

# *Bartending School*

2836 W 44<sup>TH</sup> AVE DENVER CO 80211

Bartending School Inc.

# TABLE OF CONTENTS

<b>INTRODUCTION</b> .....	<b>1</b>
RULES & REGULATIONS	
SCHOOL PHILOSOPHY	
JOB ASSISTANCE	
<b>IN A BAR</b> .....	<b>8</b>
STATION	
EQUIPMENT	
TOOLS	
<b>PROCEDURES</b> .....	<b>11</b>
OPENING & CLOSING	
CLASSROOM SIDEWORK	
<b>GLASSWARE</b> .....	<b>13</b>
<b>HIGHBALLS</b> .....	<b>16</b>
RECIPES	
REVIEW & NOTES	
<b>CREAM DRINKS</b> .....	<b>20</b>
RECIPES	
REVIEW & NOTES	
<b>MARTINIS &amp; MANHATTANS</b> .....	<b>23</b>
RECIPES	
REVIEW & NOTES	
<b>TWO LIQUOR DRINKS</b> .....	<b>28</b>
RECIPES	
REVIEW & NOTES	
<b>SOUR DRINKS</b> .....	<b>31</b>
RECIPES	
REVIEW & NOTES	
<b>SHOOTERS &amp; POUSSE CAFE DRINKS</b> .....	<b>33</b>
RECIPES	
REVIEW & NOTES	
<b>EXOTICS</b> .....	<b>37</b>
RECIPES	
REVIEW & NOTES	

<b>GARNISHES .....</b>	<b>40</b>
<b>WINES &amp; CHAMPAGNE .....</b>	<b>41</b>
RECIPES	
REVIEW & NOTES	
<b>HOT DRINKS .....</b>	<b>47</b>
RECIPES	
REVIEW & NOTES	
<b>BEER.....</b>	<b>50</b>
REVIEW & NOTES	
<b>CUSTOMER SERVICE .....</b>	<b>54</b>
<b>LEGAL ASPECT.....</b>	<b>56</b>
<b>INTERVIEWS .....</b>	<b>57</b>
<b>DO &amp; DON'T .....</b>	<b>58</b>
<b>EMPLOYEE RULES &amp; RESPONSIBILITIES .....</b>	<b>59</b>
<b>ALCOHOLS .....</b>	<b>61</b>
<b>COMMON BAR TERMS .....</b>	<b>75</b>
<b>CALL &amp; PREMIUM REFERENCE LIST.....</b>	<b>76</b>
<b>LIQUEURS/CORDIALS REFERENCE LIST .....</b>	<b>77</b>
<b>RESUME PART 1.....</b>	<b>81</b>
<b>RESUME PART 2.....</b>	<b>83</b>
<b>RESUME PART 3.....</b>	<b>84</b>
<b>MID TERM A .....</b>	<b>85</b>
<b>MID TERM B .....</b>	<b>88</b>
<b>MID TERM ONE .....</b>	<b>91</b>
<b>PRACTICE FINAL .....</b>	<b>94</b>
<b>DRILLS .....</b>	<b>96</b>

## **INTRODUCTION**

Welcome to the Exciting World of Bartending! We believe that you have made an excellent decision in choosing The Bartending School of Denver to provide training in the hospitality industry. We 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 fundamental knowledge needed so that, upon graduation, you will be able to work in any establishment throughout the country.

Although this program is designed to be completed in 30+ hours, don’t worry if it takes you longer, or if you completed it sooner! Everyone learns at a different pace; and, there are may be other factors that affect your training. The important thing to remember about the training is that you pass the course module requirements. How long it takes you to complete it is immaterial.

If you need additional help, please don’t hesitate to ask one of the instructors. Your success is our success! We will be happy to work with you to make sure that you comprehend the course material.

Before you begin the training program, here are some things that you can expect from us and that we will expect from you:

You can expect us:

- To do everything possible to make your experience here both successful and enjoyable.
- To provide you with the course material in a structured, easy-to-learn way.
- To give you individual attention.
- To critique your work in the same manner as a bar manager or owner would.
- To prepare you for the final exam as best as we can.
- To answer your questions or find the answer for you if we don’t know it.

We will expect from you:

- To spend as much time outside class studying recipes.
- To be on time for class or notify your instructor.
- To follow our directions when it comes to studying, practicing and drills.
- To pay attention to the instructors during the lectures.
- To give us appropriate feedback on how your experience is with us
- Most important, HAVE FUN!!!

## **RULES & REGULATIONS**

### IMPORTANT INFORMATION

SCHOOL PHONE# 303-500-8672

INSTRUCTOR(S) \_\_\_\_\_

TIPS CLASS \_\_\_\_\_

INTRUCTOR PHONE# \_\_\_\_\_

FACEBOOK \_\_\_\_\_

1. **Make-Up Classes**: If you miss a class, you may make it up at no additional cost. Check with your instructor for the next class time.
2. **Problems**: If you have any problems in learning the lesson, 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.
3. **Eating and Drinking**: After the lesson is completed, you will be allowed to leave the classroom if you feel the need to get something to eat or drink.
4. **Smoking**: After the lesson is completed, you are more than welcome to go outside in our designated area for a smoke break.
5. **Tardiness**: Lessons are scheduled for specific times. Please arrive at least 15 minutes before class begins to be sure you are here when the lesson starts. If you are running a few minutes behind, please contact your instructor to communicate your tardiness. If you are more than 15 minutes late for class, you will need to make it up another time.
6. **Signing In**: State Law requires all students to sign in for every class to receive credit. It is your responsibility to sign in. If you do not sign in, you may have to make up that class.
7. **Absenteeism**: If, for any reason, you are unable to make scheduled class or know in advance you will not be available to attend, inform your instructor immediately. If you have an emergency, please contact the school as soon as possible.
8. **Payment**: Student should pay in advance for classes. If you are on a payment schedule, you must be paid in full prior to final testing.
9. **Sidework**: Every student will have sidework that you will be given for class. Every student is responsible for the cleanliness, stocking and organization of their work area at the end of every class.

## DAYS & TIMES YOU WILL HAVE CLASS

### 1 Week Schedule

Day	Monday	Tuesday	Wednesday	Thursday	Friday
10am-1pm	X	X	X	GRADUATE!!	No classes
2pm-5pm	O	X O	X O		No classes
6pm-9pm		O	O	GRADUATE!!	No classes

Class 10-5 = X

Class 2-9 = O

### 2 Week Schedule

	<i><u>2-6 class will</u></i>	<i><u>test either</u></i>	<i><u>10-2 or 6-9</u></i>	<i><u>Thursday!!!</u></i>	
Week	Monday	Tuesday	Wednesday	Thursday	Friday
Week 1	X	X	X		No classes
Week 2		X	X	GRADUATE!!	No classes

### Weekend Schedule

	Saturday	Sunday
Weekend 1	X	X
Weekend 2	X	GRADUATE!!

**We break for lunch from 1-2pm & 5pm-6pm**

**Homework is MANDATORY!!!!** We will expect you to complete all homework and assignments before your next class and we will review them together.

**CLASS & HOMEWORK SCHEDULE IN ADDITION TO COMPLETING THE MODULES FOR EACH CLASS:**

**1 Week & Weekends:**

MONDAY Class Agenda	TUESDAY Class Agenda	WEDNESDAY Class Agenda	THURSDAY Class Agenda
Intro/Highballs & Juice Practice Drills - 96	Martini/Manhattan Shooters Resume Part 1 Practice Drills - 97	Sours 2 Liquor/Creams Resume Part 2 Practice Drills - 100	10am or 6pm Test/Graduate Resume Review Online Profile
<b>Homework:</b> <b>Read &amp; Complete</b> <b>Assignments prior to</b> <b>next class,</b> <b>Martini/Manhattan –</b> <b>24(M)</b> <b>Shooters – 34(M)</b> <b>Call/Premium List –</b> <b>76(O)</b> <b>Liqueurs List – 77(O)</b> <b>Resume Part 1 – 81(O)</b>	<b>Homework:</b> <b>Read &amp; Complete</b> <b>Assignments prior to</b> <b>next class,,</b> <b>2 Liquor – 28(M)</b> <b>Creams – 21(M)</b> <b>Sours – 31(M)</b> <b>Alcohol – 61(O)</b> <b>Legal – 56(O)</b> <b>Resume Part 2 – 83(O)</b>	<b>Homework:</b> <b>Read &amp; Complete</b> <b>Assignments prior to</b> <b>next class,</b> <b>Garnishes – 40(O)</b> <b>Wine/Champagne –</b> <b>41(O)</b> <b>Customer Service –</b> <b>54(O)</b> <b>Interview – 57(O)</b> <b>Resume Part 3 – 84(O)</b> <b>Rest. Rule /Resp. – 59(O)</b> <b>Final Exam Practice-</b> <b>94(O)</b>	<p style="text-align: center;">Congratulations!!!!</p>

**CLASS & HOMEWORK SCHEDULE IN ADDITION TO COMPLETING THE MODULES FOR EACH CLASS:**

**2 Week**

<p>MONDAY Class Agenda</p> <p>Intro/Highballs &amp; Juice Practice Drills - 96</p>	<p>TUESDAY Class Agenda</p> <p>Martini/Manhattan Practice Drills - 98</p>	<p>WEDNESDAY Class Agenda</p> <p>Shooters Practice Drills - 103</p>
<p><b>Homework:</b> <b>Read &amp; Complete Assignments prior to next class,</b></p> <ul style="list-style-type: none"> <li>• Martini/Manhattan – 24(M)</li> <li>• Call/Premium List – 76(O)</li> <li>• Customer Service – 54(O)</li> <li>• Resume Part 1 – 81(O)</li> </ul>	<p><b>Homework:</b> <b>Read &amp; Complete Assignments prior to next class,</b></p> <ul style="list-style-type: none"> <li>• Shooters – 34(M)</li> <li>• Wine/Champagne - 41</li> </ul>	<p><b>Homework:</b> <b>Read &amp; Complete Assignments prior to next class,</b></p> <ul style="list-style-type: none"> <li>• Sours – 31(M)</li> <li>• Hot Drinks – 47(O)</li> <li>• Alcohols W/B – 61(O)</li> <li>• Resume Part 2 – 83(O)</li> <li>• Beer – 50(O)</li> <li>• Interviews – 57(O)</li> <li>• Employee Rules/Resp. – 59(O)</li> </ul>

<p>TUESDAY Class Agenda</p> <p>Sours Practice Drills - 105 Practice Final - 94</p>	<p>WEDNESDAY Class Agenda</p> <p>2 Liquor/Creams Practice Drills - 105 Practice Final - 94</p>	<p>THURSDAY Class Agenda</p> <p>10am or 6pm Test/Graduate Resume Review Online Profile</p>
<p><b>Homework:</b> <b>Read &amp; Complete Assignments prior to next class,</b></p> <ul style="list-style-type: none"> <li>• 2 Liquor – 28(M)</li> <li>• Creams – 21(M)</li> <li>• Alcohols V-R-G-Tq – 67(O)</li> </ul>	<p><b>Homework:</b> <b>Read &amp; Complete Assignments prior to next class,</b></p> <ul style="list-style-type: none"> <li>• Alcohols – 61(O)</li> <li>• Liqueurs – 77(O)</li> <li>• Resume Part 3 – 84(O)</li> <li>• Study for Final Exam(O)</li> </ul>	<p>Congratulations!!!!</p>



## **SCHOOL PHILOSOPHY**

Our goal is to provide high quality training to those individuals who work in the hospitality industry. We believe that our program will provide you with the knowledge and skill required to get started as a professional mixologist. Through their experience, our instructors can transfer what they know to you.

Of course, we can't force you to learn! You must be willing to listen and study the materials. But, be assured that we will make your training as easy as possible. The rest is up to you! We believe that a skill such as bartending is best learned through "hands on" training. Therefore, most of your time spent in class is devoted to practicing the drinks.

Professional bartenders possess both knowledge of the drinks and the skill to make them quickly and accurately. We want to make sure that you have the qualities as well. To make sure that you do, we have both written and practical tests. The written test will allow you to demonstrate your knowledge of the drink recipes, customer service, legal aspects of serving alcohol and spirit knowledge. The practical test will allow you to demonstrate your ability to make drinks quickly and accurately.

## **YOUR EARNING POTENTIAL AFTER GRADUATION**

MIXOLOGY is 65% "People skills" and 35% knowledge of proper mixing and serving drinks. Your income will depend on both where you are working and the quality of the service you provide. "Quality of service" not only refers to your knowledge and skill in mixing and serving drinks, but also the attitude and personality you project. Your customers will appreciate a professional who is a good listener and really makes them feel welcome. The Bartending School cannot guarantee your income. But if you treat every customer as though they are the most important person in the world, your income should more than take care of itself. Customers don't tip for mixing drinks; they tip for the professional and personalized service. Knowing when to be attentive and when to give them space is a key skill in earning great money.

### **Here's how to figure the earning potential for your area:**

1. Hourly wage \$\_\_\_\_\_
2. Estimate average tip per person \$\_\_\_\_\_
3. Estimate of average number of customers per hour \_\_\_\_\_
4. Multiply the average tip per person by the customers per hour to get total hourly tip.
5. Add the average hourly wage to the average hourly tips to get your hourly income.
6. Multiply your hourly income by the number of hours you want to work per week to get your weekly income.

MANAGEMENT positions usually carry a salary commensurate with the responsibility required. A head bartender, for example, would expect to earn a higher salary than a bartender at the same establishment. The policy on tips for managers varies with the different kinds of restaurants and lounges. Generally speaking, the best non-tip position will include the incentive of profit sharing. Food and Beverage managers of large hotels generally earn upwards of \$50,000.00 per year.

OWNERSHIP has its own risks, but it can also be very financially rewarding. Successful beverage operations are, by definition, those which are earning profit. The most successful neighborhood pubs may net from \$50,000.00 or more a year.

## **JOB ASSISTANCE & OPPORTUNITIES**

Although no one can guarantee you a job, we will help you as much as we can. The school maintains an active placement effort, not only in your area, but throughout the country, where graduates have been hired by almost every class hotel, restaurant and club in the city. The Bartending School of Denver will make every effort to help you find the job you want.

**Job Search Skills** – Interviewing skills are important because you must convince a prospective employer you have the qualities of a good bartender. These qualities include the required knowledge and skill to make drinks accurately and quickly, and the essential personal qualities such as honesty, dependability and the right kind of personality. Your instructor can provide individual counseling if you desire it.

**Placement Service** – Our placement assistance has no time limit as long as the graduate remains in good standing with paperwork and your tuition is paid. The Bartending School does not guarantee placement. You will need to request friendship on Facebook with the manager and they will add you to the “Graduates” page. This is where we post notifications about businesses looking to hire and how to apply.

**Career Development** – After securing a position as a professional mixologist, most people focus their attention on the next steps upward into management and finally the ultimate dream of ownership. The management and ownership opportunities in their field are far greater than one might imagine. This program will provide you with the core knowledge of bar operations that you must have to become a successful professional on any level within the industry. “Experience is the best teacher.” By this, we mean learning to apply proven success formulas to daily operations without having to make the mistakes others have made before you. We strongly suggest you take additional business courses before you go into ownership. We can also provide you with additional management counseling for your new business.

## IN A BAR



1. **3 Comp Sink:** Used to wash glassware and mixing equipment. The sink consists of three tubs – one filled with hot water and detergent, the second with water for rinsing and the third with water and disinfectant.
2. **Reach/Reach-In:** Used to hold and keep mixes/juices cold.
3. **Speed Rack/Well:** Used to store the most frequently used liquors and mixes. The racks are attached to the front of the main sink and jock box. They are kept in the same order in every bar. Vodka, Rum, Gin, Triple Sec, Tequila, Bourbon/Whiskey. Being attached to the front of the sink, they are easy to reach and put away. They greatly increase the bartender's ability to mix drinks quickly.
4. **Drain Board:** Used to drain glassware and mixing equipment before and after washing.
5. **Speed Gun:** Used to dispense beverages quickly. It is an electronically operated "cobra head" gun with a variety of buttons. Depending on what button you depress, it will give you the corresponding mix, juice or soda.
6. **Spill Mats:** Used to collect moisture and spillage of liquor and mixes. They are made of rubber and are also where ingredients are poured into drinks.
7. **Garnish Tray:** Used to conveniently store cherries, olives, onions, lemons, limes and oranges.

## **BAR 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. This section is known as the speed rack or well. The types of liquors that are generally stored in this area are the “house brands” or “wells”. 90% of all drinks are made from the liquor in the speed rail.

### **BACK BAR:**

Located behind the Bar Station is a section where the more expensive liquors are kept. Also kept here are those liquors that are not frequently used. 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 (and usually are) grouped together by type.

### **FRONT BAR:**

The top portion of the bar is known as the counter/bar top and the back part of the counter that is slightly lowered is known as the rail (where spill mats are located). All drinks are mixed at the bartender’s station, on the spill mat, and poured into the glass before serving to the customer. If drinks are made underneath the bar, customers cannot see what they have ordered or how much liquor they are receiving and may, in some way, feel cheated and is considered bad form.

### **BAR SPOON:**

The bar spoon is a spoon with a long “twisted handle.” It is used for stirring drinks that are made in the glass mixing cup or mixing tin such as Martinis and Manhattans. The bar spoon measures one teaspoon.

### **CORKSCREW, CAN AND BOTTLE OPENERS:**

A corkscrew is necessary to open wine. A can opener is necessary to open tomato and other can juices; a bottle opener is for beer bottles. Sometimes all three instruments can be found in one handy tool.

### **ICE, ICE BIN AND SCOOP:**

There are three kinds of ice: cubed, crushed and shaved. Ice cubes (rocks) are used most often. Crushed ice is sometimes used to make drinks like margaritas to achieve the frozen effect. Shaved ice is ice that has been crushed twice. To avoid running to the refrigerator every time you need ice, keep it in the ice bin. A scoop should be used to handle ice. **Never scoop ice with a glass of any kind! You risk breaking the glass in the ice and having to clean out (Kill or Burn) the ice bin before making any other drinks.**

## **MEASURING DEVICES**

Even the most professional bartenders measure the ingredients of every drink. 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 measuring devices. It is a personal decision as to which one suits you best. A measuring glass is marked like those used in cooking. Shot glasses come in various sizes, from  $\frac{3}{4}$  ounce to 1  $\frac{1}{2}$  ounces. A stainless steel jigger, double-ended shot glass is convenient. They also come in various sizes.

### **MIXING TIN/SHAKER:**

Drinks such as Martinis and Manhattans are stirred or shaken gently in the mixing tin. You will also use the mixing tin to chill drinks that have been ordered Straight Up/Up.

### **PARING KNIFE AND CUTTING BOARD:**

A good paring knife is essential for cutting fruit for garnishes. A small cutting board, which can easily be kept in the bar, is very convenient for cutting fruit.

### **PICKS, STICKS, STRAWS AND NAPKINS:**

Picks make the handling of garnishes much easier. Use picks for olives, onions, etc. Swizzle sticks and straws are stirring devices that go in any drink that is served on the rocks (ice). Cocktail napkins are placed under the drink to absorb the moisture that forms on the glass due to condensation. Use a napkin with all drinks, including coffee and other hot drinks.

### **SALT AND SUGAR CONTAINER/RIMMER:**

Usually these are found in one device with a sponge that contains lime juice. This device makes it easy to “salt/sugar” the rim of the glass.

### **SPOUTS:**

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

### **STRAINER:**

After mixing, stirring or shaking a drink, place the strainer over the mixing tin and strain the mixture into the glass. This prevents ice from being poured in the finished drink.

### **TOWELS:**

Use a moistened terry cloth towel to keep the bar area clean.

### **BAR MUDDLER:**

Used to “mash” or “muddle” (incorporate) ingredients together for drinks such as the Old Fashioned.

## **OPENING PROCEDURES**

**\*\*THIS IS BASIC GUIDELINE – YOUR ESTABLISHMENT WILL TRAIN YOU ON THEIR PROCEDURES\*\***

The bar should be set up and well organized so that you, the opening bartender, and the evening bartender can be fast and efficient behind the bar when pouring drinks. Nothing is worse than having to stop pouring a drink when you're busy to cut fruit, open wine, stock beer or other forgotten items. Below is a simplified guide list but remember, your establishment and fellow bartenders will train you to their standards.

1. Turn on all lights and music
2. Check levels of all liquors, beer and wine; take note as to what you may need to stock.
3. Rinse jockey box with hot water and fill with ice.
4. Be sure you have towels
5. Cut fresh fruit if needed. Restock all olives and or cherries.
6. Fill ice bin
7. Stock all napkins, straws and stir sticks
8. Check juice levels
9. Wipe all tables and bar top.
10. Collect bank and tickets before customers arrive
11. Write drink specials on the daily board

## **CLOSING PROCEDURES**

Closing the bar is much like the opening except in reverse. Please be sure to wipe down everything before leaving. The day bartender has plenty of duties to tend to without having to clean the bar before setting up for the day. Cleanliness shows that you take pride in your work and your establishment. Most often, clean up can start approximately 30-45 minutes before closing the bar when last call is given. Below is a simplified list for the evening bartender to close.

1. Wipe down all bottles on the front and back bar.
2. Store all garnishes, fresh fruit juices and mixes in cooler or reach-in
3. Take all ice out of jockey box and/or melt down with hot water and wipe dry
4. Drain all sinks and wipe down
5. Run hot water/bleach through draft beer drain lines.
6. Restock all beer, wine and liquor
7. Wash all dirty glassware, mixing equipment and bar mats
8. Make out requisition for anything needed for following shift.
9. Wipe down all counters, bar top, tables and stainless steel.
10. Dismantle and soak all soda guns in club soda
11. Count and turn in bank and tickets
12. Turn off all lights, music and lock up

## **CLASS SIDEWORK / CLOSING SIDEWORK**

- Fill all bottles in the speed rack to the neck, wipe down and be sure they are in the correct order.  
Vodka – Rum – Gin – Triple Sec – Tequila –Whiskey – PEACH – APPLE – PREM V
- Fill all juices, wipe out jockey box and replace juices in correct order  
Yellow (closest to you) – Red (mid) – Orange (farthest)
- Check all back-bar bottles to be sure they are full. Please fill with water and place on bar top for instructor to color.
- All call and premium labels facing out to customers with pour spout facing left.
- Place bar mats upside down over sinks to drain and dry
- Wipe down bar top, rail and sink
- All equipment in proper place on sink back  
-From left corner to right corner – faucet – jigger – strainer – tin
- Garnishes are in proper compartment and tray is wiped down
- All glassware is rinsed, dry and in proper place on back bar
- Wring out towel and place over the well bottles to dry
- Best way to leave your work space...

**LEAVE IT THE WAY YOU WOULD LIKE TO WALK INTO IT, CLEAN!**

## GLASSWARE TYPES

All the recipes in this book indicate the type of glass that is recommended for 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. “House Policy” generally determines the style of glass used.



**SHOT** – A shot glass is a small glass that holds approximately 1.5 oz (45 mL), made for drinks intended to be consumed in one quaff.



**SHOOTER** – A shooter glass is a small rocks glass that holds approximately 3-5oz., made for mixed shot drinks intended to be consumed in one gulp.



**CORDIAL (FOOTED)** - This type of liqueur/cordial glass has straight sides and is designed for drinks prepared using the pousse-café method. Typically 1-2 oz.



**ROCKS** - A perfect rocks glass has a perfect round bottom, and when the ice is dropped from the correct height a "ting" can be heard. Rocks glasses got their name as most of these drinks are served over ice (on the rocks). Typically 8 oz.



**TALL ROCKS** – Same as the above Rocks but holds typically 10 oz.



**HIGHBALL** - Highball glasses are tall, 8 or 9 fl oz glasses designed to hold highball drinks — iced drinks containing liquor along with water and/or a carbonated mixer.





**COLLINS** – Collins glasses are straight-sided narrow glasses, traditionally wrought of frosted glass, primarily designed for long drinks (namely the Fizz and Collins family of drinks), and typically holding around 10 fl oz each.



**PINT** - A large glass, typically used for beer and related drinks. 16 oz.



**STEMMED COCKTAIL** – Cocktail glasses are 4 fl oz glasses used for cocktails. Martinis and Manhattans are examples of cocktails that are served in a cocktail glass; these cocktails are prepared with ice and then strained into the 4 fl oz chilled vessel.



**SNIFTER** - Similar to a wine glass, the brandy glass has a shorter stem and a wider bowl. The purpose is opposite of the wine glass — the brandy glass is designed to be cupped in the hand to warm the brandy. Variety of sizes.



**MARGARITA** - This slightly larger and rounded approach to a cocktail glass has a broad-rim for holding salt, ideal for Margarita's. It is also used in daiquiris and other fruit drinks. Typical Size: 12 oz.

## **HANDLING GLASSWARE**

No matter what style of glass you choose, there are a few basic rules you should always follow. Always keep your glassware sparkling clean; check for lipstick, finger prints etc. Always use a stemmed cocktail glass for cocktails served with no ice (Straight Up/Up), so the heat of your hands will not warm the drink. If you are using oversized stemmed wine glasses, don't worry if the recipe doesn't fill the glass completely. Always serve drinks with a cocktail napkin or coaster 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.

Handle cocktail glasses by the stem. Handle other glassware near the base. **NEVER HANDLE GLASSWARE BY OR NEAR THE RIM OF THE GLASS.**

## **CHILLING GLASSWARE**

Some recipes require that a drink be served in a chilled stemmed cocktail glass. Here are a few different examples to chill the glassware:

1. Place glassware in a designated refrigerator
2. Fill glass with ice during drink preparation
3. Fill glass with ice and soda water/water during drink preparation

## **\*\*VERY IMPORTANT GLASSWARE NOTE!\*\***

**\*Be aware glassware will be specific to each establishment.\***

For example:

“Collins” and a “Large Rocks” hold 10oz. either can be used.

“Rocks” and a “Highball” both hold 8oz....etc.

We teach the standard set by the bar industry but every establishment is a little different. Always think about the ratios and remember this is more about being a chef than a chemist.

# **HIGHBALLS**

## **OVERVIEW**

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. Many times, the name of the drink will tell you the type of liquor and mix to use.

## **LIQUOR AND MIX DRINK HIGHLIGHTS**

1. Speed and an excellent working knowledge of these drinks are essential. A bar manager or customer expects a bartender to know these drinks without hesitation.
2. Many times, customers will request a brand or call liquor in their drink. They do this because they like the particular characteristics of that brand. Normally, it will be more expensive liquor and an additional price may be charged.
3. If a customer orders a drink “tall,” you will prepare it in a large highball or Collins glass. A “tall” cocktail has the same amount of liquor but more mixer.
4. When a customer orders a “double,” you will prepare the drink in the same size glass but you will double the amount of liquor, leaving less room for mixer. In some cases, it will be necessary for you to prepare the drink in a larger glass. A double will always affect the original price of the drink.
5. Sometimes, when a customer requests a poured drink with liquor and mix, they will also request garnishes: cherry, flag, twist or limes.
6. Grenadine is a non-alcoholic, red currants and pomegranate flavor. It is used to color, sweeten and flavor drinks. Ex: Shirley Temple, Tequila Sunrise
7. Rose’s Lime Juice is a non-alcoholic, yellow-green syrup with a lime flavor. It is used to sweeten and flavor drinks.
8. Simple syrup is a non-alcoholic, sugar water flavor used to sweeten drinks.
9. The most important ingredient in all of these drinks is ICE. It stabilizes the drink.
10. The difference between Soda, 7Up, and Tonic is flavoring. Soda is carbonated water, 7Up is a lemon lime soda, and Tonic is a bitter soda flavored from quinine. All are clear and carbonated.

**\*Be aware glassware and amount poured will be specific to your establishment. We teach the standard set by the bar industry but every establishment is a little different. Always think about the ratios and remember this is more about being a chef than a chemist.**

## HIGHBALL COCKTAILS

Although the Highball is a specific drink, the term “Highball” is also used to describe a category of drinks. This is your basic liquor and mix drink recipe. The customer will request a type of liquor, many times a call or premium brand, with a water, soda, soft drink or juice mixer.



Highball



Footed Highball



Rocks



Tall Rocks



Collins

### HIGHBALL DRINKS

#### 1. HIGHBALL

Glass, filled with ice  
1 oz. Bourbon\Whiskey  
Fill with Ginger Ale

Highballs may be requested with other types of liquor.

*Examples:* Vodka Highball, Gin Highball

#### 2. SCOTCH & SODA

Glass, filled with ice  
1 oz. Scotch  
Fill with Soda

Any liquor may be requested with soda.

*Examples:* Whiskey & Soda, Vodka & Soda

#### 3. 7 & 7

Glass, filled with ice  
1 oz. Seagram’s 7 Whiskey  
Fill with 7-Up

Any liquor may be requested with 7-Up.

*Examples:* Whiskey & 7, Vodka & 7

#### 4. WHISKEY & WATER

Glass, filled with ice  
1 oz. Whiskey  
Fill with Water

Any liquor may be requested with water.

#### 5. RUM & COKE

Glass, filled with ice  
1 oz. Light Rum  
Fill with Coke/Cola  
Lime Garnish

Any liquor may be requested with Coke.

*Examples:* Brandy & Coke, Vodka & Coke

#### 6. CUBA LIBRE

Same as Rum & Coke  
EXTRA Lime Garnishes

#### 7. GIN & TONIC

Glass, filled with ice  
1 oz. Gin  
Fill with Tonic  
Lime garnish

Any liquor may be requested with Tonic.

*Examples:* Vodka & Tonic

#### 8. PRESBYTERIAN

Glass, filled with ice  
1 oz. Bourbon/Whiskey  
½ fill with Ginger Ale  
½ Fill with Soda

A Press can be made with any liquor requested but the Soft Drink will change. Clear (7-Up) with clear liquors. Dark (Ginger Ale) with dark liquors.

**9. GIN RICKEY**

Glass, filled with ice  
1 oz. Gin  
½ Fill with Soda  
½ Fill with Lime juice  
Lime garnish

**10. OLD FASHIONED**

Glass, no ice  
½ oz Simple syrup/1tsp Sugar  
2 Dashes Bitters  
1 Orange slice  
1 Cherry  
Muddle all above ingredients  
Fill glass with ice  
1 oz. Bourbon\Whiskey  
\*Optional fill with Soda (newer version)  
Flag garnish

**JUICE DRINKS**

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

**1. GREYHOUND**

Glass, filled with ice  
1 oz. Vodka  
Fill with Grapefruit juice

**2. SALTY DOG**

Same as a Greyhound with a salted rimmed glass

**3. SCREWDRIVER**

Glass, fill with ice  
1 oz. Vodka  
Fill with Orange juice

**4. TEQUILA SUNRISE**

Glass, filled with ice  
1 oz. Tequila  
Fill with Orange juice  
Float ½ oz Grenadine

**5. CAPE COD**

Glass, filled with ice  
1 oz. Vodka  
Fill with Cranberry juice  
Lime garnish

**6. BAY BREEZE**

Glass, filled with ice  
1 oz. Vodka  
½ filled Cranberry juice  
½ filled Pineapple juice

**7. SEA BREEZE**

Glass, filled with ice  
1 oz. Vodka  
½ filled Cranberry juice  
½ filled Grapefruit juice

**8. MADRAS**

Glass, filled with ice  
1 oz. Vodka  
½ filled Cranberry juice  
½ filled Orange juice

**9. SEX ON THE BEACH**

Glass, filled with ice  
1 oz. Vodka  
½ oz. Peach Schnapps  
½ filled Cranberry juice  
½ filled Orange juice

**10. FUZZY NAVEL**

Glass, filled with ice  
1 oz. Peach Schnapps  
Fill with Orange juice

**11. BLOODY MARY**

Glass, filled with ice  
1 oz. Vodka  
2 Dashes Salt  
2 Dashes Pepper  
2 Dashes Celery Salt  
4 Drops Worcestershire Sauce  
1 Drop Tabasco (optional)  
Fill with Tomato juice  
\*You may use Blood Mary Mix in place of spices and tomato juice  
Stir Well  
Celery and Lime garnish

Variations of Bloody Mary

*Examples:* Bloody Maria – 1oz. Tequila instead of Vodka.



## CREAM DRINKS

### OVERVIEW

The drinks you will be learning in this lesson are most popular after dinner. Many people will order these drinks instead of dessert. They are rich and creamy in taste and texture.

Bartenders working in dinner houses and restaurants will receive many requests for this type of drink.

### CREAM DRINK HIGHLIGHTS

1. Most of these drinks are served in a chilled, stemmed cocktail glass.
2. The cream used is Half and Half, and must be kept chilled.
3. Establishments will sometimes use vanilla ice cream in place of coffee cream. This will make the drink very thick, like a milk shake. Substitute 1 scoop of ice cream for 1 oz. of cream.
4. Cream drinks derive their flavor from the liqueurs used. Liqueurs are a sweetened family of alcohol made from a variety of fruits, herbs and spices.
5. Crème de Cacao is made in two colors – white and brown. They taste the same, their only difference is the color.
6. Crème de Menthe is made in two colors – white and green. As with the Crème de Cacao their only difference is the color.
7. Crème de Noyaux and Crème de Almond are the same flavor.
8. Many establishments will use a Galliano substitute because of its high price. Some of these substitutes are Neapolitan, Florentino and Vallentino.
9. You should always mix the ingredients for best results. The ingredients are thick and syrupy and will not blend naturally.
10. When preparing these drinks, always use ice in the mixing tin to chill the ingredients. Use a strainer to prevent the ice from going into the stemmed cocktail glass. As a rule, ice should only be put into a stemmed glass to chill it.
11. Special care must be taken when washing mixing equipment and your glasses. The cream leaves a film on the glass that will rinse out with cold water.
12. Occasionally, a customer may request a cream drink on the rocks, Prepare the drink according to the recipe and pour over fresh ice in a bucket or large rocks glass.
13. The alcoholic strength of cream drinks is generally 25% - 40% less than most other alcoholic drinks.

**\*Be aware glassware and pour ounces will be specific to your establishment. We teach the standard set by the bar industry but every establishment is a little different. Always think about the ratios and remember this is more about being a chef than a chemist.**

**There are two ways to prepare these drinks:**

1. One way is by using bar equipment which is less time consuming.
2. The other way is manually, and taking advantage of using flair and style.

**DRINK PREPARATION 1**

1. Scoop ice into blender
2. Pour liquors/liqueurs
3. Pour cream
4. Flash blend 5-10 seconds
5. Pour into glass

**DRINK PREPARATION 2**

1. Mixing tin full of ice
2. Pour liquors/liqueurs
3. Pour cream
4. Shake
5. Strain into chilled cocktail glass



Footed  
Rocks



Footed  
Highball



Footed  
Goblet



Stemmed  
Cocktail

**CREAM DRINK RECIPES**

1. **BRANDY ALEXANDER**  
Stemmed cocktail glass, chilled  
½ oz. Brandy  
½ oz. Brown Crème de Cacao  
2 oz. Cream  
Nutmeg garnish
2. **BANSHEE**  
Stemmed cocktail glass, chilled  
½ oz. Crème de Banana  
½ oz. White Crème de Cacao  
2 oz. Cream
3. **GRASSHOPPER**  
Stemmed cocktail glass, chilled  
½ oz. Green Crème de Menthe  
½ oz. White Crème de Cacao  
2 oz. Cream
4. **DREAMSICLE**  
Glass, filled with ice  
1 oz. Amaretto  
1 oz. Orange juice  
Fill with Cream
5. **TOASTED ALMOND**  
Glass, filled with ice  
½ oz. Kahlua  
½ oz. Amaretto  
Fill with Cream
6. **SMITH & KERNS**  
Glass, filled with ice  
1 oz. Kahlua  
2 oz. Cream  
Fill with ice



### **CREAMS REVIEW**

1. Do you still use mixing tin if a cream drink is ordered on the rocks? \_\_\_\_\_
2. Flavor of Amaretto? \_\_\_\_\_
3. Flavor of Kahlua? \_\_\_\_\_
4. Substitute for Cream? \_\_\_\_\_
5. Difference between White and Dark Crème de Cacao? \_\_\_\_\_
6. The two different colors of Crème de Menthe? \_\_\_\_\_ & \_\_\_\_\_
7. What family of alcohol is a liqueur? \_\_\_\_\_

### **AMAZING THINGS TO REMEMBER FROM MY INSTRUCTOR:**

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

## **MARTINI & MANHATTAN**

### **OVERVIEW**

The drinks in this lesson are popular throughout the nation. They are most frequently ordered before dinner, or during cocktail hour. If you are working in a dinner house, restaurant or cocktail lounge, they make up more than 30% of your drink orders.

### **MARTINI & MANHATTAN HIGHLIGHTS**

1. “Straight Up” Martinis and Manhattans are more popular with women. “On the rocks” Martinis and Manhattans are more popular with men. You will always want to ask customers which one they prefer.
2. Most Martinis ordered are made of Vodka instead of Gin. Manhattans are frequently made with Canadian Whiskey, Brandy or Bourbon. Always ask customers which liquor they prefer.
3. Stemmed glassware should always be chilled before pouring the drink into it. This chilled glass will keep the cocktail cold.
4. Dry Vermouth is always poured in first. It has a very pungent taste and aroma. Its purpose is to enhance the flavor of the Martini and not over power it. By pouring it first, you keep the drink mixed properly. Also, if you pour the Dry Vermouth after, you risk over pouring Dry Vermouth, ruining the drink and causing you to pour out expensive liquor.
5. Dry Vermouth differs from Sweet Vermouth both in color and taste. The dry is almost white (clear) in color with a tart taste and aroma. The sweet is amber in color with a sweet flavor.
6. Many times, a customer will call for a Martini or Manhattan using a brand name liquor. Most establishments will charge more because a brand name costs the establishment more. Some establishments will already have the price adjusted for a call but will charge more if a premium is sold.
7. If a drink is returned, 75% of the time it will be a Martini or Manhattan. Usually the reason is because the bartender put in too much Dry Vermouth into a Martini; or the wrong kind of Vermouth into a Manhattan.
8. The word “dry” used in a Martini order refers to the amount of Dry Vermouth. The less Dry Vermouth you put into a Martini, the drier it becomes. Less = Drier. The word “perfect” used in a Manhattan order means equal parts of both Sweet and Dry Vermouth.
9. 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 give the customer a glass of water with the drinks in this lesson.
10. The Southern Comfort Manhattan uses Dry Vermouth to cut the sweetness of the Southern Comfort.
11. A twist garnish is frequently requested in all of the drinks in this lesson. If so, the twist will replace the normal garnish.

## DRINK PREPARATION

### STRAIGHT UP

1. Chill glass
2. Mixing tin,  $\frac{3}{4}$  full of ice
3. Pour vermouth
4. Pour liquor
5. Gently Shake or Stir w bar spoon
6. Strain into a chilled stemmed cocktail glass
7. Garnish



Stemmed  
Cocktail



Cosmo  
Cocktail



Coupe



Old Fashion



Rocks

### ON THE ROCKS

1. Rocks glass, filled with ice
2. Prepare same steps 1-4
3. Strain into rocks glass
4. Garnish
5. Stir stick

## DRINK RECIPES

### 1. MARTINI

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
8-10 Drops Dry Vermouth  
2 oz. Gin or Vodka  
Olive garnish

### 2. DRY MARTINI

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
6-8 Drops Dry Vermouth  
2 oz. Gin or Vodka  
Olive garnish

### 3. EXTRA DRY MARTINI

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
“Wash” of Dry Vermouth 2-4 Drops  
2 oz. Gin or Vodka  
Olive garnish

Note: Extra Dry Martinis may not use ANY Dry Vermouth

### 4. GIBSON

Same as a Martini, but substitute an onion  
garnish for the olive garnish

### 5. MANHATTAN

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
 $\frac{1}{4}$  oz. Sweet Vermouth  
2 oz. Bourbon\Whiskey  
2 Dash of Bitters  
Cherry garnish

### 6. DRY MANHATTAN

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
 $\frac{1}{4}$  oz. Dry Vermouth  
2 oz. Bourbon\Whiskey  
2 Dash of Bitters  
Olive garnish

### 7. PERFECT MANHATTAN

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
 $\frac{1}{8}$  oz. Dry Vermouth  
 $\frac{1}{8}$  oz. Sweet Vermouth  
2 oz. Bourbon\Whiskey  
2 Dash of Bitters  
Lemon twist garnish

Note: Perfect refers to “equal parts” Sweet and Dry  
Vermouth. Any drink can be ordered as “Perfect.”

**8. GIMLET**

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
2 oz. Gin  
½ oz. Lime juice  
Lime garnish

**9. VODKA GIMLET**

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
\*Same as Gimlet made with Vodka

**10. ROB ROY**

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
¼ oz. Sweet Vermouth  
2 oz. Scotch  
Cherry garnish

**11. SIDE CAR**

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
1 ½ oz. Cognac  
1 oz. Cointreau  
½ oz. Lemon juice  
Lemon twist garnish  
\*Optional Sugared rim

**12. COSMOPOLITAN**

Rocks glass, filled with ice or  
Chilled stemmed cocktail glass  
1 ½ oz. Citrus Vodka  
½ oz. Triple Sec  
Splash Cranberry juice  
Splash Lime juice  
\*Ask, Lemon or Lime Wheel garnish

**13. APPLETONI**

Chilled stemmed cocktail glass  
1 ½ oz. Vodka\Apple Vodka  
½ oz. Apple Pucker  
Cherry garnish

**14. LEMON DROP**

Chilled stemmed cocktail glass  
1 ½ oz. Vodka\Citrus Vodka  
½ oz. Lemonade\Sour  
Sugared rim w/ Lemon garnish

**15. DIRTY MARTINI**

Chilled stemmed cocktail glass  
2oz. Vodka (Always)  
¼ oz. Olive juice/brine  
Olive garnish

**MARTINI & MANHATTAN REVIEW**

- 1. What are Martinis garnished with? \_\_\_\_\_
- 2. What Vermouth is in a Manhattan?\_\_\_\_\_
- 3. What questions do you ask for a martini order? \_\_\_\_\_
- \_\_\_\_\_
- 4. What does “Perfect” mean?\_\_\_\_\_
- 5. Difference between Martini and Gibson?\_\_\_\_\_
- 6. The two different types of Vermouth?\_\_\_\_\_ & \_\_\_\_\_
- 7. What do you always serve with a Martini or Manhattan?\_\_\_\_\_

**AMAZING THINGS TO REMEMBER FROM MY INSTRUCTOR:**

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

## TWO LIQUOR DRINKS

### OVERVIEW

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

**\*Be aware glassware and pour ounces will be specific to your establishment. We teach the standard set by the bar industry but every establishment is a little different. Always think about the ratios and remember this is more about being a chef than a chemist.**

### TWO LIQUOR DRINK HIGHLIGHTS

1. These drinks are popular with customers who like a sweet taste to their cocktails.
2. When you receive a request for a White Russian, White Bull, etc., the “white” in the drink name means to add cream.
3. These drinks are generally served with a 3 to 1 ratio of liquor to liqueur.
4. If you receive a request for one of these drinks to be dirty, Dirty Mother, the “dirty” in these drinks refers to the Kahlua. \*Dirty means a completely different thing in a Martini!

### METHOD OF PREPARATION

1. Rocks glass, filled with ice
2. Pour liquor
3. Pour liqueur
4. Pour cream, if indicated
5. Garnish, if indicated
6. Stir stick



Snifter



Rocks



Tall Rocks

## DRINK RECIPES

- 1. B & B**  
Snifter  
¾ oz. Brandy  
¾ oz. Benedictine
- 2. BLACK RUSSIAN**  
Rocks glass, filled with ice  
1 ½ oz. Vodka  
½ oz. Kahlua
- 3. DIRTY MOTHER**  
Rocks glass, filled with ice  
1 ½ oz. Brandy  
½ oz. Kahlua
- 4. BRAVE BULL**  
Rocks glass, filled with ice  
1 ½ oz. Tequila  
½ oz. Kahlua
- 5. WHITE RUSSIAN, WHITE BULL, DIRTY WHITE MOTHER**  
Same recipe but fill with cream
- 6. BLACK JAMAICAN**  
Rocks glass, filled with ice  
1 ½ oz. Meyer's Rum  
½ oz. Tia Maria
- 7. RUSTY NAIL**  
Rocks glass, filled with ice  
1 ½ oz. Scotch  
½ oz. Drambuie
- 8. STINGER**  
Rocks glass, filled with ice  
1 ½ oz. Brandy  
½ oz. White Crème de Menthe
- 9. COLORADO BULLDOG**  
Tall Rocks glass, filled with ice  
1 ½ oz. Vodka  
½ oz. Kahlua  
1 ½ oz. Cream  
Splash Coke
- 10. ROOTBEER FLOAT**  
Tall glass, filled with ice  
1 ½ oz. Vodka  
½ oz. Kahlua  
1 ½ oz. Cream  
1 oz. Coke  
Float ½ oz. Galliano  
Whipped Cream  
Cherry garnish

**TWO LIQUOR DRINK REVIEW**

1. What does "white" mean? \_\_\_\_\_
2. What soda is splashed in a Colorado Bulldog? \_\_\_\_\_
3. Flavor of Kahlua \_\_\_\_\_
4. What glass does a Colorado Bulldog come in? \_\_\_\_\_
5. Difference between Black Russian and Colorado Bulldog? \_\_\_\_\_
6. When should you pour in the liqueur? \_\_\_\_\_

**AMAZING THINGS TO REMEMBER FROM MY INSTRUCTOR:**

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---



# SOUR DRINKS

## OVERVIEW

In this lesson, you will learn how to make cocktails using a sweetened lemon juice base. The lemon juice base is called “Sweet & Sour Mix,” “Sweet & Sour,” “Sour Mix” or sometimes just “Sour.” It is a commercial product containing reconstituted lemon juice, sweeteners and a foaming agent. It also goes by the name “Margarita Mix” or “Daiquiri Mix.” When shaken or blended, it gives the drink a frothy head. Most of these drinks must be flash blended, hand shaken or stirred because the ingredients will not mix naturally. The drinks in this lesson are divided into three main categories: (1) Short Sours, (2) Iced Teas and Lemonades and (3) Collins and Fizzes.

**\*Be aware glassware and pour ounces will be specific to your establishment. We teach the standard set by the bar industry but every establishment is a little different. Always think about the ratios and remember this is more about being a chef than a chemist.**

## SOUR HIGHLIGHTS

1. These drinks are more popular during the warmer months. The hotter the weather, the more often they are ordered. They are cool and refreshing, and have a semi-sweet tart taste.
2. Customers may order a frozen or fruit flavored Daiquiri or Margarita. These are made with a high-powered electric blender and extra crushed ice. They look and taste like an alcoholic slush. Two of the more popular types are Banana Daiquiris, made with fresh bananas, and Strawberry Margaritas made with frozen strawberries.
3. Establishments that serve many of these drinks may use a pre-mix. It is usually poured by using one of the buttons on the “speed gun.”
4. Sours and Collins may be made with any liquor a customer requests.
5. Customers who order a “Stone Sour” want a drink with a slightly less tart taste. Use equal parts of Orange juice and Sour mix.

## METHOD OF PREPARATION

### BLENDDED

1. Mixing tin, 1 small scoop ice
2. Pour liquor(s)
3. Pour Sweet & Sour
4. Flash blend 3-5 seconds
5. Pour into glass
6. Garnish, if indicated

### BUILT

1. Collins glass
2. Pour liquor(s)
3. Pour Sweet & Sour / fruit juice
4. Add soda, if indicated
5. Garnish, if indicated
6. Stir stick or straw



Stemmed Cocktail



Margarita



Poco Grande



Collins



Rocks

## SHORT SOURS

- 1. WHISKEY SOUR**  
Rocks glass, filled with ice  
1 oz. Whiskey  
2 oz. Sweet & Sour  
Cherry garnish
- 2. AMARETTO SOUR**  
Rocks glass, filled with ice  
1 oz. Amaretto  
2 oz. Sweet & Sour  
Cherry garnish
- 3. DAIQUIRI**  
Chilled stemmed cocktail glass  
1 oz. Light Rum  
2 oz. Sweet & Sour  
Lime garnish
- 4. MARGARITA**  
Rocks/Tall Rocks/Margarita  
\*Salted Rim  
1 oz. Tequila  
½ oz. Triple Sec  
1/8 oz. Lime juice  
2 oz. with Sweet & Sour  
Lime garnish

## ICED TEAS

- 5. LONG ISLAND ICED TEA**  
Glass, filled with ice  
½ oz. Vodka  
½ oz. Rum  
½ oz. Gin  
½ oz. Triple Sec  
\*\* ½ oz. Tequila  
2 oz. Sweet & Sour  
Fill with Coke  
Lemon wedge garnish
- 6. LONG BEACH ICED TEA**  
Same recipe as Long Island Iced Tea,  
But substitute Cranberry juice for Coke.

## LEMONADES

- 1. LEMONADE**  
Glass, filled with ice  
½ oz. Vodka  
½ oz. Rum  
½ oz. Gin  
½ oz. Triple Sec  
2 oz. Sweet & Sour  
Fill with 7-Up  
Lemon wedge garnish
- 2. ADIOS MOTHER FUCKER**  
Glass, filled with ice  
½ oz. Vodka  
½ oz. Rum  
½ oz. Gin  
½ oz. Blue Curacao  
½ oz. Tequila  
2 oz. Sweet & Sour  
Fill with 7-Up  
Cherry garnish

## COLLINS/FIZZES/SLUSHES

- 1. VODKA COLLINS**  
Collins glass, filled with ice  
1 oz. Vodka  
2 oz. Sweet & Sour  
Fill with Soda  
Cherry garnish

Note: Customer may request any liquor with a Collins

- 2. TOM COLLINS**  
Collins glass, filled with ice  
1 oz. Gin  
2 oz. Sweet & Sour  
Filled with Soda  
Cherry garnish

Note: Customer may request any liquor with a Fizz

\*\*Varies by establishment

**SOURS DRINK REVIEW**

1. Margarita questions? \_\_\_\_\_
2. Triple Sec substitute in a Top Shelf Marg? \_\_\_\_\_
3. Garnish in a Collins? \_\_\_\_\_
4. How to up sell a Margarita? \_\_\_\_\_
5. Difference between Long Island and Long Beach? \_\_\_\_\_
6. Collins mixers? \_\_\_\_\_

**AMAZING THINGS TO REMEMBER FROM MY INSTRUCTOR:**

---



---



---



---



---



---



---



---



---



---



---



---



---



---



---



---

## **SHOOTERS & POUSSE CAFÉ DRINKS**

### **OVERVIEW**

Since the late 1970's, shooters have been steadily increasing in popularity at places where younger people "hang out." New shooters are being created daily. All shooters have at least two ingredients.

Shooters can be layered or mixed. If layered, they can be made by pouring the ingredients into a shot glass and placing the shot glass into a refrigerator. (Although this technique is usually not used anymore) After about an hour, the shooter will be "layered" according to each ingredient's density. If you don't have time to let it chill in the refrigerator, you can layer the shooter by pouring the ingredients slowly into the shot glass using the back of a bar spoon.

If the recipe calls for you to "mix" the shooter, simply pour the ingredients into a mixing tin with about  $\frac{3}{4}$  full of ice, gently shake or swirl to incorporate all the ingredients and strain into a shot glass.

A Pousse Café is similar to a layered shooter. The differences are the glass and the number of ingredients. The Pousse Café is done in a variety of glasses, but never in a shot glass. Also, a Pousse Café always contains an odd number of layers – three, five or seven. Usually the layers are all different colors. When done properly, it has the effect of a rainbow in a glass. The Pousse Café is always served after dinner.

### **SHOOTERS & POUSSE CAFÉ HIGHLIGHTS**

1. Most shooters range 1 - 2oz. in size.
2. Shooters are served in a shot glass. They are usually consumed in a single gulp.
3. Shooters can be layered or mixed.
4. Many shooters have different names, but the same recipe.
5. Many shooters have the same names, but different recipes.
6. Shooters are sometimes made with Jell-O and served in small paper cups.
7. Most shooters are made with equal parts, unless specified.
8. Layering a shooter or Pousse Café requires a knowledge of the densities of liquors and liqueurs. A "Specific Gravity Sheet," obtained from the internet will help. This sheet lists the more common liquors and liqueurs with their specific gravities (i.e., which ones are the heaviest and which are the lightest)
9. It is possible to "flame" liquors, that is, to set a drink on fire so that it burns with a blue flame. A Flaming drink is very pretty and makes a great presentation. However, it can be very dangerous! We recommend that you don't do it in front of customers, unless you have been trained for it!



Shooter



Small Rocks



Cordial (footed)



## DRINK RECIPES

1. **B-52**  
Layered  
1/3 oz. Kahlua  
1/3 oz. Bailey's Irish Cream  
1/3 oz. Grand Marnier
2. **LEMON DROP**  
3/4 oz. Vodka/Citrus Vodka  
3/4 oz. Triple Sec  
Splash Sour/Lemonade  
\*Optional Sugar/Sugared Lemon
3. **VEGAS BOMB**  
3/4 oz. Crown Royal Whiskey  
3/4 oz. Peach Schnapps  
Splash Red Bull/Energy
4. **RED HEADED SLUT**  
3/4 oz. Jägermeister  
3/4 oz. Peach Schnapps  
Splash Cranberry juice
5. **WASHINGTON APPLE**  
3/4 oz. Crown Royal Whiskey  
3/4 oz. Apple Pucker  
Splash Cranberry juice
6. **SURFER ON ACID**  
3/4 oz. Jägermeister  
3/4 oz. Malibu Rum  
Splash Pineapple juice
7. **SLIPPERY NIPPLE**  
3/4 oz. Sambuca  
1/4 oz. Bailey's Irish Cream
8. **LIQUID COCAINE**  
1/3 oz. Jägermeister  
1/3 oz. Goldschlager  
1/3 oz. Bacardi 151
9. **OATMEAL COOKIE**  
1/4 oz. Butterscotch Schnapps  
1/4 oz. Bailey's Irish Cream  
1/4 oz. Jägermeister  
1/4 oz. Cinnamon Schnapps
10. **WHITE GUMMY BEAR**  
3/4 oz. Cherry Vodka  
3/4 oz. Peach Schnapps  
Splash Pineapple juice  
Splash 7-Up
11. **JAPANESE SEX**  
3/4 oz. Midori  
3/4 oz. Malibu Rum  
Splash Pineapple juice
12. **MIND ERASER**  
Rocks glass, filled with ice  
Layered  
3/4 oz. Kahlua  
3/4 oz. Vodka  
Fill with Soda
13. **CHOCOLATE CAKE**  
3/4oz. Frangelico  
3/4 oz. Vanilla Vodka  
\*Sugared Lemon
14. **KAMIKAZI**  
3/4 oz. Vodka  
3/4 oz. Triple Sec  
Splash Lime juice
15. **IRISH CAR BOMB**  
Pint glass 1/2 full Guinness  
Shooter glass,  
3/4 oz. Bailey's Irish Cream  
Float 1/4 oz. Jameson Irish whiskey
16. **ROYAL FLUSH**  
3/4 oz. Crown Royal  
3/4 oz. Peach Schnapps  
Splash Cranberry juice

**SHOOTERS REVIEW**

- 1. Flavor of Midori? \_\_\_\_\_
- 2. What does "bomb" tell you about the shot? \_\_\_\_\_
- 3. Garnish for a Choc Cake? \_\_\_\_\_
- 4. Jägermeister flavor? \_\_\_\_\_
- 5. Flavor of Frangelico? \_\_\_\_\_
- 6. What tool do you use to layer a shot? \_\_\_\_\_

**AMAZING THINGS TO REMEMBER FROM MY INSTRUCTOR:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

# **EXOTICS**

## **OVERVIEW**

The drinks in this lesson are called by several names, depending on where you work. The most common names are: Exotics, Tropical, Polynesian and Specialties. Most are made with rum and fruit juice.

## **EXOTIC DRINK HIGHLIGHTS**

1. These drinks are most likely to be ordered in warmer climates, or time of year.
2. Garnishes include flags, oranges, pineapple slices, coconut slices and small umbrellas. Even fresh flowers are common.
3. These drinks may be pre-mixed in places where they are popular and even dispensed from the speed gun.
4. The glasses used for these drinks vary from a simple Collins glass to unique vessels, such as footed Tiki bowls, flower vases, and even pottery bowls shaped like human skulls, and even hollowed out pineapples or coconuts.



Collins



Hurricane



Poco Grande



Bolita Grande

## **DRINK PREPARATION**

1. Specialty or Collins glass, filled with ice
2. Pour liquors
3. Pour mixes
4. Shake or mix if desired
5. Garnish with a flag



## DRINK RECIPES

1. MAITAI
  - ½ oz. Light Rum
  - ½ oz. Amaretto
  - ½ oz. Triple Sec
  - 2 oz. Pineapple juice
  - 2 oz. Orange juice
  - 2 oz. Cranberry juice
  - Float ½ oz Dark Meyers Rum
  - Flag garnish
  
2. BLUE HAWAIIAN
  - 1/3 oz. Vodka
  - 1/3 oz. Malibu Rum
  - ½ oz. Blue Curacao
  - 3 oz. Pineapple juice
  - Fill with Sweet & Sour
  - Flag garnish
  
3. HURRICANE
  - 2 oz. Light Rum
  - 2 oz. Dark Rum
  - 2 oz. Passion fruit juice
  - 1 oz. Orange juice
  - Juice of half a lime
  - 1 Tbs Simple Syrup
  - 1 Tbs Grenadine
  - Flag garnish
  
4. PINA COLADA
  - 2 oz. Light Rum
  - 2 oz. Pineapple juice
  - 1 ½ oz. Cream of Coconut
  - Flag garnish
  
5. MOJITO
  - Muddle: 6 Mint Leaves
  - 2 oz. Light Rum
  - 1/3 oz. Juice from Limes
  - ¼ oz. Simple Syrup
  - Fill with Soda
  - Mint & Lime garnish
  
6. MOSCOW MULE
  - Copper Mug**, filled with ice
  - Squeeze Limes over ice
  - 1 ½ oz. Vodka
  - Fill with Ginger Beer

**EXOTICS REVIEW**

1. Flavor of Pina Colada?\_\_\_\_\_
2. What is a Moscow Mule served in?\_\_\_\_\_
3. Garnish for a Mojito?\_\_\_\_\_
4. What is a “flag”?\_\_\_\_\_
5. Why do you “muddle”?\_\_\_\_\_
6. What tool do you use to muddle?\_\_\_\_\_

**AMAZING THINGS TO REMEMBER FROM MY INSTRUCTOR:**

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

# GARNISHES

## OVERVIEW

Garnishes are meant to either enhance the appearance of the drink or actually flavor the drink. As a rule, the citrus garnishes, specifically lemons and limes, flavor the drink. Other garnishes, such as cherries and olives, enhance the drinks appearance.

## POPULAR GARNISHES

The following is a list of popular garnishes and the drinks in which they are most commonly used:

<u>Garnish</u>	<u>Traditional Use</u>	<u>Garnish</u>	<u>Traditional Use</u>
Celery Stalk	Bloody Mary/Maria	Lime Wedge	Cuba Libre, Margarita, Bloody Mary, Gin & Tonic, Vodka Tonic, etc
Cocktail Onion	Gibson, Vodka Gibson	Lime Wheel	Margarita, Cosmo
Coffee Beans	Sambuca con Mosca	Maraschino Cherry	Manhattan, Rob Roy, Sours
Flag (Orange)	Old Fashions, Exotic	Nutmeg	Brandy & Plain Alexanders
Flag (Pineapple)	Pina Colada, Mai Tai	Orange	Old Fashions
Green Olives	Martini	Pineapple	Pina Colada, Chi Chi
Jalapeno Pepper	Cajun Martini	Salt	Margarita, Salty Dog & Bloody Mary
Lemon Twist	Martini, Perfect Manhattan, Perfect Rob Roy	Sugar	Daiquiri, Lemon Drop
Lemon Wedge	Long Island Iced Tea	Whipped Cream	Hot Drinks, Coffee Drinks, Virgin Daiquiris
Lemon Wheel	Sangria, Punches, Cosmo		

# WINES & CHAMPAGNE

## OVERVIEW

Wine is the oldest alcoholic beverage. It dates back, according to some sources, more than 5,000 years. Wines vary greatly in quality and price. Although price is one indication of quality, there are some inexpensive wines that are quite good. Some restaurants, resorts and hotels have a wine cellar with a extensive wine list. There also may be a wine steward whose sole responsibility is to know about, and be able to recommend, wine or champagne in various dining situations. Wines are named after the grapes which are used. For example, chardonnay wine is made from chardonnay grapes.

## WHAT WINE IS

Wine is the pure, naturally fermented juice of ripe grapes or other fruits. In fermentation, yeast, which forms naturally on the grape and is most often added to the juice, converts the natural sugar of the juice into alcohol and carbon dioxide. Fermentation is stopped when the alcohol in the newly created wine reaches a level, typically above 12.5% by volume, mortal to the yeast. When all the natural grape sugar is converted to alcohol, a wine is described as dry, once again typically over 12.5% by volume. When a wine has residual or unfermented sugar still in solution it is described as sweet. The level of sweetness is determined by the percentage of residual sugar.

Wine fits into the following categories:

- **Table Wine:** Red, White, Blush or Rose. Most have an alcohol content of below 14% and are made to accompany any food.
- **Fortified /Dessert Wines:** They have an alcohol content of 15% to 24% and have had neutral grape spirit added at some point during vinification.
- **Sparkling Wines:** These wines contain carbon dioxide as a result of a second fermentation either in the bottle, Champagne most famously, or in large closed tanks. Asti and Prosecco are common inexpensive brands.

**There are essentially three colors of “house” wines (sometimes called “table” wines.):**

The juices of nearly all grapes are white; the color comes from the skins.

1. **White Wine** – made from a blend of up to eight different grape varieties. White wine is fermented without the skins, which is removed right after crushing. High quality wines will be aged in wood casks, which tend to make them more expensive.

White wines, while normally considered to be “fruity”, are often well balanced between dry and sweet. White wines are light in body and usually have a slight yellowish color. White wines are usually served chilled.

There are many different kinds of white wines. Two of the more popular ones are Chablis and Chardonnay.

2. **Rose Wine** – sometimes called “blush” wine, rose is similar in most respects to white wine.

The two exceptions are first, rose is a slight pink color. This is obtained when Rose Wine is fermented with the skins for a short time and then the juice is drawn off to finish the fermentation alone. Second, rose wines tend to be a little sweeter than white wines. White and rose wines are usually served chilled. The most popular rose wine is called White Zinfandel.

3. **Red Wine** – also made by blending various grapes. Red Wine is fermented with the skins of the grapes, thus the natural pigment from the skin enters the wine and gives it the color. As with other types of high quality wines, good red wines are aged in wooden casks.

Red wines usually have an oak flavor and fuller in body than either white or rose, Red wine is usually served at room temperature.

Two of the more popular red wines are Merlot and Cabernet Sauvignon.

## **INTRODUCTION TO WINE SERVICE**

A guest's dining experience is not complete without proper wine service. A server/bartender is not maximizing income opportunities without proper wine service skills. A meal is not truly complete without the accompaniment of wine. Proper wine service brands a restaurant and ensures repeat clientele and positive reputation. Guests will return often and recommend the place to their friends, thus causing the restaurant and the team members to prosper. Second, the sale of a glass or a bottle of wine adds to the guest's check thereby automatically increasing tips. Third, wine adds to the profit of the establishment.

The information in this book is intended to provide you with the foundation on which you can develop wine confidence through knowledge. This knowledge will not only benefit you as a bartender, but will ultimately provide you with personal satisfaction as a consumer of wine.

### **TEMPERATURE:**

Wine is at its best when it is served at the right temperature. Bear in mind room temperature refers to a room's temperature prior to artificial environment. Lighter red wines are best served at 58-62° F while fuller reds are better at 62-65°F. White wines contain very little tannin and have a higher acidity than red wines. Chilling white wines brings out the fruity flavor of the wine, and makes the acidity more pronounced and the wines more enjoyable and refreshing. Be careful not to over chill, 46-48° F for Champagne and sparkling wines, 47-52° F for lighter whites, and 52-55° F for fuller whites. Always remember to ask the guest how they like the wine, as they are the final arbiter of proper service temperature.

### **TIMING:**

Generally wine should be brought to the table as soon as possible. This is especially important when serving red wines in order to allow them to breathe. If a decanter is not available, offer to pour the wine into the glass so it may breathe in the glass. Remember, simply removing the cork has no real impact on the wine in the short term.

**\*NOTE:** If a cold wine or sparkling wine is being presented, place a napkin under the bottle to avoid dripping condensation. This will also prevent the bottle from slipping.

**\*NOTE:** If the wine is served chilled, ask the host if a wine bucket is desired; if so place the bottle in the wine bucket next to the host. Place a clean towel over the neck of the bottle to use when serving seconds.

To do the presentation properly, buy a French wine screw. (It comes in the schools Mixing Kit) That's the kind that will fit into your pocket and works on a lever principal. It should also have a small knife blade on the other side.

### **PRESENTATION:**

1. Always present the bottle on the right of the person (the host) who ordered the wine. The bottle should be intact; i.e. no cork or capsule removed.

2. Present the bottle with the label facing the host and repeat the year, the winery, and the type of wine to verify that the bottle is the one the guest requested. This is extremely important. Await approval from the host before opening the bottle.
3. Open the bottle using the correct procedure.
4. Pour approximately 1-2 oz of wine into the glass of the host.
5. Await approval, again facing the label to the host.
6. If the host approved, continue with the service.
7. If the host disapproves or considers the wine undrinkable, remove the glass and the bottle and bring the bottle to the manager's attention, who probably will authorize another bottle be presented.
8. If the wine is red, ask the host if pouring is desired at this time to allow the wine to breathe.
9. Pour even amounts of wine into each person's glass, moving clockwise around the table. Always pour ladies first then gentlemen. Pour the wine for the host last. Remember there are 25 ounces in a bottle of wine. You should know what a 4-ounce, 5-ounce and 6 ounce pour looks like in your outlets glassware. Further, you should know what a 4-ounce, 5-ounce and 6 ounce pour feels like as you pour it. Never pour more than 6 ounces in glass regardless of the volume of the glass.
10. Give the bottle a slight twist of the wrist, counter clockwise when finishing each pour to prevent dripping. You should always have a serviette in your non-pouring hand to wipe the bottle of drips after each pour.
11. Always pour the wine with the glass on the table and try to avoid contact between bottle and glass.
12. After all guests have been served, place the bottle to the right of the host with the label facing the host.
13. Keep an eye on the table and replenish glasses as needed.



## CHAMPAGNE

Champagne is basically white wine that has been bottled with a special type of yeast. The yeast produces bubbles that are dissolved in the wine. The best Champagnes are made with the best white wines.

Because of the amount of pressure inside a bottle of Champagne, great care must be exercised when uncorking a bottle of Champagne. Here are some tips on opening and serving Champagne:

1. One important first step when learning how to open Champagne is to recognize the importance of chilling. Before opening, make sure your bottle of sparkling wine is well chilled. Sparkling beverages bubble and foam much more at warmer temperatures. I suggest sitting your bottle in an ice water bath for at least 15 to 30 minutes before opening. Alternatively, you can set your bottle in your refrigerator for at least 30 minutes.
2. Find a kitchen towel (preferably an attractive one if you are serving guests!) and bring that and your chilled bottle to your table.
3. The first step is to remove the foil capsule on the top of the Champagne bottle. Some bottles have a tab that you can pull to cut the foil around the top for easy removal. If not, you can simply pull the entire capsule off or cut it with a foil cutter like you would for a regular wine bottle. However, note that you should cut further down on the neck of the bottle as the very top of the capsule is over the cork and wire cage.
4. Once your foil is off, you will have exposed a wire cage that covers the cork and holds it down. This cage has a little handle, shaped like a wire loop, which is bent up against the side of the cage. Pull this down so that it is perpendicular to the bottle. Twist it with your fingers counterclockwise until it releases. When it is loose you can open and remove the cage completely from the top of the bottle. Set this aside. Alternatively, some people choose to simply loosen the wire cage but to leave it on while pulling out the cork.
5. From this point on, be aware that the cork is free and can occasionally be pushed out by the pressure in the bottle. This is particularly true if the bottle is not adequately chilled prior to open. So keep an eye on it or keep your hand on it at all times. A flying cork can actually cause harm so watch out!
6. Now the important part! Wrap the towel around the head of the cork and grasp it firmly with your left hand, holding the body of the bottle in your right hand.
7. With your right hand and the base of the bottle steadied against your hip or the side of your body, slowly begin to twist the bottle while holding the cork still and providing some counter-traction with your left hand. As you twist, slowly increase the distance between your hands so that the cork twists out slowly. This should all be done in a slow and controlled manner so that the cork does not pop out too fast.
8. As you get to the end of the cork, slow your pulling and twisting so that the last bit of cork comes out very slowly and in a controlled manner. It actually helps to slightly *resist* the cork's movement out and try to push it back in. This will help slow its exit so that it comes out gently. In this way you can limit the escape of air to a faint hiss. Be sure at this point that the bottle is angled upward somewhat so that when the cork does come out you are not pouring wine all over the floor or yourself! As it comes free, return the bottle to a fully upright position and return gently to your Champagne bucket or serve immediately.

## DRINK RECIPES

1. SANGRIA  
Wine glass, ice  
Build in glass  
3-4 oz. Dry red wine  
¾ oz. Peach Schnapps  
1 ½ oz. Orange juice  
1 ½ oz. Sweet & Sour  
¾ oz. Grenadine  
¾ oz. Rose's Lime juice
2. KIR  
Wine glass  
¾ fill with white wine  
Float ½ oz. Crème de Cassis  
Lemon twist garnish
3. WINE COOLER  
Wine glass, ice  
½ fill wine  
½ fill with 7-Up  
Lemon twist garnish  
NOTE: may be ordered with any type of wine
4. BELLINI  
Champagne flute, chilled  
½ fill Champagne  
½ fill fresh peach puree  
\*1/2 oz. Peach Schnapps Optional
5. CHAMPANGE COCKTAIL  
Champagne flute, chilled  
Sugar cubed soaked in bitters  
Lemon twist  
Muddle  
Fill with champagne
6. MIMOSA  
Champagne glass  
½ fill with Orange juice  
½ fill with Champagne  
Orange or strawberry garnish



**WINE & CHAMPAGNE REVIEW**

- 1. 3 House/Table wines? \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_
- 2. What is Champagne served in? \_\_\_\_\_
- 3. What is in a Mimosa? \_\_\_\_\_
- 4. What should you check your glass for? \_\_\_\_\_
- 5. Why do you use a towel when opening Champagne? \_\_\_\_\_
- 6. What tool do you use to open a bottle of wine? \_\_\_\_\_

**AMAZING THINGS TO REMEMBER FROM MY INSTRUCTOR:**

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

## **HOT DRINKS**

### **OVERVIEW**

Coffee and hot drinks tend to be served mainly as after dinner drinks or as a cold weather drink. Liquors, Liqueurs or a combination of both can be used in these drinks. If you are working in a dinner house or restaurant, you will be making these drinks frequently. Different establishments have their own in house specialty coffee and hot drinks. Once you have learned the basics of making these type drinks, you can create some of your own.

### **HOT DRINK HIGHLIGHTS**

1. The general rules are when using liquor, sugar of some form such as granulated, cubed or raw, Sweet & Low, simple syrup or honey should be used to cut the alcoholic bite of the drink. When a liqueur is used, sugar should **NOT** be used since liqueurs already contain 2 ½ % sugars.
2. It is still proper to always ask the customer if they would like cream and sugar with all hot drinks.
3. Any of these drinks can be served with whipped cream if the customer desires.
4. Many things can be used to decorate whipped cream: spices, chocolate shavings, liqueurs, etc.
5. Hot chocolate drinks can be just as popular as coffee drinks.
6. Although these drinks do not have ice, they are usually served with short straws or sip straws.

### **DRINK PREPARATION**

#### **COFFEE & HOT DRINKS**

1. Cup/Mug heated
2. Pour liquor or liqueur
3. Add sugar if required
4. Fill ¾ with Hot Coffee or Water
5. Top with whipped cream, if indicated
6. Stir stick
7. Garnish, if indicated



Footed Glass Mug/Glass with handle

## DRINK RECIPES

1. **IRISH COFFEE**  
Coffee Mug or glass with handle  
1 Sugar cube  
1 oz. Irish whiskey  
Fill with Hot coffee  
Top with whipped cream  
Crème de Menthe garnish
  
2. **ITALIAN COFFEE**  
Coffee mug or glass with handle  
1 oz. Amaretto  
Fill with Hot coffee  
Top with whipped cream
  
3. **MEXICAN COFFEE**  
Coffee mug or glass with handle  
1 oz. Kahlua  
Fill with Hot coffee
  
4. **HOT TODDY**  
Coffee Mug or glass with handle  
1 oz. Bourbon or Brandy  
½ oz. Honey  
Fill with Hot Water  
Lemon squeeze  
\*Tea Bag Optional
  
5. **HOT BUTTERED RUM**  
Coffee Mug or glass with handle  
1 oz. Light, Dark or Spiced Rum  
1 bar spoon of Hot Buttered Rum Batter Mix  
Fill with Hot Water  
Sprinkle with Cinnamon/Nutmeg garnish

**HOT DRINKS REVIEW**

- 1. Flavor of Amaretto? \_\_\_\_\_
- 2. What is a Hot Drink served in? \_\_\_\_\_
- 3. Garnish for a Italian Coffee? \_\_\_\_\_
- 4. What is in a Mexican Coffee? \_\_\_\_\_
- 5. What glassware should you use with every Hot Drink? \_\_\_\_\_

**AMAZING THINGS TO REMEMBER FROM MY INSTRUCTOR:**

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

# **BEER**

## **TYPES OF BEER**

Beer is an alcoholic beverage that is fermented and brewed from barley, corn, hops, water and yeast. The beer brewing process begins with pure water, corn and malted barley. The corn and malted barley are cooked to create a mash. The wort is transferred to the brew kettles, where it is boiled, and hops are added. Yeast, which converts sugar into alcohol and carbon dioxide, and sterile air are added next, and the wort moves to fermentation tanks. Two different types of yeast can be used – bottom and top. Bottom yeast settles to the bottom of the tanks after converting all the sugar and the resulting beer is **Lager**. Top yeast rises to the top of the tank when it's done with the sugar, and the beer it produces is **Ale**.

**LAGER:** The term is derived from a German word that means to store or stock. It refers to the long period of lagering, wherein the beer is stored in cellars to undergo the slow second fermentation. The aging of a better lager will last for several months; most domestics see little more than a week in a cellar time. Lagers are generally pale gold in color, light in body, and flavored with a medium to light hop taste. The term pilsner and lager are used interchangeably throughout most of the world today.

Alcohol content: Usually 3% - 3.8 %

FACT: In the United States malt beverages with alcohol content higher than 5% must be call Malt Liquor, Stout, Porter or Ale. They cannot be labeled beer.

**ALE:** Ale is more vinous in nature and possesses a greater percentage of alcohol, it is more aromatic, more full of bodied, and has a more pronounced hop flavor and tartness.

Brown Ale: Brown Ale is a traditional beer style in Britain, tawny in color and often very sweet.

Alcohol content: Usually 4% – 5%

**STOUT:** Stout is dark in color, (almost black) a rich malty flavor usually combined with a rather strong bitter hop taste and a high alcohol content. The dark color is attributed to the main ingredient of the beer, roasted barley.

Alcohol content: Usually 5% - 6.5%

FACT: Stout usually has a low to medium carbonation and is best served at temperatures above 45 degrees.

**BOCK:** Bock is a dark beer with a slightly sweet malt flavor and strong hop background bock is brewed in the winter for consumption in the spring. True Bock derives its color from the heat treatment given the barley in the malting process and may have as much as ten percent alcohol by weight. The style has seasonal associations, with the month of May (Maibock), and with autumn, often labeled with a goat symbol. Bock means male goat in various Germanic languages. Usually served best at room temperature or slightly chilled.

FACT: Many artificial bocks are produced today that are colored and flavored by a prepared syrup containing caramelized sugar.

**WEISS:** White beer or wheat beer. This beer's major market is in Germany, yet, was first developed in England. Made from wheat and barley malt, it has a distinctive sharp yeasty or bready aroma and a taste by itself. Hence it is usually served with a slice of lemon or orange, whereupon it becomes more like a lightly flavored, pleasant effervescent liqueur. It is white colored and cloudy with a rich foam.

**PORTER:** Porter is made with charcoal or colored malt and is a dark brown, heavy-bodied malty flavored brew with a slightly sweet taste and a less pronounced hop flavor than ale.

## **TERMS FOR BEER TASTING**

**Acidic** – have a taste of acid. A predominance of sourness

**Aftertaste** – a palate sensation that occurs after the beer has been swallowed.

**Aroma** – fragrance, usually in a pleasant sense: applied to a beverage, it is the component of the odor that derives from the ingredients of the beverage. As opposed to the bouquet which is the result of by-products from the fermentation.

**Balance** – the texture of a beer concerned with the harmony of various flavors and sensations.

**Barley** – a cereal grass with bearded spikes of the flower seed or grain. Barley is the most suitable cereal grain for making malt beverages. It provides flavor, head, body and color.

**Bitter** – the tangy or sharp taste in beer that results from hops; without the bitterness a beer has no zest, with too much bitterness it is hard and biting.

**Body** – the mouth-filling property of a beer. Taken at its extreme, stout has a heavy or full body. Pale low-calorie beer may be thin or watery.

**Calorie** – the unit of heat needed to raise a kilogram of water one degree Celsius: human-body intake and energy expenditure are measured in Calories. A twelve-ounce portion of beer has some 150 calories.

**Enzyme** – an organic substance that converts starch into soluble substances such as sugars.

**Fermentation** – the breakdown of complex molecules in organic compounds caused by the action of ferment (such as yeast). In malt beverages, it is the decomposition of sugar into ethyl alcohol and carbon dioxide.

**Finish** – that part of the palate sensation that occurs just before and during swallowing. The resin or extract from the cones.

**Hops** – the dried ripe cones of the female flowers of a climbing-vine of the nettle family. They are used for bittering and preserving beer.

**Malt** – barley that has been steeped in water to produce sprouting then kiln-dried.

**Pasteurize** – to subject to a temperature of 142-145 degrees Fahrenheit for thirty minutes to destroy disease-producing bacteria and to check fermentation.

**Skunky** – like the peculiar aroma of a skunk. A beer may smell and taste of skunk. A defect found usually in well-hopped beers and caused, it is believed, by photosynthesis.

**Yeast** – the ferment or fermenting agent, which turns the wort into beer. In particular, in beer making the yeast is the strain *Saccharomyces cerevisiae*, or Brewer's yeast.

## TAPPING A KEG

You tap a keg by using a keg coupler. You will need to purchase the correct coupler to match the brand of beer keg you have. You can refer to our compatibility guide to find which coupler is right for you.

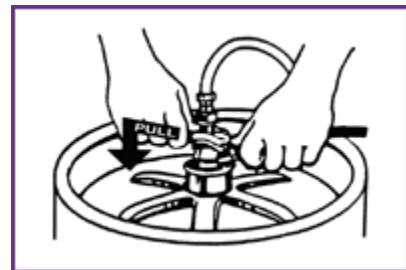
- Do not agitate the keg. If there has been excessive agitation during transportation, allow the keg to settle for 1 to 2 hours before tapping.
- Make sure the beer faucet is in the off position prior to tapping.
- Remove the dust cover from the beer keg.
- Make sure that the keg coupler handle is in the up (off) position.
- Align lug locks on tavern head with lug housing in top of keg; insert tavern head.



- Turn tavern head handle 1/4 turn clockwise; the tavern head is now secured to keg.



- Rotate on/off valve hand 1/4 turn clockwise to open beer and CO2 ports in keg. The keg is now tapped.



Tapping the keg properly will activate both the beer and the CO2 pressure line. The keg will be ready to draw beer.

## BEER REVIEW

1. Flavor of Weiss beer? \_\_\_\_\_
2. What is a beer served in? \_\_\_\_\_
3. Garnish for a Wheat beer? \_\_\_\_\_
4. What is “skunky”? \_\_\_\_\_
5. What should you serve with every beer? \_\_\_\_\_

### AMAZING THINGS TO REMEMBER FROM MY INSTRUCTOR:

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---



## **CUSTOMER SERVICE**

### **OVERVIEW**

Knowing how to mix drinks is only part of being a true Professional Bartender. The other part is to know how to give friendly, courteous and effective service. Good service is the name of the game.

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 him or herself in dealing with the public. If bartenders are efficient, friendly and courteous, people will return. But, if they are slow, never smile, don't bother to say hello....why should they return? Number One Rule, treat them like your best friend.

Experience will teach you that 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 service or average service to a customer and they don't tip you, don't be surprised – they shouldn't. You should only receive a tip for doing the little extras. Tips are NOT a “right” they are an appreciation from your customer.

How much money you will make as a bartender will depend upon your attitude and the effort you are willing to put forth. Often 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 customers. How much you will make will depend upon you and how well you apply these service points.

Your instructor will review 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.

### **CUSTOMER SERVICE HIGHLIGHTS**

**SERVING AND HANDLING MIXED DRINKS** “Serving and Handling” means a great deal more than mixing one drink at a time. A professional mixologist must not only be prepared to mix drinks for those customers sitting and standing at the bar but, in a many cases, for numerous cocktail servers who sometimes order 10 or more drinks at one time. Orders must be prepared swiftly and accurately. In most establishments, there is absolutely no time available for “remembering the ingredients.” The old expression, “practice makes perfect” doesn't really apply here. At The Bartending School of Denver, we emphasize “perfect practice makes perfect.”

The term “mixology” usually refers to a bartender's knowledge and skill, but a manager must know everything a bartender knows and more. A manager may not have a bartender's dexterity and not know as many drink recipes, but it is the manager who decides how drinks are made in the establishment. It is also the manager who trains the bartenders in the ways of the house. This part of the program is aimed at giving the professional a thorough understanding of (1) the structure of a good drink, (2) the structure and essential ingredients of each different type drink, and (3) the mixing methods. Step-by-step instructions and as much hands-on experience will help you learn quickly.

## **MAKE A GOOD FIRST IMPRESSION**

Look as good as you possibly can. Your clothes should always be neat, pressed and clean. Stand up straight – don't slouch or lean on the bar. Look like a professional and you will be treated as one. Wear comfortable shoes so you won't be inclined to lean or sit.

## **BEING FRIENDLY**

Greet everyone, take notice when a customer has just entered your bar, Say "Hi there, I'll be right with you."

Go down to the customer and place a cocktail napkin or coaster in front of them and at the same time acknowledge them with a smile and a few words.

Call regular customers by their first name. Use common courtesies such as please and thank you.

## **SERVE LADIES FIRST!**

**BE SOCIABLE** – Good bartenders try to be friendly to everyone when they aren't busy making drinks. This doesn't mean that you should solve customer's problems, but they should make small talk. This builds business for the house and will increase a bartender's tips. Bartenders who have a friendly, sociable attitude will have regular clientele.

Leave your troubles at home. When you're behind the bar, be cheerful and outgoing. There is plenty of time to commiserate when you're off – but while on duty you want everybody happy. Remember that if your customers just want to drink, they could buy a bottle and stay home. They are out for a reason – for company, atmosphere, music.....Whatever the reason, you want to see that people are having fun.

The social aspects of bartending come into play when servicing customers at the bar. It is here that you can fully inject your personality into your work. Some customers sit at the bar to chat while others prefer to be left alone. You will learn to feel these things out. Many customers at the bar look to you to entertain them.

**BE NEAT** – Your duties as a bartender will include keeping your bar spotless. Constantly clean your bar top when you have the opportunity. Never allow customers to sit down to a dirty bar top. If you find yourself busy and notice a new face at your bar, take the clean bar towel with you and wipe the area so they are not sitting in someone else's mess. It shows you care. Be sure to serve a fresh cocktail napkin with every drink, so their place at the bar is always dry and comfortable.

As soon as a customer leaves, immediately remove any glasses, and wipe down the bar top.

**BE EFFICIENT** – Don't wait for a customer to call you. If you see someone is going to be ready for a drink, go over to them and make yourself available.

**BE ALERT** – Keep looking up and down your bar try to anticipate when customers will need your services. A biggest fail of a new bartender is that they haven't mastered the ability to anticipate their customer's needs. **An attentive bartender, with a great positive attitude, makes the best tips!** Even if you are super busy, a quick "I will be right with you" can usually buy you the time you need to finish your current order and get back to that customer without making them feel unimportant. \*Usually, but not always, customers will see that you are busy and just need you to acknowledge them.

**COUNTING CHANGE** – Count your change. People love to argue about money, so count your change carefully. When you pick up a bill, announce the amount of the bill, even if the customer does not appear to be listening. Example: "Your total was \$9.50 out of \$20.00." Don't put the \$20 dollar bill directly into your drawer, place it on top until you have counted out the change (this will help you avoid any confusion as to what the customer gave you), then put the bill away. Then count the change back to the customer.

## **LEGAL ASPECT**

### **OBEY ALL STATE AND FEDERAL LAWS**

**MARRIAGE OF LIQUOR:** It is illegal to transfer liquor from one bottle to another, even if it is the exact same brand.

**ALWAYS CHECK FOR PROPER LEGAL IDENTIFICATION:** Some State laws require every person in a bar to have proper identification.

The four most common acceptable forms of ID are:

1. State issued ID
2. State issued Driver's License
3. Military ID
4. Passport

\*All with a picture

\*Expired ID's are NOT valid.

The legal drinking age is at least 21 years of age. Never assume someone's age. It is illegal to serve a minor. Refuse service if necessary.

**DO NOT OVERSERVE:** It is illegal to serve an obviously intoxicated person. The federal "dram shop" act states you may be liable for alcohol-related damages incurred by a patron you served. If someone becomes drunk in your bar, politely but firmly refuse to serve them anything alcoholic. Best practice is to offer them something else; water, something to eat, soda, etc.

**KNOW YOUR CLOSING TIME:** Give "last call" ahead of time and stick to it. This keeps you from being in the position of taking customer's drinks away. It is illegal to serve alcohol, or for patrons to continue to drink in your establishment after the time your state requires. Colorado State Law is 2:00am.

# **INTERVIEWS**

## **OVERVIEW**

As a graduate of The Bartending School of Denver, you are more likely to get a job as a bartender. However, no one can guarantee you a position. We have a job assistance service, but getting the job depends mostly on you. Your instructor will review some tips on how to best present yourself when you go to an interview, or if you're just out looking for a job.

## **INTERVIEW HIGHLIGHTS**

1. Dress should be professional – This is the problem that has cost many graduates good jobs.  
The way you look when you go on an interview counts for at least 50% toward your chances of getting the job.
2. Go alone – Don't take anyone with you, the manager wants to meet the confident you, not your friends.
3. Don't "Pre-judge" – Outside appearance or area are not necessarily indicators of how busy a place is. Many busy establishments with good potential may not be great looking on the outside. Go in, talk with the bartender or manager and get a feel for the place.
4. Don't be demanding – Some people will say they need to make \$x amount a shift. Don't ask for special conditions on hours or days off, the more flexible you are, the better.
5. Don't be too choosy – When you are starting out, you should take any job you can to gain practical experience. Actual work experience, dealing with real paying customers is invaluable. A few weeks of actual work will be great on your confidence.
6. Don't get discouraged – Don't worry if you haven't found a job after a few interviews. Each bar is different and may require a certain amount of experience or be looking for a particular 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.

Here are some more tips when looking for a job:

1. Go into the establishment first. Get a feel for the place. If it is busy, DO NOT ask to speak to someone about employment. Go back another time when it is not busy. Avoid lunch time, Happy Hours and Dinner hours.
2. When you go into to speak to the person who is hiring, don't ask the hostess, waitress or bartender if they need help. They probably don't know. Just ask to speak to the person in charge of hiring.
3. When you meet the person in charge, ask if they are accepting applications for employment. Don't ask if there is an opening for a bartender: Filling out an application or leaving your resume will give the manager the opportunity to evaluate you without making a commitment.
4. If the manager says they don't need any help at the moment, ask them if you may leave your resume with them in case something comes available.

## THE DO'S :

- “Burn” ice if there is any chance that shattered glass may have fallen into the ice bin. Empty all the ice out and rinse with Hot Water. Using a paper towel wipe out the bin to be sure all the glass has been removed.
- Serve fresh cocktail napkin with every drink
- Rinse out mixing tin and other equipment after every use.
- If juices or Bloody Mary mix have been sitting, shake before you serve.
- Cover garnishes with a damp napkin to preserve them or keep the lid closed.
- Always rotate garnishes when restocking, putting the fresh on the bottom.
- Rotate beer in the coolers when stocking so the older bottles are served first and don't expire.
- Taste fresh juices and creams to ensure they are fresh.
- Check CO2 tank if beer or soda is flat.
- Memorize your well bottle locations.
- Put bottles back as soon as you are finished with them.
- Disassemble and soak the soda gun in soda water every night.

## THE DON'TS:

- Put anything in the ice to keep it cold, it could break and contaminate your ice.
- Scoop ice with glass.
- Wash your equipment in dirty or cold water. You will need to change your washing water if it is not hot enough or clean. The cleaning chemicals will have lost their effectiveness.
- “Marry” liquor! – consolidating two open bottles of the same liquor into one bottle. IT IS ILLEGAL!

## **EMPLOYMENT GROUND RULES**

In order to achieve our goals of taking care of our guests by providing them with the most excellent service and products, we have Ground Rules. These create an organized and supportive environment for getting our job done in the most efficient way possible. Here's what is expected of you:

### **THE THREE MOST IMPORTANT RULES:**

1. Be on time! – Best is to be 15 minutes early - Attendance
2. Look good – Appearance
3. Feel good – Attitude

#### **Attendance:**

The establishment and your coworkers are counting on you. Be on the floor AND ready to go at your scheduled time. Tardiness is one of the biggest reasons you could lose your job.

If there is an emergency and you are running late or not going to make it, communicate it! A lot of establishments have a “No Call/No Show” policy that means if you do not communicate with them, they take it as, you quit and you will not have a job.

#### **Appearance:**

Take pride in your appearance. People like to see a clean, nice smelling bartender. Do not ever get ready at work, when you walk in, you should be ready to go.

#### **Attitude:**

Be sure you are welcoming to all your guests. They have come to your establishment to enjoy themselves. Be sure to smile, say hi and let them know you are there to take care of them. Great habit is to treat them as you would a guest in your house.

## **JOB RESPONSIBILITIES**

The bartender's responsibility is to make cocktails for guests at the bar and for servers who are taking care of tables. Both of these must be done quickly and accurately. Along with these two skills, the bartender must be personable, well-groomed, maintain a neat bar, and always be looking for ways to make the guest's experience more enjoyable. Finally, the bartender must know the Beverage Department's standard operations and control procedures. (These may vary from establishment to establishment)

1. Know the Master Beverage Lists and how to describe them.
2. Proper glassware per drink.
3. Proper garnishes for each drink.
4. Know the "pour policy".
5. Know Opening, during (running), closing sidework/procedures.
6. Know the establishments "station chart" and "steps of service".
7. Know the drink abbreviations.
8. Know the pricing structure for drinks.
9. Know how to process guest checks.
10. Know how to settle/pay all guest checks and proper cash handling and paperwork.
11. Know proper selling techniques and customer relation policy.
12. Know the Menu, drink and food.
13. Know the proper requisition procedure for supplies.
14. Know the liquor laws and responsibilities.
15. To serve drinks quickly and accurately to other staff and be helpful with abbreviations, garnishes and glassware.
16. To keep bar area clean and orderly at all times.

## **FIVE SECRETS TO YOUR SUCCESS**

1. Know your job and do it well every shift!
2. Know your supervisors expectations and try to exceed them.
3. Try to exceed the guest's expectations.
4. Create happy guests through teamwork, there is no such thing as "not my guest", treat every guest as if they were yours.
5. Always be enthusiastic about your job, bring your positive energy with you to work. It is contagious!

Being a great employee isn't always easy, especially if you're having a bad day. Make it your challenge not to let your feelings stop you from taking care of your guests and to be the best team player.

## ALCOHOLS

*No professional bar manager or bartender should be unacquainted with the production process of major product types. On the following pages is a quick guide to leading alcoholic beverages sold in the US.*

### **WHISKEY**

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

Whisky or Whiskey is a type of distilled alcoholic beverage made from fermented grain mash. Various grains (which may be malted) are used for different varieties, including barley, corn, rye, and wheat. Whisky is typically aged in wooden casks, generally made of charred white oak.

Whisky is a strictly regulated spirit worldwide with many classes and types. The typical unifying characteristics of the different classes and types are the fermentation of grains, distillation, and aging in wooden barrels.

The laws regarding the production, sale and transportation of alcohol in this country are enforced by the Bureau of Alcohol, Tobacco and Firearms. (BATF)

Whiskey is produced in a number of countries around the world, but only four are considered as major producers. These are Scotland, Canada, Ireland and the US. The whiskies produced in Scotland, Ireland and Canada normally take on the name of their country of origin. For example, Scotland – Scotch Whiskey, Ireland – Irish Whiskey, Canada – Canadian Whiskey. The whiskies produced in the US take the name from either the type of grain used or the process used to make it.

#### **WHISKEY PRODUCTION TERMS**

- Mashing – the first step in the production of whiskey. Mashing is the process of cleaning, grinding and cooking grain to release starch.
- Fermenting – Mash is put into a fermenter and yeast is added, which

converts it into alcohol. The end result is called “distiller’s beer.”

- Distillation - the “distiller’s beer” is heated in a “still” and alcohol vapors are released. These vapors are then cooled and they become whiskey.
- Aging – the last step in the production and the step that gives each particular whiskey its character. The whiskey produced during distillation is diluted with pure water, and then placed in charred oak barrels. Aging takes place in barrels.

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 on the character of the whiskey. Heavy-bodied whiskies age longer than light bodied whiskies. Light bodied whiskeys age around four years. Heavy whiskies age much longer. With poor whiskies, no amount of aging will make them a good whiskey. Whiskies kept in a barrel too long absorb undesirable woody flavors.

#### **WHISKEY PRODUCTION**

The production of whiskey begins with grinding grain into a meal, which is cooked. Malt is introduced to the meal, which results in mash that is cooled and pumped into a fermenter, where yeast is added. The fermented mixture is heated in a still, where the heat vaporizes the alcohol. The alcohol vapors are caught, cooled, condensed, and drawn off as clean, new whiskey. This liquid is stored in a cistern room, and water is added to lower the proof (absolute alcohol content) before the whiskey is placed in new charred oak barrels for aging and later bottling.



## **DIFFERENT TYPES OF WHISKEY**

### **Sour Mash**

The difference between Sour Mash and other whiskies is in the fermentation process. A lactic culture is added to the mash. This culture causes the mash to become “sour” during fermentation, similar to the process used to make sourdough bread.

### **Bourbon**

Bourbon whiskey is made from at least 51% corn mash. It is then put into new charred oak barrels for aging. Most bourbons range from 53 to 70% corn to give it its distinct flavor.

### **Tennessee**

Tennessee sour mash whiskey is very similar to Bourbon. It only needs to be distilled of 51% of corn, with a maximum of 79%. The distinct difference in Tennessee Whiskey is due to a filtration process where the whiskey is allowed to slowly drip through 10 feet of sugar-maple charcoal, a process that can take up to 2 weeks for one batch and is known as the "Lincoln County Process." The whiskey is then transferred to a charred barrel for aging, a minimum of two years. It is common to perceive a charcoal taste in Tennessee whiskey, most prominently in the two most famous brands, Jack Daniels and George Dickel.

### **Rye**

Rye whiskey is made from at least 51% rye grain mash. It is then put into new charred oak barrels for aging.

### **Straight**

Straight whiskey is called “straight” because it is not a blend of whiskies. It can be made from corn, wheat, rye and/or barley. It is distilled at no more than 160 proof and aged at least two years in new charred oak barrels.

### **Corn**

Like Bourbon, corn whiskey is made from corn. However, corn whiskey must contain at least 80% corn mash and may be aged in used uncharred barrels.

### **Bottled-in-Bond**

This is a type of Bourbon, but is also a “straight” whiskey. It must be at least four years old and bottled at 100 proof.

### **Blended**

American Blended Whiskey is a careful selection of straight whiskies and grain spirits combined to create one distinct spirit. A blended whiskey must contain at least 20% straight whiskey and premium brands may have as many as 75 different straight whiskies and grain neutral spirits. This art of blending produces a balanced, rich, light-bodied whiskey, each with its own character.

## **BOURBON**

### **WHAT IS BOURBON**

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% 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 or more.

The Federal definition for a Rye whiskey, Bourbon whiskey and wheat whiskey is: “Whiskey which has been distilled at not exceeding 150 proof from a fermented mash of not less than 51% 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 limitations. Missing from the definition is any time on the storage period.

### **HOW BOURBON IS MADE**

Bourbon is produced via the four standard steps of whiskey making-mashing, fermentation, distilling and aging. True Bourbon is 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 and the manner in which it is operated. Finally, the maturation process that takes place in warehouses specially 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 must have at least 51% corn grain; (2) it must be distilled at a proof no higher than 160 or 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 whiskeys on today's market are at least four years of age.

### **BOURBON HIGHLIGHTS**

A spirit distilled from grain 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% corn. It follows that "Straight Rye Whiskey" is distilled from not less than 51% Rye grain.

Both corn whiskey and Bourbon are based on the same grain – corn. The difference is that corn whiskey requires at least 80% 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 1879. As a straight whiskey under this law, it 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 the "bottle-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 a single season

and year. Although the bottled-in-bond designation in itself is no guarantee of quality, most distillers select only the best whiskeys 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 very slowly through vats packed with charcoal. Charcoal is very important. The charcoal used in the production of Tennessee whiskey comes from the Tennessee highland 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 empty.

Except for aging, this production step takes more than all the other steps combined. This is 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 gentle, mellow whiskey.

## **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% straight whiskey. The other whiskeys that go into blends can be other straight whiskeys and neutral grain spirits. Like all American-type whiskeys, it must be bottled at 80 proof or more. Blended whiskeys are masterfully blended.

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

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

### **HOW BLENDS ARE MADE**

By official U.S. government definition, this is its standard identity: "Blended Whiskey is a mixture which contains at least 20% by volume of 100 proof straight whiskey and separately, or in combination, whiskey or neutral spirits, and its mixture at the time of bottling is not less than 80 proof." "Neutral Spirits" are distilled spirits at or above 190 proof. Blended whiskies are not simply "mixed," they are built. The straight whiskies that go into them are distilled and aged to make a planned part of 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 that compliment each other to develop a composite of 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 greater 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 purchased it. The "taste quotient" can be maintained year after year.

In order to hold this "taste quotient," 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 proof; then you can readily understand the difference between them. Grain neutral spirits distilled at 190 proof contain 5% water and congeners. Straight whiskey distilled at 130 proof contains 35% 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 straight whiskies, which are heavy-bodied, with an extremely light-bodied whiskey (this can be neutral spirits or light whiskey). Sometimes the distiller will add 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 whiskies is likely to be.

The blending agent, such as sherry, can only be used in extremely small amounts limited by law to 2 ½% 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.

## **LIGHT WHISKEY**

### **WHAT LIGHT WHISKEY IS**

In 1968, after extensive hearings, the Bureau of Alcohol, Tobacco and Firearms 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 whiskies.

One of the problems posed by the product was, "What should it (officially) be called?" 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 American whiskey types of long standing that were also entitled to use the word “American.”

The BATF decided, therefore to apply a term that it considered descriptive of the whiskey’s qualities. Light whiskey became the first whiskey to be called by a term other than geographical, such as Bourbon, Scotch, Canadian, and Irish; or by the basic grain used rye, corn, or by the production process employed, such a blended whiskey.

In order to give each distiller an equal chance to produce the whiskey, the BATF established a marketing starting date of July 1, 1972, for the product.

### **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 whiskeys, such as Bourbon, rye and the straight whiskey used in blended whiskeys: (1) Light whiskey will be distilled at more than 160 proof but less than 180 proof, and (2) 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% by volume 100 proof straight whiskey, the mixture will be designated Blended Light whiskey.

## **IRISH WHISKEY**

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

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.

## **SCOTCH**

### **WHAT SCOTCH IS**

Scotch whiskeys 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 whiskeys, there are four distinct types, from different parts of Scotland. In the North are the famous Scotch Highlands and the home of highland malts. To the South, we find the Lowland malt distilleries. Malts also come from the island of Islay and Campbeltown, in the Firth of Clyde.

Grain whiskeys 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 whisky, however, is a flavored spirit and reaches maturation after four or five years.

### **HOW SCOTCH IS MADE**

Production of malt whisky in Scotland starts with the selection of 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, after 10 to 12 days, it begins to sprout.

When sprouting starts, the malt barley is moved to the drying kiln and spread out on huge screens below which peat fires are lit. 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 whisky 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.

The ground malt now goes to a mash where water, heated to 146 degrees 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 compared to accepted American methods. In this country, the continuous still is in common use, whereas 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 will combine 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 over 100 distilleries. Basically, malted barley, dried over peat fires, is the only grain in the malt whisky 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 the oak casks, plus the smoothness and mellowness characteristic of the product. Fully blended Scotch is laid away in casks for periods of 5 to 12 to 20 years. The law stipulates an aging period of at least 3 years for Scotch whiskies and none can enter the U.S. under 4 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 is important to remember that there are many distilleries, each one turning out a whiskey that has its own individual characteristics. By combining the malt whiskies with grain whiskies, the blenders obtain the individuality of a character and quality that distinguishes their brands.

### **SINGLE MALTS**

Single Malt Scotch (also known simply as “malt whisky”) is distilled only in pot stills from malted barley. This type of whisky is considered to be the “father” and the “heart” of all scotches. Malt whiskies were what the Scotch market was all about until the late 19<sup>th</sup> century. At that point, single malt whisky was blended with grain whisky for the export market.

The market for Single Malt scotches is on the rise in the U.S., although it is unlikely that they ever replace the blended scotches.

## **CANADIAN**

### **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 to primarily be 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 believed that the product was distilled from a mash of wheat and rye grain. If this was ever true, it is no longer true today.

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 whiskeys.

Aging is done typically by putting the whiskey into wood casks or barrels that may be charred on the inside. Certain wood sugars and tannin are extracted from the wood, and it is these extracts that give the whiskey its golden coloring.

They are generally bottled at 6 years of age or more. If the Canadian is less than 4 years old, its age must be listed on the label.

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

Since they are blended, they are not designated as straight whiskeys. Canadian whiskeys are light-bodied and, though delicate in flavor, they nevertheless retain a distinctive, 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 for at least 2 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 whiskeys are alike. There are

now approximately 27 distilleries operating in Canada, and each one has its own distinctive product.

## RUM

### WHAT IS RUM

For all practical purposes, rum types are not determined by definition, but by geography. Puerto Rico rums must come from Puerto Rico, Virgin Island rum from the Virgin Islands, 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. Recently, a Hawaiian rum, light and dry, has been introduced.

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 products and must possess the taste, aroma and characteristics generally attributed to rum. Thus, rum comes from those areas of the world where sugar cane grows.

### 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 beer or whiskey. By law Puerto Rican rums are distilled at very high 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 1 year in the case of white rums and for 3 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 high proof, give the brand its lightness and dryness.

## **VODKA**

### **WHAT VODKA IS**

Vodka, like whiskey, is an alcoholic distillate from 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 IS VODKA 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 making vodka is a relatively simple process. The only requirement is to treat neutral spirits in such a manner as to render it completely free from 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 congeners (solids, acids, esters, aldehydes and fusil 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, is hard to separate. However, vodka makers are now doing just this and, by a number of highly successful processes, some of them secret, and 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 motivation 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 or taste.

Like whiskey, American vodka is an alcoholic distillate from a fermented mash of grain. It is not made from potatoes. If any flavoring material is added (such as lemon), the vodka is characterized with the name of the flavoring material used (such as Citron).

Vodka is not necessarily more potent than any other distilled spirit. It has its potency marked on every label, usually 80 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. The desired result of vodka is to leave the spirit odorless, tasteless, colorless and smooth.

## **GIN**

### **WHAT GIN IS**

Gin consists of neutral spirits distilled or redistilled with juniper berries and other aromatics. Although it sounds like a simple liquor, 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 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.

An official definition for gin might be this: “Gin 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 Genevree, a French word meaning juniper. The English merely shortened the name to gin. Holland gin 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 – distilling and compounding. Practically all leading brands are distilled gin. Compound gin is a simple process that mixes neutral spirits with juniper. 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 packed with juniper berries and herbs, 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.

### **GIN SIDELIGHTS**

A great deal of gin is made by each method; although redistillation 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. To make a quality gin, the producer must start with a high quality neutral spirits that is clean and free from any foreign flavor. All flavoring materials must be of the best grades as well.

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.

### **IMPORTED GIN**

Virtually all gins on the market use the word “dry” as a descriptive of the brand. The phrase may read different degrees of dryness but they all mean that the product is lacking in sweetness and any pronounced aromatic flavor or bouquet. Although the term “London Dry Gin” originally

was applied to gin produced near London, the name is considered to have become generic and, therefore, usable by American-made gins.

There are two factors that make the difference between American and English gins: (1) English gin is distilled at a slightly lower proof than the American. So, the English product retains more of the character of the grains used. Although the distilling proof of English gin is lower than American, the bottling proof is generally higher. (2) 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% corn, 15% barley malt and 10% 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 a primary flavoring agent. Various botanicals are also used for flavor contributions. Each distiller has his own secret formula.

## **TEQUILA**

### **WHAT TEQUILA IS**

Tequila is a distillation of the fermented juice or sap of the blue agave plant. The fermented juice is known as “pulque,” and was a highly prized drink of the Aztecs. After distillation, Tequila is drawn off and bottled or shipped to the U.S. in bulk. Gold Tequila is aged in vats for at least 4 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 *mescal*.

### **HOW TEQUILA IS MADE**

The blue agave plant is the only source for Tequila, which is a type of plant that resembles the cactus. In this country, it is known as a century plant or American aloe. The blue agave 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 development of Tequila stemmed from the discovery that a distillate of pulque produced an excellent brandy-like liquor.

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 U.S. In aging, Tequila becomes golden in color and acquires a pleasant mellowness without altering its inherent taste characteristics. 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 frappe distillate, the distillate of the blue agave 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.

## **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 a 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.

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 and are developed and aged by the same solera system used for Sherry.

In Europe, many types of fruit are made into brandy and are fairly distinct 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 brand 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, yields poor brandy.

In this country, Brandy has been produced in the continuous column still 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.

Brandy must be aged for at least two years 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 3-5 years.

The brandy distillate is reduced to about 102 proof with soft water and placed in 5 gallon white oak barrels for aging. A small amount of caramel, the only additive allowed, may be added for coloring at the time of "barreling down."

### **BRANDY SIDELIGHTS**

The most important category of brand 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 the fruit. However, a fruit brandy derived exclusively from grapes

may be designated by the name brandy without further qualifications. Unless the product is specifically identified, the term brandy means grape brandy and is, therefore, a distillate obtained from grape wine.

## COGNAC

“Cognac,” according to the federal standards of identifiers, 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.

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 “Champagne” districts. 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.”

## CORDIALS/LIQUEURS

### WHAT CORDIALS/LIQUEURS ARE

Cordials/Liqueurs are obtained by making or redistilling neutral spirits with, or over fruit, flowers, plants (or pure juices from these ingredients), other natural flavoring materials or with extract derived from such materials.

According to the Federal code, the words “cordial” and “liqueur” are synonymous. But, no matter which name is used, cordials/liqueurs must contain a minimum of 2 ½% sugars by weight of the finished product – most cordials/liqueurs contain more, up to 40%.

Cordials/Liqueurs had their beginning in the Middle Ages, when monks of various religious denominations were searching for the “elixir of

life.” This activity brought about the commercial production of cordials/liqueurs, which, in turn, has developed many of the well-known products enjoyed today.

### HOW CORDIALS/LIQUEURS ARE MADE

Cordials/Liqueurs are produced today whenever distilled spirits are produced. The countries that produced the best known, most sought after cordials/liqueurs are 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/liqueurs include Mexico (Kahlua), Scotland (Drambuie), Ireland (Irish Mist), Germany (Jägermeister), and the U.S. The U.S. produces a great variety of cordials/liqueurs under the brand names of several companies.

The three basic methods of production are percolation, maceration and distillation. One or more of these processes may be used to produce a cordial/liqueur.

**Percolation** is similar to the method used to prepare coffee. In this case, the percolator is a large tank. Spirits are placed at the bottom and fruit is 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. This process is repeated until all the flavor has been extracted from the fruit.

**Maceration** is like 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/liqueurs. After the flavors have been extracted, the heavily flavored spirits are redistilled, resulting in the delicacy of flavor desired by the maker.

The **Distillation** method for some products 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.

## **CORIDAL/LIQUEUR SIDELIGHTS**

Cordials/liqueurs come in a large number of flavors. Based on the type of flavor, cordials can be grouped into five broad categories; Fruit, Seeds, Herbs, Peels and Crèmes.

The fruit group is the most popular and in most cases they are called by the name of the fruit.

The seed group contains many popular cordials. A single type of seed is never used by itself. Most flavoring formulas blend a wide variety of ingredients, but the seed flavor predominates.

The herb group is the oldest group. Cordials in this group are sold under distinct trade names, such as, Benedictine, Chartreuse, Vielle Cure and others. Except for mint, ginger and anise, no single herb is likely to dominate the cordial/liqueur flavor.

The peel group is usually given names from the flavor of the rind of the citrus fruit. Among the various peels, the one most widely used is the peel of the Curacao Orange.

The crème group is the sweetest group, since this type of cordial/liqueur usually contains the most added sugar. The names of most of the cordials/liqueurs begin with "Crème de" which is French for "Cream of." Crèmes will also usually take on the dominant flavor as part of their name, such as Crème de Cacao (chocolate).

\*\*Crèmes with the same flavor may come in different colors.

Example: Crème de Menthe comes in white (clear) and green but they taste the same.

## **WINE**

### **HOW WINE IS MADE**

The major wine-growing nations are France, Germany, Italy, Spain, Portugal, Yugoslavia, Algeria, South Africa, Chile, Argentina, Australia and U.S.

With all wines, the foundation for quality is laid in the vineyard. Care of the vines, care of the 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% by weight. For dessert wines, the grapes are picked when their sugar content has reached 24%.

Fermentation 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 (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. Learning the most important and popular wine types is not difficult if you first organize them under the five broad divisions, based primarily on use. They are: (1) Appetizer Wines, (2) Red Table Wines, (3) White Table Wines, (4) Sweet Dessert Wines and (5) Sparkling Wines.

Under these five general headings, 15 wines stand out as the most popular on the American market. Their names, characteristics and uses should be the common knowledge of anyone connected with the sale of wines.

### **DESSERT WINE**

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 alcohol content, usually 20%; and by their color which ranges from pale gold to red.

### **KOSHER WINE**

Actually, a Kosher Wine is any wine made in conformance with Jewish religious 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 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, 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 actually dissolve in it. The formation of these bubbles, nothing more than carbonic gas, creates 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 side. 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 the 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, call “disgorging” is commonly done by putting the neck of the bottle in a cold salt solution and freezing the sediment. With the sediment frozen, the cork is released, and the pressure within the bottle pushes out the cork and the 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 distinct 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. Frequently, this is accomplished by merely storing the Sherry in small barrels and leaning them exposed to the rays of the summer sun. This baking process acts on the grape sugar and gives the Sherry its distinct flavor. After about 3 months of baking, the Sherry is cooled and left to age.

## **APERITIFS/VERMOUTHS**

### **WHAT APERITIFS/VERMOUTHS ARE**

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, bark and spices added to vary the taste.

### **HOW APERITIFS/VERMOUTHS ARE MADE**

Vermouth has its beginnings as simple white wine. The base wine is usually muscatel, sauterne, white port or a mild sherry. Aside from being a good quality, a natural type of 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.

## COMMON BAR TERMS

The following is a list of terms and their definitions that you will hear frequently when working in a bar or restaurant.

**On the Rocks:** A drink served over cubed ice

**Neat:** Drink served at room temperature without ice

**Straight Up:** The ingredients of the drink are chilled before they are poured into the serving glass. No ice!

**Virgin (or Unleaded):** A drink without any alcohol in it

**Back (or Chaser):** A mix served in a separate glass

*Example:* “Dewar’s on the rocks with a soda back” means Dewar’s served in a glass over ice, and a separate glass of soda

**Bruised:** A “straight up” Martini that is shaken, instead of stirred

**Ditch:** A drink with a water mix

*Example:* “Give me a Johnny Ditch” means the person wants a Johnny Walker Black Label with water.

**Double:** A drink with double the amount of liquor; doubles effect the price of the drink  
*Example:* “Double Rum n Coke” means double the amount of Rum and fill with Coke.

**Mexican Style:** A drink with Tequila poured on top.

*Example:* “A Slow Screw Mexican Style” means the drink prepared as usual, but topped off with (extra) Tequila.

**Electric:** A drink with Tequila mixed in  
*Example:* “An Electric Slow Screw” means the drink prepared as usual, but contains (extra) Tequila.

**Screaming:** A drink with Vodka poured on top  
*Example:* “A Screaming L.I.T.” means a Long Island Iced Tea finished with some additional Vodka on the top.

**Frappé (or Mist):** A drink poured over crushed ice

**Press:** The combination of half Soda and half 7-Up

**Float/Top:** An addition of alcohol that is not mixed into the drink but sits on top.

**Topless:** A Margarita without the salted rim on the glass

**(With a) Squeeze:** A lime “squeezed” on top of the drink and dropped into it

**(With a) Twist:** A lemon “twisted” on top of the drink and dropped into it

**Wet:** More of the mix

*Example:* “A Wet Scotch and Soda” means more of the Soda and less of the Scotch than usual.

**Stone:** Any drink that has the word “stone” in it, contains Orange Juice

**Dirty / Brave / Black:** Any drink whose name has any of these three words in it, contain Kahlua

*Example:* Black Russian, Dirty Mother and Brave Bull – all three drinks contain Kahlua.

*\*Exception:* Dirty Martini, off course!

**Multiple:** A drink with Frangelico poured on top  
*Example:* “A Multiple Black Russian” means the drink prepared as usual, but topped off with Frangelico Liqueur.

**Against the Wall:** A drink with Galliano poured on top

*Example:* “A Vodka and Soda against the wall” means the drink prepare as usual, but topped off with Galliano Liqueur.

**Short:** A drink served in a rocks glass

**English:** A drink with Gin poured on top

**Tall:** A drink served in a (tall) collins glass. It will have the same amount of liquor but this leaves more room for more mix.

**With:** When a server orders a bottled beverage, serve with glassware.

**86:** A term the service industry uses when we are out of something.

*Example:* “86 Patron” means we no longer have any in stock to sell.

## **CALL & PREMIUM REFERENCE LIST**

Knowing and using your different “Call” and “Premium” brand liquors is a VERY important aspect of bartending. Whether your customer orders a Screwdriver, a Gin and Tonic or a Whiskey and Water, you should ALWAYS suggest a call and premium liquor. This is known as “up-selling.” Up-selling can generate higher sales and can also increase a bartender’s tips. When a customer orders a Vodka Tonic, the bartender should ask, “Would you like Absolut (call) or Greygoose (premium)?” You should always try to suggest the call and then the premium, the last name they hear is typically what they will order. This is “suggestive selling.” The following is a list of some of the most common call and premium brand liquors.

### **VODKA**

Smirnoff  
Stoli  
Skyy  
3 Olives  
Absolute  
Grey Goose  
Kettle One  
UV  
Belvedere  
Svedka  
Ciroc

### **GIN**

Beefeater  
Bombay  
Gordon’s  
Seagram’s  
Tanqueray  
Hendricks

### **RUM**

Bacardi  
Captain Morgan  
Mount Gay  
Meyer’s  
Ron Rico

### **TEQUILA**

Jose Cuervo  
Patron  
Hornitos  
Cuervo Especial  
Herradura  
Sauza  
Don Julio

### **MESCAL**

Monte Alban

### **BOURBON**

Ancient Age  
Bench Mark  
Buffalo Trace  
Bulleit  
Jim Beam  
Knob Creek  
Walker’s Deluxe  
Wild Turkey

### **KENTUCKY WHISKEY**

Early Times

### **TENNESSEE WHISKEY**

George Dickel  
Jack Daniels

### **RYE WHISKEY**

Bulleit  
Jim Beam  
Wild Turkey  
Bellows & Co.

### **CANADIAN WHISKEY**

Canadian Club  
Canadian Mist  
Crown Royal  
Pendleton  
Seagram’s V.O.

### **BLENDED WHISKEY**

Fleischmann’s  
Kessler  
Seagram’s 7

### **COGNAC**

Courvoisier  
Hennessy  
Remy Martin

### **IRISH WHISKEY**

Bushmills  
Jameson  
Murphy’s  
Tullamore Dew

### **SCOTCH WHISKEY**

Chivas Regal  
Cutty Sark  
Dewar’s  
Glenlivet  
J&B  
Johnny Walker  
VAT 69

### **VERMOUTH**

Cinzano  
Martini & Rossi  
Tribuno

### **BRANDY**

E & J  
Korbel  
Paul Masson

## LIQUEURS/CORDIALS REFERENCE LIST

The following is a list of liqueurs (cordials) generally available. This first column is the name and the second column lists the main flavor(s) and other notes of interest.

<u>Liqueur Name</u>	<u>Flavor &amp; Notes</u>
Aarak	Herbal, made in East Indies
Abisante	Absinthe substitute
Abricotine	Apricot
Absinthe	Herbal, contains wormwood
Abson	Absinthe substitute, no wormwood
Abstina	Absinthe substitute, no wormwood
Advokaat	Eggnog, made in Holland
Akvavit (Aquavit)	Rye and caraway
Alkermes de Florence	Rose petal, anise and other flavors, made in Italy
Allasch	Cumin
Almondrado	Almond
Alstina	Absinthe substitute
<b>Amaretto</b>	<b>Almond</b> [am-ah-REHT-toh]
Ambrosia	Herbal, made in China
<b>Amer Picon</b>	<b>Orange, quinine and other flavors</b> [ah-MEHR pee-KAWN]
Anesone	Absinthe substitute
<b>Anisette</b>	<b>Black licorice</b> [AN-ih-seht]
Anisith	Absinthe substitute
Apry	Apricot
Araki	Date, made in Egypt
<b>B &amp; B</b>	<b>A combination of Brandy &amp; Benedictine</b>
<b>Bailey's Irish Cream</b>	<b>Chocolate and cream flavors, Irish whiskey based.</b>
Balsam	Banana
Barejager	Honey, made in Germany
Ben Shalom	Orange, made in Israel
Benal	Herbal, made in secret, old-world formula
<b>Benedictine</b>	<b>Herbal, by the Benedictine monks</b>
<b>Bitters</b>	<b>Made from roots, barks and herbs, flavoring for cocktails</b>
C & C	Combination of Cointreau and Cognac
Calisay	Quinine, made in Spain
Caloric Punch	Herbal, made in Sweden
<b>Chambord</b>	<b>Black raspberry, made in France</b> [sham-BORD]
<b>Chambraise</b>	<b>Strawberry</b> [SHAM-brey]
Chartreuse	Herbal, made in two colors – green and yellow
Cheri-Suisse	Cherry and chocolate, made in Switzerland
Cherry Heering	Cherry
China-China	Orange, made in France



<u>Liqueur Name</u>	<u>Flavor &amp; Notes</u>
Chocclair	Chocolate and coconut, made in the Virgin Islands
Chococo	Chocolate and coconut, made in the U.S.
Claristine	Herbal, made in secret
CocoRibe	Coconut
Coffeehouse	Kahlua substitute
<b>Cointreau</b>	<b>Orange, somewhat bitter</b> [KWAN-troh]
<b>Campari</b>	<b>Herb and fruit, bitter dark red aperitif</b> [KOM-par-E]
Cordial Medoc	Orange and Cherry, made in France
Crème de Abricots	Apricot, very sweet
Crème de Almond	Almond, very sweet
Crème de Ananas	Pineapple, very sweet
Crème de Banana	Banana, very sweet
Crème de Cacao	Chocolate, two colors – Dark and White, very sweet
Crème de Café	Coffee, very sweet
Crème de Cassis	Black currant, very sweet
Crème de Celeri	Celery, very sweet
Crème de Cerise	Cherry, very sweet
Crème de Fraises	Strawberry, very sweet
Crème de Framboise	Raspberry, very sweet
Crème de Kirsch	Cherry, very sweet
Crème de Mandarine	Tangerine, very sweet
Crème de Menthe	Mint, very sweet
Crème de Moka	Coffee, very sweet
Crème de Noyaux/Noya	Almond, very sweet
Crème de Prunelle	Prune, very sweet
Crème de Rose	Rose petal, very sweet
Crème de Vanilla	Vanilla, very sweet
<b>Curacao</b>	<b>Orange, many different colors, all same flavors</b> [Kyoo r-uh-sou]
Damiana	Herbal, made in Mexico
Danzinger Goldwasser	Orange, made in Germany
Delecta	Herb, very sweet
<b>Drambuie</b>	<b>Honey and Heather, made in Scotland</b> [Dram-bu-E]
Escubab	Herbal, somewhat spicy
Fior d' Alpi	Herbal, somewhat spicy
Flora Alpina	Herbal, somewhat spicy, sugar crystallized on an enclosed twig
Florentino	Galliano substitute
Forbidden Fruit	Grapefruit, made in U.S.
Fraise	Strawberry
Framboise	Raspberry
<b>Frangelico</b>	<b>Hazelnut</b>
Galliano	Black licorice
Glavya	Herbal, made in Scotland
Glika	Cumin
<b>Godiva</b>	<b>Chocolate, flavored with the same chocolate used in the candy</b>
<b>Goldschlagger</b>	<b>Cinnamon, with 24K gold flakes</b>

<u>Liqueur Name</u>	<u>Flavor &amp; Notes</u>
Goldwasser	Cumin and coriander, with flecks of gold
<b>Grand Marnier</b>	<b>Orange, made in France</b>
Guignolet d'Angers	Cherry
Herbsaint	Absinthe substitute
<b>Irish Mist</b>	<b>Honey</b>
<b>Jägermeister</b>	<b>Black licorice and rootbeer</b>
<b>Kahlua</b>	<b>Coffee, made in Mexico, rum based</b>
Kaymagui	Coffee and chocolate
Kummel	Caraway, anise and other flavors
Liqueur 43	Herbal and vanilla
Liqueur d'Abbey	Herbal, made in secret
Lochan Ora	Herbal, made in Scotland
<b>Malibu</b>	<b>Coconut, made in Barbados</b>
Mandarine	Tangerine
Mandarine Napoleon	Tangerine
<b>Maraschino</b>	<b>Cherry, very sweet</b>
Mastike	Black licorice, made in Greece
Metaxa	Herbal, made in Greece
<b>Midori</b>	<b>Honey Dew melon, originated in Japan</b>
Mirabelle	Plum, Made in France
Mistral	Absinthe substitute
Monastique	Herbal, made in secret
Neopolitan	Galliano substitute
Ojen	Absinthe substitute
<b>Ouzo</b>	<b>Black licorice, made in Greece</b>
Parfait Amour	Lemon and licorice
Pasha Turkish	Kahlua substitute
Pernod	Absinthe substitute
Peter Heering	Cherry, made in Denmark
Prunelle	Prune
Quetsch	Prune
Raki	Black licorice
Raspail	Herbal
Rock & Rye	Various fruit flavors
Roiano	Galliano substitute
Ron Coco	Coconut
Rosolio	Rose petal and orange blossom
<b>Rumchata</b>	<b>Cinnamon, Vanilla rum based cream</b>
<b>Rumpleminze</b>	<b>Mint</b>
Sabra	Chocolate and orange
Sabroso	Coffee
<b>Sambuca</b>	<b>Black licorice, made in Italy</b>
Schnapps	Many different flavors, usually (type of fruit) Schnapps
Sciarada	Orange and lemon
Slivovitz	Plum

<u>Liqueur Name</u>	<u>Flavor &amp; Notes</u>
Slow Gin	Sloeberry
<b>Southern Comfort</b>	<b>Orange and peach</b>
Strega	Galliano substitute
Swedish Punch	Similar to Caloric Punch
<b>Tia Maria</b>	<b>Coffee</b>
<b>Triple Sec</b>	<b>Orange</b>
<b>Tuaca</b>	<b>Vanilla and Citrus</b>
Vaklova	Herbal
Vallentino	Galliano substitute
Van Der Hum	Tangerine
Van Der Mint	Chocolate and mint
Vespetro	Anise, fennel and other spice flavors
Vielle cure	Herbal, made in secret
Visnoka	Cherry
Wishniak	Cherry, with spices
<b>Yukon Jack</b>	<b>Various herbs and fruits, made in Canada</b>
Yvette	Violet petal, made in France

## **RESUME PART 1**

## **SKILLS & EXPERIENCE**

Often when ads are posted for Bartending jobs, they state they want only bartenders with experience. You can equate your own previous experience from any industry to the bar and restaurant industry. The following is a list of skills and qualifications that the service industry is always looking for.

1. **Customer Service** – Almost any job has customer service contact. You need to bring out the customer service skills you have from that job. Talk about how you can handle challenging customers in any situation. Don't forget to include your fantastic people skills and how you love people.
2. **Team Player** – The key to our industry is being a part of a team. You need to be willing to do any and all jobs necessary to help your team. Highlight your abilities to be a team member and leadership skills.
3. **Willingness to Learn** – A Bartender must always be willing to learn more and adapt to new systems, learn new recipes and invent new drinks. You must learn new drinks and computer systems for each place you will work. Many times, each establishment will have their own recipes for “signature” drinks.
4. **Math and Money Handling** – It is important for us all to be good at basic math and handling large amounts of cash with accuracy. If you have ever handled cash, whether it was large or small amounts, be sure to include that into your resume.
5. **Touch Screen or POS System** - Most places have touch screen computers in which you will use to place orders or ring up customers. (POS stands for “point of sale”). You will need to let prospective employees know if you have experience and on what type of operating system. The most common systems in the industry are “Aloha” and “Oasis” for bars and restaurants and “Saber” and “Micros” for hotels and fine dining. Once you find their websites you will find tutorials and videos on how to use them. Remember, even if you are an expert; you will still need to learn their system since each one is set up slightly different.
6. **Personality** – The most important thing for any bartender to remember is that anyone can make a drink; it takes personality to be a bartender. As a bartender you must be fun, engaging and make a good drink. We make the majority of our money from tips and we are entertainers, listeners, and hosts. Remember to be confident, aggressive, fun and charming. As those are the qualities all bartenders share regardless of their personalities.
7. **Long Hours on your Feet** – The food and beverage industry requires very long hours, odd hours and working on your feet for all of it. It is important to let potential employers know that you have an understanding of this and are able to work these hours without any problem. If you have previously had a job with odd hours, late hours and/or worked on your feet, make sure to bring it to their attention.

8. **Flexible Schedule** – Always let them know that you have a flexible schedule and are willing to work whatever hours they offer you. Bars and restaurants have high turnover and your schedule can change often, so if the shifts they offer you at first are not ideal, work them for a while as they are likely to change soon and as a new hire you will not get the prime shifts unless you are covering for someone.
  
9. **Specialty** – Every bartender has a specialty, for some of us it is craft cocktail, shooters, wine or beer. Some students may have an extensive knowledge of liquor; whatever your specialty is, really focus on it and the type of establishments that would be interested in specifically. If you would like a job at a specific location study their menu and become an expert in their part of the industry.
  
10. **Honest** – Let them know that you are honest, dependable, reliable and trustworthy.

**\*Assignment** - List your previous jobs that have the above qualifications, they can let an employer know that you have the skills even though you don't have bartending experience. Try to list at least 3 previous jobs. (If you have had that many)

## **RESUME PART 2**

## **OBJECTIVE**

You want to leave your objective loose so that it can easily be changed per job submission. Each time you answer an ad you will see that there are 3-5 specific qualities they are looking for; these will be listed in their ad and you will need to rewrite these specific qualities into your objective. Yes, you will be constantly changing your objective. Below is a sample of a Bartending want ad:

### **Job Description**

*Provides outstanding guest service by positively interacting with our guests while serving cocktails, wine, and soft drinks; accurately mixing, up-selling and serving drinks as well as food to guest in a friendly and efficient manner based on our standards.*

*Join our Family of Professionals:*

*XX Hotels and Resorts are proud to be recognized as one of Florida's most respected hospitality companies. Although we have grown from a small operation to seven hotels with more than 3,000 employees, we have never lost the personal touch of a small company. XX, founder and president, gives all credit for the company's reputation and success to a staff of dedicated professionals. Their achievements arise from an Open Door Policy that fosters open communication where associates are encouraged to speak freely.*

*Physical activity and employee wellness are important priorities at XX Hotels & Resorts. We are honored and excited to be recognized by the American Heart Association's! Start movement as a Platinum-Level Start! Fit-Friendly Company! We are committed to providing the best workplace environment possible. This benefits our associate's health and produce even more positive results for our company overall.*

*Excellent career opportunities, extensive, innovative benefits, and personal enrichment reward an individual? We are committed to quality and service. The result is a level of employee longevity, unique in the hotel industry, and that fosters a sense of family in a friendly environment. We welcome new applications from motivated people who want to make a contribution and are looking for a work "home".*

As you read the ad you can see the specific qualities they are looking for in a bartender. These are the qualities you want to be sure are in your objective.

**\*Assignment** – Google “Resume Key Words” and “bartending objective”. Then choose 5-10 words that fit you from the list and then write an objective. It is always a great idea to have the resume key list handy, since you will always be changing your objective and applying new words to fit their job description.

## **RESUME PART 3**

## **PHOTO – CONTACT INFO – REFERENCES**

A photo is a great idea for your resume. Since we are considered to be an entertainer, we need to show them our friendly face. You will notice as you start to job search that most places will ask for a head shot and those that do not will appreciate it. It's important to remember that we are fun, friendly and creative. So when choosing a photo, you will want one that shows that you are nice, welcoming, clean, a good face for their establishment. NO glamour shots, pictures of you at the bar drunk or being wild and crazy. Choose a picture that shows who you are, always ask family since they will give you an honest opinion on what shows your best qualities.

It is best to put your full name first followed by your phone number and email. Do not put your address on the resume unless you live very close to the establishment, if you do not live close it could work against you if they think you live to far away.

If you have or will take the TiPS class you should add that under your education! This will show the establishment that you have taken the extra steps and are serious about you career choice and will give you a better chance than someone who does not have it listed.

It is a good idea to have 3-4 references on the resume with titles, phone numbers and email addresses. You do not need to put addresses but you may be asked for this info if you fill out an application so have it ready. It is also a good idea to have a few letters of recommendation. When you go in person to apply, (which is THE most successful way to apply) be prepared for anything. You will most likely be asked for your resume. You may also be asked to fill out their application, so have a PEN. Being prepared is a very easy way to show the manager how professional you are and when you also hand them the reference letter(s) it gives them additional information on you. You should have about three of these and they can be industry related if you have previous food and beverage experience or they can be about the skills you have acquired in other industries that can be related to bartending. Personal references are good as well but remember you don't want to have them too much, they are busy people and don't have time to read through 10 pages.

**\*Assignment** – If you have a resume builder in the software on your computer, build your resume. If you do not have a resume builder on your computer, google “resume builder bartending”. Then build your resume, we will be fine tuning them in class the day you graduate.

**Do not worry about it looking perfect, most of us are not professional resume builders.**

**MID TERM A**  
**HIGHBALL – MARTINI – 2 LIQ – CREAM**

1. What is the mixer for a Press? \_\_\_\_\_ & \_\_\_\_\_
2. What do you add to a Madras to make it a Sex on the Beach? \_\_\_\_\_
3. What liqueur is almond flavor? \_\_\_\_\_
4. What is tequila made from? \_\_\_\_\_
5. How many ounces are in a Martini? \_\_\_\_\_
6. What is the difference between well and call? \_\_\_\_\_
7. What is a jigger used for? \_\_\_\_\_
8. What is the first thing you do when someone orders a Martini Up? \_\_\_\_\_
9. What do you add to a Martini to make it a Gibson? \_\_\_\_\_
10. What does “perfect” mean when ordered? \_\_\_\_\_
11. What is a Double? \_\_\_\_\_
12. What is a Tall? \_\_\_\_\_
13. What is the flavor of Kahlua? \_\_\_\_\_
14. Where does gin get its flavor from? \_\_\_\_\_
15. What is tonic typically garnished with? \_\_\_\_\_
16. What is the difference between 7-Up, Soda and Tonic? \_\_\_\_\_



17. What type of vermouth is used in a Martini? \_\_\_\_\_
18. Where should you always build your drink? \_\_\_\_\_.
19. What holds the well bottles? \_\_\_\_\_
20. What are 5 questions you may need to ask when someone orders a Martini?
- a. \_\_\_\_\_
  - b. \_\_\_\_\_
  - c. \_\_\_\_\_
  - d. \_\_\_\_\_
  - e. \_\_\_\_\_
21. What is a cocktail served in when ordered “straight up”? \_\_\_\_\_
22. What should you serve when someone orders a Martini or Manhattan? \_\_\_\_\_
23. What is grenadine? \_\_\_\_\_
24. What can you substitute for ½ & ½ ? \_\_\_\_\_
25. What does neat mean? \_\_\_\_\_
26. How would you up-sell a Manhattan? \_\_\_\_\_
27. What does dry mean? \_\_\_\_\_
28. What are the two types of vermouth? \_\_\_\_\_
29. What is the order of the bottles in the well? \_\_\_\_\_
30. Why would you burn the ice? \_\_\_\_\_

RECIPES

GIN RICKEY

OLD FASHIONED

CAPE COD

GIN RICKEY	OLD FASHIONED	CAPE COD

CUBA LIBRE

SEA BREEZE

CO BULL


TOASTED ALMOND

COSMO

DIRTY MARTINI


MANN

---

---

---

---

---

---

What are the following types of brands?

Midori \_\_\_\_\_

Hennessey \_\_\_\_\_

Malibu Rum \_\_\_\_\_

Seagram's 7 \_\_\_\_\_

Southern Comfort \_\_\_\_\_

Kettle One \_\_\_\_\_

Bacardi \_\_\_\_\_

Knob Creek \_\_\_\_\_

Patron \_\_\_\_\_

Glenlivet \_\_\_\_\_

Capt. Morgan \_\_\_\_\_

Raspberry Stoli \_\_\_\_\_

**MID TERM B**  
**HIGHBALL – SHOTS - SOURS**

1. What is the mixer for a Press? \_\_\_\_\_ & \_\_\_\_\_
2. What do you add to a Madras to make it a Sex on the Beach? \_\_\_\_\_
3. What liqueur is almond flavor? \_\_\_\_\_
4. What is tequila made from? \_\_\_\_\_
5. What tool do you use to layer a shot? \_\_\_\_\_
6. What is the difference between well and call? \_\_\_\_\_
7. What is a jigger used for? \_\_\_\_\_
8. What is the most important ingredient in a drink? \_\_\_\_\_
9. What do you garnish a Collins with? \_\_\_\_\_
10. What does “on the rocks” mean? \_\_\_\_\_
11. What is a Double? \_\_\_\_\_
12. What is a Tall? \_\_\_\_\_
13. What is the flavor of Jägermeister? \_\_\_\_\_
14. Where does gin get its flavor from? \_\_\_\_\_
15. What is tonic typically garnished with? \_\_\_\_\_
16. What is the difference between 7-Up, Soda and Tonic? \_\_\_\_\_

17. What would you use in place of Triple Sec for a Top Shelf Marg? \_\_\_\_\_
18. Where should you always build your drink? \_\_\_\_\_.
19. What holds the well bottles? \_\_\_\_\_
20. What are 3 questions you may need to ask when someone orders a Margarita?
- a. \_\_\_\_\_
- b. \_\_\_\_\_
- c. \_\_\_\_\_
21. What is a cocktail served in when ordered “on the rocks”? \_\_\_\_\_
22. What is another name for “Sweet & Sour”? \_\_\_\_\_
23. What is grenadine? \_\_\_\_\_
24. What is the difference between Triple Sec and Blue Curacao? \_\_\_\_\_
25. What does neat mean? \_\_\_\_\_
26. How would you up-sell a Margarita? \_\_\_\_\_
27. What is the flavor of Chambord? \_\_\_\_\_
28. What is the order of the bottles in the well? \_\_\_\_\_
29. What is bitters? \_\_\_\_\_
30. Why would you burn the ice? \_\_\_\_\_

RECIPES

GIN RICKEY

OLD FASHIONED

CAPE COD


LONG ISLAND IT

AMF

MARGARITA


JAP SEX

CHOC CAKE

JAGER BOMB


KAMI

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What are the following types of brands?

Midori \_\_\_\_\_

Hennessey \_\_\_\_\_

Malibu Rum \_\_\_\_\_

Seagram's 7 \_\_\_\_\_

Southern Comfort \_\_\_\_\_

Kettle One \_\_\_\_\_

Bacardi \_\_\_\_\_

Knob Creek \_\_\_\_\_

Patron \_\_\_\_\_

Glenlivet \_\_\_\_\_

Capt. Morgan \_\_\_\_\_

Raspberry Stoli \_\_\_\_\_

## MID TERM 1

1. What is the mixer for a Press? \_\_\_\_\_ & \_\_\_\_\_
2. What do you add to a Madras to make it a Sex on the Beach? \_\_\_\_\_
3. What liqueur is almond flavor? \_\_\_\_\_
4. What is tequila made from? \_\_\_\_\_
5. How many ounces are in a Martini? \_\_\_\_\_
6. What is the difference between well and call? \_\_\_\_\_
7. What is a jigger used for? \_\_\_\_\_
8. What is the first thing you do when someone orders a Martini up? \_\_\_\_\_
9. What do you add to a Martini to make it a Gibson? \_\_\_\_\_
10. What does "perfect" mean when ordered? \_\_\_\_\_
11. What is a Double? \_\_\_\_\_
12. What is a Tall? \_\_\_\_\_
13. What is the flavor of Kahlua? \_\_\_\_\_
14. Where does gin get its flavor from? \_\_\_\_\_
15. What is tonic typically garnished with? \_\_\_\_\_
16. What is the difference between 7-Up, Soda and Tonic? \_\_\_\_\_
17. What type of vermouth is used in a Martini? \_\_\_\_\_

18. Where should you always build your drink? \_\_\_\_\_.
19. What holds the well bottles? \_\_\_\_\_
20. What are 5 questions you may need to ask when someone orders a Martini?
- a. \_\_\_\_\_
- b. \_\_\_\_\_
- c. \_\_\_\_\_
- d. \_\_\_\_\_
- e. \_\_\_\_\_
21. What is a cocktail served in when ordered “straight up”? \_\_\_\_\_
22. What should you serve when someone orders a Martini or Manhattan? \_\_\_\_\_
23. What is grenadine? \_\_\_\_\_
24. What makes a Dirty Martini dirty? \_\_\_\_\_
25. What does neat mean? \_\_\_\_\_
26. How would you up-sell a Manhattan? \_\_\_\_\_
27. What does dry mean? \_\_\_\_\_
28. What are the two types of vermouth? \_\_\_\_\_
29. What is the order of the bottles in the well? \_\_\_\_\_
30. Why would you burn the ice? \_\_\_\_\_

RECIPES

GIN RICKEY

OLD FASHIONED

RED HEADED SLUT

GIN RICKEY	OLD FASHIONED	RED HEADED SLUT

CUBA LIBRE

SEA BREEZE

JAP SEX


SURFER ON ACID

COSMO

VEGAS BOMB


MANN

---

---

---

---

---

---

What are the following types of brands?

Midori \_\_\_\_\_

Hennessey \_\_\_\_\_

Malibu Rum \_\_\_\_\_

Seagram's 7 \_\_\_\_\_

Southern Comfort \_\_\_\_\_

Kettle One \_\_\_\_\_

Bacardi \_\_\_\_\_

Knob Creek \_\_\_\_\_

Patron \_\_\_\_\_

Glenlivet \_\_\_\_\_

Capt. Morgan \_\_\_\_\_

Raspberry Stoli \_\_\_\_\_



## FINAL EXAM PRACTICE

Two types of vermouth \_\_\_\_\_

What does Neat mean? \_\_\_\_\_

Well vs Call \_\_\_\_\_

What are the following flavors?

Midori \_\_\_\_\_

Jager \_\_\_\_\_

Goldschlagger \_\_\_\_\_

Cointreau \_\_\_\_\_

Kahlua \_\_\_\_\_

Malibu Rum \_\_\_\_\_

What is tequila made from? \_\_\_\_\_

3 Marg ?'s

---

---

---

4 Martini ?'s

---

---

---

---

What time do we stop serving alcohol in Colorado? \_\_\_\_\_

What is the legal drinking age? \_\_\_\_\_

## RECIPES

WHISKEY SOUR

TOM COLLINS

WHITE RUSSIAN


LEMONADE

TEQUILA SUNRISE

VODKA GIMLET


LONG BEACH IT

WASH APPLE

VEGAS BOMB


MADRAS

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What are the following types of brands?

Midori \_\_\_\_\_

Hennessey \_\_\_\_\_

Malibu \_\_\_\_\_

Seagram's 7 \_\_\_\_\_

Southern Comfort \_\_\_\_\_

Kettle One \_\_\_\_\_

Bacardi \_\_\_\_\_

Knob Creek \_\_\_\_\_

Patron \_\_\_\_\_

Glenlivet \_\_\_\_\_

Capt. Morgan \_\_\_\_\_

Raspberry Stoli \_\_\_\_\_

Absolut \_\_\_\_\_

Grey Goose \_\_\_\_\_

Jose Cuervo \_\_\_\_\_

Chambord \_\_\_\_\_

Johnny Walker \_\_\_\_\_

Bombay \_\_\_\_\_

Crown Royal \_\_\_\_\_

Hornito's \_\_\_\_\_

Jim Beam \_\_\_\_\_

C.C. \_\_\_\_\_

Meyer's \_\_\_\_\_

Frangelico \_\_\_\_\_