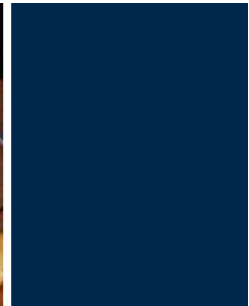
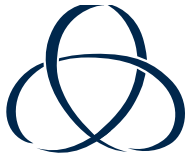


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1830 Mountain Avenue, Kelowna, BC V1Y 7S2 T 250-763-0684
 Wade Koopman, Vice President F 250-861-8948
 wade@wccatm.com www.westcoastcashatm.com TF 1-888-317-8811

Full service ATM provider

Western Financial Group

2025 Harvey Avenue, Kelowna, BC V1Y 6G6 T 250-762-2217
 Ralph Plant, Financial Services Representative F 250-762-4641
 ralph.plant@westernfg.ca www.westernfg.ca

Hotel insurance

Wine Shield Canada

1-1109 Harwood Street, Vancouver, BC V6E 1R9 T 778-317-4722
 Andrew Rowe, Sales & Marketing Director
 ar@wineshieldcanada.com www.wineshieldcanada.com

Product that keeps wine fresh in an opened bottle for up to 5 days

industry specials

COURTENAY

Best Western Plus, The Westerly Hotel & Convention Centre
1590 Cliffe Avenue, Courtenay
T 250-338-7741
reservations@thewesterlyhotel.com www.thewesterlyhotel.ca
Courtenay's only full service hotel is offering ABLE members an Industry Rate starting at \$99.00 including complimentary full buffet breakfast.

HERIOT BAY

Heriot Bay Inn
Box 100, 673 Hotel Road, Heriot Bay
T 1-800-605-4245
info@heriotbayinn.com www.heriotbayinn.com
Enjoy an Island getaway. Special industry rates: Standard (queen) room and dinner for two in the pub, \$89.00 double occupancy or \$59.00 single occupancy.

PRINCE GEORGE

First Litre Pub & Beer and Wine Store
1724 Strathcona Avenue, Prince George
T 250-564-2233
6 oz. sirloin steak dinner plus beverage for \$7.95

RICHMOND

River Rock Casino Resort
8811 River Road, Richmond
T 604-247-8900
reservations@riverrock.com www.riverrock.com
1 night in a one bedroom suite at \$149 with buffet breakfast for two. Offer valid Sunday to Thursday, subject to availability. ABLE membership verification required.

VICTORIA

Hotel Grand Pacific
463 Belleville Street, Victoria
T 1-800-663-7550
reserve@hotelgrandpacific.com www.hotelgrandpacific.com
Modern luxury on Victoria's Inner Harbour. Don't forget to ask for the ABLE BC rate when making your reservation.

key contacts

BC Liquor Distribution Branch

2625 Rupert Street, Vancouver, BC V5M 3T5
Main Office: 604-252-3000 Main Fax: 604-252-3464
Website: www.bcliquorstores.com
Wholesale Website: www.ldbwholesale.com
Email: bcls100@bcliquorstores.com

Jay Chambers
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Cindy Dahlke
General Manager's Office - Executive Administrative Assistant

Roger Bissoondatt
Chief Financial Officer

Kelly Wilson
Executive Director, Retail and Wholesale Operations

Donna Mohn
Director of Wholesale Business

Liquor Control & Licensing Branch - Victoria

PO Box 9292 Stn Prov Govt, Victoria, BC V8W 2Y9
Office: 250-387-1254 Toll Free: 1-866-209-2111 Fax: 250-387-9184
Website: www.pssg.gov.bc.ca/lclb Email: lclb.lclb@gov.bc.ca

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Lori Wanamaker
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Karen Ayers
Assistant Deputy Minister & General Manager

Elizabeth Barker
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bar necessities

by Shawn Soole

OXO Jiggers - Originally used in the kitchen, these little plastic beauties have 5ml increments, pour 2 oz. with a gap at the top to avoid spillage, and are easy to keep clean. They are available in plastic and stainless steel from your local kitchen store.

Vintage Glassware - Every bar is getting on this trend; buying vintage glassware for their drinks to keep their looks more classic. Some bars are using only second hand glassware for their drinks, but I prefer to have a few set aside for special guests at the bar.

Giffard Liqueurs - These French liqueurs are a must in any cocktail bar. It's not so much about their mainstream flavours, but more about the obscure liqueurs they produce. Pink Grapefruit, Litchi, Pear, and Mangalore (cinnamon and chilli) are just some of the liqueurs that can be added to your arsenal for extra effect.

Bitter Truth Bitters - This line of bitters from Germany is the latest in cocktail "seasoning". The standard lineup of orange, lemon, and grapefruit bitters has been bolstered with Jerry Thomas Decanter & Creole (a pre-prohibition style Peychauds), creating one line that every serious cocktail bar should have. These bitters should be arriving soon on our shores and will be available direct from the distributor or from speciality stores.

Amari - These Italian herbal liqueurs are the next big trend to hit the shelves of the top bars all over Canada. The basics, like Campari and my personal favourite Fernet Branca, are being expanded to include Cynar, Aperol, Montenegro, Ramazzotti, and Nonino. Each has its own special flavour profile and use.

Tuthilltown Spirit Barrels - A trend started by Jeffrey Morgenthaler of Clyde Common in Portland, aging cocktails in barrels is something that is spreading like wild fire. Tuthilltown Spirits in New York sells their used three, nine, and fifteen gallon barrels online. Only a few clicks, and you can have a barrel on your bar top aging Negroni in it within the week. Five weeks later you'll have a barrel-aged cocktail.

CPBA Membership - Set up by some of the brightest stars in the Vancouver bar scene, this is Canada's first official bartenders' association. The Association is set to bring unity, knowledge, and cohesion within our industry, and support the young stars coming up through the ranks. Visit www.canadianbartendersassociation.com for membership information.

Punch Bowls - Punches are going to be huge in 2011. With the new laws passed by the LCLB, we can now legally pre-mix cocktails for consumption. Vintage punch bowls not only look cool, but also give your customers the opportunity to taste an "Amuse Bouche" cocktail while they flick through the pages of your cocktail menu.

Mud Puddle Books - A New York based company, with access to one of the largest collections of vintage books, has in recent years become the premier supplier of reprinted vintage cocktail books. They are so meticulous with the reprinting that they source the similar card and paper stock that the originals used. This is the closest thing to having Jerry Thomas' *Bon Vivant's Companion* or Harry Johnson's *Bartender's Manual*.

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