

EDITORIAL

Dear Friends,

Welcome to the first edition of the Pinnacle Gastro Newsletter. Every three months we will share the latest updates about new products in our portfolio, events and seasonal tips you should not miss out on.

Thanks to you, we keep growing. By welcoming new members, we are becoming a truly international team operating across the entire country which allows us to offer you the best service possible.

In this issue we are introducing fresh trends, innovative ideas and exciting new products including the latest series of WineEmotion systems, an elegant automatic Cafés Richard coffee machine and more tea and coffee products.

Enjoy reading and get inspired by the fresh ideas!

Michael Peh
Director, Pinnacle Gastro

TREND



KNOW YOUR COFFEE BEANS: The Story behind our new Cafés Richard Single Origin

The hottest trend in the world of coffee is without any doubt the Third Wave of Coffee movement. High-quality coffee production, fresh roasting, alternative methods of coffee preparation and seeing coffee beans as an artisanal ingredient rather than a commodity lie at the heart of this exciting movement. Get inspired and experiment with Chemex, Japanese style cold drip or Hario V60 and offer your guests and friends, the best coffee experience possible.

We have an easy trick on how to quickly catch up with the Third Wave movement; use the right coffee beans! Introduce Cafés Richard single origin to your guests and let them experience all the unique flavors shaped by the growing region. People will fall in love with cacao hints of Brésil, apricot and chocolate hints of Colombie, high-grown Costa Rica with its lasting red fruit hints, floral and citrus hints of Moka d'Ethiopie and the gentle and sweet flavor of Sumatra. This exciting selection will certainly meet the high expectations of coffee experts and please the hearts of all coffee lovers.

Moreover, Cafés Richard single origin coffee comes in packaging made of Kraft paper from sustainably managed forests.

The Third Wave of Coffee is mainly about loving and understanding coffee. Cafés Richard has a long, rich history and since the very beginning highly appreciates coffee. To make sure only the finest beans make it into your coffee cup, Cafés Richard stays involved at all stages of the coffee production process, maintains close relations with all shareholders and partners, respects the traditional French roasting style and keeps exploring innovative technologies and methods of coffee preparation.

Summer heat calls for a nice and refreshing drink. Use Cafés Richard single origin coffee to surprise your guests with a fresh taste of Japanese style cold drip coffee! This old method is based on extracting the coffee cold and it is not to be mistaken with iced coffee which is brewed hot and then chilled by adding ice. Read more about this hot summer tip on page 3.

CONTACT US

Should you have any questions or enquires, please feel free to contact us at:

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You can also make an appointment to visit us in our Bangkok or Phuket showroom:

iYara Tower Showroom
5th floor Unit 501-502
2/22 Chan Road Soi 2, Sathon Bangkok

Black Kettle Showroom
177/30 Moo 4, Srisoonthorn Road,
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HOW TO FIND THE PERFECT WINE WITH OUR WINEEMOTION

There is always time for a nice glass of wine! However, with so many options out there, choosing the right one for an occasion can get pretty stressful. Good news is that it does not have to be! Introduce WineEmotion dispensing systems to your guests and let them have fun exploring the exciting world of wine. To experience wine tasting like never before and see WineEmotion in action, visit Wine Connection in Sathorn. Walk around the shop, choose the wine you would like, insert the WineEmotion chip card into the system and select a pouring volume. That is it, well done and enjoy your wine! Keep exploring until you find the wine you love most. A fun and innovative way of wine tasting everyone will love!

Designed and manufactured in Italy, there is a lot of love for wine and understanding of its production and preservation in each of the WineEmotion systems. Using cutting edge technologies, WineEmotion is able to preserve the freshness of a just uncorked bottle for over three weeks. This is not only a guarantee of the best taste but also a great way how to optimize your wine-by-the-glass program and increase your profit.

Our latest WineEmotion series 2 & 3 offer the possibility to store 4, 5 or 8 bottles per system and introduce a new model Quatro+4 with two different temperature sections suitable for white and red wines. The built-in color LED lightening system enables you to change the color of the display's lightening and bring a completely new atmosphere into your venue!

The system is backed up by Wineldea, a professional client-server software. Wineldea allows you to set up everything from price and pouring volume to guest rewarding system, monitors all the activities of the system and emails you notifications for bottle replacement and general cleaning (only applicable with Series 3 models). Simply put, Wineldea makes your job easier than ever.

ANDREAS FROM RONNEFELDT VISITS BANGKOK



It is always nice when Andreas Aufmkolk, Ronnefeldt director of Asia-Pacific & India comes to Bangkok. His last visit in March was packed with fruitful meetings and inspiring conversations. Andreas met the team of Le Méridien and as Ronnefeldt TeaMaster he conducted the tea training.

One of the main reasons of his visit was seeing the soon to be opened 1823 Tea Lounge by Ronnefeldt in Gaysorn Mall. Needless to say we are all very enthusiastic about this wonderful project and we are waiting excitedly for the big opening. Be sure not to miss this great event! Like us on Facebook and we will keep you posted.

Thank you for coming Andreas, always a pleasure to have you here! We are looking forward to seeing you again soon.

NEW CAFÉS RICHARD VENTURA & PREMIUM CAPSULE IN THAILAND

Years of Cafés Richard experience, Parisian style and intuitive technologies are built into the new Cafés Richard Ventura. Premium Cafés Richard capsules are the guarantee for the best espresso.

User friendly Cafés Richard Ventura is an ideal solution for hotels. For example recently, The Surin Phuket has decided to use Ventura for in-room service. Ventura complements the interior perfectly but does not overpower the overall style. Moreover, guests appreciate the quiet operation and the fact that Ventura offers two levels for different cup sizes. Ventura comes in three colours – elegant white, sophisticated red and smart black. The system uses Premium Cafés Richard capsules exclusively. We offer three distinct blends – sweet and aromatic espresso, well-balanced veloute and decaf.



THE UK NUMBER ONE BOTTLED WATER BRAND HIGHLAND SPRING IS NOW AVAILABLE IN TOPS MARKETS & GOURMET MARKETS

It can be the simplest of things that can make us feel good. Our spring water, drawn from protected organic land in the Ochil hills, Scotland, is bottled at source just as nature intended.

For seven years Highland Spring mineral water has been recognized as a leading ethical bottled water brand in the UK. Enjoy the pure taste of Highland Spring Still, perfect for hydration or experience the joy of thousands of little bubbles of Highland Spring Sparkling. The water comes in PET bottles, easy to carry around and elegant glass bottles that will enhance every dining experience.

We are happy to announce that Highland Spring Still in PET bottles is now available in selected TOPS Markets and Gourmets Markets in Bangkok, Chiang Mai, Phuket and Pattaya. Discover the freshness of Highland Spring in two sizes - 500ml and 1.5l.



Besides Highland Spring we also offer you **Speyside Glenlivet**, one of the most exclusive and premium waters available worldwide. This precious water is sourced from the highest naturally occurring spring in the UK.

Speyside Glenlivet has an exceptionally light mineral content leading to an incredibly clean and soft taste which allows all the flavors of the finest food and wine to shine through.

As a result, you will find Speyside Glenlivet gracing the tables and playing a starring role in the kitchens of leading restaurants and hotels around the world.



SEASONAL TIP

ARE YOU READY FOR SUMMER?

Summer is here! Whether your guests are out sightseeing, hiking, reading a book in a hammock or having fun at the beach, they will all have to cool down from the summer heat. Our summer drinks selection is a perfect recipe for an amazing holiday in Thailand.



#1 FRESH TEATAILS

We offer a selection of eleven Ronnefeldt tea cocktails, including multiple non-alcoholic and caffeine free options for the youngest guests. The tea cocktail selection is balanced with well-known traditional black and green teas, flavored teas and aromatic herbal infusions. Easy to prepare, beautiful to look at and of course delicious. Your guests will enjoy a drink that is healthier, tastier and more natural compared to bottled iced tea.

#2 TRENDY COLD DRIP COFFEE

The cold drip coffee has been popular in Japan since the 1600s and is becoming more popular in the rest of the world as we speak. The gentle extraction process produces coffee with less acidity compared to espresso, resulting in a naturally sweeter flavor. Try to use Cafés Richard single origin beans and see how cold extraction highlights all the delicate flavors. The cold drip coffee is utterly refreshing and the ultimate tool for survival during the hot summer days in Thailand.

ABOUT US

MEET OUR SALES TEAM!



Sun



Nut



Mara



Karen

Adrien

A company is only as good as its people. Our team is definitely our greatest asset!

It is always a great pleasure to welcome talented and enthusiastic people on board. Recently, Nut joined our Bangkok head office as Sales Business Development Executive. Together with Mara, National Business Development Manager, and Sun, he operates in the Bangkok Metropolitan region. With Adrien, Bee and Mam in the Phuket regional office and Karen in the Chiang Mai regional office we are always close to you and your needs. Our Sales team takes care of your requirements and makes sure you are always updated about new solutions, products, display items and available services.

If you have any inquiries, please do not hesitate to contact us and we will be happy to assist you. We take great pride in what we do and it always comes with a smile.

EVENTS

LOVELY AFTERNOON TEA AT THE GOURMET TOUR ANGKHANG WITH RONNEFELDT



The Gourmet Tour Angkhang is a wonderful three-day food tour and nature exploration organised by the Royal Project every year for more than a decade. This year, the guests enjoyed beautiful nature, fresh mountain air, stunning flora, fresh fruits and vegetables during two weekends, from 20th to 22nd February and from 6th to 8th March. Both weekends were filled with live music, activities and of course lots of nice food; delicious local lunch under apricots trees, luxury dinner party in the "Flower House", afternoon tea and pastries in the shadow of Sakura trees in the "Rose Garden" and much more.

We were there, with a selection of Ronnefeldt loose teas and teas from the local Royal Project plantations, serving a lovely afternoon tea. Thank you very much for having us again this year! It is always a great pleasure to be a part of such a delightful event.

WE INVITE YOU TO OUR OFFICIAL LAUNCH PARTY FOR BLACK KETTLE CAFÉ!

We are all very busy with getting everything ready for the official launch party of our Black Kettle Café in Phuket. Come along! We will be serving all your favorite drinks - Cafés Richard coffee, Ronnefeldt tea and Highland Spring mineral water. Moreover, our barista will prepare all the great summer specials including refreshing TeaTails and Coffee Cocktails!

We are looking forward to seeing you all in Black Kettle Café in May, everyone is welcome!

Address: 177/30 Moo 4, Srisoonthorn Road, Thalang, 83100 Phuket

Opening times: Monday - Friday, 8.30am - 5.30pm

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Pinnacle Gastro Team