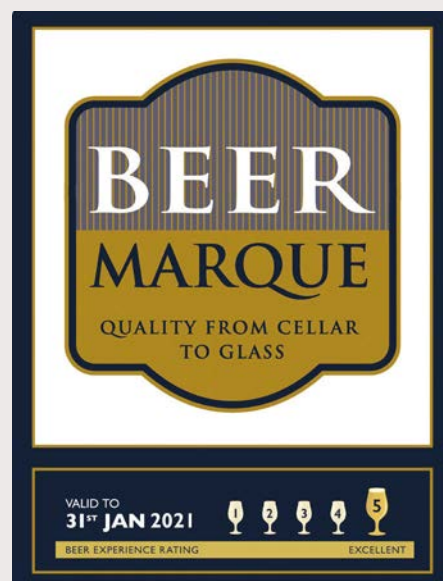


HOXTON SPIRITS EXPANDS INTO RUM

Hoxton Spirits has stepped out of the gin category for the first time with Hoxton Banana Rum.

The rum is made by macerating fresh and dried bananas with Caribbean three to eight-year-old rums for five weeks. While on the nose molasses rum is backed up by gentle banana, the fruit takes centre stage on the palate.

emporiabrands.com



CASK MARQUE LAUNCHES BEER MARQUE

Cask Marque is applying lessons learnt from cask beer to all beer with the launch of a new accreditation scheme called Beer Marque.

The Beer Experience star rating will be based on a cellar inspection, the use of appropriate branded glassware, glasswasher maintenance, ice machine hygiene and staff ability to present the perfect pint.

beermarque.co.uk

FUNKIN COCKTAILS LAUNCHES NITRO CANNED COCKTAILS

Funkin Cocktails has launched its first range of ready-to-drink nitro canned cocktails, designed to enable bartenders to speed up the cocktail-making process.

Infused with nitrogen for a smooth finish, the cocktails are available in four serves: Espresso Martini, Passionfruit Martini, Amaretto Sour and Pink Gin Fizz. Each can has a 5% ABV and a 12-month shelf-life.

funkinpro.co.uk



DIAGEO RESERVE LAUNCHES CÎROC SUMMER WATERMELON

Diageo Reserve has released Cîroc Summer Watermelon for use in summer cocktails.

Made using French grapes, the five-times distilled vodka is infused with the on-trend flavour to offer sweetness and zest to drinkers, particularly within spritz cocktails. The new variant has a 37.5% ABV.

diageo.com

BRIGHTON GIN LAUNCHES SEASIDE STRENGTH NAVY GIN

Brighton Gin has released Seaside Strength Navy Gin, available from Love Drinks.

Following 12 months of recipe development, the new 57% proof gin has four times the juniper and double the fresh orange and lime peel as the original Brighton Gin. It is recommended to be served neat over ice or half and half with tonic and a slice of lime.

lovedrinks.com



ALCOHOL-FREE BEER



BREWDOG PUNK IPA GOES ALCOHOL-FREE

BrewDog has launched an alcohol-free version of its Punk IPA.

Punk AF has a 0.5% ABV and is intended to offer the same flavour as the flagship, with juicy tropical fruit with grassy and pine notes on a solid malt baseline. It is packaged in 300ml cans and bottles.

brewdog.com



BROOKLYN BREWERY RELEASES ALCOHOL-FREE VARIANT

Brooklyn Brewery has added an alcohol-free variant to its portfolio, available from Carlsberg UK. Packaged in 355ml bottles, Brooklyn Special Effects has a piney aroma, a bitter finish and a breadly sweetness from dry-hopping Citra and Amarillo hops. It has a 0.4% ABV due to the fermentation method that limits the amount of alcohol created.

carlsberguk.co.uk

PUB & BAR'S BUYER'S GUIDE FOOD & EQUIPMENT

MOVING MOUNTAINS UNVEILS VEGAN HOT DOG

Moving Mountains has created a plant-based hot dog to follow on from its meatless 'bleeding' burger.

Ingredients include sunflower seeds to make up the base, carrots for colour, onion for a firm and bouncy texture, paprika for flavour and coconut oil for consistency and structure. The 10in, 3cm wide hot dog contains no trans-fats or cholesterol.

movingmountainsfoods.com



FSG EXTENDS RANGE WITH HUSKEECUP

FSG has extended its range to include the HuskeeCup, which features coffee husk – a by-product of coffee production – as a raw material.

The cup has a slim, grippable form with a fin design to protect hands from the heat. It is available in 6oz, 8oz and 12oz and can be paired with a matching saucer. It is also dishwasher-safe.

fsg-tableware.com



NEW NELSON DISHWASHER KEEPS COMFORT IN MIND

The new Nelson Advantage Plus AD51 'Ergo' has been ergonomically designed to avoid the need for the operator to bend.

Positioned somewhere between an undercounter dishwasher and a pass-through, the unit has exactly the same features as its undercounter equivalent, such as thermos-acoustic insulation, top and bottom wash and rinse arms, and seven wash programmes.

nelsonwash.co.uk



HUBBARD SYSTEMS INTRODUCES CRUSHMAN 360

The Crushman 360 is a modular unit designed to be operable with any Dice or Supercube ice machine in the Scotsman range from Hubbard Systems.

Measuring 245mm wide and 490mm tall, with a bin capacity of 48kg, the stainless-steel unit can convert 2kg of Supercubes into granules in 20 seconds. At maximum production, it can crush 144kg of ice in a 24-hour period.

scotsman-ice.co.uk



ALLIANCE LAUNCHES SOUS-VIDE RANGE

Alliance has launched a range of Pure South lamb and venison products cooked sous-vide.

The range consists of seven options including lamb henry, shoulder rack, lamb shank, lamb ribs, pulled lamb, lamb rump and diced venison. They have been cooked to a precise temperature within a sealed pouch and are delivered to operators ready to heat.

puresouth.co.uk



EASY CARRY GLASSES FROM CARLING

New glasses from Carling have been created to help pub goers carry four pints from the bar to their table.

The new design, created with BrandOpus, incorporates vertical grooves, helping the glasses interlock together, while the embossed lettering creates a tactile grip. A wider top and thinner middle creates a natural gap for hands to wrap around the glass.

molsoncoors.com



DR. OETKER PROFESSIONAL RELEASES DEEP DISH 1-OF-5 A DAY PIZZA

Dr. Oetker Professional has unveiled a new Deep Dish cheese and tomato pizza that counts as one of your five a day recommended portions of fruit and vegetables.

The pizza is topped with diced tomato underneath the reduced saturated fat cheddar and mozzarella cheese. The pizza, which has been made with children's menus in mind, is available in a 24 x 170g case.

oetker-professional.co.uk



AAK FOODSERVICE LAUNCHES GARLIC & HERB WHIRL

AAK Foodservice has expanded its Whirl liquid butter substitute range with a new Garlic & Herb version.

The latest variant is a blend of rapeseed and certified sustainable palm oil, infused with garlic and herbs. It can be used for shallow frying, grilling and baking, as well as to make sauces, and is suitable for vegans.

aakfoodservice.co.uk

OVENS



ELECTROLUX PROFESSIONAL LAUNCHES SKYLINE PREMIUMS OVENS

Electrolux Professional has launched the SkyLine Premiums Oven range.

Inspired by smart technology and human-centred design, features include OptiFlow to ensure uniform heat distribution, a Lambda sensor for humidity control across 101 different settings, and T-Xcelerator for rapid pre-heating. It is available in six-, 10- and 20-grid options with a choice of four different hood levels.

professional.electrolux.co.uk



BLISTERING UNVEILS WIZARD ROTISSERIE WOODFIRED OVEN

The Wizard Rotisserie Woodfired Oven is available from Blistering.

The oven is made of clay and encased in a metal jacket with a stable-style door, a stand, wheels and wheel brakes. Once the oven is cured for four hours on a low temperature, it is ready to use. It is recommended for baking pizzas or bread and can accommodate two manual spit roasting attachments.

blistering.co.uk

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harbour location
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circa 100 covers
Owners' 3-bedroom accommodation
Car parking plus former pilchard fish store

The Halfway House, Polbathic, Cornwall



FREEHOLD £350,000
Free House restaurant,
central village location
Traditional style bar/restaurant areas
Newly refurbished 5 bedroom letting
accommodation
Owners' refurbished 2 bedroom flat
Extensive rear beer garden

Lamorna Wink, Lamorna Cove, Cornwall



FREEHOLD £715,000
Landmark Free House restaurant in Lamorna
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areas 50+ covers
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parking and adjacent field
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EVENTS / JULY

SAVE THE DATE 1-14 JULY WIMBLEDON CHAMPIONSHIPS

Wimbledon fortnight returns on 1 July with pubs getting on board with matches on screens, strawberries and cream on dessert menus and plenty of Pimm's behind the bar. The question remains whether Andy Murray will be fit enough to play against his long-time rivals and rising stars, but the two weeks will undoubtedly be full of the bated breath of tennis fans either way.



01

MONDAY TENNIS

Wimbledon Championships (until 14, BBC)



03

WEDNESDAY CRICKET WORLD CUP

England v New Zealand (10.30am Sky Sports)

04

THURSDAY AMERICAN INDEPENDENCE DAY



06

SATURDAY CYCLING Tour de France (until 28)



06

SATURDAY PRIDE IN LONDON



07

SUNDAY FOOTBALL FIFA Women's World Cup Final (4pm BBC)



07

SUNDAY WORLD CHOCOLATE DAY



09

TUESDAY CRICKET WORLD CUP Semi-final (10.30am Sky Sports)

11

THURSDAY CRICKET WORLD CUP

Semi-final (10.30am Sky Sports)



12

FRIDAY BATTLE OF THE BOYNE



14

SUNDAY CRICKET WORLD CUP

Final (10.30am Sky Sports)



14

SUNDAY FORMULA 1 British Grand Prix, Silverstone



16

TUESDAY NATIONAL CHERRY DAY



18

THURSDAY GOLF The Open, Royal Portrush (until 21)



20

SATURDAY ATHLETICS Anniversary Games, London (until 21)



21

SUNDAY LONDON 10K



24

WEDNESDAY NATIONAL TEQUILA DAY



28

SUNDAY FORMULA 1 German Grand Prix, Hockenheim



30

TUESDAY CHEESECAKE DAY



EVENTS FOR AUGUST

- 01 FIRST ASHES TEST
- 02 EDINBURGH FRINGE FESTIVAL (UNTIL 26)
- 10 2019-2020 PREMIER LEAGUE SEASON STARTS
- 24 RUGBY LEAGUE CHALLENGE CUP FINAL
- 26 SUMMER BANK HOLIDAY



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