# Skinos Mastiha Spirit Truly Mediterranean Spirit



# Skinos New TVC Truly Mediterranean Spirit

https://www.youtube.com/watch?v=bwEgZLC-WNI

Unique contemporary creation, encapsulates the world of SKINOS in a series of sophisticated supernatural images and sounds that invite the consumer to "dive deeply" in the atmosphere and the spirit of the Mediterranean.

It balances between paying respect to the classics and celebrating the summer mood of the islands, and does this in a cosmopolitan and sophisticated way.

This is all about the brand values and qualities of SKINOS.









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*Skinos positioning* Truly Mediterranean Spirit

- S VODKA is the Russian spirit
- **S** TEQUILA is the Mexican spirit
- **CACHACA** is the Brazilian spirit
- **GIN** is the spirit of the British
- **COGNAC** the spirit of the French
- SKINOS is the spirit of the MEDITERRANEAN people







# Skinos in a nutshell

Skinos is a premium contemporary spirit with strong roots in Mediterranean tradition & history.

- S Originated from a unique ingredient mastiha - that flourishes only in a small island in the Eastern Mediterranean sea.
- **S** Based on an ancient distillation recipe
- S High taste appeal
- S Premium packaging
- S Ideal after dinner drink –digestive effect-
- S Highly Versatile –Mediterranean cocktailing-











5

# Skinos facts

- \$ #1 Greek liqueur in sales in Greece & International
- S the only Greek liqueur, awarded Consumer Choice award 2014, SIP Gold Medal for package design 2014, SIP Gold Medal for taste 2013, Gold Medal and Silver Medal at San Francisco World Spirits Competition (2011 & 2013)
- s named "the hottest spirit of Mediterranean"
- Creator & supporter of the biggest International Mediterranean themed bartenders' competition (Mediterranean Cocktails Challenge)
- *s* already exported in 15 international markets
- considered one of the "most exciting spirits" in the US (saint germain, skinos, chamborg)











# Skinos is a brand that attracts media attention

International titles such as Boston Globe, Daily Telegraph, New York Times, Evening Standard, Esquire, Maxim, Marie Claire, Elle & Vogue discovered and wrote about SKINOS, driven by their own intuition, NOT as part of a "paid" media campaign.

Opinion Leaders discover SKINOS and love it













## The Boston Globe

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### For bartenders, herbaceous Greek liqueur is a gift

By Luke (FNell | GLOBE CORRESPONDENT SEPTEMBER 18, 2014

#### f У 8 in 🟯 Ξ

Throughout history, if people grow something, they're going to find a way to turn it into medicine or alcohol, and often both at once. So it went with mastiha. Since antiquity, the resin of the mastic tree is said to have been used by the Romans in flavoring wines, and as a digestion remedy.

Today the resin, produced from the weeping trees on the Greek island of Chios, goes into cuisines and spirits throughout the Mediterranean. In Boston, the most common mastiha available is the Greek-made Skinos Mastiha, a distinctive, herbaceous liqueur in which the resin is mixed with a neutral distillate. You'll see it on the shelves of creative bars. West Bridge in Cambridge was using it with cachaca, cardamom, lime, and ginger beer. At Ten Tables in Jamaica Plain, bar staff most recently poured it as a stand-in for absinthe in a riff on Cocktail a la Louisiane. Bartenders at Sarma in Somerville have been borrowing mastic from the kitchen -- (it's also common in Turkish cooking) for cocktails as well.

Greek-American Dimitra Tsourianis, owner of Daddy Jones in Somerville, has a playful update on the mastic-based sweets she remembers growing up. "Mastiha is one of my favorite

margaritas and sours.

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ingredients to incorporate because it's something that is all over Greece," she says. Tsourianis serves a spoonful of mastic-flavored taffy with a glass of bourbon flavored with chocolate hitters. "Normally in Greece you get the taffy served with water, but let's be honest. Dipping something in whiskey is better." She also likes serving the taffy with chilled mastiha liqueur, whose smell she likens to boiled carrots, and uses the mastiha in riffs on

Celery-infused Skinos shows up with Lillet Blanc, basil, and cava in a Freaks & Greeks cocktail at The Salty Pig. Director of operations Deirdre Auld says thy wanted "something light and vegetal for summer, but that wasn't going to be fruity or sweet like a lot of summer drinks. We wanted to showcase celery and basil, but instead of doing cucumber or mint, still having that earthy flavor."

Here the basil really supports the anise and evergreen qualities of the mastiha, while the vermouth adds some sweetness, and the lime brings in acid for a well-rounded sip. She is thinking of showcasing Skinos as a stand-in for gin in classic cocktails like the Last Word, where its piney qualities cross over, or of using it in the role of absinthe in a Sazerac. "It's actually a digestif, so it's really great for settling the stomach," says Auld.



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SKINOS Mastiha Spirit

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Spirit

## The Boston Globe

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#### Recipe for Freaks & Greeks cocktail



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#### Makes i cocktail

1 stalk celery, chopped

11/2 ounces Skinos

- 1/2 ounce Lillet Blanc
- 1/2 ounce lime juice
- 3 fresh basil leaves, torn

#### 8 ounces sparkling wine

 Fill a pint glass about halfway with celery. Pour in Skinos, cover, and set aside at room temperature for two days. Strain.

2. In a shaker filled with ice, combine Skinos, Lillet Blanc, lime juice, and basil. Shake well and pour into a highball glass filled with ice. Top with sparkling wine.





# The Telegraph

### The Telegraph

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#### The Thinking Drinkers World Cup of drinks: part 3

Looking to enhance your enjoyment of the World Cup? Ben McFarland and Tom Sandham's handy four-part guide allows you to sample an alcoholic beverage for each participating nation



Proving a point: Shinji Kagawa will get a chance to prove wity Man United fans are keen to see him in their starting XI. Photo GETTY IMAGER



Comment GROUP C

#### Japan

Karuizawa Spirit of Asama (£57.95, 48%, 70cl, Whisky Exchange)

The chances of us turning Japanese(y) over this year's winners are as slim as a takobiki (a knife that outs really thin sushi apparently), since Japan's chances of lifting the trophy are about the same as a flapping fish surviving a wet market (which nicely completes that metaphor). They nailed qualification, but Australia were amongst the competitors there, and we've said what we need to about those flamin' galahs. The Japanese do like to attack through, and have the ever reliable Keisuke Honda, a midfield engine who can drive plenty of creativity, so to speak. And Kagawa of course, who helped Manchester United achieve mid-table obscurity this season. Even so, we won't be throwing ourselves onto the sword of senseless betting slips here.

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Kostas Mitrogio (left) in action for Greece (EPA)

#### Greece

#### Ouzo 12 (£17.76, 40%, 70cl, The Drink Shop)

The Greek team is not oozing with class. Indeed, even with the hapless Georgios Samaras - the key player on countless "key player" round ups, we think they'll struggle to make it past the first stage. But, well, you know, "oozing" conjured up the image of ouzo, and, er, that might be all we've got here.

But hold on, we're better than that, and when it comes to civilized drinking the Greeks command a little more respect, not least since Plato and his fellow Ancients established drinking clubs called "Symposiums" where the cerebrally celebrated would join and mesh minds while enjoying responsible measures of wine. So how about you try some mastiha instead, something for a proper thinking drinker. For the uninitiated here is a spirit that genuinely oozes class, using the sap of the mastic tree (Pistacia Lentiscus var. Chia) and produced on the Greek island of Chios. Skinos Mastiha is a useful example, with notes of cucumber, pine, anise and fresh herbs. The only problem is, we couldn't track any down in the UK.... So how about some Ouzo 12 (we're not better than that)? A hint of taking the bitter taste out of any early exit.

### The Daily Telegraph



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restaurant in Kingsgrove, Pictures: Craig Greenhill

GREEK is good. Or so it would seem with the proliferation of "Greek street food" diners popping up all over town.

The boys from Pony and Crust opened Zeus in Drummoyne a few weeks back and their rustic-yetslick pita pocket-sized Lyons Rd venue has been cranking out hand-turned, charcoal-roasted soundaki ever since.

Since April, Gyradiko in Bexley has been doing top-notch gyros. Or is that yeeros? Depends on who Email ST Pret () you talk to. It's all Greek to me.





Disb/Telestranh (





THE ROLLING sus. Sweet-toothed Aussies are up in arms after Nestlé announced they are reducing the size of the iconic Killer Python.

ne restaurant tops urists faves

A MELBOURNE restaurant has topped TripAdvisor's



You'll want to kiss Tsirekas's mum, Jenny, too, as the 80-year-old makes a beautiful patsavoura (\$10.50) or "wet mop", a northern Greek style of baklava, soaked in syrup and served with housemade clotted cream.

It is early days, and there are still some service issues to be ironed out. We are treated to a rip of Mastiha mastic liqueur as an apology, but yasou, to you and we will see again you soon.

#### KEH

1/231 Kingsgrove Rd, Kingsgrove

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Web: facebook.com/kefigreektavem

Open: Ilam-IOpm

Style: Modern Greek meets old railway station

Highlight: Pita, dips and pork neck

Lowlight: Patchy service



# Hotel Chatter



On Selfies

You still wouldn't eatch us dead taking a selfic, though. We'd need at least four rounds for that.



Mastiha Spirit

12

## **Evening Standard**

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#### BarChick's cocktail of the week: Mastiha mojito at Mazi

BarChick, doyenne of the London bar scene, tells us what we should be drinking this week - just the facelift that the mojito needed.



Published: 08 3uly 2014 Updated: 17:46, 06 3uly 2014

Cockteil of the week: try the Meetine mojito at Mezi in Notting Hill

126 🗲 Share on Facebook 😏 Share on Twitter

BANCHICK

The drink: Mastiha mojito

What's in it? Mastiha, soda, mint, lime and supar

Why should we try it? This is just the facelift that the mojito needed. In this summery cocktall the Cachaca (sugar cane alcohol) has been replaced with Mastiha, a Greek liquor made using 'mastic' - a type of tree sap native to the Mediterranean region. If you dian't think tree sap would be your thing, walt until you've tried the earthy, floral flavour of this liquor mixed in with the refreshing taste of mint and soda, sweetness of sugar and zingyness of lime; you'll soon be changing your mind.

Where do we get it? Mazi's picturesque summer garden is a Hellenic paradise hidden away on a Notting Hill backstreet and has quickly become one of BarChick's favourite hideaways for cocktall sipping and meze nibbling. Owners Christina Mouratogiou and Adrien Carre's vision was to show the world how innovative, tasty and refined Greek food and drink can be and, with Greek spirit led cocktails such as the Mastiha mojito and tzatziki martini served up alongside mouth-watering authentic mezedes like spicy tiropita with broken filo pastry served in a mason far or onlied octopus. we'd say they're doing a brilliant job. Book ahead for a shaded under-the-tree spot in the carden and give your taste buds a little Greek getaway,

Who do we ask for? The Hellenic inspired cocktall list is the brainchild of Greek mixologist Iosif Baltatzis, so if you're looking to find out about the origins of Mastilha or he told why you shouldn't turn your nose up at Ouzo, he's the guy to seek out...



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The drink: Mastiha motito

What's in it? Mastiha, soda, mint, lime and sugar,

Why should we try it? This is just the facelift that the motito needed. In this summery cocktail the Cachaca (sugar cane alcohol) has been replaced with Mastiha, a Greek liquor made using 'mastic' a type of tree sap native to the Mediterranean region. If you didn't think tree sap would be your thing, walt until you've tried the earthy, floral flavour of this iliquor mixed in with the refreshing taste of mint and soda, sweetness of sugar and zingvness of lime: you'll try before you die soon be changing your mind.

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#### How much is it? £9

Info: Mazi, 12-14 Hiligate Street, W8 75R (020 7229 3794, mazi.co.uk)

BarChick.com. @HotBarChick



#### Film Festivel critic's pick for Friday What Makes London October 10 50.



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What Makes London

# **PROVIDENCE** Monthly

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BARTENDER PROFILE

### Tiki Revival on Westminster

Aurora adds seasonal flavor (and live music) downtown CRISTY RAPOSO

DOGTED & DOG



Audrey King of Aurona PHOTO BY MRS BASCS

Former Stonington, CT resident Audrey King came to Providence to study painting at RISD; she stayed because she liked the city so much. Try one of her refreshing sippers any Wednesday, Saturday and Sunday. Be sure to ask her about her love for Luxardo Maraschino liqueur.

#### What is Aurora?

This is an arts and events space. Last night we had an experimental film showing followed by live bands. Local artwork is hung on the walls. We have a monthly salsa night. The bar is open even when there isn't a scheduled event. Come in and enjoy pro- jected videos, films and music and a selection of bar anacks.

#### What will Aurora be known for?

Accessible craft cocktails. Some people are intimidated by craft cocktails but these are very simple and have a tiki vibe. Try our Painkiller - a frozen draft daiquiri - or the House Punch made from a really old recipe. Or enjoy a Slow & Low Old Fashioned on tap. Jay Carr from The Eddy is consulting on this project.

#### How old is the House Punch recipe?

It's so old; George Washington drank it. It's made with Appleton Estate Vx rum, Korbel brandy, Luxardo Maraschino liqueur, Paul Mason peach brandy, green tes and lemon.



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#### Why the name, "Aurora?"

The owner, Buff Chace, named the space after Sleeping Beauty - a creature that wakes up from a ten-year sleep.

#### Which cocktails should not be missed?

Kosmos, which features a flaming orange peel. It's made with Skinos, a Greek spirit that's kind of birchy. Add Sobieski Cytron vodka, lime juice and Fruitations cranberry syrup. The flaming orange peel sends a spray of citrus oil; it adds a burnt orange flavor to the cocktail. Don't miss the Boring (Alice) El Diablo made with a really good super spicy tequila; Tanteo Jalapeño Tequila, Merlet creme de cassis, lime juice and Barritt's Ginger Beer.

#### How did you get into making exotic elixirs?

After graduating from RISD, I just fell into it. I was hired at a high volume bar with no experience. I like talking to people and hearing their stories. I like the banter and the bar stmosphere. I fell in love with craft cocktails. It's a more creative version of bertending. You get to make different flavor com- binations. Test things out. It's more visually pleasing. That's what I like about tiki so much - crazy garnishes, just the whole esthetic of it is really fun. I just want to serve people drinks in coconuts.

#### What's your favorite tiki cocktail?

Zataran Storm as featured in a Beachburn Berry tiki book. It's made with Appelton Estate Jamaican Rum, Angostura bitters, Luxardo Maraschino liqueur, St. George raspberry liqueur, lime juice, vanilla syrup and ginger beer. It's a little tart from the raspberry and spicy from the ginger. This drink combines all these different flavors and creates something totally new. It's a well-balanced cocktail; no one flavor steals the show. I love the way it tastes.

#### What's a good example of a tiki cocktail?

Mai Tai, but most people make that one wrong. Fresh lime juice, orange curacao, orgest syrup, sugar syrup, dark Jamaican rum and Martinique rum. Orgest syrup is what gives it its character, which I love, it's awesome, it's like almond and orange blossom water, Golden Dream is a good one, too. Made with Giffard triple sec, OJ, cream and Galliano served over crushed ice. It's like an herbal orange creamsicle.

If you're not in the mood for a tropical libation, what else can you order? We have craft beer, craft cocktails, a small selection of wine and specialty non-alcoholic drinks like the Roy Or- bison. It's like a Shirley Temple, but cooler. It's made with Jack Rudy small batch grenadine and ginger beer.

Aurora Providence, 276 Westminster Street, 272-5722



# Athinorama - Travel



Εξάλλου, όπως γράφει και η κάρτα-κλειδί ( σε ειδικό πλαστικό θηκάκι για να μη βρέχεται, παρακαλώ! ): «You don't need to be on the beach to lounge». Ξεχωρίζουν οι 6 ultra pool suites στο επίπεδο της παραλίας, με ιδιωπικές maiveς, daybeds στην αυλή και απευθείας πρόσβαση στην άμμο, και οι 8 ultra roof topsuites στον τελευταίο όροφο, με ιδιωπική ταράτσα με jacuzzi, καθιστικό, daybed και πανοραμική θέα. Υπάρχει μάλιστα η δυνατότητα μακροχρόνιας μίσθωσης συγκεκριμένων δωματίων, για όσους θέλουν εξοχικό με υπηρεσίες πολυτελούς ξενοδοχείου.



Σε καλό επίπεδο βρίσκεται και το φαγητό, με τον νεαρό σεφ Απόστολο Δήμου, ο οποίος έχει περάσει από τις κουζίνες γνωστών γαλλικών εστιατορίων και της Costa Navarino, να έχει θέσει ψηλά τον πήχη, θέλοντας να στήσει του χρόνου κι ένα εστιατόριο fine dining προσθέτοντας ακόμη μία επιλογή πέρα από το comfort food και το pan-Asian menu που έχουν ταυτιστεί με τα «Nikki Beach». Δοκιμάζοντας σε ένα ειδικό μενού την μπουγιαμπέσα του, με το ψάρι να σερβίρεται ξεχωριστά κονσερβαρισμένο για τις ανάγκες του food styling και την αποδομημένη σαλάτα νισουάζ, βλέπεις ότι είναι οπαδός των καθαρών μεσογειακών γεύσεων τις οποίες ανανεώνει επιτυχημένα. Προς το παρόν οι επιλογές του φαγητού μοιράζονται στο «Nikki Cafe» στο ισόγειο, με θέα στο beach club ( το οποίο σερβίρει πολλά πιάτα του και στα κρεβάτια της παραλίας ), και στο «Pearl Rooftop Lounge Bar», που σερβίρει σε στουλ και καναπέδες ασιατικές γεύσεις ενθαρρύνοντας τη λογική της μοιρασιάς, του lounging, του cocktail & food pairing. Εδώ ανεβαίνει τα βράδια ο DJ της παραλίας, συνήθως με chill out μουσικές να συνοδεύουν τα κοκτέιλ ( με επιλογές όπως Phuket Sunset με βότκα, πουρέ raspberry και lime ή Heli Irish Ginger με Μαστίχα Skinos, Jameson και πορτοκαλάδα ), τα καλοφτιαγμένα σούσι, το Wagyu beef tataki με wasabi mayo και τις πολύ ενδιαφέρουσες σαλάτες, όπως Asian wakame και κινόα με τσίλι, nori, shiso και ponzu dressing. Στο «Nikki Cafe» το μενού είναι πιο χαλαρό, με δημοφιλή διεθνή κι έθνικ πιάτα, όπως τα bestseller rib eye, κοτόπουλο satay, Wagyu burger και βέβαια σάντουιτς ( π.χ. με βασιλικό καβούρι τεμπούρα, ρεμουλάδα σελινόριζας και Thai dressing ) και σούσι που φτάνουν και στην παραλία σε φαντεζί δίσκους. Κι εδώ υπάρχουν πολλές προτάσεις για να μοιραστείς, όπως άλλωστε και ωραία μεγάλα ξύλινα στρογγυλά τραπέζια για παρέες. Το πρωινό, το οποίο επίσης σερβίρεται στο «Nikki Cafe», έχει χαρακτήρα, με όμορφα κεραμικά τιρκουάζ σερβίτσια, καλοστημένους μπουφέδες, υγιεινές κι ελληνικές πινελιές ( κερήθρες, σαλάμι Θάσου, τυριά, κουλούρι Θεσσαλονίκης, σπιτικά τυροπιτάκια κ.ά. ) κι ενδιαφέροντα ζεστά πιάτα a la carte ( αυθεντικά egos Benedict, αφοός ασπραδιών με αβοκάντο και λαχανικά κ.ά. ).

> SKINOS<sup>®</sup> Mastiha Spirit

# New York Times



#### TRAVEL | 52 Places to Go in 2014



SKINOS<sup>®</sup> Mastiha Spirit

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LAURA ROBIN More from Laura Robin Published on: November 5, 2014 | Last Updated: November 5, 2014 3:09 PM EST



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Dining Out: The meat of the matter at Lowertown Brewery

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Steakhouse closes after 25 years; cites changes in business, government, tourism



ZenKitchen's new owner closes popular restaurant for good

SKINDS Mastiha Spiri

4. For dreams of Greece: When I was in Santorini last September, a bartender schooled me: neither ouzo nor retsina are Greece's best beverages - it's liqueurs such as Skinos, based on mastiha, a fresh flavour that won a gold medal at a recent World Spirits Awards. Now you can get it in Ottawa, at EVOO, an excellent new Greek restaurant on Preston Street. Stop by EVOO's booth on the tasting floor to try the outrageously refreshing Skinos Med cocktail, made with lemon and fresh basil leaves. Pair it with EVOO's mezes, such as charbroiled Washington State lamb chops and tzatziki.



# Southern Beverage Journal, US

# PITTSBURGH, PENNSYLVANIA

Maggie Meskey loves Skinos, the Greek liqueur made from tesin found on native Mastic trees. "Skinos doesn't taste like anything else-it's slightly sweet, earthy, piney and woody. The first time I smelled it I was instantly reminded of waking up on a warm, dewy morning after camping on a soft forest floor," she reflects. For Meskey, who works behind the small cocktail bar ("virtually no storage space whatsoever") at Salt of the Earth in Pittsburgh, PA, Skinos is just one offbeat ingredient she likes tinkering with in her cocktails. Vinegar is another, translating to shrub concoctions in flavors of red berry and lavender-peach. "My approach to creating cocktails is strongly influenced by what is going on in the kitchen. We have access to some of the best produce and ingredients. and there is a lot of dialogue between me and Kevin Sousa, the chef and owner."

Currently, Meskey is most excited about the recent launch of the United States Bartenders' Guild Pittsburgh chapter, something she and fellow bartenders have longed for: "That is a big indicator of the city's evolution, and we are all overjoyed to be welcomed to the Guild. In the past year, Pittsburgh has had some great new chef-owned restaurants open, and they are all showing a focus on creative cocktails."

Because of Salt of the Earth's diminutively-sized bar ("we only carry one vodka—Boyd & Blair which is an award-winning and locally produced potato vodka") sometimes customers are chagrined to learn their favorite bottle is not in stock. "A lot of people are used to ordering the same thing when

they go out, and if we don't have exactly what they want it can be a challenge to get them to try something new," Meskey shares. "However, I'm passionate about what I do, and am always confident that I can make them something they'll like. I want people to think about what they are drinking, and why they are drinking. It's fun to tell them the stories behind some of



"Gone are the days of 45 different vodkas sitting dusty on the backbar. Instead, bartenders and chefs are looking for ways to inspire and do something new."

the spirits and how much thought we put into creating these original cocktails."

# Blogging, US





Done

# Elle, France



# Wallpaper Magazine, Intl

DOM PÉRIGNON

Slowly add creme de cassis to glassee of Dom Pérignon for a Kir Impérial Teasime Yolley, 51.010, by Classon Kolvisto Rume, for Swedsee, Eissence cocktail glasses, 512 acade, by Alfredo Habarli, for littala. '115 Degreea' docanter, ROKJ000 (6120), by Frost Produkt and Stokkakustad. Champagne, from 599, by Dom Pérignon. Champagne cocker, part of the Bulle-d'Argent collection, E683, by Chartsofie SOUVENIR SHOTS

From tequila to raspberry liqueur, no holiday purchases or gifts languish unloved in our drinks cobinet. Corzo Silver tequila works best for shots the golden Reposado makes a

'Karla' trolley, SEK2,400

(C236), by Stina Sandwall, for SMD Deeign, Translations No Z decenter, EL380, by Caren Hartley, from Mint. Silver tequila, 548; Roposado tequila, 552, both by Corro. NV Abainthe Verte, 523, by La Fée: Black Rashberry Liqueur, E25, by Chambord, both from Selfridge-Mastina Spirit liqueur, C41, by Skinos, from Mastina Broo, Prucia Flue Caliton Fredisebbe liqueur, 227, by Grand Marriley, from Harvey Nichols. Single Speyside Malt. Whishy, E44, by The Glenrothes, from Berry Bros & Rudd

Ramp painted in 'Blue Diamond 1'; 'Blue Diamond 4', £20 for 2.5 litres, both by Dulux For stockists, see Resources, page 190

Find our full cocktail recipes online at www.walipaper.com 🛠

**Roll with it** When push comes to shove, we can't resist a little something from the trolley

PHOTOGRAPHY: PAUL ZAK INTERIORS: AMY HEFFERNAN

# Liquor Canada, Canada

### Whisky distillery wins war of words

Glenora Distillers International Ltd., a small Cape Breton distillery, has worn a nine-year legal battle over the name of its single mait whisky, and has successfully tradernarked the name "Glen Breton."

"We're celebrating now? Bob Soott, vice-president of Gienora Distillers International Ltd. of Gienville, N.S., told the Globe and Malvatter a decision by the Supreme Court of Canada put an end to the distiller's fight with the Scotch Whisky Association.

Recently, the Supreme Court refused to hear an appeal of a lower court decision to allow the distillery to use the word "Glen" in the name of its Glen Breton Rare Whisky.

The Scotch Whisky Association has argued the name creates confusion in the market by implying a connection to household names in Scotch whisky, such as Gienlivet and Glenfilddich.

"Glenora has marketed its product as socich in all but name," said David Williamson, a representative for the association. "The market was confused by that trademark."

Williamson argues that the use of "Glen" on a whisky not produced in Scotland is a form of unfair competition. Scott insists the use of "Glen" in their name comes from their location – Glenville, N.S.

The legal battle started with the company's initial application for the "Gien Breton" trademark in 2000 The case went through four levels of court challenges.

In January, the Federal Court of Appeal approved its trademark registration, which prompted the Scotch Whisky Association to take its appeal to the Supreme Court.

\*Now we can do whatever we like, moving forward with our brand name." Sout said, adding that the exposure Glenora has received as a result of the case has been helpful. "It gives us brand recognition, which helps us out."

The company is now planning to market Glen Breton in Asia, with future plans for expansion into Europe.

#### Vina San Pedro and Diamond Estates pair up

Diamond Estates Wines & Spirits Ltd. has been appointed the national sales and marketing againt for top Chillian wine producer Wine San Pedro, announced Murray Marshall, president and CEO of Diamond Estates Whines & Spirits.

Vina San Pedro (VSP Wine Group) is the result of a successful merger in January 2009 of Vina San Pedro and the Southern Sun Wine group. This merger consolidated 11 top Chilean and Argentinean wineries and includes such well-known wine brands as the popular Gato Negro line, along with premium offerings under the Altair, Tabat and Casa Rives wines of Chile and Finca La Cella wines of Argentine, amongst others.

"With positive sales figures and an on-going growing interest in

Chileen wines by the Caradian consumer, we are determined to even further elevate the national brand presence of the current Vine San Pedro brands such as Gato Negro and Fince La Cela and to expand the portfolio with premium additions such as Castillo De Molina, 1865 and 35 South from their strong portfolio of Chilean and Argentine wines" said Marshall.

Mediterranean spirit

A new spint is making waves in the Ontano and Ouebec markets, Sknos, a sweet spearmint-

flevoured liqueur, hit LCBO and SAO shelves in

So far, Dimitri Tharrenos of Kolonaki Group Inc.,

been catching the on-premise off-guard as a "unique"

"On its own it makes a wonderful digestive, but its

who is the Canadian distributor of Skinos, sava it's

mid-July and sales have been promising.

versatility has inspired locals to add it

to a variety of popular cocktails,

hottest drink among the Greek.

Chic." he says.

currently served.

such as a martini or the Med - the

While the company says Skinos

is doing well in Greek restaurants.

It's popular in martini bars and

anywhere where liqueurs are

The brand targets the hip

and sophisticated. Think

urban 119- to 50-year-olds.

\$3765 at the LCBO and

Skinos retails for

company plans to roll

\$34 at SAO. The

out Skings across

2010

of white drinkers

consider price

before purchasing

Western Canada in

makes waves

and "surprising" new find.

"Consumers are looking for wines from these areas and VSP has the wines to meet their demands. We are honouted that VSP hese recognized the strength of our seles and marketing team and we are committed to growing both areas to better service these new wines as well as our strong portfolio of existing wine and senit brands."



SKINDS



ΑΠΟ ΤΗ ΜΕΡΟΠΗ ΠΑΠΑΔΟΠΟΥΛΟΥ

### Κοκτέιλ με άρωμα Ελλάδας

Οσα είδαμε και δοκιμάσαμε στον πρώτο Διαγωνισμό Μεσογειακού Κοκτέιλ.

Ο σκίνος είναι από τα πιο χαρακτηριστικά φυτά της μεσογειακής χλωρίδας. Ομως η ποικιλία Πιστακία η λεντίσκος n Xia υπάρχει μόνο στη Xio. Είναι το γνωστό μας μαστιχόδεντρο, το δέντρο που παράγει τη μοναδική στον κόσμο, χαρακτηριστικά αρωματική, μαστίχα Χίου. Ποιο ποτό, λοιπόν, μπορεί καλύτερα να αντιπροσωπεύσει τη Μεσόγειο από το απόσταγμα μαστίχας; Ετσι, στον πρώτο Διαγωνισμό Μεσογειακού Κοκτέιλ, που έγινε στην Αθήνα πριν από λίγες μέρες, ο Skinos πρωταγωνιστούσε: 60 νεαροί και νεαρέs bartenders γέμισαν τα σέικερ και τα ποτήρια μας με κοκτέιλ που μοσχοβολούσαν Ελλάδα. Εψαξαν, διάβασαν, ανακάλυψαν μύθους και ιστορίες πάνω στις οποίες έχτισαν τις δημιουργίες τους με χιούμορ και φαντασία.

Λεμόνια, σταφύλια, βασιλικός, δεντρολίβανο, μέντα και δυόσμος, πορτοκάλια και λεμόνια, αλλά και ντομάτες, λικέρ από φραγκόσυκα, ελληνικό γιαούρτι, σύκα, μέλι, γλυκά του κουταλιού, φρούτα και λαχανικά επιστρατεύτηκαν για την παρασκευή τους. Σήμερα θα σας δώσω τρεις από τις συνταγές που μου άρεσαν πολύ. Στερεώστε τη σελίδα με ένα μαγνητάκι στην πόρτα του ψυγείου και, όταν θέλετε να προσφέρετε στον εαυτό σας μια μικρή πολυτέλεια, φτιάξτε κάποιο απ' αυτά.



Ποιο ποτό μπορεί καλύτερα να αντιπροσωπεύσει τη Μεσόγειο από το απόσταγμα μαστίχας; 72 • K

Mastique Roses

- · 30 ml Skinos
- 240 ml Beefeater 24 Gin
- 20 ml χυμός φρέσκου λάτμ
- 10 ml σιρόπι από ροζ γκρέιπφρουτ Monin (θα το βρείτε σε ενημερωμένες κάβες)
- Δύο τρία κομματάκια μαστίχας Χίου

 Μία κουταλιά γλυκό του κουταλιού περγαμόντο Με ξύλινο γουδοχέρι λιώνουμε τη μαστίχα στο σέικερ, προσθέτουμε το γλυκό του κουταλιού και το πολτοποιούμε. Προσθέτουμε τα υπόλοιπα υλικά, σκληρά μεγάλα παγάκια, και χτυπάμε πολύ καλά. Σουρώνουμε σε παγωμένα ποτήρια του μαρτίνι.

(Δημιουργός της συνταγής είναι η Μαριάννα Γεννηματά / μπαρ Da Vinci, Αγία Παρασκευή)

#### El Greta

• 60 ml Skinos

- 90 ml xuuóc vtouátac
- 15 ml σιρόπι ελληνικού μελιού (νερό και μέλι σε ίσα μέρη)
- 25 ml φρέσκος χυμός λεμονιού
- Μία κουταλιά κομματάκια μαύρης ελιάς
- 10 ml καυτερή πιπερίτσα θρυμματισμένη

Στο σέικερ λιώνουμε τις ελιές, την πιπερίτσα και το σιρόπι του μελιού. Προσθέτουμε τα υπόλοιπα υλικά, τα χτυπάμε στο σέικερ με πάγο και τα σουρώνουμε σε φαρδιά χαμηλά ποτήρια με παγάκια. Το κοκτέιλ συνοδεύεται από έναν μικρό ντάκο με μοτσαρέλα, ελαιόλαδο Kal oivavn.

(Βασίλης Κυρίτσης / μπαρ Aperitif, Σύνταγμα)

#### Simply Skinos

- 40 ml Skinos
- 30 ml Mozart White Chocolate Liqueur
- 30 ml δυνατός ελληνικός καφές (χωρίς ζάχαρη) • 10 ml σουμάδα
- 1 κουταλιά του γλυκού ροζ πιπέρι
- 1φράουλα

Ψήνουμε τον ελληνικό καφέ. Βάζουμε στο σέικερ τη φράουλα ψιλοκομμένη μαζί με το πιπέρι και τη σουμάδα, και τα λιώνουμε με ξύλινο γουδοχέρι. Προσθέτουμε τα υπόλοιπα υλικά και στο τέλος τον καφέ. Χτυπάμε καλά μαζί με μεγάλα σκληρά παγάκια και σουρώνουμε δύο φορές σε παγωμένα ποτήρια του μαρτίνι.

ø

(Ιούλιος Ρουμπέν / Kenzo bar, Λουτράκι)

## Enohoos, Greece

## Napitki magazine, Russia

#### новинки

## Продукция

#### мост между западом и востоком

Продукт Skinos Mastiha Spirit своеобразный мостик между Западом и Востоком. Уникальный, почти мистический напиток с историей почти З тысячи лет производится на маленьком греческом острове Метакса в Средиземном море.

Сегодня Skinos Mastiha производят тем же традиционным способом, что и в древние времена, руководствуясь старинными принципами дистилляции. В результате получается идеальный продукт.

Mastiha культивируется только в южной части острова. Сбор урожая осуществляется раз в году только опытными сборщиками. Традиции передаются от отца к сыну. «Плачущее дерево» дает свою смолу в течение 10–20 дней. Каждое может дать ничтожно малое количество смолы — от 80 до 200 г. Во время сбора урожая сборщики деревни закрывают ворота, и у каждых из них стоит охранник. Маstiha аккуратно транспортируют в деревянных емкостях, переложенных полотном, затем женщины деревни вручную перебирают «урожай».

Mastiha смешивается со спиртом высокого качества и разливается в небольшие медные емкости. Там она очищается от вредных примесей, но при этом уникальный аромат остается неприкосновенным. К смеси добавляется сахар высокого качества и ионизированная вода.

Mastiha разливается в бутылки, аналогичные тем, в которые бутилируют бренди Метакса.

Компания Skinos Mastiha Spirit ищет дистрибьюторов на территории России. Контактную информацию можно получить в редакции журнала «Напитки».



CKINOC

## Lifestyle magazine, Thailand



Skinos, Secret of Success

Nowadays, consumers are seeking for contemporary products yet with strong roots in tradition.

## This is the essence of Skinos!



*Skinos key ingredient* Mastiha, the Mediterranean Mystery

## Mastiha is a natural product known for its healing properties since 600BC.

It is mysteriously found only on an eastern Mediterranean volcanic island [Chios]

Greeks, Romans, Byzantines, Genoese and Ottoman introduced it to the world

& made it the true

cosmopolitan Mediterranean product!!!











*Skinos key ingredient* Mastiha, the Mediterranean Mystery

Mastiha is extracted from a tree that only flourishes in a few "pockets" of the Mediterranean island of Chios.

Harvesting is a delicate procedure undertaken by experienced workers ,carriers of a long tradition

The process consists of a number of "pricking" on the tree.

### A Mastiha tree can give a

humble annual produce of 80 to 200ar.











**Skinos Distillation process** 

Mastiha crystals are macerated in high quality alcohol Mixture is allowed at least a period of three months to bond. Then mixture is delicately distilled in copper pot-stills.

*Each bottle of Skinos has 6 to 7 grams of Mastiha !* 













# **Skinos Moments**

Skinos is **versatile** and it could be enjoyed chilled, on ice or in long & short drinks:

- S An **excellent finish** of a dinner.
- S Enjoyed with ice on an old fashioned glass as an aperitif.

## **Mediterranean cocktailing**

A whole new concept in the world of cocktails!!



# Skinos shot The Mediterranean shot



Enjoy a really chilled shot of Skinos & feel the breeze of the Mediterranean!!



# S&T (Skinos Tonic) Mediterranean Tonic



The ideal refreshing long drink for spring summer time.



# Skinos on the rocks Lay back & s*avor Skinos*



Skinos on the rocks, the perfect way to enjoy the fresh & fragrant aroma of mastiha.



# Skinos sour The Skinos signature drink



Skinos 50ml,Fresh lemon juice 20ml simple syrup 5ml egg white (optional) 15ml orange bitters

*Click on this link & enjoy a Skinos Sour by Spiros Antonopoulos / Skinos Intl Brand Ambassador* 

View more recipes in http://www.youtube.com/user/SkinosMastihaSpirit



Skinos Marketing Strategy Three pillars for Skinos successful marketing:

- Skinos taste is winning
- S PR & media activities (on line / off line) Skinos has a stimulating story to share

https://www.facebook.com/SkinosMastihaSpirit

Stinos is innovative & versatile











# Mediterranean Cocktails Challenge

- **C** Largest Bartenders' competition with a Mediterranean theme.
- \$ 2015 was the fifth year of competition
- Simone Caporale (Best International Bartender 2014) was member of the judging committee in 2014 and Steve Schneider, Principal Bartender at Employees Only NYC was one of the judges for 2015
- \$ 240 Bartenders in total participated from Greece, Cyprus, Turkey, Lebanon, USA and UK.
- Final event held in Athens and winner's first prize was the participation at the biggest cocktail event of the world, the Tales of the Cocktail in New Orleans.

*Click on this link & have a snapshot for the Mediterranean Cocktails Challenge final event 2015.* 








### **Skinos Distribution**

- S High end gastronomy (emphasis on ethnic cuisines)
- 5 star Hotels
- Cocktail bars & clubs
- S Delicatessen & specialty stores
- Selective hard liquor stores
- Selective Super Markets



## Bar restaurants Cocktail Bars

itouch

# High End Gastronomy



## Asian Fusion Restaurants

### Patios

B (215) 926.5

PASTIS

### Summer Terraces

×

Mastiha Spirit

### Mediterranean

Restaurants



#### Skinos Brand Ambassador

Skinos has appointed one of the top Greek mixologists as Brand Ambassador.

The concept Brand Ambassadorship is an excellent tool for the brand to:

- *C*reate a great "word of mouth" reputation
- Convey the Skinos message & story to media & trade
- **S** Train the trade on Skinos mixing & serving

#### Major activities:

- S Trade & Media events
- *s* Bar to bar trainings
- Special tasting events









### Skinos Print Campaign



45

SKINOS<sup>®</sup> Mastiha Spirit

#### Skinos promotional material

Skinos is supported with a range of unique promotional items designed especially for the brand.

•shooters

•bar cubes

- •Coasters
- •t-shirts





Skinos Gift Box





#### **Skinos Value Added Packs**

- **S** Promotes Skinos versatility
- S Capitalizes on festive sales
- **S** Increases visibility





Click on this link & enjoy Skinos at home



#### Skinos Value Added Packs

- **S** Promotes Skinos versatility
- S Capitalizes on festive sales
- **S** Increases visibility





Click on this link & enjoy Skinos at home



#### Skinos Range Skinos is currently available at the following sizes:

- \$ 50ml loose 12packs (desktop stand)
- S 200ml loose -12 bottle case-
- 350ml loose 12 bottle case-
- 5 700ml loose -6 bottle case-
- 5 700ml gift box -3 loose + 3 gift box -
- 5 750ml loose -6 bottle case-
- 1000ml loose 6 bottle case





