PATRICK

NATIONAL BARTENDERS SCHOOL

NATIONAL BARTENDERS SCHOOL

DRINK AND SPIRITS GUIDE

1 oz = 1 → 4
2 oz = 1 → 8

(7 WITH CREAM)

+ between

SPEED RACK
& BACK BAR.

Price
Purity
P

LIME SQUEEZE

LEMON TWIST

FRANK : directeur
TOM :
JERRY :
D

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IMPORTANT INFORMATION

SCHOOL PHONE (203) 330 3400 PLACEMENT PHONE _____ INSTRUCTOR _____

1. Tuition Payment:

   a. If you have a balance remaining, please make the payments in the form of cash, Mastercharge, Bank Americard, Visa, money order or a certified check.

      The school will not accept personal checks on tuition balances due.

   b. If for any reason you will have a problem making tuition payments on the day agreed on, please inform the director in advance. School policy does not allow you to continue to attend class unless tuition payments are made as agreed.

2. Make-Up Classes: If you miss a class, you may make it up at no cost. Below is a schedule of what classes will be given on what days. Your instructor will give you the schedule.

TIME	MO	TU	WD	TH	FR	MO	TU	WD	TH	FR
Morning										
Afternoon										
Evening										

3. Glass Breakage: Any broken glass will cost $1.00. Glass mixing cups cost $1.00 each.

4. Telephone: Please do not ask to use the telephone. It is for business purposes only. We also will not accept any personal messages for any of the students.

5. Problems: If you have any problems in learning the program, don't be shy about asking for extra help. Your instructors are here to help you. If you need special attention, we will be happy to work with you.

6. Eating and Drinking: The Health Department does not allow eating or drinking in the classroom. After the lecture is completed, you will be allowed to leave the classroom if you feel the need for refreshments.

7. Tardiness: Lectures are scheduled for specific times. Please try to arrive 15-30 minutes before classes begin to be sure you are here when the lecture begins.

8. Signing In: State law requires all students to sign-in daily to receive credit. It is your responsibility to sign-in.

9. Absenteeism: If for any reason you cannot make a class or know in advance you will be out, inform your instructor immediately.

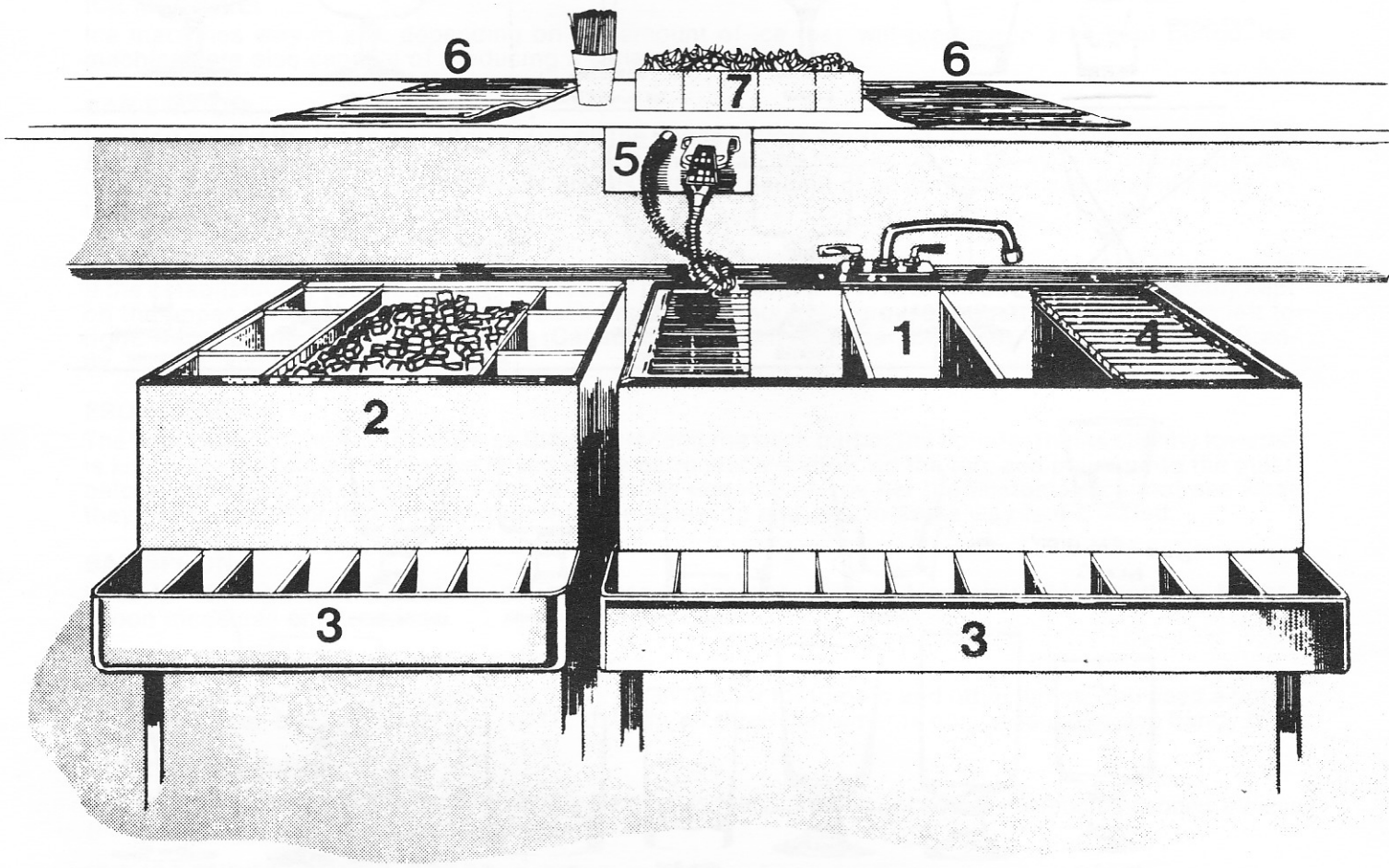
BAR CLEAN UP

Leaving your bar station clean, stocked and well organized is a must. Many bartenders have lost their jobs because they were sloppy and disorganized behind the bar. To help you acquire good habits part of your training is how to clean and stock the bar. Below is a daily check-off list for you to do before you leave the classroom. Don't leave until your instructor has inspected your bar station.

	M	TU	W	TH	F	M	TU	W	TH	F
1. Empty & dry spill rail.										
2. Wipe down bar & bar rail.										
3. Wash all glasses.										
4. Place dry glasses on back bar in proper order.										
5. Wash all mixing equipment and return dry (during roll call).										
6. Clean and dry blenders.										
7. Dry drain boards.										
8. Empty and dry sinks. Leave drain pipes in the sinks.										
!! 9. Fill all bottles completely in speed racks and back bar.										
MARY YOUR BOTTLES (remplir l'avec les autres) very ILLEGAL DO THAT HIDDEN 10. Clean and dry speed rack.										
11. Make sure all bottles are in their proper places.										
12. Wipe down all bottles on the front and back bar.										
13. All speed pourers must be facing the bartenders left.										
14. Large ice scoop is on top of the ice machine.										
15. Empty water from garnish trays and sip-stick glasses.										

Straighten bar stools and wait for inspection in front of your station. Roll will be called *only* when inspection is satisfactorily completed.

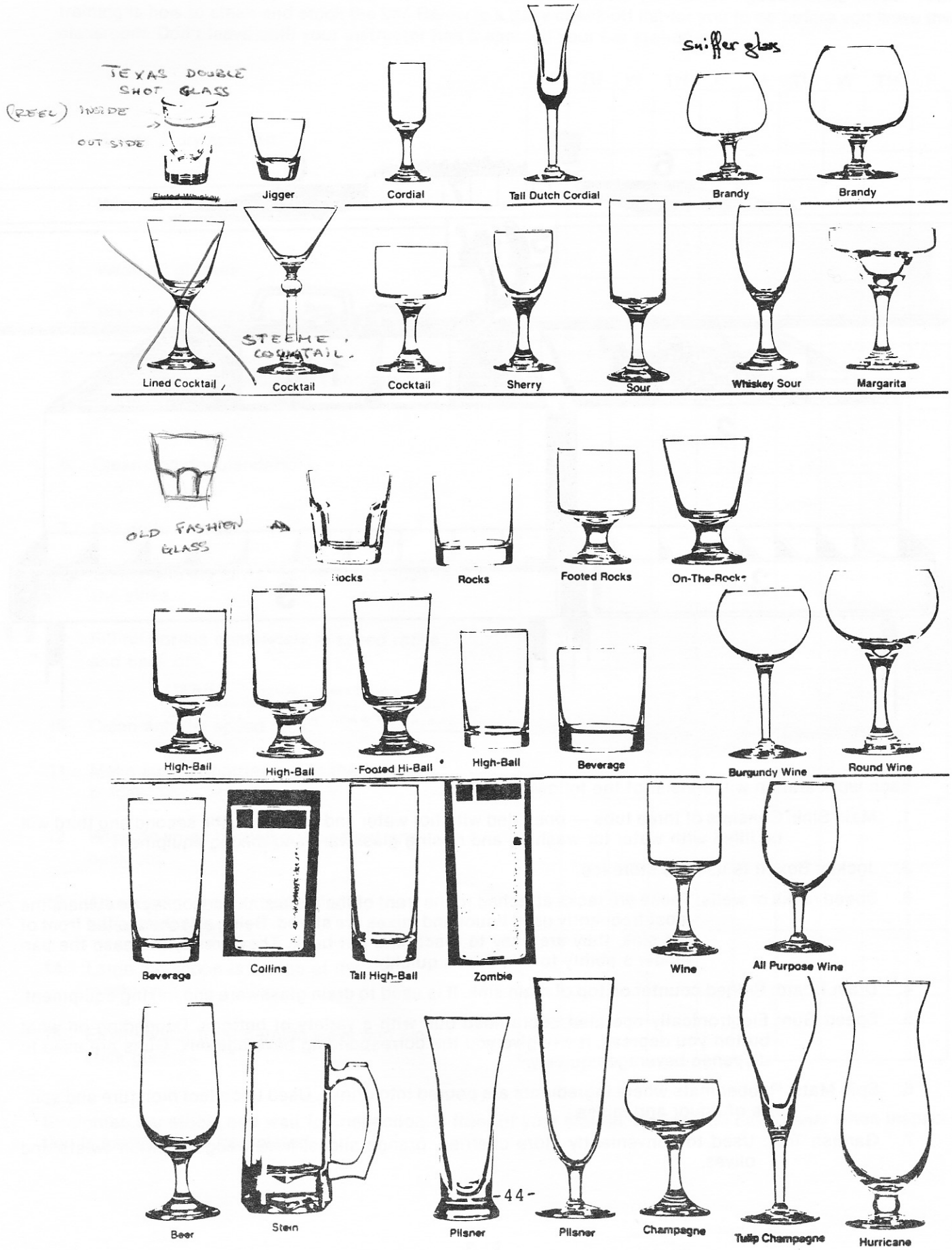
BAR STATION



Each work station will consist of the following things:

1. Main Sink: Consists of three tubs — one filled with hot water and detergent, the second and third will be filled with water for washing and rinsing glassware and mixing equipment.
2. Jockey Box: It is used to store ice.
3. Speed racks or wells: These are racks attached to the front of the main sink and jockey box where the most frequently used liquor and mixes are stored. Being attached to the front of the sink, they are easy to reach and put back. They greatly increase the bartender's ability to mix drinks quickly.
4. Drain Board: Ridged counter on top of main sink. It is used to drain glassware and mixing equipment.
5. Speed Gun: Electronically operated cobra head gun with a variety of buttons. Depending on what button you depress, it will give you the corresponding beverage mix. Guns are used to dispense beverages quickly.
6. Spill Mats: Rubber mats where ingredients are poured into drinks. Used to collect moisture and spillage of liquor and mixes.
7. Garnish Tray: Used to conveniently store cherries, orange slices, lime wedges, lemon twists and olives.

GLASSWARE


TEXAS DOUBLE SHOT GLASS
(REEL) INSIDE
OUT SIDE
Fluted Whiskey
Jigger
Cordial
Tall Dutch Cordial
Sniffer glass
Brandy
Brandy
Lined Cocktail
STEME COCKTAIL
Cocktail
Cocktail
Sherry
Sour
Whiskey Sour
Margarita
OLD FASHION GLASS
Rocks
Rocks
Footed Rocks
On-The-Rocks
High-Ball
High-Ball
Footed Hi-Ball
High-Ball
Beverage
Burgundy Wine
Round Wine
Beverage
Collins
Tall High-Ball
Zombie
Wine
All Purpose Wine
Beer
Stein
Pilsner
Pilsner
Champagne
Tulip Champagne
Hurricane

INTRODUCTION AND REFERENCE GUIDE

We, the faculty at the school, welcome you and hope that through the course you are about to take you will learn the art of mixology. Our course is designed to provide you with the basic fundamental knowledge needed so that, upon graduation, you will be able to work in any lounge throughout the country.

EQUIPMENT

ICE MACHINE:
Ice machines vary in size depending on the amount of ice they will produce in a 24 hour period. Ice machines are also capable of producing a variety of cube sizes.

BAR STATION:
Located behind the bar is a section where all the house liquors are stored. They should be easily reached and readily available at all times. This section is known as the "speed rack." The type of liquors that are generally stored in this area are "House Brands." Ninety percent of all drinks are made from the liquor in the speed rack.

BACK BAR:
If the establishment you are working in does not have a speed rack section, house liquors are usually kept on the upper part of the back bar. The back bar liquors should be grouped together, reading from left to right. Name Brand Scotches, Whiskies (Canadian, Bourbon, American Blended), Vodka, Gin, Rum, Brandy, Tequila, and Cordials.

FRONT BAR:
The top portion of the bar is known as the *counter* and the back part of the counter that is slightly lowered is known as the *rail*. All drinks are mixed at the bartender's station, on the rail, and poured into the glass before serving to the customer. If drinks are made underneath the bar the customers cannot see what they have ordered or how much liquor they are receiving and may in some way feel cheated.

BAR SPOON:
Used for stirring drinks that are made in a glass mixing cup, such as Martinis and Manhattans, the bar spoon measures one teaspoon.

CORKSCREW, CAN AND BOTTLE OPENERS:
A corkscrew is necessary to open wine. Have a can opener for tomato and other juices. You need a bottle opener for beer, bottled mixes, etc. NOTE: Usually, all three instruments can be found in one handy tool.

ELECTRIC BLENDER:
The ingredients in some drinks, such as Brandy Alexanders, Margaritas, etc., need to be thoroughly blended. Blending them in an electric blender is the best method.

ICE, ICE BUCKET, TONGS, SCOOP:
There are three kinds of ice: cubed, crushed and shaved. Shaved is ice which has been crushed twice. Ice cubes (rocks) are used most often. Crushed is sometimes used to make drinks like Margaritas, to achieve the frozen effect.

To avoid running to the refrigerator every time you need ice, keep it in a bucket of some kind.

Ice tongs or a scoop should be used to handle ice. Never scoop ice with the glass you are using. You'll risk breaking the glass in the ice.

MEASURING DEVICES:
Even the most professional bartender measures the ingredients of every drink, even though experience may permit some to do this by eye and skillful freehand pouring. However, to make a perfect drink every time, measure all ingredients. Many drinks can be spoiled by being too strong or too weak.

There are several different measuring devices. It is a personal decision as to which one suits you best.

A measuring glass cup is marked like those used in cooking. Shot glasses come in varied sizes, from ¾ ounce to 1½ ounces. A stainless-steel, double-sided shot glass is convenient. One end is 1 ounce, the other is 1½ ounces, which is also called a jigger.

MIXING CUP — GLASS:
Drinks such as Martinis and Manhattans are stirred in the glass mixing cup.

MIXING CUP — METAL:
Drinks such as Grasshoppers and Whisky Sours are blended in the metal mixing cup, on a malt-shop type of blender. Or, the metal cup can be used in conjunction with the glass cup to shake drinks when an electric blender is not available.

PARING KNIFE AND CUTTING BOARD:
A good paring knife is essential for cutting fruit, and that is all it should be used for.
A small cutting board, which can easily be kept in the bar, is very convenient for fruit cutting.

PICKS, STICKS, STRAWS, NAPKINS:
Picks made the handling of garnishes a lot easier. Use picks for olives, onions, etc.
Swizzle sticks and straws are stirring devices. They go in any drink that is served over ice.
Cocktail napkins (small ones) are placed under the drink to absorb the moisture that forms on the glass due to condensation. It is a nice touch to use a napkin with all drinks, even coffee or hot drinks.

SALT AND SUGAR CONTAINERS:
Have two small saucers for salt and sugar. This makes it easy to salt a Margarita glass quickly.

SPEED POURERS:
Professional bartenders use speed pourers to give them control over how fast (or slow) the liquor flows from the bottle.

STRAINER:
After making a blended or stirred drink, place the strainer over the mixing cup and strain the mixture into the glass. This prevents ice from being poured in the finished drink.

TOWELS:
Have a moistened terry-cloth towel handy for keeping the bar area clean.
For drying glasses, use a dry cotton towel.

MOST BARS WILL KEEP A STOCK OF THESE NON-ALCOHOLIC MIXES & GARNISH:

Bloody Mary mix	Pre-mixed tomato juice and spices
cola	Usually in automatic beverage dispensers.
coffee	When you are using coffee for hot drinks, always make it fresh and make sure it is steaming hot.
cream	If you don't use it in your daily coffee, keep cream frozen until you intend to use it. When preparing drinks, always keep it chilled.
ginger ale	usually in automatic beverage dispensers
grapefruit juice	A must for Greyhounds and Salty Dogs
grenadine	A sweet, cherry colored syrup, made from the pulp of pomegranates. It can be stored indefinitely without spoiling.
lemon juice	Use sweet and sour for recipes calling for lemon juice. It is convenient and has a long storage life.
lime juice	Rose's is the best known, but in recent years many new brands have come on the market. It is a tart, sweetened lime syrup, rather than a substitute for fresh lime juice.
orange juice	A Screwdriver is a very popular drink, and many people are now mixing a variety of liquors with orange juice.
Orange Flower Water	If you like Ramos Fizzes, you should have this.
orgeat	An almond syrup, used in Mai Tais and other tropical drinks
passion fruit juice or nectar	Tropical juices, used in rum drinks

Pina Colada mix	Pre-mixed pineapple and cream of coconut syrup.
pineapple juice	To store canned juices after opening, pour in glass or plastic container and cover tightly.
quinine water	The same as tonic, usually in automatic beverage dispensers.
seltzer water	The same as club soda
7Up	Usually in automatic beverage dispensers. It is the most popular of all lemon lime soft drinks.
sweet and sour	This is marketed under a variety of names, from Daiquiri mix to Margarita mix, etc. It is reconstituted lemon juice, with sugar and bar foam added. Keep several quarts on hand.
tomato juice	Straight tomato juice is richer than tomato cocktail. Jars rather than cans are best for storage in the refrigerator once opened.
tonic	The same as quinine, usually in automatic beverage dispensers.
water	Usually in automatic beverage dispensers.
bitters	The best known is Angostura. It is flavored with roots, barks, and herbs, and has a unique bitterness. It once was a vital part of the Manhattan recipe and is still used in an Old Fashioned.
cherries	Use the maraschino, a popular garnish for Manhattans, Sours, and tropical drinks.
cinnamon sticks	Buy the extra-long kind, used to stir and add flavoring in many of the hot, coffee drinks.
lemons	The rinds are used for lemon twists which are becoming a popular garnish for Martinis and other drinks.
limes	Cut into quarters for lime squeezes to be used in a variety of drinks
nutmeg	Sprinkle on Alexanders, or use as a topping on many hot, coffee drinks.
olives	They come in many types and sizes. The small, green pitted ones are the most popular, but you can get them stuffed with pimentos, anchovies, onions, or almonds. Keep them refrigerated and tightly closed.
onions	A popular garnish for those Martini drinkers who like something different. A Martini with a pearled onion is called a Gibson.
oranges	When sliced, they provide a colorful garnish for sours and tropical drinks
salt	A must for a Margarita or a "scratch" Bloody Mary
sugar	Use the super-fine grade; it dissolves easily

BOTTLE SIZES AND STANDARD BAR MEASUREMENTS:
As of December 31, 1979, all liquor bottles were converted to the metric system.

Spirits			
old size names	old size fluid oz.	new metric sizes fluid oz.	new metric sizes
miniature	1.6	1.7	50 ml.
½ pint	8.	6.8	200 ml.
pint	16.	16.9	500 ml.
fifth	25.6	25.4	750 ml.
quart	32.	33.8	1 liter
½ gallon	64.	59.2	1.75 liters

Wines			
old size names	old size fluid oz.	new metric sizes fluid oz.	new metric sizes
miniature	2, 3 or 4	3.4	100 ml.
2/5 pint	6.4	6.3	187 ml.
4/5 pint	12.8	12.7	375 ml.
fifth	25.6	25.4	750 ml.
quart	32.	33.8	1 liter
2/5 gallon	51.2	50.7	1.5 liters
4/5 gallon	102.4	101.4	3 liters

STANDARD BAR MEASUREMENTS	
1 teaspoon (bar spoon)	1/8 ounce
1 tablespoon	3/8 ounce
1 pony	1 ounce
1 jigger	1½ ounces
1 wineglass	4 ounces
1 split	6 ounces
1 cup	8 ounces

BAR TECHNIQUES

GLASSWARE

All the recipes in this book indicate the type of glass you can use with each drink. In the last several years, there has been a trend toward using multipurpose glassware — the advantage is that you can avoid having a lot of different styles of glasses, some of which you may use only occasionally. You can get by with as few as four different styles, and they will easily accommodate every drink recipe. Pictured at the beginning of each drink category are several different styles of glasses you can use. The style you choose will really be a matter of personal taste.

No matter what style of glass you choose, there are a few basic rules you should follow. Always keep your glassware sparkling clean. Keep one towel handy for drying and one for polishing. Always use a stemmed glass for cocktails served without ice, so that the heat of your hand will not warm the drink. If you are using oversized stemmed wine glasses, don't worry if the recipe doesn't fill the glass totally. Always serve drinks with cocktail napkins or coasters to absorb the moisture of the outside of the glass. If this is not done, condensation will form at the bottom of the glass and leave a water ring.

CHILLING GLASSWARE

Stemmed glassware should be well chilled to keep the drinks cold. The easiest way is to refrigerate them at least one hour in advance. If you don't have time, fill each glass with cracked, shaved, or crushed ice, before mixing the drink. When the drink is ready, empty the ice out of the glass, wipe the outside of the glass with a dry towel, and pour the drink.

HOW TO FLOAT LIQUEURS

Different liquors or liqueurs will float on top of each other depending on their density and thickness. The easiest way to do this, if you have the time, is to pour the liqueurs into the glass and place the glass in the refrigerator. Within an hour, each liqueur will find its own weight level, forming distinct layers. If you don't have the time, hold a bar spoon upside down, above the glass, and pour the liqueur over the back part of the spoon. Do this slowly. The spoon breaks the fall of the fluid, and will allow it to gently settle on top of the other liqueur(s).

HOW TO FLAME LIQUOR

Setting liquor or liqueurs on fire can be dangerous. Flaming drinks look pretty, but it you are not careful, you could set someone or something on fire. If you decide to flame liquors, make certain that the glass, cooking vessel, and liquor are all pre-warmed. Start with a teaspoon or tablespoon of liquor, preheat over the flame, then set afire. Pour flaming liquid carefully into the remaining liquor to be set afire.

HOW TO SET UP THE BAR

1. Fill up your sinks: a bar sink consists of three tubs. Your first tub is filled with warm water and detergent. The second and third with cold water.
2. Wash and rinse glassware or equipment on the drain board.
3. Wash and wipe dry bar and bar rail.
4. Wash and wipe dry sink drain boards.
5. Fill up ice bins.
6. Check liquor stock. Restock the speed rack and back bar, if necessary.
7. Check your mixes:
   a. Sweetened lemon juice
   b. Orange juice
   c. Grapefruit juice
   d. Bloody Mary Mix
   e. Cream
   f. Rose's Lime Juice
8. Check your garnishes:
   a. Cherries
   b. Olives
   c. Onions
   d. Lemons
   e. Limes
   f. Orange slices
9. Check supply of cocktail accessories:
   a. Napkins
   b. Straws
   c. Stirrers

Have enough supplies to complete your working shift.

HOW TO CLOSE THE BAR:

1. Wash and rinse used glassware.
2. Wash and rinse mixing equipment.
3. Wash and wipe down ash trays.
4. Wash and wipe bar and rail.
5. Wash and wipe down drain boards.
6. Empty sinks and wipe dry.
7. Remove garnishes and refrigerate.
8. Stock bar and back bar.
9. Replace dry glasses on back bar.
10. Straighten bar stools.

IMPORTANT NOTICE:

We do not use real liquor **in the School. Everything has been simulated to look and mix like the real thing. When you empty a liquor or mix bottle it is your responsibility to refill it. Gallon containers are kept in the school that are labeled according to what liquor or mix they contain. Refill the bottles only with the corresponding jugs. Fill the following bottles with tap water:**

1. **Gin**
2. **Rum**
3. **Tequila**
4. **Vodka**
5. **White Creme de Cacao**
6. **White Creme de Menthe**
7. **Dry Vermouth**
8. **Triple Sec**

MIXOLOGY LESSON 1

CREAM DRINKS

The drinks you will be learning in this lesson are popular after dinner, dessert type drinks. They are rich and creamy in taste and texture. Bartenders working in dinner houses will receive many requests for this type of drink.

PREPARATION

1. Mixing cup with 1 scoop of ice.
2. Pour 2 ounces of cream.
3. Pour liqueurs.
4. Blend.
5. Strain into stemmed cocktail glass.

DRINK RECIPES

1. BRANDY ALEXANDER
   a. ~~Stemmed~~ TRADITIONAL CHAMPAGNE glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. ½ oz. brandy
   d. ½ oz. brown creme de cacao
   e. 2 oz. cream
   f. Blend and strain
   g. Nutmeg garnish

double pouring same time

2. GOLDEN CADILLAC
   a. Stemmed glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. ½ oz. white creme de cacao
   d. ½ oz. Galliano
   e. 2 oz. cream
   f. Blend and strain

3. ORGASM C.A.T
   a. Stemmed glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. ½ oz. white creme de cacao
   d. ½ oz. amaretto NECTAR OF LOVE (Italia)
   e. ½ oz. triple sec
   f. ½ oz. vodka
   g. 1 oz. cream
   h. Blend and strain

* CF MODERN ORGASM

4. BANSHEE
   a. Stemmed glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. ½ oz. white creme de cacao
   d. ½ oz. creme de banana
   e. 2 oz. cream (1 → 7)
   f. Blend and strain

CREAM POURS FASTER.

5. GOLDEN DREAM G T O
   a. Stemmed glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. ½ oz. Galliano
   d. ½ oz. triple sec
   e. ½ oz. orange juice
   f. 1½ oz. cream
   g. Blend and strain

6. PINK SQUIRREL
   a. Stemmed glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. ½ oz. white creme de cacao
   d. ½ oz. creme de almond or creme de noyaux
   e. 2 oz. cream
   f. Blend and strain

FLYING.

7. CREAMSICKLE V.T.O
   a. Stemmed glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. ½ oz. vodka
   d. ½ oz. triple sec
   e. ½ oz. orange juice
   f. 1½ oz. cream
   g. Blend and strain

8. GRASSHOPPER
   a. Stemmed glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. ½ oz. white creme de cacao
   d. ½ oz. green creme de menthe
   e. 2 oz. cream
   f. Blend and strain

9. PINK LADY G.G
   a. Stemmed glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. 1 oz. gin
   d. ½ oz. grenadine
   e. 1½ oz. cream
   f. Blend and strain

SCREAMING : ie ½ oz VODKA

ALWAYS HOLD TOP OF BOTTLE WITH ONE FINGER (~~SABOTAGE~~)

STUDY GUIDE

CREAM DRINKS

1. Cream drinks are popular after dinner, dessert type drinks. They are most popular in establishments serving food.
2. The cream used is a coffee type and must be kept chilled.
3. Cream drinks derive their flavor from the liqueurs used. Liqueurs are a sweetened family of alcohol beverage made from a variety of fruits, herbs and spices.
4. Creme de Cacao is made in two colors, white and brown. They taste identical. Their only difference is the color.
5. Creme de Noyaux and Creme de Almond are the same.
6. Many establishments will use a Galliano substitute because of its high price. Some of these substitutes are Neopolitan, Florentino and Vallentino.
7. You should always blend the ingredients in an electric blender for best results. The ingredients are thick and syrupy and will not mix naturally.
8. When preparing these drinks, always use ice in the mixing cup to chill the liqueurs. Use a strainer to prevent the ice from going into the stemmed glass. Ice should never be put in a stemmed glass.
9. Special care must be taken when washing glasses. The cream leaves a film on the glass that won't come out with a quick wash and rinse.
10. Establishments will sometimes use vanilla ice cream in place of coffee cream. This will make the drink very thick, like a milk shake.
11. Occasionally, a customer may request a cream drink on the rocks. Prepare the drink according to the recipe and pour over ice cubes in a large rock glass.
12. The alcohol strength of cream drinks is less than most other cocktails. Liqueurs, generally are 25% to 40% weaker in alcohol content than most other liquors.
13. Use the word associations your instructor has given you to remember the ingredients.

CALIFORNIAN : ICE .
HIGHBALL GLASS 1 oz VODKA
1/2 OJ
1/2 GRAPPE FRUIT JUICE .

MIXOLOGY LESSON 2

LIQUOR AND MIX DRINKS

The drinks in this lesson may represent up to fifty percent of the drinks a customer may order. Although there are a large number of recipes for you to learn, once you make them a few times they are easy to remember. The customer in many of the drinks will tell you the type of liquor to use by the name of the drink.

PREPARATION

1. Glass, ice.
2. Pour requested liquor.
3. Pour mix.
4. Garnish, if recipe or customer requests it.

ICE FIRST.

DRINK RECIPES

HIGHBALL TYPE

This is your basic liquor and mix drink recipe. The customer will request a type of liquor, many times a call brand, with a water, soda or soft drink mixer.

1. HIGHBALL
   a. Highball glass, ice count
   b. 1 oz. Whisky (1-2-3-4)
   c. Fill with ginger ale

   Highballs may be requested with other types of liquors. *Example:* Vodka Highball, Gin Highball

GINGER ALE ≈ 1 PART COKE + 5 PART 7-UP.

2. SCOTCH AND SODA
   a. Highball glass, ice
   b. 1 oz. Scotch
   c. Fill with soda

   Any liquor may be requested with soda. *Example:* Whisky & Soda, Vodka & Soda

3. 7 & 7
   a. Highball glass, ice
   b. 1 oz. 7 Crown Whisky
   c. Fill with 7 Up

   Any liquor may be requested with 7 Up. *Example*: Rum & 7 Up, Vodka & 7 Up

4. WHISKY AND WATER
   a. Highball glass, ice
   b. 1 oz. Whisky
   c. Fill with water

   Any liquor may be requested with water. *Example:* Brandy & Water, Scotch & Water

5. RUM AND COKE
   a. Highball glass, ice
   b. 1 oz. Light Rum
   c. Fill with Coke

   Any liquor may be mixed with Coke. *Example:* Brandy & Coke, Vodka & Coke

6. CUBA LIBRE
   a. Same as Rum and Coke except garnish with a lime.

7. GIN AND TONIC
   a. Highball glass, ice
   b. 1 oz. Gin
   c. Fill with tonic
   d. Lime squeeze garnish

   Any liquor may be requested with tonic. *Example*: Vodka & Tonic

8. OLD FASHIONED OLD FASHION GLASS
   a. In ~~rock~~ glass, place
   b. orange wedge
   c. cherry
   d. 1 sugar cube or tsp. sugar
   e. 2 dashes bitters
   f. Dash soda
   g. Mash together (with back of spoon)
   h. Fill glass with ice
   i. Add 1 oz. bourbon

   + cherry on top

JUICES

This type of drink uses either fruit or vegetable juices mixed with liquors.

1. BLOODY MARY
   a. Collins glass, filled with ice
   b. 1 oz. vodka
   c. 2 dashes pepper
   d. 2 dashes salt
   e. 2 dashes celery salt
   f. 4 drops worcestershire sauce
   g. 1 drop tabasco sauce (optional)
   h. Fill with tomato juice
      Or, fill with commercial Bloody Mary mix instead of spices and tomato juice
   i. Stir well
   j. Celery stick or lime garnish
   1/4 oz LIME JUICE & 1/4 oz STEAK SAUCE.

2. GREYHOUND
   a. Highball glass, filled with ice
   b. 1 oz. vodka
   c. Fill with grapefruit juice
   d. Stir well

3. SALTY DOG
   a. Highball glass, with salt frosting on rim and filled with ice
      (To frost with salt, moisten rim with lime squeeze or juice, and dip in dish of salt)
   b. 1 oz. vodka
   c. Fill with grapefruit juice
   d. Stir well

4. CAPE COD (VERY COLD)
   a. Highball glass, filled with ice
   b. 1 oz. Vodka
   c. Fill with cranberry juice

5. MADRAS & ORANGE.
   a. Highball glass, filled with ice
   b. 1 oz. Vodka
   c. 1/2 filled with orange juice ← POR IN
   d. 1/2 filled with cranberry juice ← SAME TIME

6. SCREWDRIVER
   a. Highball glass, filled with ice
   b. 1 oz. vodka
   c. Fill with orange juice
   d. Stir well

7. HARVEY WALLBANGER VERY ODD GUY
   a. Collins glass, filled with ice
   b. 1 oz. vodka
   c. Fill with orange juice
   d. Stir well
   e. Top with ½ oz. Galliano (sweet VANILLA LIQUORICE)
   f. Stir lightly if desired (P26. 12)

8. SLOW COMFORTABLE SCREW
   a. Collins glass, filled with ice
   b. 1 oz. sloe gin
   c. ½ oz. Southern Comfort (CORDIAL - SWEET LIQUORICE)
   d. Fill with orange juice
   e. Stir well

9. TEQUILA SUNRISE
   a. Collins glass, filled with ice
   b. 1 oz. tequila
   c. Fill with orange juice
   d. Stir well
   e. Top with ½ oz. grenadine
   f. Stir lightly if desired
   g. Cherry garnish
   - (P28 - 32)
   - (P27 - 16)
   - FUZZY NAVEL
   - SEX ON THE BEACH

10. SEABREEZE
    a. Highball glass, filled with ice
    b. 1 oz. Vodka
    c. 1/2 filled with grapefruit juice
    d. 1/2 filled with cranberry juice

11. BAYBREEZE
    a. Highball glass, filled with ice
    b. 1 oz. Vodka
    c. 1/2 filled with pineapple juice
    d. 1/2 filled with cranberry juice

DOUBLE XX = 2 x dose alcool + fill up.
TALL X X = normal alcool + more fill up.

STUDY GUIDE

LIQUOR AND MIX DRINKS

1. Poured liquor drinks represent over 50% of the drinks the average bartender will make.
2. Many times customers will request a brand or call liquor in their drink. They do this because they like the particular characteristic of that brand. Normally, it is a more expensive liquor and an additional price may be charged.
3. Speed and an excellent working knowledge of these drinks is essential. A bar manager or customer expects a bartender to know these recipes without hesitation.
4. You must have an excellent working knowledge of the different call brand liquors. When you practice these drinks, call out a brand with the name of the drink.
5. When a customer orders a drink tall, he wants it poured in an extra large highball glass. A customer who likes a tall drink, likes more mix.
6. Many establishments use a pre-mixed Bloody Mary mix having all the spices added.
7. Sometimes customers will request a poured drink with liquor and mix and they will also request a lemon twist or lime squeeze garnish.
8. When a customer orders a double, only double the amount of liquor.
9. There are many variations of the Bloody Mary made with other liquors. Examples are Bloody Maria made with Tequila, Danish Mary made with Akvavit (Adquavit), Red Snapper made with Gin and Bloody Bull made with Beef Bouillon added.

SPEED DRILLS

Lessons 1 and 2

DRILL ONE

1. Brandy Alexander
2. Golden Dream
3. Highball
4. Scotch & Soda
5. Rum & Coke
6. Bloody Mary

DRILL TWO

1. Grasshopper
2. Banshee
3. Gin & Tonic
4. Screwdriver
5. Grayhound
6. Cape Cod

DRILL THREE

1. Pink Squirrel
2. 7 & 7
3. Creamsickle
4. Cuba Libre
5. Salty Dog
6. Seabreeze

DRILL FOUR

1. Golden Cadillac
2. Pink Lady
3. Bourbon & Water
4. Harvey Wallbanger
5. Tequila Sunrise
6. Madras

TWIST : use inside, Rub it with the outside of the glass (border)
TWIST in the middle drop it into the glass.

MIXOLOGY LESSON 3

MARTINIS AND MANHATTANS

The drink recipes in this lesson are popular throughout the nation. They are most frequently ordered before lunch, dinner or during cocktail hour. If you are working in a dinner house or businessman's cocktail lounge, they may make up to 20% of your drink orders.

There are two ways a customer may order any of these drinks. The first way is straight up, most popular in the east. The second way is on the rocks, most popular in the midwest and west.

"WOULD YOU LIKE A GLASS OF WATER WITH IT" (OR WATER BACK) OR COKE BACK

MARTINI → WATER "WATER BACK" 459 — customer

PREPARATION

1. ON THE ROCKS
   a. Fill the Rock Glass with ice cubes.
   b. Pour the Vermouth, always pour this first.
   c. Pour liquor.
   d. Garnish.
   e. Place stirrer in the glass.
   f. Serve with a glass of water, if requested.

2. STRAIGHT-UP
   a. Fill Mixing cup with 1 scoop of ice.
   b. Pour Vermouth.
   c. Pour liquor.
   d. Stir with a long bar spoon.
   e. Strain into a stemmed cocktail glass.
   f. Garnish.
   g. Serve with a glass of water, if requested.

NOT SWEET. MIXING GLASS.
* USE GLASS SAKER.
* NEVER USE METAL SAKER FOR MARTINI (TAKE TASTE AWAYS)

DRINK RECIPES

1. MARTINI (ALWAYS GIN IN USA)
   a. Rock glass, filled with ice
      Or, stemmed glass, chilled
   b. Dash (⅛ oz.) dry vermouth 2.3 drops (1 → 7) covers little
   c. 1¾ oz. gin
   d. Olive garnish
   OPTION: SAKE ≡ TWIST.

2. DRY TO EXTRA DRY MARTINI
   a. Rock glass, filled with ice
      Or, stemmed glass, chilled
   b. Drop (1/16 oz.) dry vermouth 1 drop.
   c. 1¾ oz. gin
   d. Olive garnish
   RIGHT INTO THE GLASS.

3. VODKA MARTINI
   a. Rock glass, filled with ice
      Or, stemmed glass, chilled
   b. Dash (⅛ oz.) dry vermouth 2.3 drops
   c. 1¾ oz. vodka
   d. Olive garnish

4. GIBSON
   a. Prepare the same as martini
   b. Garnish with onion instead of olive

5. MANHATTAN
   a. Rock glass, filled with ice
      Or, stemmed glass, chilled
   b. ¼ oz. sweet vermouth 1 count
   c. 1¾ oz. whisky 1 → 7.
   d. Cherry garnish

W whisky

6. DRY MANHATTAN
   a. Rock glass, filled with ice
      Or, stemmed glass, chilled
   b. ¼ oz. dry vermouth 1 count.
   c. 1 3/4 oz. whisky (BOURBON)
   d. Lemon twist garnish
   (balance)

7. PERFECT MANHATTAN
   a. Rock glass, filled with ice
      Or, stemmed glass, chilled
   b. ⅛ oz. dry vermouth 3 drops
   c. ⅛ oz. sweet vermouth 3 drops
   d. 1¾ oz. whisky
   e. Lemon twist garnish

8. SCOTCH MANHATTAN/ROB ROY
   a. Rock glass, filled with ice
      Or, stemmed glass, chilled
   b. ¼ oz. sweet vermouth 1 count.
   c. 1¾ oz. scotch (1 → 7) count.
   d. Cherry garnish

SCOTTISH → SCOTCH.

9. DRY SCOTCH MANHATTAN/
   DRY ROB ROY
   a. Rock glass, filled with ice
      Or, stemmed glass, chilled
   b. ¼ oz. dry vermouth
   c. 1 3/4 oz. scotch
   d. Lemon twist garnish

10. PERFECT SCOTCH MANHATTAN
    PERFECT ROB ROY
    a. Rock glass, filled with ice
       Or, stemmed glass, chilled
    b. ⅛ oz. dry vermouth
    c. ⅛ oz. sweet vermouth
    d. 1¾ oz. scotch
    e. Lemon twist garnish

11. SOUTHERN COMFORT
    MANHATTAN
    a. Rock glass, filled with ice
       Or, stemmed glass, chilled
    b. ¼ oz. dry vermouth DRY VERMOUTH
    c. 1¾ oz. Southern Comfort VERY SWEET
    d. Cherry garnish

"MALE GIBSON"
GIBSON · with 2 ONIONS and straw in the middle

MARTINI → ON THE ROCKS.
→ STRAIGHT-UP.

IF THEY DON'T CALL THE BRAND ALWAYS USE THE ALCOOL INTO THE SPEED RACK.

STUDY GUIDE

MARTINIS

1. Straight up martinis are most popular on the East Coast. On the rocks martinis are most popular on the West Coast. It is a good idea to always ask a customer which way they would like it prepared.
2. Stemmed glassware should always be chilled before pouring the drink into it. The cold glass will keep the cocktail colder.
3. Vermouth is always poured in first. It has a very pungent taste and aroma. Its purpose is to enhance the flavor of the cocktail and not over power. By pouring it first you keep the taste on the bottom.
4. Dry vermouth differs from Sweet Vermouth both in color and taste. The dry is almost white in color with a tart taste and aroma. The sweet is amber in color with a sweet flavor.
5. Many times a customer will call for a martini or manhattan using a brand name of liquor. Most establishments will charge extra because the liquor called for is more expensive than they would normally use.
6. When you hear the word dry used in a martini, it means less Vermouth. When you hear the word dry used in a manhattan, it means use dry instead of Sweet Vermouth. When you hear the word perfect used in a manhattan, it means use both types of Vermouth.
7. At large parties or in banquet rooms, pre-mixed martinis and manhattans are sometimes served. A pre-mix cocktail means all the ingredients have been mixed beforehand. The bartender would simply pour the drink into the glass. ALWAYS PREPARE THEM STRAIGHT UP. SIT THEM IN SOME ICE.
8. A good bartender will always serve a glass of water with any of these drinks. They are strong in taste and alcoholic content and many customers like to drink a little water with them. Always place the glass of water in back of the cocktail at a 45 degree angle to the right.
9. Southern Comfort Manhattan uses Dry Vermouth to cut the sweetness of the Southern Comfort.
10. A lemon twist garnish is very often requested in all of the drinks in this lesson.

SPEED DRILLS

Lessons 1 through 3

DRILL ONE

1. Martini/Up
2. Scotch Manhattan/Rocks
3. Rum & Coke
4. Gin & Tonic
5. Gibson
6. Brandy Alexander
7. Bloody Mary
8. Screwdriver

DRILL TWO

1. Manhattan/Up
2. Vodka Martini/Rocks
3. Dry Scotch Manhattan/Rocks
4. Highball
5. Golden Dream
6. Greyhound
7. Banshee
8. Pink Squirrel

DRILL THREE

1. Dry Manhattan/Rocks
2. Extra Dry Martini/Rocks
3. Perfect Scotch Manhattan/Up
4. Scotch & Soda
5. Grasshopper
6. Salty Dog
7. Tequila Sunrise
8. Cape Cod

DRILL FOUR

1. Bourbon & Water
2. 7 & 7
3. Perfect Manhattan/Rocks
4. Southern Comfort Manhattan/Up
5. Seabreeze
6. Pink Lady
7. Creamsickle
8. Harvey Wallbanger

straight up. ↑ MARTY
FOR WAITER
on the rock X MARTY

PRACTICE MID TERM #1

PLEASE DO NOT WRITE IN THIS SECTION WITHOUT DIRECTIONS FROM YOUR INSTRUCTOR

1. Bloody Mary
   Glass: _____

2. Golden Dream
   Glass: _____

3. Beefeater Martini — Rocks
   Glass: _____

4. Double Smirnoff & Tonic
   Glass: _____

5. Grasshopper
   Glass: _____

6. Screw Driver
   Glass: _____

7. Slow Comfortable Screw
   Glass: _____

8. Greyhound
   Glass: _____

9. Cuba Libre
   Glass: _____

10. Brandy Alexander
    Glass: _____

11. Seabreeze
    Glass: _____

12. 7 & 7
    Glass: _____

13. Banshee
    Glass: _____

14. Red Label & Soda
    Glass: _____

15. Dry Cutty Sark Manhattan — Up
    Glass: _____

16. Jack Daniels & Water
    Glass: _____

17. Southern Comfort Manhattan — Up
Glass: _____

18. Salty Dog
Glass: _____

19. Cape Cod
Glass: _____

20. **Harvey Wallbanger**
Glass: _____

21. **Perfect VO Manhattan — Rocks**
Glass: _____

22. Pink Squirrel
Glass: _____

PART B

Next to the following brand names, write in what classification they would fall under. (Example: Gin, Vodka, Scotch, Liqueur, etc.)

1. Amaretto: _____
2. Galliano: _____
3. Cutty Sark: _____
4. Seagrams Seven Crown: _____
5. Dewars: _____
6. Creme de Cacao: _____
7. Seagrams VO: _____
8. Beefeater: _____
9. Johnny Walker Red Label: _____

PART C

FILL IN THE BLANKS

1. Why does cream have to be kept chilled? _____
2. Name two Galliano substitutes: _____
3. What is the difference between Creme de Almond and Creme de Noyaux? _____
4. What does 7 & 7 stand for? _____
5. What does Kahlua taste like? _____
6. What does Amaretto taste like? _____
7. What is the difference between a Rum & Coke and a Cuba Libre? _____
8. Name two liquors tonic is frequently ordered with: _____
9. What is the difference between a Greyhound and a Salty Dog? _____

P. C : POORING COST .

CARRY OUT POORING : 1,2 dans le verre 1oz.
verser le verre dans le

MIXOLOGY LESSON 4

TWO LIQUOR DRINKS

In this lesson you will learn to prepare drinks using two liquors. The use of a liqueur as one of the ingredients will tend to make them sweet and slightly syrupy. They are very popular as anytime drinks. Whenever you use a liquor and liqueur, always pour the heavier liqueur last. This will allow it to slowly fall to the bottom and mix with the liquor. It gives the cocktail a much more even flavor.

On occasion, the customer will order these drinks straight up. Prepare the same as you would prepare a Martini straight up.

LIQUEUR : very sweet
lot of sugar.

LIQUEUR = CORDIAL.

PREPARATION

1. Rock glass, filled with ice cubes.
2. Pour liquor.
3. Pour liqueur.
4. Garnish if customer or recipe request it.

DRINK RECIPES

1. BLACK RUSSIAN
   a. Rock glass, filled with ice
   b. 1 1/2 oz. vodka
   c. 1/2 oz. Kahlua
   d. Stir = STICK.

2. WHITE RUSSIAN
   Prepare same as Black Russian
   and float cream on top. = 1/2 oz.

3. DIRTY MOTHER = BITCH IN KITCHEN.
   a. Rock glass, filled with ice
   b. 1 1/2 oz. brandy
   c. 1/2 oz. Kahlua
   d. Stir

4. DIRTY WHITE MOTHER
   Prepare same as Dirty Mother
   and float cream on top

5. GODFATHER SAmaretto Liquor
   a. Rock glass, filled with ice
   b. 1 1/2 oz. Scotch
   c. 1/2 oz. amaretto
   d. Stir

6. GODMOTHER VAL
   a. Rock glass, filled with ice
   b. 1 1/2 oz. vodka
   c. 1/2 oz. amaretto
   d. Stir

7. RUSTY NAIL
   a. Rock glass filled with ice
   b. 1 1/2 oz. Scotch
   c. 1/2 oz. Drambuie

8. STINGER
   a. Rock Glass filled with ice
   b. 1 1/2 oz. brandy
   c. 1/2 oz. white creme de menthe
   d. Stir

9. VODKA GIMLET
   a. Rock glass ice
   b. 1 1/2 oz. Vodka
   c. 1/2 oz. Rose's Lime Juice
   d. Garnish with Lime Squeeze

10. GIN GIMLET
    Prepare the same as Vodka Gimlet, use
    1 1/2 oz. Gin instead of Vodka

11. SOMBRERO = KAHLUA & CREAM.
    a. Rock glass, filled with ice
    b. 1 1/2 oz. Kahlua
    c. 1/2 oz. cream
    d. Stir well

P. 27 - n° 26

P28. 30.

SHOOTERS AND FLOAT DRINKS

Shooters are very popular drinks with younger customers. They are served in shot glasses. They are consumed in one quick gulp.

Float drinks are after dinner types that the customer sips on (e.g. B & B).

1. KAMAKAZI (1 OZ. MARKED GLASS.)
   a. Shot or liqueur glass, chilled
   b. Glass mixing cup, 1/4 filled with ice
   c. 1/2 oz. Vodka
   d. 1/4 oz. triple sec
   e. 1/4 oz. lime juice
   f. Stir and strain

   de tyson tyo
   1 OZ. VODKA

   Option: FRESH SQUEEZE LIME. in the GLASS MIXING CUP.

2. B-52 → BRANDY → BENEDICTINE.
   a. Liqueur Glass
   b. 1/2 oz. Baileys
   c. 1/4 oz. Kahlua — 1 count. on the back of spoon
   d. 1/4 oz. Grand Marnier — 1 count. " " " " " into the glass

STUDY GUIDE

TWO LIQUOR DRINKS

1. These drinks are more popular with younger customers who like a sweet taste to their cocktails.

2. Drinks in this lesson using a heavy or lighter liquor or mix; the lighter ingredient should be poured first and the heavier last. The reason is the heavier ingredient will slowly filter through the lighter ingredient.

3. Shooters are popular straight liquor drinks. They are potent, most sweet tasting and very popular with younger customers. New recipes are invented weekly. Your instructor will give you an updated list for your area of the country.

4. When you receive a request for a White Russian, White Bull, etc. the white means top the drink with cream.

5. There are several ways a customer may request straight liquor.
   A. "On the Rocks" — pour liquor or cocktail in a rock glass filled with ice cubes.
   B. "Mist" — Pour liquor or cocktail in a rock glass filled with crushed ice.
   C. "Frappe" — pour liquor or cocktail in a stemmed cocktail glass over crushed ice.

GLASS WEAR

* B & B
  SNIFFER GLASS.
  1 OZ. B & B

CADILLAC MARGARITA
NO SALT
ADD GRAND MARNIER

* BOSTOM ICE TEA / LONGBEACH ICE TEA:

1 count of splash of cranberry instead of splash of coke.

TOP LESS: without salt

* ELECTRIC ICE TEA: Blue
  ? → 1/2 OZ CURACAO instead of COKE & TRIPLE S.

CURACAO = TRIPLE SEC + BLU

SWEET FOR THE SWEET
CHERRY with 7-UP LIME with SODA.

MIXOLOGY LESSON 5

SOURS

In this lesson you will learn how to make cocktails using a sweetened lemon juice base. Most of these drinks have to be blended or hand shaken because the ingredients will not mix naturally. There are four basic steps to most of the drinks.

PREPARATION

HURRICANE
po CO-GRANDE

1. Mixing cup, ¼ filled with ice.
2. Pour liquor.
3. Pour fruit juice.
4. Mix in electric blender or shake by hand 10 times.
5. Pour into stemmed cocktail glass.
6. Garnish drink, if indicated in recipe.

DRINK RECIPES — SHORT SOURS

CALL BACARDI BAR

1. BACARDI COCKTAIL (3 oz GLASS)
   a. ~~Stemmed~~ glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. 1 oz. Bacardi light rum
   d. ½ oz. grenadine
   e. 1½ oz. sweet and sour
   f. ~~Blend~~ and strain
   SHAKE.

FROZEN

2. DAIQUIRI
   a. ~~Stemmed~~ glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. 1 oz. light rum
   d. 2 oz. sweet and sour
   e. Blend and strain 15 sec

3. MARGARITA
   a. ~~Stemmed~~ MARGARITA glass, with salt frosting on rim
   (To frost with salt, moisten rim with lime squeeze or juice, and dip in dish of salt)
   b. Mixing cup, ¼ filled with ice
   c. 1 oz. tequila
   d. ½ oz. triple sec
   e. 1½ oz. sweet and sour
   f. Blend and strain
   g. Lime garnish

FROZEN

T
T
S

NEVER SALT A FRUIT FLAVOR MARGARITA
(FRUIT ⇒ BACK OFF ie - de TRIPLE SEC)

Sours may be made from any liquor a customer requests. Prepare the same as the Whisky Sour, except use the liquor they request, instead of Whisky.

4. PINA COLADA chilled R.C.P.
   a. ~~Collins~~ HURRICANE glass, filled with ice
   b. ~~Mixing cup~~ Blender, ¼ filled with ice
   c. 1 oz. light rum FROZEN
   d. 1 oz. cream of coconut ~~syrup~~
   e. 2 oz. pineapple ~~syrup~~
   (or, instead of syrups, 3 oz. Pina Colada mix)
   f. Blend and strain
   g. Pineapple stalk or cherry garnish + FLAG

(PINEAPPLE ≡ SWEET SOUR ie)

5. WHISKY SOUR
   a. ~~Stemmed~~ Rocks glass, ~~chilled~~ w/ice
   b. ~~Mixing cup, ¼ filled with ice~~
   c. 1 oz. whisky
   d. 2 oz. sweet and sour
   e. ~~Blend and strain~~
   f. Cherry garnish

DRINK RECIPES — TALL SOURS

1. LONG ISLAND ICE TEA all my white liquors
   a. Collins glass, filled with ice
   b. 1/2 oz. vodka Mixing Cup
   c. 1/2 oz. gin
   d. 1/2 oz. tequila
   e. 1/2 oz. triple sec
   f. 1/2 oz. rum
   g. 1½ oz. sweet and sour
   h. Splash of coke (change the color.
   i. Stir
   j. Lemon twist garnish

E TEA ⇒ LEMON.

2. SINGAPORE SLING English
   a. Collins glass, filled with ice
   b. ½ oz. grenadine (red shoes)
   c. 1 oz. gin
   d. 2 oz. sweet and sour
   e. Stir well
   f. Fill with soda or 7-UP
   g. Top with ½ oz. cherry-flavored brandy (red hat)
   h. Cherry garnish

Tom Collins with red shoes red hat

" BUILT DRINK = RIGHT IN THE GLASS. "

3. SLOE GIN FIZZ ok ID ???
   a. Collins glass, chilled only
   b. [redacted]
   c. 1 oz. sloe gin
   d. 2 oz. sweet and sour
   e. [redacted]
   f. Fill with soda or 7-UP.
   g. Cherry garnish straw.

4. VODKA COLLINS
   a. Collins glass, filled with ice
   b. 1 oz. vodka
   c. 2 oz. sweet and sour
   d. Stir well
   e. Fill with soda OR 7-UP
   f. Stir lightly
   g. Cherry garnish

→ English → GIN.

5. TOM COLLINS Collins Glass
   Prepare the same as Vodka Collins, except use Gin instead of Vodka. fill up with 7-UP.

6. JOHN COLLINS (JOHN WAYNE → WHISKY)
   Prepare the same as Vodka Collins, except use Whisky instead of Vodka
   BOURBON WHISKY

7. JOE COLLINS has no cherry put it on the side.
   Prepare the same as Vodka Collins, except use Scotch instead of Vodka

STUDY GUIDE

SOURS

1. The drinks in this lesson are more popular during the warmer months. The hotter the weather, the more calls you'll get for them. They are cool and refreshing. They have a semi-sweet tart taste.

2. All of the drinks in this lesson use a reconstituted sweetened lemon juice base. It is a commercial mixture of processed lemon juice, sugar and a foaming agent that gives the drink a creamy frothy head. Fresh lemon juice is not used because of the high cost and spoilage.

3. Any drink using a stemmed cocktail glass, may be requested on the rocks.

4. When a customer orders a double, only double the amount of liquor.

5. Customers may order a frozen daiquiri or a fruit flavored daiquiri; these are made with a high powered electric blender and extra crushed ice. They look and taste like an alcoholic slush. The two most popular types are banana daiquiris, made with fresh bananas and strawberry margaritas, made from frozen strawberries.

6. Extremely busy establishments may use a pre mix. It comes right from one of the bottoms on the electric beverage dispensing gun.

7. In some area of the country, tall lemon juice based drinks are built rather than blended. When you build a drink you pour the ingredients directly into the tall glass over ice cubes.

8. Sours and collins may be made with any liquor a customer requests.

9. Grenadine is a nonalcoholic sweet syrup used to flavor cocktails.

SPEED DRILLS

Lessons 4 and 5

DRILL ONE

1. Black Russian
2. Bacardi Cocktail
3. Godfather
4. Long Island Ice Tea
5. John Collins
6. Sloe Gin Fizz

DRILL TWO

1. White Russian
2. Rusty Nail
3. Daiquiri
4. Pina Colada
5. Whisky Sour
6. Joe Collins

DRILL THREE

1. Dirty Mother
2. Margarita
3. Stinger
4. Tom Collins
5. Singapore Sling
6. Long Island Ice Tea

DRILL FOUR

1. B-52
2. Dirty White Mother
3. Kamakazi
4. Vodka Collins
5. Sloe Gin Fizz
6. Pina Colada

MIXOLOGY LESSON 6

WINE DRINKS

This group of drinks uses wine as a base with mixers. Many of these drinks gained popularity in Europe and with the great increase of popularity of wine have come to this country.

DRINK RECIPES

Tulip Glass: retained the carbonation of champagne better than

ALWAYS SHOW THE CHAMPAGNE LABEL TO THE CUSTOMER

1. CHAMPAGNE COCKTAIL
   a. ~~Champagne~~ Tulip glass, chilled
   b. Place in glass:
   c. 1 sugar cube
   d. 1 drop bitters
   e. Fill with champagne, chilled
   f. Lemon twist garnish, garnish of border with Lemon.

2. DUBONNET COCKTAIL
   OR a. Rock glass, filled with ice
   b. Or, stemmed glass, chilled
   c. 1 oz. gin or (vodka used if specified)
   d. 1 oz. Dubonnet (red)
   e. (If in stemmed glass, prepare in glass mixing cup, stir and strain)

3. MIMOSA
   TULIP GLASS OR a. Collins glass, filled with ice
   b. 1/2 fill with champagne
   c. 1/2 fill with orange juice
   d. Stir gently

4. WHITE WINE SPRITZER
   a. Collins glass, filled with ice
   b. 1/2 filled with white wine, chilled
   c. 1/2 Fill with soda
   d. Stir gently
   e. Lemon twist garnish

ALL WHITE WINE, should be chilled.

5. WINE COOLER
   a. Collins glass, filled with ice
   b. 1/2 filled with burgundy wine or rose wine, depending on taste
   c. Fill with 7Up
   d. Stir gently SWEET TO SWEET.
   e. Cherry garnish

6. KIR
   a. Wine glass
   b. Fill with white wine (3/4 of GLASS)
   c. 1/2 oz. creme de cassis
   d. Lemon twist garnish

7. ROYAL KIR
   a. ~~Wine glass~~ Tulip glass
   b. Fill with champagne 3/4
   c. 1/2 oz. creme de cassis
   d. Lemon twist garnish

* POINSETTA:
Tulip glass chilled OR Collins w/ice.
MIMOSA with Cranberry Juice instead of OJ.

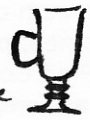
* PRINCESS DIANA: cf EXTRA SHEET
Tulip glass chilled

HOT DRINKS

In recent years, the popularity of coffee style after dinner drinks has increased tremendously. If you are working in a dinner house, you will be making these drink recipes.

IF YOU DON'T KNOW IF THEY WANT SOME WHIPPED CREAM ⟶ TORVUE ⊗ stick

DRINK RECIPES



1. IRISH COFFEE
   a. Coffee mug
   b. 1 sugar cube on side
   c. 1 oz. Irish Whisky
   d. Fill with hot coffee
   e. Top with whipped cream

2. KIOKI COFFEE (SPANISH COFFEE)
   a. Coffee mug
   b. ½ oz. brandy
   c. ½ oz. Kahlua
   d. Fill with hot coffee
   e. Top with whipped cream

3. MEXICAN COFFEE
   a. Coffee mug
   b. ½ oz. tequila
   c. 1/2oz Kahlua
   d. Fill with hot coffee
   Top with whipped cream

4. JAMAICAN COFFEE
   a. Coffee Mug
   b. [redacted]
   c. 1[redacted]oz. Tia Maria — MYER'S RHUM à l'école.
   d. Fill with hot coffee
   e. Top with whipped cream

ITALIAN COFFEE: AMARETTO COFFEE. 1 OZ. AMARETTO.

SPEED DRILLS

Lessons 4 through 6

DRILL ONE

1. Champagne Cocktail
2. Irish Coffee
3. Royal Kir
4. Black Russian
5. Pina Colada
6. Long Island Ice Tea
7. Joe Collins
8. Dirty Mother

DRILL TWO

1. Kioki Coffee
2. Kir
3. White Wine Spritzer
4. John Collins
5. White Russian
6. Whisky Sour
7. Margarita
8. Singapore Sling

DRILL THREE

1. Dubonnet Cocktail
2. Wine Cooler
3. Mexican Coffee
4. Sloe Gin Fizz
5. Rusty Nail
6. Tom Collins
7. B-52
8. Kamakazi

DRILL FOUR

1. Mimosa
2. Spanish Coffee
3. Godfather
4. Bacardi Cocktail
5. Daiquiri
6. Stinger
7. Dirty White Mother
8. Vodka Collins

≠ BRANDY & COGNAC

made in France — fait à COGNAC

p 27. 21
p 28. 33

DRINK RECIPES — EXTRA DRINKS

1. ALABAMA SLAMMER
   a. Collins glass, filled with ice
   b. ½ oz. sloe gin
   c. ½ oz. creme de banana
   d. Fill with orange juice
   e. Stir well
   f. Top with ½ oz. Southern Comfort

2. ANGEL TIP
   a. Liqueur glass or brandy snifter
   b. ¾ oz. brown creme de cacao
   c. Float ¼ oz. cream on top
   d. Cherry garnish

3. BETWEEN THE SHEETS
   a. Stemmed glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. ½ oz. brandy
   d. ½ oz. rum
   e. ½ oz. triple sec
   f. 1½ oz. sweet and sour
   g. Blend and strain

4. BOCCI BALL
   a. Highball glass, filled with ice
   b. 1 oz. amaretto
   c. Fill with orange juice
   d. Stir well
   e. Splash soda
   f. Stir lightly

5. BRAVE BULL
   a. Rock glass, filled with ice
   b. 1½ oz. tequila
   c. ½ oz. Kahlua
   d. Stir

6. BULL SHOT
   a. Highball glass, filled with ice
   b. 1 oz. vodka
   c. Fill with beef bouillon or, Bull Shot pre-mix
   d. Stir well
   e. Lime garnish (optional)

7. CAMPARI AND SODA
   a. Highball glass, filled with ice
   b. 1 oz. Campari
   c. Fill with soda
   d. Stir
   e. Lemon twist garnish

8. CANDY BAR
   TOOTSIE ROLL
   a. Highball glass, filled with ice
   b. 1 oz. Kahlua
   c. Fill with orange juice
   d. Stir well

9. CHI CHI
   a. Collins glass, filled with ice
   b. Mixing cup, ¼ filled with ice
   c. 1 oz. vodka
   d. 1 oz. cream of coconut syrup
   e. 2 oz. pineapple syrup (or, instead of syrups, 3 oz. Pina Colada mix)
   f. Blend and strain
   g. Pineapple stalk or cherry garnish

10. DAIQUIRI, FROZEN BANANA
   a. Large stemmed glass, chilled
   b. Mixing cup, ½ filled with finely crushed ice
   c. 1 oz. light rum
   d. 1½ oz. sweet and sour
   e. ½ medium ripe banana
   f. Blend but do not strain

11. DAIQUIRI, FROZEN STRAWBERRY
   a. Large stemmed glass, chilled
   b. Mixing cup, ½ filled with finely crushed ice
   c. 1 oz. light rum
   d. 1½ oz. sweet and sour
   e. ½ cup frozen strawberries, thawed
   f. Blend but do not strain

12. FREDDY FUDPUCKER
   a. Collins glass, filled with ice
   b. 1 oz. tequila
   c. Fill with orange juice
   d. Stir well
   e. Top with ½ oz. Galliano
   f. Stir again, if desired

13. FRENCH CONNECTION
   a. Rock glass, filled with ice
   b. 1½ oz. brandy
   c. ½ oz. amaretto
   d. Stir

14. FRENCH 75
   a. Collins glass, filled with ice
   b. 1 oz. gin
   c. 2 oz. sweet and sour
   d. Stir well
   e. Fill with champagne
   f. Stir lightly

15. GIN FIZZ
   a. Collins glass, chilled only
   b. Mixing cup, ¼ filled with ice
   c. 1 oz. gin
   d. 2 oz. sweet and sour
   e. Blend and strain
   f. Fill with soda

SODA

16. PRESBYTERIAN
    a. Highball glass, filled with ice
    b. 1 oz. whisky
    c. ½ fill with soda
    d. ½ fill with ginger ale
    e. Stir
    f. Lemon twist garnish

17. GIN RICKEY
    a. Highball glass, filled with ice
    b. 1 oz. gin
    c. Fill with soda
    d. Stir
    e. Lime garnish

18. INTERNATIONAL STINGER
    a. Rock glass, filled with ice
    b. 1½ oz. Metaxa
    c. ½ oz. Galliano
    d. Stir

19. ITALIAN STALLION
    ITALIAN STINGER
    a. Rock glass, filled with ice
    b. 1½ oz. brandy
    c. ½ oz. Galliano
    d. Stir

20. JACK ROSE COCKTAIL
    a. Stemmed glass, chilled
    b. Mixing cup, ¼ filled with ice
    c. 1 oz. applejack
    d. ½ oz. grenadine
    e. 1½ oz. sweet and sour
    f. Blend and strain

ASK ON TEST

21. MAI TAI Hurricane
    a. ~~Collins~~ glass, filled with ice
    b. ~~Mixing cup, 1/4 filled with ice~~
    c. 1 oz. light rum
    d. 1/2 oz. creme de almond NOYAU
    e. 1 1/2 oz. sweet and sour < ½ oz. TRIPLE SEC
    f. ~~Blend and strain~~
    g. Float Myers dark rum
    h. Cherry garnish & PINAPPLE.

22. MARGARITA, FROZEN STRAWBERRY
    a. Large stemmed glass, with either salt or sugar frosting, depending on taste (see Margarita to frost rim)
    b. Mixing cup, ½ filled with finely crushed ice
    c. 1 oz. tequila
    d. 1½ oz. sweet and sour
    e. ½ cup frozen thawed strawberries
    f. Blend but do not strain

23. MELON BALL
    a. Highball glass, filled with ice
    b. 1 oz. vodka
    c. Fill with orange juice
    d. Float 1/2 oz. Midori JAPANESE LIQUOR (MELON FLAVOR)

24. PLANTERS PUNCH
    a. Collins glass, filled with ice
    b. Mixing cup, 1/4 filled with ice
    c. 1 oz. dark rum
    d. 1/2 oz. grenadine
    e. 1 oz. sweet and sour
    f. 1 oz. pineapple juice
    g. 1 oz. orange juice
    h. Blend and strain
    i. Splash soda
    j. Cherry garnish

25. RAMOS FIZZ
    a. Collins glass, chilled only
    b. Mixing cup, ¼ filled with ice
    c. 1 oz. gin
    d. ½ oz. cream
    e. 1½ oz. sweet and sour
    f. 2 dashes Orange Flower Water or orange juice
    g. 1 egg white
    h. Blend and strain
    i. Fill with soda

26. SEPARATOR = DIRTY WHITE MOTHER.
    a. Highball glass, filled with ice
    b. 1½ oz. brandy
    c. ½ oz. Kahlua
    d. Fill with cream has to be shaked
    e. Stir well

27. SICILIAN KISS
    a. Rock glass, filled with ice
    b. 1½ oz. Southern Comfort
    c. ½ oz. amaretto
    d. Stir

28. SKIP AND GO NAKED
    a. Collins glass, filled with ice
    b. 1 oz. gin
    c. 2 oz. sweet and sour
    d. Stir well
    e. Fill with beer
    f. Stir lightly

29. SLOW SCREW
    a. Highball glass, filled with ice
    b. 1 oz. sloe gin
    c. Fill with orange juice
    d. Stir well

ROLLING A GLASS

30. SMITH AND KEARNS
   a. Highball glass, filled with ice
   b. 1 oz. Kahlua
   c. 1 oz. cream
   d. Stir well
   e. Fill with soda
   f. Stir lightly

31. STONE SOUR
   a. Stemmed glass, chilled
   b. Mixing cup, ¼ filled with ice
   c. 1 oz. apricot brandy
   d. 1 oz. orange juice
   e. 1 oz. sweet and sour
   f. Blend and strain

32. TEQUILA SUNSET
   a. Collins glass, filled with ice
   b. 1 oz. tequila
   c. Fill with orange juice
   d. Stir well
   e. Top with ½ oz. blackberry brandy
   f. Stir lightly if desired
   g. Cherry garnish

ASK ON TEST

33. ZOMBIE Hurricane
   a. ~~Collins~~ glass, filled with ice
   b. [redacted]
   c. 1 oz. Dark Rum
   d 1 oz. Light Rum
   e 1/2 oz. creme de almond
   f. 1/2 oz. triple sec
   g. 1 oz. orange juice
   h. 1 oz. sweet and sour
   i. ~~Blend and strain~~
   j. Float 1/2 oz. 151 proof rum (BACARDI · 151)
   k. Cherry garnish

SPEED DRILLS

EXTRA DRINK RECIPES

DRILL ONE

1. Angel Tip
2. Campari & Soda
3. Brave Bull
4. Freddy Fudpucker
5. Presbyterian
6. Frozen Strawberry Margarita
7. Stone Sour
8. Smith & Kerns

DRILL TWO

1. Alabama Slammer
2. Tootsie Roll
3. Frozen Banana Daiquiri
4. French 75
5. Separator
6. International Stinger
7. Sicilian Kiss
8. Italian Stinger

DRILL THREE

1. Between The Sheets
2. Frozen Strawberry Daiquiri
3. Gin Fizz
4. Bull Shot
5. Mai Tai
6. Melon Ball
7. Zombie
8. Tequila Sunset

DRILL FOUR

1. Bocci Ball
2. Chi Chi
3. French Connection
4. Slow Screw
5. Ramos Fizz
6. Planters Punch
7. Jack Rose Cocktail
8. Gin Rickey

PRACTICE MID TERM #2

PLEASE DO NOT WRITE IN THIS SECTION WITHOUT DIRECTIONS FROM YOUR INSTUCTOR

1. White Wine Spritzer
   Glass: _____

2. Singapore Sling
   Glass: _____

3. B-52
   Glass: _____

4. Black Russian
   Glass: _____

5. Whisky Sour
   Glass: _____

6. Mimosa
   Glass: _____

7. Daiquiri
   Glass: _____

8. Irish Coffee
   Glass: _____

9. White Russian
   Glass: _____

10. Long Island Ice Tea
    Glass: _____

11. Dirty Mother
    Glass: _____

12. Stinger
    Glass: _____

13. Margarita
    Glass: _____

14. Godfather
    Glass: _____

15. Kamakazi
    Glass: _____

16. Tom Collins
    Glass: _____

17. Sloe Gin Fizz
Glass: _____

18. Bacardi Cocktail
Glass: _____

19. Champagne Cocktail
Glass: _____

20. Pina Colada
Glass: _____

21. Kioki Coffee
Glass: _____

22. Godmother
Glass: _____

PART B

Next to the following brand names, write in what classification they would fall under. (Example: Gin, Vodka, Scotch, Liqueur, Whisky, etc.)

1. Smirnoff: _____
2. Beefeaters: _____
3. Sloe Gin: _____
4. Chivas Regal : _____
5. Jim Beam: _____
6. Southern Comfort: _____
7. Myers: _____
8. Jack Daniels: _____
9. Bacardi: _____
10. Canadian Club: _____
11. Tangueray: _____
12. J & B: _____

PART C

FILL IN THE BLANKS

1. What is Sloe Gin made from? _____
2. What other liquors can sours be made from other than whisky? _____
3. What is Triple Sec? _____
4. What is grenadine made from? _____
5. What is Dubonnet? _____
6. What is the difference between a mist and a drink on the rocks? _____

Knowing Alcoholic Beverages

No professional bar manager or bartender would be unacquainted with the production processes of major product types. On the following pages is a quick guide to leading alcoholic beverages sold in the U.S.

MAÏS
BLÉ
SEIGLE
ORGE

KNOWING Whiskey

What Whiskey Is

Whiskey is a spirit, aged in wood, obtained from the distillation of a fermented mash of grain.

It can be produced from any grain, but corn, wheat, rye and barley are the principal ones used. American whiskey includes American blended whiskey; straight whiskey, mostly Bourbon, also rye; bottled-in-bond, mostly Bourbon, also rye; and Tennessee whiskey.

According to Federal law, rye whiskey must contain at least 51 percent rye in the mash; Bourbon must have at least 51 percent corn. Fifty-one parts corn and 49 parts rye add up to Bourbon whiskey. Swap two parts corn for two parts rye and you would have rye whiskey. Of course, in all these types, the percentage of grain can be higher than 51 . . . and often is.

Whiskey is produced in a number of countries around the world, but there are only four major producing countries. . . Scotland, Canada, Ireland and our own U.S. The whiskies produced in these areas take on the name of their country of origin . . . except for Bourbon, American Blends and Light.

It has been said that "time" is whiskey's most precious ingredient. Aging imparts its own mystery to whiskey laid away in barrels; it is time which mellows whiskey.

Just how long a whiskey should remain in a barrel before reaching maturity depends upon the character of the whiskey. It is recognized that heavy-bodied whiskies should age longer than light-bodied whiskies. With light whiskies, four years are sufficient. With heavy whiskies much longer periods may be necessary. With poor whiskies, no amount of aging will make them good whiskies. Whiskies kept in a barrel too long can absorb undesirable woody flavors.

How Whiskey Is Made

There are four major steps in producing whiskey. In order, the steps are mashing, fermentation, distilling and aging.

Since alcohol is derived from sugar, the natural starch content of the grain must first be converted to grain sugar. To accomplish this the grain is ground and cooked and then mixed with barley malt. Barley malt is merely barley that has been allowed to sprout; it is then dried, ground into a meal and mixed with the cooked mash of corn and rye. At this point the enzymes of the malt take over, and convert the grain starches to maltose or grain sugars.

Fermentation takes place in a huge tank known as a fermenter. The fermenter is filled with converted mash and yeast is added. Yeast, which, of course, is a living organism, feeds on the grain sugars and produces an alcoholic whiskey known to the trade as "distiller's beer." The fermentation process takes from two to four days, depending upon the method employed.

Some additional explanation of distilling is in order. You often hear two types of stills referred to. The pot still and the continuous still or column still. The pot still is a relatively simple device not unlike a huge kettle, the top of which tapers off into a spiraling pipe. Heat beneath the pot vaporizes the liquid, and as the vapors rise through the cooling spiral, they are condensed and run off as new whiskey. The pot still cannot produce a high proof whiskey but it is used for certain whiskies in this country and is universally used in the making of Scotch Malt whiskies. The continuous still is virtually standard equipment of all U.S. distillers. It lends itself more readily to modern American controls, and can be regulated to deliver new whiskey at nearly any proof desired by the distiller. The continuous still looks like a tall cylinder, and usually rises through two or three stories of the distillery. The inside of the still is fitted with numerous baffle plates.

Distilling is accomplished by pumping the preheated liquid mash to the top of the still and permitting it to splash down through the baffle

plates. At the same time, steam that enters at the bottom of the still is rising through the baffle plates. In constant contact with the mash, the steam distills and redistills the liquids as it rises, and finally passes on through the top of the still where it is cooled and condensed as new whiskey. The spent liquids, at the same time, drop to the bottom of the still and are drawn off.

Whiskey Sidelights

According to Federal law, rye whiskey must have at least 51 percent rye in the mash; Bourbon must have at least 51 percent corn. Fifty-one parts corn and 49 parts rye add up to Bourbon whiskey.

The first mention of distillation is traced back to an Arabic alchemist who lived in the 10th century. The apparatus used for distilling most spirits is still much the same, in principle, as that used by distillers many centuries ago. It consists of a still and a worm condenser. Distilling is based on the fact that virtually all liquids, if heated, will boil at slightly different temperatures.

New whiskey that flows from a still is colorless and harsh and only time can change its nature to the mellow, amber beverage that is eventually bottled as straight whiskey or used as a base for blended whiskey. Prior to barrelling and aging, a few distillers follow the old-time practice of leaching their whiskies. Leaching is accomplished by passing the whiskies through charcoal after which the whiskies are barreled and laid away. In the course of aging, no one knows exactly what happens inside the barrel, but whiskey makers have never found any substitute for time. Within the barrel, and through the years, it is known that the oak gives the whiskey its color; the char absorbs impurities, and time alone mellows the congeners that give whiskey its flavor and bouquet.

Proof indicates the amount of alcohol in any distillate, in this instance, whiskey. Theoretically, pure alcohol would be 200 proof. A combination of half alcohol and half water is scored as 100 proof. It should be remembered that proof is a measure of alcoholic strength and not in itself a measure of quality.

KNOWING Blended Whiskey

What Blends Are

Blended whiskey is made in the United States, Canada and Scotland under government supervision in accordance with the regulations covering the manufacture of whiskey and spirits in each country.

In the United States, government regulations specify that blends must contain at least 20 per cent of straight whiskey on a proof gallon basis and, separately or in combination, whiskey or neutral spirits, bottled at not less than 80 proof, like all American-type whiskies. Blended whiskies are masterfully blended

The straight whiskies that go into them are distilled and aged to take a planned part in the blend, as are the grain neutral spirits.

Blending is a refining process—the same concept that produces blends in most of the products used by peoples of the world. The clothes you wear, chances are, were made from a blend of wool and a man-made fiber. Coffees are blended; so are teas. Light rays from the sun are a blend of colors; the air you breathe is a blend of oxygen, nitrogen and other gases, so blending is a very natural process.

Blended whiskies were developed to meet the demand for a lighter taste and lower proof preferences of a large segment of consumers.

How Blends Are Made

By official U.S. government definition, this is its standard identity: "Blended Whiskey" (Whiskey—A Blend) is a mixture which contains at least 20 percent by volume of 100 proof straight whiskey and, separately or in combination, whiskey or neutral spirits, if such mixture at the time of bottling is not less than 80 proof." Neutral Spirits" are distilled spirits distilled at or above 190 proof.

Are blends, then, a "mixture" as the definition implies? Hardly—that's a word in the definition that only the ATFD seems happy with, and doesn't tend to make the definition workable. For example, it suggests that a barrel of straight whiskey is "mixed" with a barrel of neutral spirits and presto—you've got a blend. This is just not the practice.

Blended whiskies are *built*. The straight whiskies that go into them are distilled and aged to take a planned part in the blend. Every blend on a store's shelves has a number of straight whiskies in its formula. A premium brand may contain as many as 75 different straight whiskies and grain neutral spirits.

The purpose of blending is to create a balanced, light-bodied whiskey, with a richness in taste and an individual character of its own. Balance is achieved because the blending art assembles a variety of whiskies and grain neutral spirits which complement each other to develop a composite flavor characteristic that will always be exceptionally uniform. It is important to note that the grain neutral spirits, having lighter flavor intensities are used in greater proportions, thus making it possible to achieve a higher degree of palatability.

Blended Whiskey Sidelights

As many as 75 different straight whiskies and grain neutral spirits go into the premium blend brands. After blending, the whiskies and spirits are allowed to mingle together for a considerable length of time known as the "marrying period."

The great advantage offered by a skillfully engineered American whiskey blend brand, then, is that if you liked its taste on a former occasion, you are certain to like it each time you purchase it. The "taste quotient" can be maintained year after year.

In order to hold this taste pattern, according to blend producers, the blender must continually adjust his matching of taste qualities, because no two straight whiskies are exactly alike. They vary with each grain crop and they vary slightly from batch to batch. In creating his blend, the blender must continually compensate for these changes if he is to have uniformity in his brand.

Compare neutral grain spirits with straight whiskey on the basis of their respective distilling proofs. Then you can readily understand the difference between them. Grain neutral spirits distilled at 190 proof contains five percent water and congeners. Straight whiskey distilled at 130 proof contains 35 percent water and congeners.

Since in each instance the flavor and character of the liquid is derived entirely from its congeneric content, it is obvious that the straight whiskey is heavier-bodied than the grain neutral spirits.

In producing a blended whiskey, the distiller combines several, or as we said above, many straight whiskies, which are heavy-bodied, with an extremely light-bodied whiskey (this can be neutral spirits or Light whiskey), sometimes adding a blending agent such as sherry, and gets (if he chooses), a blended whiskey that is lighter in body than any straight or blend of straight whiskies is likely to be.
The blending agent just mentioned, such as sherry, can only be used in extremely small amounts limited by law to 2½ percent of the total volume. In practice it is unusual to use even this small amount.

While we don't think of imported whiskey types as blends, Scotch and Canadian whiskies exemplify true blended types.

KNOWING Light Whiskey

What Light Whiskey Is

In 1968, after extensive hearings, the Alcohol, Tobacco and Firearms Division of the Internal Revenue Service decided that a new type of American whiskey should be authorized. The reasoning was that the American distillers should be provided with a class of whiskey made by methods similar to that used in producing Canadian and Scotch.

One of the problems posed by the product was what to call it officially. The natural extension of its reason for being in the first place suggested that it be termed American whiskey in keeping with the geographic nomenclature of the whiskey produced in Canada and Scotland. But obviously there were other American whiskey types of long standing that also were entitled to the use of the word "American." The ATFD decided, therefore, to apply a term that it considered descriptive of the whiskey's qualities. Light whiskey was thus named and it becomes the first whiskey to be called by a term other than geographical such as Bourbon, Scotch, Canadian, Irish; or by the basic grain used such as rye, corn; or by the production process employed, such as blended whiskey.

In order to give each distiller an equal chance to produce the whiskey (a few distillers already had some stocks of whiskey that fitted the Light whiskey requirements) the ATFD established a marketing starting date of July 1, 1972 for the product. This in itself became another first for the industry. Not since Repeal had a point been established, at which time a starting gate would be lifted and all interested distillers would race down the marketing track.

How Light Whiskey Is Made

In describing the production of Light whiskey, it is perhaps best to compare it to the methods used to produce existing types. There are two important differences between the new type and the other traditional American whiskies—Bourbon, rye and the straight whiskey used in blended whiskey. Light will be distilled at more than 160proof or less. The new product will be aged in used or uncharred new oak containers, as opposed to the traditional aging process using new charred oak barrels only.

Further if Light whiskey is mixed with less than 20 percent by volume 100 proof straight whiskey, the mixture will be designated Blended Light whiskey.

Will Light whiskey actually have a light flavor and taste? An industry executive explained it this way; "Simply stated, Light whiskey is whiskey distilled at higher proofs—in a range of 161 degrees to 189 degrees. By comparison, Bourbon and Rye whiskies are distilled at low proofs—in a range of 120 degrees to 159 degrees. The higher proof distillation reduces the amount of whiskey flavor that comes from the grain during fermentation. Light whiskey is aged in seasoned barrels. Bourbon and rye are aged in new barrels. The new barrel imparts more flavor to the Bourbon during the years of aging than the seasoned barrel imparts to the Light whiskey. This is as it should be because Light whiskey, distilled at higher

RYE = SEIGLE. WHEAT = BLE

proofs, has less grain flavor and requires less barrel extractive to balance the total flavor."

KNOWING Bourbon

MAÏS (principalement)

charred = carbonisé

What Bourbon Is

The important factor that distinguishes one type of whiskey from another is the grain used. In the case of Bourbon, the grain is corn. At least 51 percent of the grain used in distilling Bourbon is corn. But there are other essentials of Bourbon. It must be distilled at a proof not exceeding 160, and must be aged in new charred white oak barrels for at least two years. Practically all Bourbon is aged four years or more.

The Federal definition for rye whiskey, Bourbon whiskey and wheat whiskey is: " . . . *Whiskey which has been distilled at not exceeding 160 proof from a fermented mash of not less than 51 percent rye grain, corn grain, wheat grain, respectively and stored in charred new oak containers. . . .*" If distilled at above 160 proof, the whiskey's identification as rye, Bourbon or wheat would be lost, thus accounting for the 160 proof limitation. Missing from the definition is any time limit on the storage period.

How Bourbon Is Made

Bourbon is made in accordance with the steps outlined in the section on Whiskey. Thus, Bourbon is produced via the steps of mashing, fermentation, distilling and aging. True Bourbon is that whiskey made in the U.S. under Federal laws. And in 1964, a Congressional resolution recognized it as a "distinctive product of the U.S."

Bourbon's character or taste will largely be determined by the grain proportion used in the formula; the mashing techniques; the fermentation environment; the strain of yeast that is used; the type of distillation equipment and the manner in which it is operated; and finally, the maturation process which takes place in warehouses especially designed for the storage of whiskey.

Government regulations stipulate that in order to be called Bourbon, a whiskey must conform to the following: 1) The mashing formula (grain proportions) must have at least 51% corn grain; 2) It must be distilled at a proof no higher than 160 and no lower than 80; 3) To be further identified as a straight Bourbon whiskey, a distillate must be stored in new charred oak barrels between 80 and 125 proof for at least two years. Most Bourbon whiskies on today's market are at least four years of age.

Sour mash whiskey is made from a yeast mash soured with lactic culture for a minimum of six hours; the fermenter mash must contain at least 25% of the screened residue from the base of the whiskey still and the fermenting time must be at least 72 hours.

Bourbon Sidelights

A spirit distilled from grain at not exceeding 160 proof, and aged in new charred oak barrels for not less than 24 months, can be labeled "Straight Whiskey." To qualify as "Straight Bourbon Whiskey," it must be produced from not less than 51 percent corn. It follows that "Straight Rye Whiskey" is distilled from not less than 51 percent rye grain.

Both corn whiskey and Bourbon are based on the same grain—corn. But whereas Bourbon is made from a mash that is at least 51 percent, corn whiskey requires at least 80 percent corn before it can be so termed. Another important difference is that corn whiskey is aged in uncharred barrels or re-used charred barrels.

Bottled-in-Bond

Bottled-in-bond is not a separate type. Rather, it is straight whiskey produced and bottled in accordance with the bottling-in-bond act, a federal law dating back to 1897. As a straight whiskey, under this law, a bonded Bourbon, to give the most familiar example, must conform to all the requirements and standards applying to any straight whiskey. But, if the bottled-in-bond designation is used, the product in the bottle has additional responsibilities. To be entitled to the bottled-in-bond identification, the whiskey must be at least four years old (most are older); it must be bottled at 100 proof and the whiskey in the bottle must be produced in a single distillery, by the same distiller, and be the product of single season and year. Although the bottled-in-bond designation in itself is no guarantee of quality, most distillers select only the best whiskies for this bottling.

What Tennessee Is

Although some parts of the Tennessee production process follow that of Bourbon, it is definitely not Bourbon. It differs primarily in the extra steps that take place immediately after distilling. At that point the whiskey is seeped slowly, very slowly, through vats packed with charcoal.

Charcoal is very important. The charcoal used in the production of Tennessee whiskey comes from the Tennessee highlands hard maple tree.

When the whiskey comes out of the still, it is slowly introduced into vats where it is permitted to seep down uniformly through the entire area of the charcoal. In about ten days, the first drops of whiskey trickle out, and continue in this drop by drop fashion until the leaching vat is emptied.

BARLEY = ORGE

Except for aging, this production step takes more time than all the other steps combined. Herein is the reason why Tennessee whiskey is not produced in huge volume. Following the leaching process, the whiskey is placed into charred, white oak barrels for storing and aging in the Tennessee hills. Result is a gentle, mellow whiskey.

MAÏS
—
ORGE

KNOWING Irish

What Irish Is

Irish Whiskey is a distinctive product of Ireland manufactured in compliance with strict laws, and containing no distilled spirits less than three years old.

How Irish Is Made

Irish Whiskies are made from a mixture of malted and unmalted barley, blended in pure, soft, Irish water with a very low mineral content.

First and foremost, Irish Whiskey is the only whiskey in the world to be distilled three times. Furthermore, only the choice center part of the distillate is retained each time, resulting in spirits with a particularly smooth, clean flavor.

Today, *all* Irish Whiskey on the American market is vatted and blended to a unique lightness.

KNOWING Scotch

What Scotch Is

Scotch whiskies are a distinctive product of Scotland, manufactured in Scotland in compliance with the laws of Great Britain regulating the manufacture of Scotch whiskey. As in Canada, there are no government limitations placed on production and maturation techniques.

Although unblended Scotches are on the market, the overwhelming majority of Scotches are blends of malt whiskey and grain whiskey. Among malt whiskies, there are four distinct types, from different parts of Scotland. In the north are the famous Scotch Highlands and the home of Highlands malts. To the South, we find the Lowland malt distilleries. Malts also come from the island of Islay and from Campbeltown, in the Firth of Clyde. Grain whiskies are distilled in patent stills, and in much the same way as American grain neutral spirits. Corn and barley are the grains used. The Scotch grain whiskey, however, is a flavored spirit and reaches maturation after four or five years.

How Scotch Is Made

Production of malt whiskey in Scotland starts with the selection of the barley. After the barley is cleaned, it is steeped in warm water for about 60 hours. The soaked barley is then spread out on the malting floor and after 10 to 12 days it begins to sprout.

When sprouting starts, the malt barley is removed to the drying kiln and spread out on huge screens below which peat fires are lighted. The heat and smoke from the burning peat pass through the screen and dry the malt amidst the aroma of the peat. The aroma is imparted to the barley during this drying stage, and it is here that Scotch whiskey acquires its characteristic smoky flavor.

After the malt is dried it is stored in hoppers for several weeks. The malt is next cleaned, weighed and put through a grinding mill where heavy rollers reduce it to a meal. It now goes to a mash tun where water, heated to 146° Fahrenheit, is added. Rotating arms keep the mixture swirling. When the mixing action is complete, the grain sugar has been dissolved into a liquid called wort. The next step involves cooling of the mass, after which it is pumped into large wooden tuns, or "fermenting backs." Now, yeast is added and actual fermentation takes place.

On completion of this phase, the resulting liquid takes on the name of "wash" beer.

There is a distinct difference in the Scotch distilling process as compared to accepted American methods. In this country, the continuous still is in common use, whereas Scotch malt distillers use the ancient pot still—a huge copper pot with a closed top shaped like an inverted funnel. Its spout is bent into a right angle and tapers off in a cooling coil.

Skilled blenders, with all of Scotland at their disposal, enter the picture, blending together as many as 30 different malt whiskies with grain whiskies, to produce the product that is widely popular throughout the entire world.

Scotch Sidelights

Most Scotch brands are blends of grain whiskies and malt whiskies, produced by over 100 distilleries, among which there are four distinct

types, each coming from a different part of Scotland. Basically, malted barley, dried over peat fires, is the only grain in the malt whiskey mash. After the malt whiskies are distilled—by means of a process quite different from American methods-they are aged in sherry casks or uncharred oak barrels.

The grain whiskies are produced from corn and barley malt in a manner similar to the production techniques used in the United States and Canada, and are generally aged in matured oak casks not unlike American and Canadian barrels. Malt whiskies remain in their casks for more than five years, and aging periods of twelve to twenty years are not uncommon. Most grain whiskies are judged to have reached maturation at the end of five or six years. When fully matured, as many as twenty—and sometimes more—different malt and grain whiskies are "married" to produce the brands that are known in this country.

It is during the "aging years" that Scotch extracts color from oak casks, plus the smoothness and mellowness characteristic of the product. Fully blended Scotch is laid away in casks for marrying for periods of five to 12 or even 20 years. Although the law stipulates an aging period of at least three years for Scotch whiskies—and none can enter the U.S. under four years of age unless so labeled.

There are many reasons why Scotch from one area of Scotland differs from Scotches of other areas. Local conditions . . . water, peat, climate and traditional distilling practices of individual distilleries are all contributing factors. To fully understand the Scotch picture, it's important to remember that there are many distilleries, each one turning out a whiskey that has its own individual characteristics. By combining the loud malt whiskies with grain whiskies, the blenders obtain the individuality of a character and quality that distinguishes their brands.

Two or more pot stills are used in the Scotch distilling process. The first pot still carries the name "wash still."

Let's start the process. The liquid wash is pumped into the "wash still" and heat applied. When the temperature of the liquid wash rises to the boiling point of alcohol, an alcohol vapor begins to rise from the liquid; this vapor passes through the funnel-like cover of the still and continues on through the cooling coil where it is promptly condensed to a liquid.

Now we move into the next step or final distillation. The "feints" are pumped into a second pot still, somewhat smaller than the wash still, and the whole process is repeated.

During the process, to complicate matters, there are, in the "wash" as well as in the "low wines," various "undesirable" acids and aldehydes that have a boiling point lower than alcohol. To catch these "undesirables," each still has a glass box —the "spirit safe"—situated beyond the condenser, through which the distilled liquid passes before it can enter the whiskey receiver. In this "safe" are devices which test the proof of the spirits. There are also valves which can divert the flow of the distillate into either the whiskey receiver or back to the feints receiver.

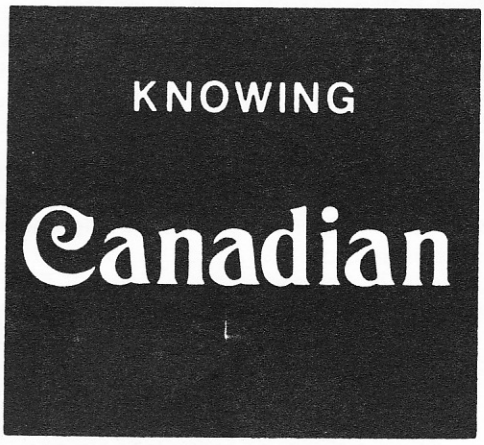
From the whiskey receiver, the new whiskey is pumped into a vat, leveled off to about 120 imperial proof and then transferred into casks for the aging period.

Single Malts

Are Scotch "single malts" on the threshold of a consumer explosion? There are some people who give an unqualified "yes." And although the business today is still relatively small, there is no questioning the fact that world demand for top quality straight malts has been growing at a phenomenal rate.

A British trade journal points out that, although the malt whiskey market throughout the world is still very tiny compared with the massive shipments of blended Scotch, the growth rate has shown that there is a tremendous interest in the product. In short, the journal flatly states, malts are at the point of boom conditions.

Malt whiskey is distilled only in pot stills from malted barley. These whiskies were what the Scotch market was all about until the late 19th century. At that point malt whiskey was blended with grain whiskey for the export market. For years to come, malt whiskey, while the "father" and "heart" of all Scotches, was used mainly to flavor Scotch. A resolute few in Scotland and England, however, continued to enjoy it uncompromised or unblended.



What Canadian Is

Canadian whiskies are whiskey blends . . . a distinctive product of Canada, made under Canadian government supervision in accordance with the regulations governing the manufacture of whiskey in Canada. The Canadian government sets no limitations as to grain formulas, distilling proofs or special types of cooperage for the maturation of whiskey.

How Canadian Is Made

Although thought of primarily as a rye whiskey, Canadian is generally made from corn and lesser

amounts of rye, wheat and barley malt. The proportions of each in the grain formulas are trade secrets of various distillers.

Enthusiasts for Canadian whiskey have long inferred that the product was distilled from a mash of wheat and rye grains. If this were ever true, the fact remains that it is no longer true today.

The big difference involved in Canadian obviously lies in the production processes and in the Canadian water.

Canadian rye, barley and a small amount of wheat are also used by the industry. Since these are grains that have been developed to withstand the rigors of the Canadian climate, they are slightly different and may contribute a certain degree of distinction to Canadian whiskies.

Canadian blends are not a blend of straight whiskies and neutral spirits as they are in this country. Their lightest spirits, distilled at 185 proof, would be legally defined as whiskey (rather than as neutral spirits) in the U.S.

Aging is done typically by putting the whiskey into wood casks or barrels which may be charred on the inside. During the aging process a number of slow chemical reactions occur. The more volatile components of the whiskey evaporate. The wood brings about a mellowing process.

Certain wood sugars and tannin are extracted from the wood and it is these extracts which give the whiskey its golden coloring.

"Low proof" distillate is stored at about 105 U.S. proof; "high proof" at 125-140 U.S. proof.

They are generally bottled at six years of age or more. If the Canadian is less than four years old, its age must be listed on the label.

The proportion of each grain in the mashing formula remains the distiller's trade secret; otherwise, the process is substantially the same as is found in the major distilleries in the United States.

Since they are blended, they are not designated as straight whiskies. Canadian whiskies are light bodied, and though delicate in flavor they nevertheless retain a distinct, positive flavor. It is the skill of the master blender that makes possible the final achievement—a uniform, pleasant product with a unique taste and aroma.

Canadian Sidelights

Legally, no Canadian whiskey may be sold until it has been aged in wood for at least two years. When sufficiently aged, various batches of whiskey are "married." This is an art. The resulting product is carefully and expertly tasted and tested for quality. Once approved, the whiskey is filtered many times, bottled, labeled, packaged and is ready for market.

The phrase "a distinctive product of Canada" does not mean all whiskies are alike. There are now approximately 20 distilleries operating in Canada, and each has its own distinctive product.

CANE
A SUCRE

KNOWING Rum

What Rum Is

For all practical purposes, rum types are not determined by definition but by geography. Puerto Rican rums must come from Puerto Rico. Virgin Islands rum from the Virgin Islands, Jamaican rums from Jamaica, etc. In general, rums from Spanish-speaking areas are light rums, those from English-speaking areas, dark rums, although Jamaica, to take one example, can and does produce light rums.

How Rum Is Made

Rum is produced in any area where sugar cane can grow. The area best-known for its rum is, of course, the Caribbean. The Spanish-speaking countries in the area produce lighter rums, generally speaking, than the English-speaking countries. Thus, such countries as Puerto Rico and, before Castro, Cuba were known for their light, dry rums.

Jamaica and the British colonial areas were known for their dark, pungent rums. The Virgin Islands are also known for their light, dry rums. And recently, a Hawaiian rum, light and dry, has been introduced into the U.S.

In short, rum is a distillate of the by-products of sugar cane. The key requirement for rum is that it must not be distilled at less than 80 proof and that it must be distilled from the fermented juice of sugar cane, sugar cane syrup, sugar cane molasses or other sugar cane products and must possess the taste, aroma and characteristics generally attributed to rum. Thus, rum comes from those areas of the world in which sugar cane can grow.

Rum Sidelights

Puerto Rican rums are blends of aged rums distilled at a high proof for lightness and dryness. The distillate is made from carefully selected molasses or sugar cane juices fermented by a process employing pure yeast strains developed by each of the distillers.

Because the molasses and cane contain a high percentage of fermentable sugars there is no need to use any kind of malt, as in making beer or whiskey. Whereas straight whiskey is distilled at under 160 proof and usually betweeen 130 and 140 proof, by law Puerto Rican rums are distilled at considerably higher proofs, some between 180 and 189 proof.

The light-bodied rum that then results from this high proof distillation requires a shorter aging period to bring it to full maturity and bring out its flavor and aroma. Puerto Rican law requires that rums be aged at least one year in the case of white rums, and for three years in the case of gold label rums.

The blending of rums is accomplished in a similar manner to the blending of brandies. Flavorful rums give each brand its character, while light rums distilled at a higher proof, give the brand its lightness and dryness.

KNOWING Vodka

What Vodka Is

Vodka, like whiskey, is an alcoholic distillate from a fermented mash of grain. Whiskey, however, is distilled at low proof to retain flavor congeners. Vodka is distilled at high proof, and then processed still further to extract all congeners.

How Vodka Is Made

Vodka is a distilled spirit produced without distinctive character, aroma or taste, and produced by methods approved by the federal government.

On the surface, it appears that the vodka-maker has a relatively simple problem. All that he is required to do is to treat neutral spirits in such a manner as to render it completely free from any trace of "distinctive character, aroma, or taste." It must be remembered, neutral spirits is a high proof alcoholic distillate that presumably lacks character, aroma, or taste. The product, through high proof distillation, has been purified to a high degree and contains only minute traces of solids, acids, esters, aldehydes and fusel oil. The fact that these substances are not completely screened out by distillation is what requires the vodka maker to devise other means of removing them. Naturally, any substance not screened out by distilling, and as elusive as an odor or a flavor, is hard to separate, but vodka makers are now doing just this, and by a number of highly successful processes, some of them secret, some of them patented.

Vodka Sidelights

Since 1950, the drinking pattern of the American consumer has become more widely diversified. The fact that vodka can be mixed with any flavorful substance that might appeal to the consumer is the motivating factor for its wide acceptance.

Vodka is neutral spirits so distilled, or so treated after distillation with charcoal or other materials, as to be without distinctive character, aroma, taste or color.

Like whiskey, American vodka is an alcoholic distillate from a fermented mash of grain. It is not made from potatoes. Vodka, unlike whiskey, is distilled at high proof to remove all congeners. If any flavoring material is added the vodka is characterized with the name of the flavoring material used.

No more potent than any other distilled spirit, Vodka, like the others has its potency marked on every label . . . usually 80 proof or 100 proof.

In a sense, vodka is more like gin, yet they have one big difference. Both are made from grain neutral spirits. Neither has to be aged; but in the making of gin, the neutral spirits are delicately flavored with the addition of juniper and aromatics. In the making of vodka, nothing is added to the neutral spirits, but instead, all character is subtracted from the spirits, leaving it odorless, tasteless, colorless and smooth.

GIN (ENGLAND)

KNOWING Gin

ENGLISH GIN = 75% MAIS, 15% ORGE, 10% AUTRE.

What Gin Is

Gin consists of neutral spirits distilled or redistilled with juniper berries and other aromatics. This is an oversimplification, of course. Gin is a product of precise quality control and secret, complex recipes. Today, the center of the modern gin distillery or rectifier is the lab where the herbs, seeds, berries and roots for every botanical charge are measured for flavor strength. This alone makes gin highly dependent for its flavor on the skills of the distiller.

It is a product obtained by original distillation from mash, or by redistillation of distilled spirits, or by mixing neutral spirits, with or over juniper berries and other aromatics, or with or over extracts derived from infusions, percolation or maceration of such materials. Gin produced by distillation may be further designated as "distilled" of which "London Dry Gin" is by far the leading type on the market.

Federal definitions acknowledge the existence of a number of gins, but define only two types—"distilled gin" and "compound gin."

The distillation of juniper berries with spirits had its beginning in Holland. The drink was called Genevre, a French word meaning juniper. The English merely shortened the name Genevre to gin. Holland gin or Genever gin, as it is sometimes called, has a low proof malt spirit base and as a result is much more heavy bodied than the more popular dry gins.

How Gin Is Made

There are two processes for making gin—distilled gin and compound gin. Practically all leading brands are distilled gin. Compound gin is a simple process that mixes neutral spirits with juniper. Distilled gin is distilled all the way. There are two methods for producing distilled gin. Direct distillation and redistillation.

In direct distillation a fermented grain mash is pumped into a still. Heat is applied and the spirit vapors rise through the still and through a "gin head" at the top of the still. Prior to the start of the distilling process, this gin head is first packed with juniper berries and herbs, and as the spirit vapors pass through these flavoring materials, it extracts the flavoring from them. This delicately flavored vapor is then condensed and the resulting liquid is finished gin. The above covers what the government calls "original distillation," but the alternate method—"redistillation"—is virtually the same. The only difference lies in the fact that in redistillation the fermented mash is first distilled into a flavorless neutral spirit. This neutral spirit in turn is placed in a second still containing a gin head packed with the flavoring materials, and the spirit is redistilled or vaporized, with the vapors passing through the gin head, and absorbing the flavors.

Gin Sidelights

A great deal of gin is made by each method—direct distillation and redistillation—although the latter is more common. The choice between either method has no bearing on the quality of the finished product, but obviously there is a quality difference in gins as everyone knows. To make a quality gin, the producer must start with a high quality neutral spirit that is clean and free from any foreign flavor. His juniper and other botanicals must also be of the best grades.

Every gin producer has his own recipe. Into that recipe are combined spirits, juniper, coriander, licorice, cassia, calimus, angelica, and perhaps a dozen other botanicals. As every cook knows, working from recipe takes extreme skill.

Gin derives its main characteristic flavor from juniper berries. In addition, other botanicals—herbs, seeds, berries and roots—may be used. The use and proportion of any of the botanicals is left to the producer, and the character and quality of the gin will depend, to a great extent, on the skill of the craftsman in formulating his recipe.

Imported Gin

Virtually all gins on the market use the word "dry" as descriptive of the brand. The phrase may read, "Dry Gin," "Extra Dry Gin," "Very Dry Gin," "London Dry Gin," "English Dry Gin," but they all express the same meaning—lacking in sweetness and lacking in any pronounced aromatic flavor or bouquet. Although the term "London Dry Gin" originally was applied to gin produced near London, the name "London" is considered to have become generic, and therefore usable by American-made gins.

The two important factors that make the difference between American and English gins is, first, the fact that English gin is distilled at a slightly lower proof than the American. Thus the English product retains more of the character of the grains used. It should be mentioned here that even though the distilling proof of English gin is less, the bottling proof is generally higher. The other factor is the water. The water in England, naturally different from American water, influences the character of the fermented mash and the spirits distilled from it.

English gin, which is accounting for the dramatic rise in imported gin popularity, is made from a grain formula of 75 percent corn, 15 percent barley malt and 10 percent other grains, and is distilled at a lower proof than the domestic product. This formula accounts for a basic difference from American gin; under U.S. regulations neutral spirits of 190 proof or more are used (although not actually specified, grain neutral spirits are commonly used).

In English gin-making, the fermentation process is similar to whiskey-production; after fermentation a column still is used to distill and rectify the wort, resulting in a pure spirit of 180 to 188 proof. The spirit is reduced to 120 proof with distilled water. Using a gin—or pot—still, producers redistill the reduced spirit, using juniper berries as the primary flavoring agent. Various botanicals are also used for flavor contributions. Each distiller maintains his own secret formula.

KNOWING Brandy

What Brandy Is

Brandy is a distillate or a mixture of distillates obtained solely from the fermented juice, mash, or wine of fruit, or from the residue thereof, distilled at less than 190 proof in such manner as to possess the taste, aroma, and characteristics generally attributed to the product.

How Brandy Is Made

Brandies are produced in many countries, including, of course, the U.S. But many countries have made a specialty of certain brandy types. From France, Calvados, the traditional apple brandy of Normandy, and Armagnac, made in the south of France, are two popular brandies. Spanish brandy has become increasingly popular. Spanish brandies are developed and aged by the same solera system used for Sherry. Italy and Greece also produce brandies that have won consumer acceptance. In Europe more kinds of fruit are made into brandy. "Kirsch" or "Kirschwasser" is cherry brandy and generally has the distinct flavor of the cherry. Plum brandy is called "Mirabelle" in France; "Quetsch" in Alsace and Germany and "Slivovitz" in central Europe. Fruit-flavored brandies generally are fairly distinctive in flavor since the fruit flavor has been obtained by adding an extract or concentrate of the fruit . . . such as peaches, apricots, blackberries, etc., along with some sweetening substances. The alcohol contained is provided by the brandy base which almost always is produced from grapes.

Brandy can be distilled from any kind of wine. However, white wine, made from white grapes, produces a more pleasing product and is almost universally used for brandy. The wine is better for brandy if it has just finished its fermentation with the yeast cells still suspended. An old aged wine, even if of very high quality as a wine, yields a poor brandy.

In this country, the continuous column still has been in general use since the turn of the century. A small amount of brandy is also made in pot stills, and is blended by a few producers into the lighter-bodied brandy from the continuous column stills.

The continuous still is generally operated so as to produce the distillate at near, but not over, 170 proof. If distilled over 170 proof, it must be further identified as "neutral brandy." A minimum of two years' maturation in oak casks is required or otherwise the term "immature" must be included in the designation of the brandy. While the age is not carried on the label, brandies are normally aged from three to eight years.

The distillate is reduced to about 102 proof with soft water and placed in 50-gallon white oak barrels for aging. A small amount of caramel may be added for coloring at the time of barrelling down, the only additive allowed.

Brandy Sidelights

The most important category of brandy is "fruit brandy," distilled solely from the juice or mash of whole, sound, ripe fruit or from standard grape, citrus, or other fruit wine. When brandy is derived exclusively from one variety of fruit, it is designated by the name of such fruit. However, a fruit brandy derived exclusively from grapes may be designated as brandy without further qualification. Unless the product is specifically identified, the term brandy always means grape brandy and is, therefore, a distillate obtained from grape wine.

If the label reads "Brandy," then the product has been produced from grapes. If another fruit has been used, the label must indicate the kind of fruit—"peach brandy," "cherry brandy," etc. Nearly all beverage brandies are aged in oak barrels, generally from three to eight years, and are bottled, in most instances, at 84 proof.

Cognac

"Cognac," according to the federal standards of identity, "is grape brandy distilled in the Cognac region of France, which is entitled to be so designated by the laws and regulations of the French government."

Not all brandy is Cognac. "Cognac," according to the federal standards of identity, "is grape brandy distilled in the Cognac región of France, which is entitled to be so designated by the laws and regulations of the French government."

The Cognac region of France is an area north of Bordeaux, bordering the Atlantic Ocean, with the city of Cognac near the center of this region. The Cognac region has been divided into seven subdivisions, ranked in order of the quality of the Cognac made. In order, they are: Grande Champagne, Petite Champagne, Borderies, Fin Bois, Bon Bois, Bois Ordinaries, Bois Communs.

A "Fine Champagne" Cognac is required to have been produced from grapes grown in the two "Champagnes." Grades of quality are marked, with the inexpensive grade nearly always marked 3-star; the next grade is marked VSOP (very superior old pale). The oldest and most expensive labels of the various shippers have various designations, including the "Fine Champagne" or "Grande Fine Champagne."

KNOWING Cordials

Liqueur

What Cordials Are

Cordials are obtained by mixing or redistilling neutral spirits, brandy, gin or other distilled spirits with or over fruits, flowers, plants (or pure juices from these ingredients), other natural flavoring materials or with extracts derived from such materials.

Cordials and liqueurs are synonymous terms, according to the Federal code. But no matter which is applied, Uncle Sam is definite that cordials contain a minimum of 2½% by weight of the finished product, sugar or dextrose, or a combination.

Cordials come to the American home from a mystical past, that conjures visions of mystic monks and alchemists searching for an elixir of life.

This is exactly what happened, and all of this activity in the Middle Ages brought about commercial production of cordials which in turn developed many of the well-known products enjoyed today.

Many cordials that have been developed have a romantic tale or two attached to them. Tales of love potions have tugged at the heart strings of countless medieval balladeers who sang songs of love. The word cordials is related to cardiac, the Latin word for "heart," source of romance in medieval days. Today, cordials are no longer relegated to the tales of romance, but are found in a number of drinks, exotic and not so exotic.

How Cordials Are Made

Cordials are produced today wherever distilled spirits are produced. The countries which produce the best known, most sought-after cordials happen to be France and Italy. These two countries produce such highly-regarded (and secret) preparations as Chartreuse, Benedictine, Galliano, Strega and Grand Marnier.

Other countries producing well-known cordials include Mexico (Kahlua), Scotland (Drambuie), Ireland (Irish Mist), Germany (Kirschwasser), and the U.S. The U.S. produces a great variety of cordials under the brand names of several companies.

Three basic methods of production are used. These are percolation, maceration and distillation. One of these processes, or a combination, may be used.

Percolation is a cousin of the method you use to prepare your breakfast coffee. In this sense, the percolator is a large tank. Spirits are placed at the bottom and fruit put in a basket-like container at the top of the tank, or suspended in cloth bags. The spirits at the bottom are then pumped to the top where they are sprayed over the fruit and drip back to the bottom, to be repercolated over and over until all the flavor has been extracted from the fruit.

Maceration is not unlike the brewing of tea. By this method the fruit or other flavoring is placed directly into the spirits and allowed to steep until all the flavor has been extracted from the fruit.

One of these steps is usually the beginning for most cordials. After the flavors have been extracted by these methods, the heavily flavored spirits are redistilled, resulting in the delicacy of flavor desired by the maker.

Then there is the distillation method. For some products this method is used alone. The leaves, peels, etc., are placed in the still, covered with an alcoholic spirit and distilled. The distillate carries the flavor of the various ingredients. When finished it is quite high in proof. This is then reduced with the addition of syrup, and adjusted to bottling proof.

Cordial Sidelights

There are many varying flavors. Based on the type of flavor, cordials can be grouped into five board divisions. These include Fruits, Seeds, Herbs, Peels and Cremes.

Fruits are, as you would surmise, the most popular group. In most cases they are plainly labeled with the name of the fruit—such as blackberry, peach, cherry, and others.

The *seed* group contains many popular cordials. Never is a single type of seed or herb used alone. Most flavoring formulas blend a wide variety of ingredients, but the seed flavor predominates.

In the case of the *herb* category, no single herb is likely to dominate one flavor (except for such as mint, ginger or aniseed) because the group is made from a combination of numerous herbs, seeds, roots and flowers. Many products in this group are sold under distinctive trade names, such as "Benedictine," "Chartreuse," "Vielle Cure," and others.

Peels, on the other hand, are frequently given the name of the flavor from the rind of the citrus fruit. Among various peels, the one most widely used is the peel of the Curacao orange grown on the island of Curacao in the Dutch West Indies.

Among the *cremes*, Creme de Menthe is the most popular. Since the essence of the mint can be readily extracted in a colorless form, Creme de Menthe cordials, identical in flavor, are available in green, white or even gold. Creme de Cacao was until recently a brown cordial. Now many cordial makers are also bottling it in a pure white form. With both Menthe and Cacao, the white is prepared for use in specific cocktails. Cremes are usually the sweetest cordials . . . and they are called cremes because the high sugar content results in a consistency much like that of cream. Creme flavors are derived from the dominant ingredient. Bananas, cacao, cafe (coffee) are self-explanatory. So are types such as Creme de Rose (rose petals) and Creme de Vanille (vanilla beans).

KNOWING Tequila

What Tequila Is

Tequila is a distillation of the fermented juice or sap of the mescal plant. The fermented juice of the mescal plant is known as "pulque," and was a highly-prized drink of the Aztecs. After distilla-

tion, Tequila is drawn off and bottled or shipped to the U.S. in bulk. Gold Tequila is aged in vats for at least four years.

All Tequila sold in the U.S. is produced in the area around the city of Tequila, state of Jalisco. When produced elsewhere, the drink is called mezcal.

How Tequila Is Made

The mescal plant is the only source for Tequila. The beverage is distilled from the juice or sap of the mescal which is a type of agave plant that resembles the cactus and is known in this country as the century plant or American aloe. The mescal plant is native to the desert areas of Mexico and the southwestern U.S., where it has grown wild for thousands of years and was prized for its sweet abundant juice that fermented rapidly . . . the juice that was known as "pulque." The development of Tequila stemmed from the discovery that a distillate of pulque produced an excellent brandy-like liquor.

Another discovery was that the mescal producing the best pulque often made the poorest Tequila. Through trial and error, it was finally resolved that the best mescal for Tequila grew in the soil and climatic conditions in Jalisco, around the town of Tequila.

Tequila Sidelights

Tequila, as consumed in Mexico, is unaged and usually bottled at 80-86 proof. However, some producers do age Tequila in seasoned 50-gallon white oak casks imported from the United States. In aging, Tequila becomes golden in color and acquires a pleasant mellowness without altering its inherent taste characteristic. Tequila aged one year is identified as "Anejo"—if it is aged as much as 2-4 years it can acquire a further identification as "Muy Anejo."

Unlike a grain or grape distillate, the distillate of mescal (from which Tequila is made) is virtually free of congeners, so aging is not important. White Tequila is drawn into vats after distilling and bottled on demand. Golden Tequila is usually aged in used whiskey barrels, long enough to impart color, after which it is ready for bottling.

KNOWING Wine

What Wine Is

Almost every European nation has a saying equivalent to "A meal without wine is like a day without sunshine." Wine has been one of man's favorite beverages and it is not improbable that the beverage is older than man himself. For the first wild grape, ripening and basking in the sun's warmth and in unison with air-borne yeast, turned into wine without man's help.

Nature's whim, aided by man's skill developed through centuries of time, are responsible for today's vast variety of grapes. These grapes pressed separately or in combination, may make different wines. Grapes grown in different soils add other variations; grown in varying climates bring still added types; while the sunshine and rains of different years further complicate the array.

The word "wine" goes back to the Latin, *vinum*, wine. The ancient Romans and Greeks, of course, were enthusiastic wine-drinkers, but wine itself is as old as mankind. There have been some word specialists who trace the word *vinum* and *vita* (Latin for "life") back to the same word. But, even if the words are not related, wine and life truly are inseparable. Many wine types are taken from the district in which the wine is grown. For example, "Sherry" is an English pronunciation of Jerez, Spain home of Sherry. "Port" is taken from the city of Oporto, Portugal. Bordeaux, Burgundy and Champagne are all wine districts in France. Other wine names are taken from the type of grape used to produce the wine, such as riesling, barbera, and pinot chardonnay.

How Wine Is Made

The major wine-growing nations are France, Germany, Italy, Spain, Portugal, Yugoslavia, Algeria, South Africa, Chile, Argentina, Australia and the U.S. Each of these countries is constantly upgrading the wines produced. The world's taste for better wines is causing prices to go up as quantity increases only slightly.

With all wines, the foundation for quality is laid in the vineyard. Care of the vines, care in picking, and care in selecting only such grapes that have reached just the right balance of maturity, are all important in the making of good wine. Wine is a natural product, and it comes a long way on the vine itself. As the sun ripens the grape, natural grape sugar is created. As in the case with most table wines the grapes are picked when the natural sugar content has reached 22 percent by weight. For dessert wines, the grapes are picked when their sugar content has reached 24 percent.

Fermentation picks up and merely continues a process that began with the natural ripening of the grape on the vine. On the vine, sunlight turned the fruit acid of the grape to grape sugar; fermentation turns the natural grape sugar (or part of it) into alcohol, thus giving the finished wine its natural alcoholic content.

Wine Sidelights

Very few people have successfully memorized the names of even the world's great wine types, to say nothing of the countless variety that surrounds each type. To gain a familiarity with the important and popular wine types is not difficult, however, if you first organize them under the five broad divisions based primarily on use. These

five divisions include: 1. Appetizer Wines; 2. Red Table Wines; 3. White Table Wines; 4. Sweet Dessert Wines; 5. Sparkling Wines.

Under these 5 general headings, 15 wines stand out as the big sellers on the American market. Their names, characteristics and uses should be the common knowledge of anyone connected with the sale of wines. Sixty other names, in addition to these 15 are listed by the Wine Institute as being frequently applied to wine in the United States.

Wine and the Customer

Table wines have earned their name because their place is at the table where they are served with the meal. Being dry (lacking sweetness) table wines add to the flavor of food.

In the table wine group, there are two major classifications: red and white. In making red table wines, the whole grape is crushed and fermented with its skin, and fermentation is permitted to take its full course. The presence of the grape skin in the fermentation process gives the wine a tart flavor and its red color. Due to the fact that table wines are fully fermented, virtually all of the natural grape sugar is converted into alcohol leaving a very low sugar content in the finished wine. With white table wines, the process is virtually the same except that the skins are removed prior to fermentation with the result that white wines are less tart in flavor, and have no color other than a natural straw shade.

Rose or pink table wines are also in this group, and their color is obtained by removing the skins from the grapes during the early stage of fermentation.

White wines are usually fermented at lower temperatures than red wines, a process that takes greater care, but which gives a wine that matures and clarifies in a shorter period.

Best known red table wines are Claret and Burgundy, and virtually all red dry wines are similar in nature to one or the other of these two leaders. Claret wines are lighter in body, and generally lighter, ruby-red in color. Burgundy is heavy-bodied and deep red.

White wines include Chablis, Sauterne and Rhine. Sauterne is golden-hued, full-bodied, and ranges from dry to sweet. Dry Sauternes are usually labeled as such. Semi-sweet Sauterne is just labeled "Sauterne," while the sweet Sauternes are labeled either "Sweet," "Haut," or "Chateau." No regulation other than accepted practice governs this labeling.

Dessert Wines

Dessert wines, as the name suggests, are sweet. In addition to their sweetness, they differ from table wines by being full-bodied rather than delicate; by having a higher alcoholic content, usually 20 percent; and by their color which ranges from pale gold to red.

The difference between dessert wines and table wines actually begins on the vine where the grapes for dessert wine are allowed to ripen longer until a fuller sugar content is reached.

In California, Port Wine is usually made from Zinfandel and Carignane grapes; in New York and Ohio, Concords, Isabella, Ives and Norton grapes are used. In Portugal, the original home of Port Wine, various native grapes are blended, some to give character, some to give color. As a rule the Port Wines from Portugal are more brown in color, with the Tawny Ports having a pronounced cast. The Ports of New York, Ohio, and California are blended to a deep red in color.

Muscatel is one of the most popular white dessert wines. It has the distinctive flavor, aroma and sweetness of the muscat grapes from which it is crushed. Muscatel should not be confused with Light Muscat, a white table wine made from the same grapes as Muscatel but totally different in character. Muscatel is somewhat lighter bodied than Port, and is normally served chilled with the dessert.

Tokay is another popular dessert wine. It is light amber in color, sweet and somewhat nutty in flavor. As a rule the Tokays of this country are made by blending Angelica, Port and Sherry wines. The original home of Tokay is in Tokay, Hungary, near the city of Budapest. The Tokays of Hungary are somewhat heavier and sweeter than the American variety and are fermented from naturally ripened grapes to which portions of overripe grapes are added during the fermentation process.

Kosher Wines

Actually, a Kosher Wine is any wine made in conformance with Jewish religous laws. Usually they are extremely sweet wines made from Concord grapes and are growing in popularity.

Flavored Wines

Flavored wines are made from a base of natural wine to which herbs, spices, fruit juices and other natural flavorings are added. As a rule they are sweet wines, but brandy is not added as is the case of most sweet dessert wines.

Other Dessert Wines

Other dessert wines include White Port, a sweet, heavy-bodied, straw-colored wine; Angelica, an amber colored cordial type wine that is mild in character but fruity in flavor; Malaga, another deep amber colored wine, heavy-bodied and sweet; and of course, Sweet Sherry.

Sparkling Wines

The best known sparkling wines are Champagne, Sparkling Burgundy, Cold Duck, and Sparkling Rose or Pink Champagne. Each is made in a similar manner.

For Sparkling Burgundy, a good Burgundy wine is the starting point; for Sparkling Rose a Rose wine is the base.

Champagne

For Champagne, a choice blend of white table wines marks the beginning. These white table wines are aged for several months, then small amounts of sugar and Champagne yeast are added, and the wine is promptly bottled and corked, with the cork clamped down.

The bottles are then laid away, and a second fermentation takes place in the sealed bottle; but in the bottle the bubbles cannot escape as they do from the top of a vat and as a result, they are absorbed in the wine—in fact, they actually dissolve in it. The formation of these bubbles, which are nothing other than carbonic gas, create a terrific pressure within the bottle, and necessitates the use of heavy containers and reinforced closures.

It is the usual practice, after fermentation is complete, to stack these bottles on their sides. After several months of aging, the bottles are placed in racks in such a manner that their corks point downward. The bottles remain in this position for some months, and with time, the natural sediment of the wine slowly settles in the neck of the bottle, hurried somewhat by an attendant who daily turns each bottle.

When the Champagne has fully matured the next problem is to get the sediment out of the neck of the bottle. This process, called disgorging, is commonly done by putting the neck of the bottle in a cold brine and freezing the sediment. With the sediment frozen, the cork is released, and the pressure within the bottle pushes out the cork and sediment.

Sherry

Sherry has its own distinct flavor usually described as "nutty." In color it runs from pale to dark amber, and its sweetness varies from totally dry to medium sweet. As in the making of Port, the sweetness is controlled by the addition of brandy to the fermenting wine.

Sherry gets its distinctive characteristics by the manner in which it is aged. Practice varies, but the rule is to age it at a temperature ranging from 100 to 140 degrees. This may be done in heated cellars, or by means of heating coils in the aging tanks, and frequently is accomplished by merely storing the Sherry in small barrels and leaving them exposed to the rays of summer sun. This baking process acts on the grape sugar, and gives the Sherry its distinct flavor. After about three months of baking the Sherry is cooled and left to age.

Knowing Aperitifs

Aperitifs are aromatic wines. They are made by steeping herbs and spices in wine and the wine is then brought up to the proof strength of fortified wines. Both red and white wines are used to produce aperitifs, with the herbs, barks and spices added to vary the taste.

The very word aperitif conveys the sense of a pre-dinner or pre-luncheon drink. "Aperitif" comes from the Latin word "to open," the same root word for the month of April. Aperitifs are designed to whet the appetite, and thus are perfect "openers."

How Aperitifs Are Made

Vermouth has it beginnings as a simple white wine. The base wine is usually muscatel, sauterne, white port or even a mild sherry. Aside from being of good quality, a neutral type wine is usually sought by vermouth makers. Strongly flavored wines are added to this base wine. These flavored wines are prepared from a formula of herbs and spices containing often as many as 40 or 50 different varieties. The herbs are steeped in heated wine and allowed to remain in the wine for a period of several months. After the steeping period, the wine is drawn off into an extract tank, more heated wine is added to the herbs and they are steeped this time for about a day; the second wine is then drawn into the extract tank to blend with the first wine. Finally, the highly flavored wine extract is added to the base wine, in the proportion called for by the brand formula, and the new vermouth is drawn off into vats to age.

Aperitifs and the Customer

France and Italy are best known for their aperitif wines, including dry vermouth from France and sweet vermouth from Italy. In addition, there are aperitifs based on secret formulas produced in these two countries. The U.S. is also a major producing country, especially of vermouth.

Most aperitifs are based on secret formulas, many of which originated in France. They are almost always ordered by their registered trade names. The French aperitifs, usually drunk with ice and soda, plus a twist of lemon, all have a pronounced taste of quinine. In Italy, a special aperitif with a quinine taste is popular.

Type Names Most Frequently Applied to Wines in the United States

(The 14 most popular distinct types are in heavy capital letters, with wines of similar type characteristics grouped underneath.)

APPETIZER WINES

SHERRY (dry to sweet)

VERMOUTH (dry to sweet)

RED DINNER WINES

BURGUNDY (dry)
- Barbera
- Charbone
- Gamay
- Pinot Noir
- Red Pinot

CLARET (dry)
- Cabernet
- Grignolino
- Zinfandel

ROSE (pink; dry to sweet)
VINO ROSSO (semi-sweet)

OTHERS: Red Chianti (dry); Concord (sweet)

WHITE DINNER WINES

CHABLIS (dry)
- Chardonnay
- Folle Blanche
- Pinot Blanc
- White Pinot

RHINE WINE (dry)
- Riesling
- Sylvaner
- Traminer

SAUTERNE (dry to sweet)
- Sauvignon Blanc (dry to sweet)
- Semillon (dry to sweet)
- Haut or Chateau Sauterne (sweet)

OTHERS: White Chianti (dry); Light Muscat (dry to sweet); Catawba (dry to semi-sweet); Delaware (dry)

SPARKLING WINES

CHAMPAGNE (Gold or Pink)
(The very dry Champagnes are sometimes labeled as "brut" or extra-dry; the semi-dry as "sec" or dry; and sweet as "doux.")

SPARKLING BURGUNDY
(semi-sweet to sweet)

OTHERS: Sparkling Muscat (sweet); Sparkling Rose' (dry to semi-sweet)

Cordial Reference List

A tabulation of cordials generally available on the American market

HERBS AND SEEDS

AARAK—East Indian rum drink
ABSINTHE—redistilled alcohol containing wormwood. Illegal in U.S.
ABSON—absinthe type, without wormwood
ABSTINA—substitute for absinthe
AKVAVIT—(Aquavit)—commonly made from rye with an infusion of caraway
ALKERMES de Florence—Italian liqueur flavored with roses, spices, anise
ALLASCH—a type of kummel
ALSTINA—absinthe substitute
ANESONE—absinthe substitute
ANISETTE—licorice taste, made from aniseed
ANISINTH—substitute for absinthe
BENAI—made from a secret old-world formula
BENEDICTINE—herb-type liqueur with a long history; made from a formula of the Benedictine monks
B and B—a combination of Benedictine and brandy
CALISAY—made from cinchona, a Peruvian bark
CALORIC PUNCH—a Swedish cordial
CHARTREUSE—one of the oldest old world secret formula liqueurs; two colors, yellow and green
CLARISTINE—an old-world formula, made from herbs
DELECTA—sweet after-dinner liqueur
ESCUBAB—a spicy liqueur named after the Greek god of medicine
FLORA ALPINA—a spicy tasting liqueur with excess sugar crystallized on an enclosed twig
GILKA—a German kummel
GOLDWASSAR—a kummel type, with a coriander flavor; contains gold flecks
GALLIANO—a yellow herb liqueur from Italy
HERBSAINT—an absinthe type
KAYMAGUI—made of coffee and cocoa beans
KUMMEL—made from caraway, anise and other aromatic ingredients
LIQUEUR D'ABBEY—from a formula employing a combination of herbs
MASTIKA—Greek anisette type
MISTRA—white absinthe type, without wormwood
MONASTIQUE—monastery type
OJEN—Spanish absinthe substitute
OUZO—Greek anisette type, high proof
PEPPERMINT SCHNAPPS—mint flavor
PERNOD—an absinthe type
RASPAIL—monastery type, formula not known
ROSOLIO—ingredients include rose petals, orange-blossom water and spices
STREGA—An herb liqueur made in Italy
VESPETRO—made in Southern France from anise, fennel and spices
VIELLE CURE—made from an old-world secret formula—mint noticeable
YVETTE—purple colored, violet tasting

CREMES

This group is so called because the high sugar content results in a consistency much like that of cream. The flavors are derived as follows:

CREME DE ANANAS—from pineapples
" BANANAS—from bananas
" CACAO—(Brown or White)—from cacao
" CAFE—from coffee
" CASSIS—from black currants
" CELERI—from celery
" FRAISES—from strawberries
" FRAMBOISES—from raspberries
" MANDERINE—from tangerines
" MENTHE—from mint (green and white types)
" MOKA—from coffee
" NOYEAUX—from apricot nuts
" PRUNELLE—from prunes
" ROSE—from rose petals
" VANILLE—from vanilla beans

FRUITS AND PEELS

ABRICOTINE—apricot liqueur
AMER PICON—a bitter, orange flavored aperitif, made of quinine, spices and aromatics
APRY—an apricot cordial
ARAKI—an Egyptian date brandy
BALSAM—a West Indian banana liqueur
CHAMBRAISE—from French wild strawberries
CHERRY HEERING—made with Danish cherries
CHINA-CHINA—trade name for a French, orange flavored liqueur
COINTREAU—type of triple sec, bitter orange
COINTREAU and COGNAC—lighter and less sweet than Cointreau
CORDIAL MEDOC—a cherry-flavor French liqueur with a brandy base
CURACAO—a delicate orange liqueur
FORBIDDEN FRUIT—made of shadduck (citrus) infused in brandy
FRAISE—a strawberry liqueur
FRAMBOISE LIQUEUR—raspberry flavored
FRUIT CORDIALS—liqueurs made from the fruit specified
GRAND MARNIER—orange flavored with a brandy base
GUIGNOLET D'ANGERS—a cherry liqueur
MANDARINE—a sweet liqueur made from dried peels of tangerines
PRUNELLE—made of meat, plum pits, figs and vanilla beans
SLOE GIN—derives its principal taste and aroma from the sloeberry
SWEDISH PUNCH—a citrus flavored liqueur with a rum base
TRIPLE SEC—an orange flavored liqueur
VAN DER HUM—tangerine flavored; contain South American spices
VISNOKA—Czechoslovakian cherry liqueur
WISHNIAK—made from cherries and spices

COFFEE LIQUEURS

COFFEE HOUSE
KAHLUA
TIA MARIA
PASHA TURKISH

BRANDY SPECIALTIES

The following technically are brandies, but consumers generally order them as cordials
FRAMBOISE—distilled from raspberries
KIRSCH or KIRSCHWASSER—distilled from black cherries
MARASCHINO—Best described as a sweetened Kirsch
MIRABELLE—A colorless brandy distilled from the yellow plum of France
QUETSCH—an unsweetened and colorless liquor distilled from prune juice
SLIVOVITZ—a brandy distilled from plums

SPECIALTIES

AQUA D'ORO—liqueur with flecks of gold suspended throughout
ADVOCAAT—a strong liqueur made with eggs, sugar and brandy. Popular with the Dutch
CHOCLA MENTHE—mint and chocolate-flavored creme
DRAMBUIE—a sweet liqueur with a Scotch malt whiskey base
EGG NOG—made of eggs, whiskey, brandy and rum, in a base of cream
GRENADINE SYRUP—with a flavor obtained from pomegranate, used in flavoring
IRISH MIST—Irish whiskey with a trace of honey
KOFFIE MENTHE—mint and coffee-flavored creme
LOCHAN ORA—Scotch whiskey liqueur
METAXA—Greek specialty liqueur
ORGEAT SYRUP—made of sugar, orange water and almonds
PARFAIT AMOUR—a purple cordial made of citron
ROCK AND RYE—rye whiskey with rock candy
SABRA—Israeli orange liqueur with hint of chocolate
SOUTHERN COMFORT—high proof liqueur; whiskey base; secret formula
TIEDY—Liqueur with Canadian whiskey base

HI, WHAT CAN I DO FOR YOU, SIR MA'AM?

Customer Service

Knowing how to mix drinks is only part of being a true Professional Bartender. The other part is knowing how to give friendly, courteous and efficient service. Good service is the name of the game, for without it you are a failure.

The bar business is extremely competitive. Most bars sell the same liquors at approximately the same price. What brings the customers back time after time to the same place? One of the major reasons is how the bartender conducts himself in dealing with the public. If he is efficient, friendly and courteous, people will return. But if he is slow, never smiles, doesn't bother to say hello—why should they return?

Here are the important points of giving good service. Knowing these points is as important as knowing the recipes for drinks. You should not only become familiar with them, but you should constantly review them to be sure that you are conducting yourself properly in dealing with your customers.

Experience will teach you that the bartenders who give the best service are the ones who can demand the highest salaries, because owners and managers realize that these individuals are valuable assets to the business. People who give excellent service are also the ones who make the most money in tips. If you give poor or average service to a customer and he doesn't tip you, don't be surprised—he shouldn't. You should only receive a tip for doing the little extras that most bartenders don't consider to be too much work.

How much money you will make as a bartender will depend upon your attitude and what effort you are willing to put forth. I have seen two different bartenders work the same bar and serve the same customers, and one of them will make twice as much in tips as the other . . . one of them put forth twice the effort in serving his customers. How much you will make will depend upon you and how well you apply these service points.

BE FRIENDLY—When customers come into a bar, they expect a bartender to be friendly and say hello. Be pleasant and smile.

BE POLITE—Being polite is very important. Always say "Sir" or "Ma'am." Thank every customer for every purchase, no matter how small.

BE SOCIABLE—A good bartender tries to be friendly to all his customers when he isn't busy making drinks. This doesn't mean that he should solve their problems, but he should make small talk. This builds business for the house and will increase his tips. If a bartender has a friendly, sociable attitude, people will come back again to talk to him.

BE NEAT—Your duties as a bartender will include keeping your bar spotless. Constantly clean your ash trays when you have an opportunity. Never allow an ash tray to have more than one cigarette butt in it. Keep your bar dry. Constantly wipe it down with a sponge. You should give the customer a dry napkin with every other drink.

As soon as a customer leaves, immediately remove the empty glass, wipe down the bar, and clean the ash tray. Don't let your bar remain dirty.

Keep your bar rail uncluttered. The only things that should be on it are a shot glass and a jigger. All other equipment should be kept on your drain boards.

BE EFFICIENT—Don't wait for a customer to call you. If you see someone is going to be ready for a drink, go down to that end of the bar and make yourself available.

BE ALERT —Keep looking up and down your bar to try and anticipate when customers will be needing your services. A big failing of new bartenders is that they don't anticipate customers needs and have to constantly be called for service. If you are constantly being called, you are not being alert.

COLLECT FOR EACH DRINK AS IT IS SERVED—As soon as you serve a round, collect for it, or mark it on a bar tab.

Never try to remember drinks in your head. It is easy to forget the number of drinks a customer has had.

SERVE LADIES FIRST—When you have a group of people, serve the ladies their drinks first.

ALWAYS CHECK IDENTIFICATION—State law requires every man and woman to be of legal drinking age. They must have the proper identification to prove this. If you are unsure of someone's age, ask for proof. If they don't have it, you cannot serve them any alcoholic beverages, or allow anyone else to buy them one.

Various States have different regulations on what can be accepted as proof, but generally demand all pieces of identification that have a birthdate, including driver's license and birth certificate. They should also be able to produce back-up identification, such as work I.D.'s, credit cards, social security cards.

If you think for any reason that their identification is not valid, call the manager and ask for his opinion. If there is no one else you can ask, you should politely refuse to serve them. Be extra careful anytime you check identification.

OBEY ALL STATE AND FEDERAL LIQUOR LAWS—It is illegal to transfer liquor from one bottle to another, even if it's the same brand.

CAREFULLY COUNT CHANGE—When a customer gives you a bill larger than a single, as you give him his change, count it out for him. Sometimes a customer may think he gave you a larger bill than he actually did.

When you make change, leave the bill on the tray of the cash register until you have made change. This way you can see how large of a bill it was.

KEEP GOOD POSTURE—When you're behind the bar, stand erect. Don't lean on the bar or sit on the sinks. A slouching, leaning bartender will give the customers a poor impression.

DON'T BECOME INVOLVED IN ANYTHING CONTROVERSIAL—Politics, religion and social issues should never be discussed in a bar. Even

though you may be discussing a point that you and the customer agree upon, many other customers sitting at the bar may overhear you and disagree. You can easily cause hard feelings or make enemies without even knowing it. The world's best bartenders keep their mouths shut and their opinions to themselves.

NEVER ARGUE—Don't argue with a customer about anything, even if he is wrong. It won't do you any good to win the argument and lose the customer. Don't argue with fellow employees. People want to relax, not listen to family squabbles.

DON'T DRINK ON THE JOB—Never take an alcoholic drink behind the bar while you are on duty for any reason. You can't drink and give good service. Drinking on the job will lead to immediate dismissal in any good establishment.

DON'T ALLOW ANYONE TO BUY YOU A DRINK Accepting drinks from customers is taboo. If someone wants to buy you a drink, politely tell him that you're sorry, but it's against the house policy for bartenders to drink.

DON'T GIVE AWAY FREE DRINKS—At no time should you give away a free drink without proper authorization from the management. You don't own the business and only the owner has the right to buy anyone a drink. Most of your better places have given up the practice of buying free drinks because it is very unprofitable.

If a customer should ask you when you're going to buy him a drink politely tell him that you are paid to sell it and not give it away. You are not the owner and you have no authority.

DON'T PLAY FAVORITES—You have to give all your customers equal attention. You shouldn't get to know only a few of them and ignore anyone else that should come in. By being equally as friendly to everyone, you increase your chances of making larger tips.

DON'T LOAN CUSTOMERS MONEY—Many customers will try and borrow money from a new bartender. If someone should ask you for a loan, politely tell him that you can't spare the money. If you do loan him money, even a dollar, you will probably never see him or the dollar again.

DON'T GOSSIP—Whatever you see or hear while you are working behind the bar should be kept confidential. At no time should you dismiss what goes on with your friends, the other employees or the other customers. Never answer any questions if people ask something about other customers. Don't become involved. Your job is to serve drinks and be polite, not to keep everyone up on what's going on with whom.

DON'T BE NOSEY—If customers want you to know their personal business, they will tell you. Don't be a nosey bartender that is constantly asking questions about a person's personal life. Many customers prefer to remain anonymous in places where they drink.

DON'T GAMBLE—It is illegal for a bartender to gamble in a bar. This means you can't even bet a dollar on the big football or baseball game. You also can't hold bets for customers who are gambling. If caught, you may be subject to arrest or fine.

DON'T ALLOW CUSTOMERS TO BECOME ROWDY OR USE PROFANITY—If a customer is becoming overly loud or rowdy, immediately notify someone in the management of the situation. Don't close your eyes and hope they will go away, because they probably won't. If there is no one but you, quietly and politely tell him to please keep it down. This should work. However, if they persist in being loud, after they finish their drink, you should not serve them another one.

DON'T SERVE ANYONE WHO HAS HAD TOO MUCH TO DRINK—It is against the law to serve a drunk. In some states, if you do serve a drunk and he leaves your place and gets into an accident, the establishment can be legally held responsible. Many times it is hard to tell if someone is drunk, but if it is very obvious, you should politely tell him you can't serve him. If he tries to give you a hard time, don't argue with him . . . ignore him, and he will probably go away. At no time should you get out from behind the bar and escort him out. DRAM Shop Liability DRAM Act.

DON'T GIVE A CUSTOMER A HARD TIME—If a customer complains about a drink, ask him what is wrong and give him a fresh one.

CIGARETTES—When you're working behind the bar, you should never talk, take an order, or make or serve a drink with a cigarette in your mouth. It looks bad, and the ashes from the cigarette may fall into the drink or ice.

EATING—Never eat behind the bar.

LIGHTERS—You should always light a customer's cigarette, both men and women. Buy a lighter and keep it handy.

COUGHING—If you cough or sneeze, be sure to use a Kleenex or handkerchief. Wash your hands immediately before handling a customer's drink.

KNOW WHAT'S GOING ON—Keep up on current events by reading the newspaper daily. If you know what's happening in sports or local news, you will have something to discuss with customers.

DON'T SOLVE PEOPLES' PROBLEMS—Many people look on a bartender as a person who should solve their problems, or at least listen to them. This really depends upon the bartender. Whatever you do, don't become involved.

DON'T MAKE CUSTOMERS WAIT—Your first obligation to the owner and the customer is to serve drinks. This means that if you're washing glasses and a customer comes in, you should serve him first and wash glasses later.

If some guy is telling you his life story and another customer wants a drink . . . say *"Excuse me"* and serve the drink immediately.

If one customer wants change for the phone and another wants a drink and they call you at the same time, serve the drink first.

If you are busy making a drink and another customer calls you for something . . . tell him you will be right there and finish making and serving the drink.

Tapping Procedure

FIG. 1

Air Vent Tap Coupling

Connected to CO_2 line for counter pressure.
Fits into top of keg.

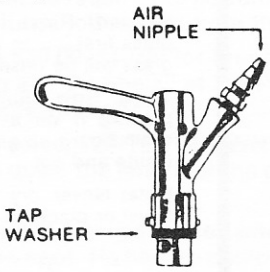


FIG. 2

Lager Valve Tap Coupling

Connected to beer Line.
Beer flows from keg through valve into beer line to faucet.

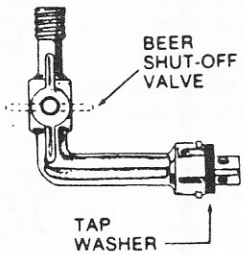


FIG. 3

Twin Gauge Regulator

Twin gauge regulator with separate gauges for cylinder pressure and applied pressure.

Applied pressure gauge for this system should be set at _____ lbs.

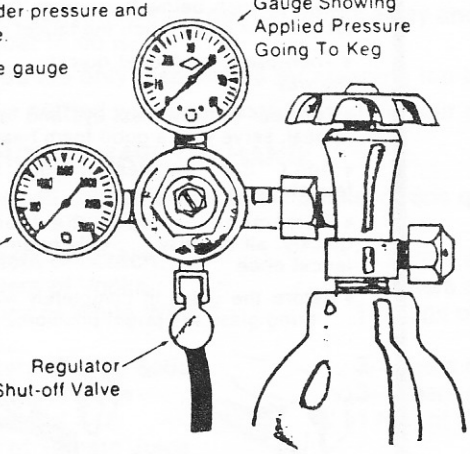


FIG. 4

Insert Air Vent Tap Coupling

Insert Air Vent into top valve of keg. Turn clockwise until it locks (¼ turn). Turn on pressure at regulator shut-off valve. (See Fig. 3)

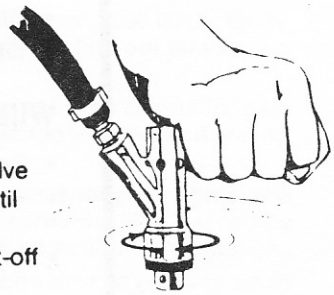


FIG. 5

Insert Lager Valve Tap Coupling

Insert Lager Valve Tap Coupling into bottom valve of keg: turn clockwise until it locks (¼ turn). Turn beer shut-off valve to open position. (See Fig. 2)

NOTE: To untap reverse procedure.

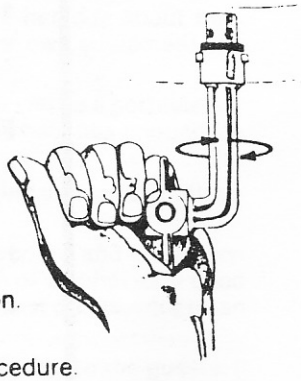


FIG. 6

Series Tapping

When replenishing the supply of beer: Any partially filled barrel should be moved to Keg position No. 3.

EXAMPLE: If Keg 2 and 3 are empty and some beer remains in Keg 1, move Keg 1 into Keg position No. 3 and full kegs into positions No. 1 and No. 2.

TIP ≡ To INSURE PROPER SERVICE.

Draft beer problems

Flat beer

- Greasy glasses.
- Not enough pressure.
- Pressure shut off during night.
- Precooler or coils too cold.
- Leaky pressure line.
- Loose tap or vent connections.
- Sluggish pressure regulator.
- Obstruction in lines.

Wild beer

- Beer drawn improperly.
- Faucets in bad or worn condition.
- Kinks, dents, twists or other obstructions in lines.
- Traps in beer lines.
- Beer runs are too long or lines are not well-insulated
- Beer too warm in kegs or lines.
- Too much pressure.
- Creeping gauge causing too much pressure.

False head

- Pressure required does not correspond to beer temperature.
- Coils or direct draw beer lines warmer than beer in keg.
- Small lines into large faucet shanks.
- Drawing too short a collar.
- Beer drawn improperly.

Cloudy beer

- Beer over chilled.
- Beer in keg too warm at some time or other.
- Hot spots in beer lines.
- Cutting beer through faucet.
- Beer line in poor condition.
- Dirty lines.
- Beer that has been frozen.

Bad taste

- Dirty faucets.
- Old or dirty beer lines.
- Lines not properly cleaned.
- Failure to flush beer lines with water after each empty keg
- Unsanitary conditions at bar.
- Foul air or dirt in lines.
- Oily air; greasy kitchen air.
- Temperature of package too warm
- Dry glasses

Beer clean glasses

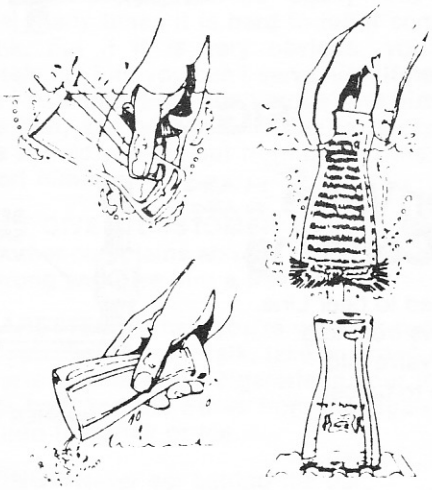
right **wrong**

First: Give glass a good brushing . . . Submerge all of glass in water while scrubbing.

Second: Rinse — Inserting heel of glass first . . . to insure that the entire glass will be rinsed.

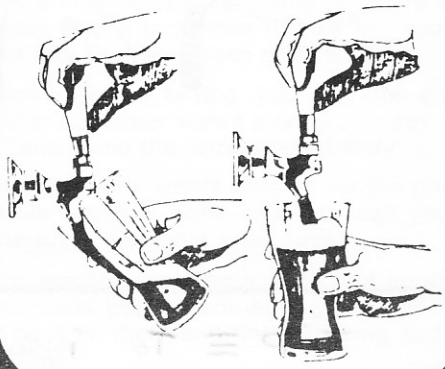
Third: Now allow glass to drain by placing it on a rack or corrugated drain board so air can circulate freely inside and out

Note: Never dry beer glasses with a towel or place on a towel to dry.



Here's how to draw a perfect glass of beer!

- Start with a sparkling beer clean glass . . . that has been wetted first in cold water.
- Next . . . place glass at an angle, about an inch below the faucet. Don't let the beer glass touch the faucet.
- Then open the faucet quickly . . . all the way.
- For beer with the best eye and taste appeal, serve with a good foam head
- Don't "fizz" the beer through the faucet.
- Remember . . . open the faucet quickly, all the way . . . only open the faucet once.
- Before the glass is completely filled . . . bring glass to upright position.



PARTY BARTENDING INFORMATION

Parties can be great fun and easy to work if you are prepared when you get there. The following is the procedure when you are given a party lead.

First, *call the person back as soon as possible.* Often the person has never given a party before and is anxious and worried. Calling back promptly is reassuring.

Be friendly and helpful. If you sound self-assured and know what you are talking about, they will be eager to hire you.

Don't discuss money first. First find out how large the party is. Where it is being held. What kind of a party it is. How long it will last. And, if you will be required to perform other duties like serving hors d'oeuvres, etc. (Most of this information will be given to you if the job lead is from the school.)

Parties usually pay between $30.00-$40.00 for four hours, but can pay as much as $100.00 or even $200.00 (if, for instance, they are entertaining an "Oil Sheik" at the Pierre or the Governor at Gracie Mansion). So find out all you can about a party before you quote your price.

When you have settled on a price, WRITE IT DOWN so that there can be no question when the time comes for payment. Be sure you also write down the length of the party, staring from the time you are expected to arrive and ending with when you clean up.

DO NOT tell a client that you will discuss money when you get to the party. Even if he is foolish enough to agree, you will end up putting him on the spot. He has no choice then but to pay your price or have no bartender. But you can be sure he will never use you again nor recommend you. (Neither will the school, incidentally, if we hear of this practice.)

Mix only rock or highball glasses. DO NOT mix fancy drinks during the party. You will have no time or place to wash your mixing apparatus at most parties.

If you have a vest from a conservative suit, a white shirt, black bow tie and black pants or skirt, you can wear them at almost any party. Eventually you should invest in a bartender's jacket (white), white shirt, black bow tie, and black pants or skirt. The host does not want you to look like another guest. He has paid for a bartender, let him see one. He wants to show you off, so let him.

Carry your own mixing set, cutting board and knife. Purchase some speed pourers if you are nervous about free-pouring without them. (You can get by without these things at most parties, but if you have your own equipment you will appear more professional.)

When you arrive at the party introduce yourself to the host before you begin setting up. Usually it will be a portable bar or table that you will be working behind. Set it up as efficiently as possible. Check to be sure the host has enough ice for the entire party. A party without ice is a disaster.

Be imaginative. Remember this is a party, so make your arrangement of the garnish bowls, napkins and sip stix attractive. Your host will appreciate your skill.

Unless your host tells you otherwise, give the guests whatever they ask for. But don't go overboard and get heavy-handed with the pouring. Remember that an ounce to an ounce-and-a-half is the right proportion of alcohol for a good highball. You don't want to get the guests stoned. Most of them have to drive home. So after the first drinks, which can be strong, ease up on the booze. The guests will appreciate it; so will the host.

If your host has arranged with you beforehand to help serve the canapes, then you may leave the bar to the guests. (I strongly recommend that you discourage being used as a servant at parties for the simple reason that leaving the bar unattended will bring about the very thing you were hired to prevent — chaos at the bar.)

You can, however, police the room when things are slow, and empty ashtrays and take used glasses and dishes to the kitchen. Your host will appreciate it, and it is just that extra gesture that may get you hired again.

When it is time for you to start putting things away and closing the bar, be sure to announce "Last Call" — or better yet ask the host to do it.

Remember, you are only responsible for cleaning the bar area.

After you have settled with your host, leave him your card and be sure to *stay in touch.*

CLIENTS SHOULD HAVE ON HAND:

(A party guest will consume four to six drinks, or one quart per six persons. An average party [30-40 guests] will consume:)

Liquor:	2-3 liters of Scotch	2-3 liters of Whiskey	1-2 liters of Bourbon
	2-3 liters of Vodka	1-2 liters of Gin	1-2 liters of Rum
	2-3 jugs of White Wine	1-2 jugs of Burgundy	
Mixes:	4-6 liters of Club Soda	3-4 liters of Tonic	2 liters of Orange Juice
	4-6 liters of Coke	3-4 liters of Ginger Ale	1 liter of Grapefruit Jiuce
	2-3 liters of 7-Up	1 liter of Dry Vermouth	1 liter of Sweet Vermouth
	1 liter of Tomato Juice		

Besides the other mixes, don't forget a pitcher of water.

Garnish:		Cherries — 2 jars	Olives — 1 jar
		Cocktail Onions— 1 jar	Oranges — 3
		Lemons — 4	Limes — 4
Sip Stix	Toothpicks	Cocktail napkins	Ice — A minimum of 1 pound per person depending on the room temperature.

BEVERAGE TEXT

Below is a list of popular liquors grouped by type.

BLENDED WHISKY
Calvert's
Imperial
Kessler
Seagram's 7

BOURBON
Early Times
Jack Daniel
Jim Beam
Old Crow
Old Forester
Old Grandad
Old Taylor
Walker's Deluxe
Wild Turkey

RYE WHISKY
Jim Beam Rye
Old Overhold

CANADIAN WHISKEY
Black Velvet
Canadian Club
Crown Royal
Seagram's V. O.

IRISH WHISKY
John Jameson
Murphy's
Old Bushmill's
Paddy's

GIN
Beefeater
Gilbeys
Gordons
House of Lords
Seagrams
Tangueray

VODKA
Absolute
Finlandia
Smirnoff
Stolichnaya

SCOTCH WHISKEY
Black & White
Chivas Regal
Cutty Sark
Dewar's White Label
Glenlivet
Grants
J & B
Johnnie Walker Black
Johnnie Walker Red
Passport
Pinch
Teachers

RUM
Bacardi
Myer's
Ron Rico

CORDIALS & LIQUEURS
Amaretto
Anisette
Baileys Irish Cream
Benedictine
Cherry Heering
Cointreau or Triple Sec
Creme de Banana
Creme de Cacao (Brown)
Creme de Cacao (White)
Creme de Menthe (Green)
Creme de Menthe (White)
Creme de Noyaux or Almond
Drambuie
Galliano
Galliano Substitute
(Florentino
Neopolitan)
Grand Marnier
Irish Mist
Kahlua
Midori
Peppermint Schnapps
Pernod
Rock & Rye
Sloe Gin
Southern Comfort
Tia Maria

BRANDY
Apricot
Blackberry
Cherry
Christian Brothers
Metaxa
(Fruit Flavors)
Peach

COGNAC (Brandy)
Courvoisier
Hennessy
Martell
Remy Martin

BEER
Budweiser
Coors
Hamms
Heineken
Lite
Michelob
Millers
Schlitz

TEQUILA
Jose Cuervo
Two Fingers

FINDING EMPLOYMENT:

Introduction —

This lecture is one of the most important. Everyone must take notes.

The school's Job Placement Assistance Program is designed to help you find a bartending job. However, the placement service is only as good as you are.

We would like to review with you the reasons why graduates find jobs and why on occasion graduates don't find jobs. Recent studies have shown that the people who didn't find bartending jobs made one or more mistakes:

1. Registered for placement, but never bothered to call the school for job leads. It is your responsibility to contact the school frequently during specified placement hours to get current job listings.

2. Become discouraged and stop calling if the line is busy or if there are no new job leads on a particular day.

   We have many people who call for placement, and we can only assist one person at a time. Therefore, you should expect the line to occasionally be busy. Keep trying until you get through.

   If you call and it is one of those days when no new job leads have come in, don't become discouraged. We receive new leads almost every day. Normally, the job situation will only slow up for a few days, then it gets better again. Too many people call once and then give up.

3. It is a grave mistake not to use one's initiative when the job situation is slow. Be aggressive and go into places that you'd like to work; ask to fill out an application. You'd be surprized how many people find a job just by walking into an establishment.

   Even though we constantly solicit by phone and by mail, not all establishments that need bartenders call us. There are many jobs out there that we don't know about.

How To Inquire About Employment On Your Own—

1. Go to an establishment when they're not busy. Avoid lunches, cocktail hours, and dinner hours. The manager will be too busy to talk to you.

2. When you go into an establishment, ask to see the person who does the hiring. Don't ask the hostess, waitress or bartender if they need help. They probably don't know.

3. When you meet the person in charge, ask if he would be accepting applications for employment. Don't ask if he needs a bartender; filling out an application allows him an opportunity to evaluate you without having to commit himself.

   If a manager says he doesn't need any help at the present time, do two things:

   1. Give him your name and phone number and tell him that should he need a bartender in the future, you would appreciate being considered for the position.

   2. Ask him if he knows any place that may need bartending help.

   Most managers know other managers and they are often an excellent source of potential job leads.

   Don't become discouraged; pounding the pavement is the way almost all bartenders who aren't graduates of our school find employment.

How To Dress —

This is the problem that has cost many graduates good jobs. We have had graduates go on interviews in their swim trunks and with their surfboards on the way to the beach. They walk into places that cost thousands of dollars to set up looking terrible. It's no wonder managers take one look at them and tell them the job has been filled.

The way you look when you go on an interview counts at least 50% toward your chances of getting the job. When you go on an interview, YOU BETTER LOOK YOUR BEST!

The Interview —

Dont' take your friends along for moral support; tell them to wait in the car. The manager wants to see you, not your friends.

Don't judge a place by its outside appearance or area. Many fine establishments with good earning potential may not be great looking from the outside. Go in and talk with the manager and get a good feel for the place.

Don't ask stupid questions or make demands. Some people say they must make $100 a night or they won't take the job. Don't ask for special consideration on hours or days off.

When you go on a job interview, you have to sell yourself. Show CONFIDENCE; your training has been the best; you can be a good bartender. If a manager asks if you can handle the job, be positive and say you can.

Occasionally, you may run into a skeptical manager who will think you are incapable of handling the job. Challenge him; tell him you'll work for just tips your first night on trial, then if he still feels you can't handle the job he hasn't lost any money.

Don't be overly choosey. When first starting out, you should take any job to gain practical experience. Acutal work experience, dealing with real paying customers is invaluable. A few weeks of actual work will be great for your self-

confidence. BE FLEXIBLE. To get your first job you may have to work hours you may not prefer. Even if you have to drive 30-45 minutes to get to a job at first, it's worth it because you're getting that initial practical experience.

Don't become discouraged if you haven't found a job after a few interviews. Each bar is different, and may require a certain type of person. Bear in mind there are always places that need bartenders that are your type. It takes time and perseverance to land the right type of job for you.

Before we send you out on your first job interview, there are a few Job Placement rules which need to be reviewed. If you want our help, we must have yours.

1. **Job Leads** — Each student must have an in-person interview with the placement director before being sent out on a job interview. You must fill out a graduate card which will give the placement director information on yourself and your preferences for a job. The more information you give, the better we are able to assist you.

2. **Reporting** — Student must report back to the placement director with the outcome of the interview within 24 hours. We wouldn't want to send our graduates out on an interview to an establishment if the job were filled. Also, if an interview doesn't go well, the sooner you get back to us, the sooner we can have you going to another establishment. The placement director keeps weekly placement reports, but without your cooperation, they are useless.

3. **Dress** — Bartending is a position where you must make a good first impression. You must dress up when you go on interviews. No jeans, cutoffs, T-shirts, or other sloppy dress will be acceptable because over 75% of the individuals are refused jobs because of sloppy dress.

4. **Promptness** — If you are scheduled to be at an interview, plan on getting there 15 minutes early, because if you arrive late, you will probably not get the job.

5. **Think Smart** — When you are on a job interview, don't set the conditions of the job. Don't ask for special hours or special days off. You need a job to gain experience; be FLEXIBLE. You can always change jobs and be more choosey once you have some experience behind you.

6. **Honesty and Integrity** — Are a must in bartending. If you are terminated from a job because of dishonesty or excessive tardiness, your placement privilege will be cancelled. We have worked hard to establish a good reputation for our schools. You as a graduate reflect back on that reputation.

7. **Job Leads** — Will only be given out on certain days during certain hours. There are no exceptions. Please do not ask for special privileges. The placement director must spend a lot of time finding job leads, and that is why there are just certain hours when it is convenient for you to contact the school for placement assistance.

(EXTRA DRINK SHEET)

ALABAMA SLAMMER BUILD
Collins w/ ice
1 oz. Sloe Gin
½ oz. Amaretto
½ oz. Southern Comfort
Fill w/ O.J.

AVALANCHE BUILD
Rocks w/ ice
½ oz. Vodka
½ oz. Kahlua
1½ oz. Bailey's

BLACK ORCHID BLEND
Tulip
½ oz. Vodka
½ oz. Blue Curacao
1 oz. Cranberry Juice
Splash O.J. & Lime Juice

BLOW JOB BUILD
Shot w/ no ice
3/4 oz. Bailey's
¼ oz. Amaretto
Top w/ Whipped cream

BLUE EYES BLEND ≈ PINACOLADA with CURACAO
Hurricane
1 oz. Rum
½ oz. Blue Curacao
1 oz. Coconut Cream
1½ oz. Pineapple Juice/
Or 2½ oz. Pina Colada Mix
Cherry or Pineapple Flag

BLUE HAWAIIAN BUILD
Collins w/ ice
1 oz. Rum
½ oz. Blue Curacao
Fill w/ Pineapple Juice
Opt. ½ oz. Wht. Cacao/
Or Coconut Cream

BRAIN HEMMORIDGE BUILD
Old Fashioned/Shot w/ no ice
1½ oz. Bailey's
½ oz. Grenadine
¼ oz. 151 Rum

BUCK ROGERS BUILD
Collins w/ice
½ oz. grenadine
Fill w/ Gingerale
3 Cherries

CALIFORNIAN BUILD
Highball w/ice
1 oz. Vodka
½ Fill w/Grapefruit Juice
½ Fill w/O.J.

CHOCOLATE CHIP COOKIE BUILD
Rocks w/ice
3/4 oz. Frangelico
3/4 oz. Wht Cacao
½ oz. Cream or ½&½

ELECTRIC ICED TEA/ADIOS M. F. BUILD
Collins w/ice
½ oz. Vodka
½ oz. Gin
½ oz. Tequila
½ oz. Rum
½ oz. Blue Curacao
1½ oz. Sweet & Sour
Fill w/7-up
Garnish w/ lemon twist

FUZZY NAVEL BUILD
Collins w/ice
1 oz. Peach Schnaaps
½ oz. Vodka
Fill w/O.J.

FRENCH CONNECTION--(modern) BUILD
Snifter w/ no ice or Rocks w/ice
½oz. Courvoisier/ 1½ oz.
½ oz. Grand Marnier/ ½ oz.

GIRL SCOUT COOKIE SHORT SHAKE
Rocks w/ice
3/4 oz. Bailey's
3/4 oz. Kahlua
½ oz. Pepermint Schnaaps

GOLD DRIVER BUILD
Highball w/ice
1 oz. Gold Tequila (Cuervo)
Fill w/O.J.

GREEN EYES BLEND ≈ PINACOLADA with Midori.
Hurricane
1 oz. Rum
½ oz. Midori or a Melon Liqueur
1 oz. Coconut Cream
1½ oz. Pineapple Juice/
Or 2½ Pina Colada Mix
Cherry or Pineapple Flag

JELLYBEAN BUILD
Shot w/ no ice
½ oz. Anisette or Sambuca
½ oz. Blackberry Brandy

X LONG BEACH/BOSTON ICED TEA BUILD
Collins w/ice
½ oz. Vodka
½ oz. Gin
½ oz. Tequila
½ oz. Rum
½ oz. Triple Sec
1½ oz. Sweet & Sour
Fill w/Cranberry Juice
Opt. splash 7-up
Garnish w/ lemon twist

MUDSLIDE BUILD
Rocks w/ice
1½ oz. Bailey's
½ oz. Kahlua
½ oz. Vodka (opt.)

X ORGASM--(modern) BUILD BL A
Rocks w/ice bailey
1½ oz. Bailey's
½ oz. Amaretto
"SCREAMING": WITH + ½ OZ VODKA

* POINSETTA BUILD
Collins w/ice
½ Fill w/ Champagne
½ oz. Triple Sec (opt.)
Fill w/ Cranberry juice

* PRINCESS DIANA BUILD
Tulip w/ no ice
Place Small Strawberry on
Bottom of Glass
Fill w/ Champagne

POPPERS BUILD
Shot w/ no ice
1 oz. Tequila
Fill w/ 7-up
Cover & Slam to Fizz

RAMOS FIZZ BLEND
Hurricane
1 oz. Gin
2 oz. Sweet & Sour
1 oz. Cream or ½&½
2 drops Orange Flower Water
or ½ oz Simple Syrup
1 whole egg white
Splash of Soda & Nutmeg (opt.)

ROY ROGERS BUILD
Collins w/ice
½ oz. Grenadine
Fill w/ Cola
3 Cherries

WOO WOO BUILD
Collins w/ice
½ oz. Vodka
1 oz. Peach Schnaaps
Fill w/ Cranberry Juice---- or Shot w/ ½ oz of each ingred.
Shake & Strain

RUSSIAN QUALUDE BUILD
Collins w/ice
½ oz. Stolichnay
½ oz. Kahlua
½ oz. Bailey's
½ oz. Frangelico
Fill w/ Cream or ½&½
Opt. Short Shake

RUSSIAN QUALUDE BUILD
Shot w/ no ice
½ oz. Stolichnaya
½ oz. Kahlua
½ oz. Bailey's
Opt. Shake w/ice

SCORPION BLEND
Hurricane
1 oz. Brandy
1 oz. Rum
½ oz. Creme de Almond
1 oz. O.J.
1 oz. Pineapple Juice
Opt. 151 Rum

X SEX ON THE BEACH BUILD
Collins w/ice
½ oz. Vodka
1 oz. Peach Schnaaps
½ Fill w/ O.J.
½ Fill w/ Cranberry Juice
OPTIONAL ½ OZ OF MIDORY.

SHARK BITE BUILD
Collins w/ice
1 oz. Myers's Rum
Fill w/ O.J.
½ oz. Grenadine

SHIRLEY TEMPLE BUILD
Collins w/ice
½ oz. Grenadine
Fill w/ 7-up
3 Cherries

TOASTED ALMOND SHAKE
Cocktail (chilled)
½ oz. Kahlua
½ oz. Amaretto
2 oz. Cream or ½&½

WATERMELON BUILD
Shot w/ no ice
½ oz. Southern Comfort
½ oz. Creme de Almond
½ oz. Pineapple Juice
Or 1 oz. Watermelon Schnaaps
Fill w/ 7-up

4TH
3RD
2ND
1ST
FRANGELICO
BAILEY'S
MIDORI
BLUE CURACAO
PEPPERMINT SCHNAPPS
PEACH SCHNAPPS
KAHLUA
SOUTHERN COMFORT
DRAMBUIE
GRAND MARNIER
DOM'S B&B
BLACK-BERRY BRANDY
CHERRY BRANDY
GALLIANO
CORDIALS/LIQUEURS
ONLY BOTTLE LIKE THAT
COURVOISIER
HENNESSY
REMY MARTIN
COGNACS
CAMPARI
RED DUBONNET
APERITIF WINES
CREME DE CASSIS
WHT. CREME DE CACAO
DARK CREME DE CACAO
WHT. CREME DE MENTHE
GRN. CREME DE MENTHE
CREME DE ALMOND
CREME DE BANANA
SLOE GIN
AMARETTO
CORDIALS/LIQUEURS
CUERVO
TEQ-UILA
MYERS'S
BACARDI 151
BACARDI DARK
BACARDI LIGHT
RUMS
BEEFEATERS
BOMBAY
GINS
TANGUERAY
CHIVAS REGAL
JOHNNY WALKER BLACK
JOHNNY WALKER RED
SCOTCHES
DEWAR'S WHITE LABEL
CUTTY SARK
J & B
CHAMPAGNE
CHAM-PAGNE
ABSOLUTE
STOLICHNAYA
SMIRNOFF
VODKAS
JAMESON
OLD BUSHMILLS
IRISH WHISKEY
SEAGRAM'S 7
AM. WHISKEY
CROWN ROYAL
SEAGRAM'S V.O.
CANADIAN WHISKEY
CANADIAN CLUB (C.C.)
WILD TURKEY "101"
WILD TURKEY
JIM BEAM
JACK DANIELS
BOURBON WHISKEY
Char-donnay
White Zinfadel
Cabernet Sauvignon
WINES

Bar Station

BAR BACK (BAR PRES-BOY)
10 or 15% OF OUR TIP

Garnishes

Drain Mat

Ice Bin

JOKEY BOX

- Orange Juice
- Bloody Mary Mix
- Cream OR COCONUT CREAM
- Grenadine OR CRANBERRY JUICE.
- Sweet & Sour
- Lime Juice

GRAPE FRUIT JUICE.
PINAPPLE JUICE

Drain Board

Wash

filled with water

Rinse

filled with water

Disinfect

SERCO.
(read the direction)
Sinon les verres auront un gout Ripoux →
les Cocktails aussi.

filled with water.

Speed Rack

- Sweet Vermouth
- Dry Vermouth
- Brandy
- Rum
- Triple Sec
- Tequila
- Bourbon Whiskey
- Gin GUY GIRL
- Scotch SEXY
- Vodka VERY

lire à l'envers

RED (Sweet) CLEAR BARTENDER RADICALLY TROUSER TIGHT BARTENDER WEARING

APPETIT WHINE

MAKE

VERY SEXY GIRL BARTENDER WEARING TIGHT TROUSER
MAKES RADICALLY BARTENDER CLEAR RED.

SODA = SELZER

LEMON OR LIME.

Speed Gun

1. Club Soda
2. Water
3. 7-up
4. Coke
5. Tonic
6. Quinine (≡ Tonic)
7. GingerAle
7. Manger's Choice

L @ 7 = 7-UP.

COBRA OR SNAKE

Color Substitutes

1. Grenadine or Cranberry Juice
2. Cream or Coconut Cream
3. Sweet & Sour or Grapefruit or Pineapple Juices

TELL THE COSTUMER WHAT HE GETS
EX: 7-UP

VERY SOON GEORGE BUSH WILL TRY TO RAPE BARBARA CLEAR