

BITTERMILK · TIPPLEMAN'S · BARCOOP BEVY

# BITTERMILK

## BOTTLING CO.



**PRESS  
CONTACT**

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# BITTERMILK

Bittermilk is a line of handcrafted cocktail mixers made by bartenders. More than simply bitters, Bittermilk non-alcoholic cocktail mixers use a unique bittering agent (highlighted on each bottle), a natural sweetener and an acid to achieve a balanced cocktail.

Bittermilk's premium cocktail mixers are inspired by classic cocktails and uniquely crafted with all natural ingredients at our custom manufacturing facility in Charleston, South Carolina to utilize complex flavor-creating processes with real raw ingredients.

The labor is in the bottle. Mix a cocktail or a pitcher's worth of drinks using the simple ratio-based recipe on each bottle for a consistent cocktail each time. Just add booze. Or not. We intentionally crafted our mixers without the alcohol to allow the consumer to mix according to their preferences in spirit, strength and taste. One Bittermilk bottle makes a variety of different cocktails, mocktails and more.



## STRONG AND STIRRED COCKTAILS (8.5 FL OZ)



### NO.1 BOURBON BARREL AGED OLD FASHIONED

8.5 FL OZ / 251 ML

Strong and bittersweet, packed with classic old fashioned spices

Also available in single serve bottles



### BOURBON BARREL AGED MANHATTAN

8.5 FL OZ / 251 ML

Strong and bittersweet with notes of red fruit, barrel oak and spices

Coming soon in single serve bottles!



### NO.4 NEW ORLEANS STYLE OLD FASHIONED ROUGE

8.5 FL OZ / 251 ML

Strong and bittersweet with licorice and spice



### NO.6 OAXACAN OLD FASHIONED

8.5 FL OZ / 251 ML

Strong and bittersweet with old fashioned spices and chiles



### NO.2 TOM COLLINS WITH ELDERFLOWER & HOPS

17 FL OZ / 502 ML

Bright and refreshing with vibrant floral tones and a clean bitter finish



### NO.3 SMOKED HONEY WHISKEY SOUR

17 FL OZ / 502 ML

Strong and smokey with notes of honey and citrus



### NO.5 CHARRED GRAPEFRUIT TONIC WITH BULLS BAY SEA SALT

17 FL OZ / 502 ML

Bitter and refreshing with satisfying citrus notes



### ESPRESSO MARTINI

17 FL OZ / 502 ML

Robust and bittersweet with rich notes of freshly roasted espresso



### \*NEW\* NO.8 MARGARITA ROSATO WITH ITALIAN BLOOD ORANGE

17 FL OZ / 502 ML

Perfect balance of tart, bitter, and sweet for a fancy margarita or aperitivo spritz

AVAILABLE APRIL 2025

## LIVELY AND SHAKEN COCKTAILS (17 FL OZ)

### BITTERMILK SPECS

MSRP \$18-22 (Line priced, incl. 8.5oz and 17oz)

YIELD Each bottle makes about 17 cocktails (incl. 8.5oz and 17oz)

CASE PACK 12 bottles

\*also available by 6/case wholesale (Faire)



Scan for Bittermilk recipes



### SINGLE SERVE COCKTAIL MIXERS

0.5 FL OZ / 15 ML

No.1 Bourbon Barrel Aged Old Fashioned, available in 5-Pack gift set and bulk 24-Pack

# BITTERMILK

# BARCOOP BEVY

Barcoop Bevy line of refreshing, everyday cocktail mixers, made by Bittermilk Bottling Co. We keep things simple with a a short list of all natural ingredients. This means that there are no artificial ingredients, preservatives or high fructose corn syrup. Just real ingredients, made by real people in Charleston, SC.

Easy to use and even easier to enjoy, a simple ratio recipe of two ingredients - Barcoop Bevy + Spirit - makes a perfectly balanced cocktail. For a bevy of friends, use the handy fill line on the bottle to make a pitcher's worth of cocktails. Whether serving up cocktails, frozen drinks or non-alcoholic mocktails, Barcoop mixers make entertaining a breeze and all the while, won't break the bank. Cheers!

## REFRESHING MIXERS



**BLOODY MARY**  
WITH SMOKED SEA SALT AND CHILES  
33.8 FL. OZ. / 1L

A bold and juicy mix of farm fresh tomato, smoked sea salt and a kick of chiles. You'll be a morning person in no time!



**GINGER SMASH**  
33.8 FL. OZ. / 1L  
A serious mix of smashed ginger and lime. Prepare for el zing!



**CLASSIC MARGARITA**  
33.8 FL. OZ. / 1L  
A classic mix of lime, tangerine, Florida golden cane sugar and sea salt to shake up la fiesta!



**CUCUMBER MOJITO**  
33.8 FL. OZ. / 1L  
A sweet and tart mix of lime juice and Florida golden cane sugar with a hint of mint for a vacation in your glass.



**SPICY STRAWBERRY MARGARITA**  
33.8 FL. OZ. / 1L  
A solid blend of strawberries and lime with a pinch of heat from chiles to spice up your life!



**PIÑA COLADA**  
33.8 FL. OZ. / 1L  
A tropical mix of real coconut, pineapple and lime. Let's get this in a blender as ASAP as possible!

\*SEASONAL AVAILABILITY  
March - September

### BARCOOP BEVY SPECS

MSRP \$12.00

CASE PACK 6 bottles



Scan for  
Barcoop Bevy  
recipes

**BARCOOP BEVY**

# TIPPLEMAN'S

## NOT-SO SIMPLE SYRUPS

Tippleman's is a series of complex syrups made by Bittermilk Bottling Co., created to easily introduce more sophisticated flavor into cocktails, beverages and beyond. Our line of sweeteners are not simple syrups. Most cocktails and beverages are balanced by adding a sweetener, but simple syrup adds only a simple flavor. Each Tippleman's syrup is handcrafted with unique attention to the ingredients. Made in rather small batches, the finest quality ingredients are sourced and thoughtful techniques are applied to make a sweetener that is complex in flavor, yet simple to use.

Tippleman's Cocktail Syrups were created by bartenders for bartenders. A simple swap of a Tippleman's syrup for simple syrup can introduce complex notes without the need for modifiers or additional ingredients. While created for behind the bar, the syrups can be used for non-alcoholic applications, behind the bar and in the kitchen.



## TIPPLEMAN'S COCKTAIL SYRUPS



### BARREL SMOKED MAPLE SYRUP

13 FL OZ/384 ML

Organic dark, robust taste Vermont maple syrup slowly cold smoked over bourbon barrel staves

MSRP \$29



### DOUBLE SPICED FALERNUM SYRUP

13 FL OZ/384 ML

An especially spiced classic bar syrup with bold island spices, ginger and lime

MSRP \$17



### BURNT SUGAR SYRUP

13 FL OZ/384 ML

An aromatic, bittersweet syrup of kettle cooked raw cane sugar

MSRP \$12



### GINGER HONEY SYRUP

13 FL OZ/384 ML

An intriguingly spicy syrup made from fresh ginger and wildflower honey

MSRP \$20



### BARREL AGED COLA SYRUP

13 FL OZ/384 ML

A cola syrup made from fresh citrus and spices, aged in once-used bourbon barrels

MSRP \$19



Click or Scan for Tippleman's recipes

## TIPPLEMAN'S COCKTAIL SYRUP SPECS

MSRP Varies per syrup, see MSRP to left

CASE PACK 12 bottles\*

\*also available by 6/case wholesale (Faire)

# TIPPLEMAN'S

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## NOT-SO SIMPLE SYRUPS

Tippleman's Raw Cane Sugar Syrups are a line of Not-So Simple Syrups made by Bittermilk Bottling Co. These Tippleman's syrups are richer, more robust in flavor than a standard beverage or coffee syrup on the market. Our rich syrups are made with unrefined golden cane sugar and a combination of carefully selected all natural flavors.

### WHERE TO DASH NOT-SO SIMPLE SYRUPS



Just a small amount of syrup introduces intense depth of flavor, without diluting your beverage. Dash or pump into coffee, tea, other beverages, baked goods and beyond.



## TIPPLEMAN'S RAW CANE SUGAR SYRUPS



### VANILLA

25.4 FL OZ / 750 ML

Vanilla vines climb into dreamy clouds of marshmallow, offering up a creamy enchantment that redefines the classic vanilla we all thought we knew. It's all about the depth of pure vanilla.



### CARAMEL

25.4 FL OZ / 750 ML

A merry-go-round of kettle-cooked sugar, swirling with hints of creamy, bourbon vanilla. Dive into this little wonderland where silky sweetness and buttery caramel dance hand in hand!



### HAZELNUT

25.4 FL OZ / 750 ML

An indulgent delight of warm toasted hazelnuts full of buttery smoothness. This velvety syrup takes us straight into cozy mornings by the fire and other super snuggly feelings and stuff.



### MOCHA

25.4 FL OZ / 750 ML

Rich dark chocolate melds with silky ganache, culminating in a deliciously sweet, creamy milk chocolate finish. It's a fudgy, gooey delight and an ode to every lover of chocolate.



### LAVENDER

25.4 FL OZ / 750 ML

Distinctly floral, unfolding with a bouquet of sweet honey & ripe figs. Transporting you to the ever tranquil, sun-drenched lavender fields in the South of France.



### IRISH CREAM

25.4 FL OZ / 750 ML

Bearing the essence of a well-seasoned whiskey barrel blended with creamy sweetness. Rich and boozy notes full of warmth evoke the urge to infuse every moment with irresistible Irish charm.



### CHAI SPICE

25.4 FL OZ / 750 ML

This symphony of soul-warming spices—cardamom, ginger, cinnamon, clove and star anise—captures the essence of India's traditions. It's a blend of flavors that evokes warmth and wonder.



Click or Scan for Tippleman's recipes

## TIPPLEMAN'S COFFEE SYRUP SPECS

**MSRP** \$15.00

**YIELD** About 50 - 1/2 oz servings per bottle

**CASE PACK** 12\*  
\*also available by 6/case wholesale (Faire)

COMING SOON: TIPPLEMAN'S SUGAR FREE SYRUPS

# TIPPLEMAN'S

## BITTERMILK BOTTLING CO. WHOLESALE

Bittermilk Bottling Co. brands are distributed through a variety of food and beverage distributors. *Review our list of regional distributors by brand on the following page.*

If your area is not covered by a local distributor, qualified wholesale accounts may purchase our brands via Faire or directly from Bittermilk Bottling Co.

### ORDER WHOLESALE ONLINE: FAIRE



Fontenelle Supply Co. (Des Moines, Iowa)

### REQUEST A DIRECT WHOLESALE ACCOUNT

Request a wholesale account through our wholesale website at [tipplemans.com](https://shop.tipplemans.com). *Read more details about ordering and submit your wholesale account request at: <https://shop.tipplemans.com/account>.*

**MINIMUMS** \$120 minimum order before shipping. *Minimum applies to Faire and direct wholesale orders.*

**SHIPPING** Freight/Shipping is calculated based on your order weight, size and shipping location.

[Read more details here.](#)

## BITTERMILK BOTTLING CO. DISTRIBUTORS

If you are a retailer, bar or restaurant interested in purchasing our products, you may purchase through a partner distributor in your state listed below. Please inquire for more info about our distribution and if you would like us to connect you with a local representative.

*If your state is not listed below or you are unable to purchase from our partner distributor, please contact us at [drink@bittermilk.com](mailto:drink@bittermilk.com) or reference our direct wholesale information.*

DISTRIBUTOR	STATE/REGION	BITTERMILK	TIPPLEMAN'S*	BARCOOP BEVY
ADVANTAGE DISTRIBUTING	SC, NC, TN	✓	✓	✓
ARTISAN FINE WINES & SPIRITS	OK	✓	-	✓
INTERNATIONAL WINES	AL	✓	-	-
SAVANNAH DISTRIBUTING	GA	✓	✓	✓
TENNESSEE CRAFT DISTRIBUTORS	TN	✓	✓	✓
PACIFIC EDGE WINE & SPIRITS	CA, NV, AZ, WA	✓	✓	-
EUROPEAN WINE & SPIRITS	CO	✓	-	-
UNFI - EAST	EAST COAST	Select SKUs	-	-
CHEX FINER FOODS	NORTHEAST	No.1, No.3	-	-
RAINFOREST DISTRIBUTION (FORMERLY P10 FOODS IN SOUTHEAST)	NORTHEAST, SC, NC, GA, FL, TN, VA	Select SKUs (NE) Full Line (SE)	-	SE region only
A PRIORI	UT	✓	-	-
EUROK	TX	✓	✓	✓
DOVETALE COLLECTIONS	CANADA	✓	-	Seasonal Availability

*Click each distributor name above for more company information.*

*Distribution list updated periodically and subject to change.*

*\*Tippleman's Cocktail Syrups only. Tippleman's Coffee Syrups are available direct wholesale.*

# OUR STORY

MariElena Raya was practically born into the kitchen. Growing up, her father, Chef Robert Dickson, ran one of Charleston's most renowned restaurants, Robert's, where she started as a dishwasher and worked her way up. Joe met MariElena at the Culinary Institute of America in Hyde Park, NY, where they both studied. After finishing culinary school, the duo set off on their culinary adventure together, working in restaurants around the country before landing back in Charleston to manage Robert's of Charleston.

In 2010, Joe and MariElena decided to shake things up—literally—opening The Gin Joint, a cozy cocktail bar dedicated to serving pre-Prohibition-style drinks and next-level bar snacks. As customers kept asking for their complex cocktail recipes to make at home, they had a lightbulb moment: *why not create high-quality mixers so people could make great drinks without all the fuss?*

In 2013, **Bittermilk** was born, launching with three craft cocktail mixers that made it easy to whip up sophisticated drinks at home. It didn't take long for the brand to take off, earning national awards and shoutouts from *The Wall Street Journal*, *Southern Living*, and *GQ* for its attention to quality product made with unique, flavor-creating culinary techniques.

As Bittermilk manufacturing increased, the Rayas launched **Tippleman's** syrups in 2015—a line of complex syrups handcrafted for pros behind the bar (but just as fun for home mixologists). Then in 2017, they handed over the keys to The Gin Joint, selling it to their bar manager so they could focus on their expanding product lines, which led to the launch of **Barcoop Bevy**, a laid back, quality cocktail mixer brand made for everyone, from casual sippers to cocktail nerds. In 2022, Joe took cocktail-making one step further, diving into distilling spirits and introducing a line of ready-to-drink canned cocktails, **Drinkmanship**.

Today, the Rayas and their small but mighty team handcraft all Bittermilk Bottling Co. family of products, along with some private label projects, in their custom facility in Charleston, S.C. When they're not dreaming up new ways to make better drinks, you'll find Joe and MariElena on Johns Island with their four kids—Hudson, Juniper, Mitzi, and Rye.



## CONTACT BITTERMILK BOTTLING CO.

**JOE AND MARIELENA RAYA**

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### GET SOCIAL

Bittermilk: [@drinkbittermilk](https://www.instagram.com/drinkbittermilk)

Barcoop Bevy: [@barcoopbevy](https://www.instagram.com/barcoopbevy)

Tippleman's: [@tipplemansbarsyrups](https://www.instagram.com/tipplemansbarsyrups)

Drinkmanship: [@drinkmanship](https://www.instagram.com/drinkmanship)