

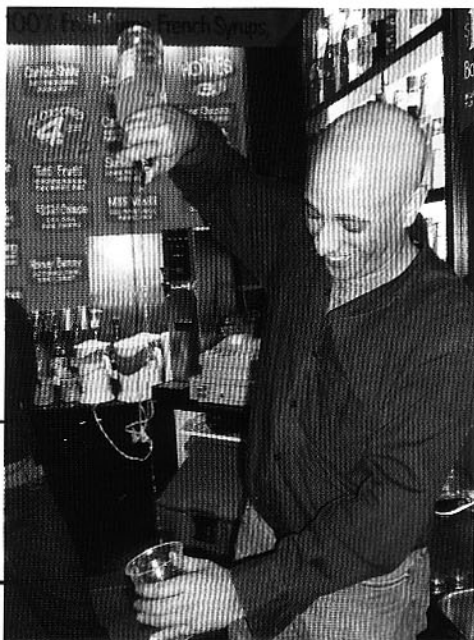
## high spirits

By Duncan Holmes

**OK. SOME PATIOS** are full of people in the middle of our always-bearable Vancouver winters, but the time for people watching, fresh air breathing, and the totally cool outdoors, is summer. Are there secrets for success? Are there ways to turn those ninety or so days of potential patio profit into a reality? You bet. Here are ten tips:

1. Extend your hours. Make the most of those extra hours of sunshine and keep your patio primed for bursts of intermittent weather. To make the most of your patio and counter the cool evenings, get yourself some portable heaters. And whether it's the rain or the UV index, don't lose a day by not having a patio cover.
2. Put some colour in the cups and stars in their eyes. Go for a few spectacular drinks that are freshly garnished, that match the warmth of the season and complement the heat with their frosty cool appearance. A portable bar with an affable mixologist patioside? Why not?
3. Bottled wine will happen, but think light wines by the glass – viognier, gewurztraminer, riesling, auxerrois. You might want to consider tent cards to promote your glass act and drive sales further.


## Top 10 Tips for Patio Profits



Looking to get a few fresh ideas? Stop by Non Drinks to Go on Granville Island for fresh and organic inspiration compliments of the folks from Giffard.

4. Food? Patios are more than just wings. Nachos and shrimp are perennial favourites. So are dips of all kinds. Why invent the wheel? A line-up of four or so winners should do it. Think food for sharing. Make it easy and fast for the kitchen. The patio buzz encourages a picnic atmosphere.
5. Non alcoholic? Not everyone wants a slammer and there are plenty of non-al alternatives. Pour some fresh profit and perspective with the likes of Pom (pomegranate), Appletizer, Grapetiser, TrueBlue (blueberry and beyond), Nekta (kiwi) and all those tasty loose teas.
6. Keeping it clean and tidy should be a no-brainer. Include a sweep-through in your schedule. Birds are pretty, but not on the tables and around the feet of your guests. Outdoor garbage receptacles help to keep things patio perfect.
7. Avoid unnecessary tongue twisting and finger pointing. Take advantage of the language skills of your staff. Tourists hit our town from all over and ESL types will be delighted if you can make them feel at home in their own language.
8. Think pleasing outfits for everyone involved. Let your staff decide.
9. Adjust the shrubbery. Your borders and stations can be defined with potted palms and the like. Greenery and flowers add much more than their cost. Appoint a nature-loving staffer to keep them watered and to remove the butts. Lighting adds magic at sunset and beyond.
10. Paper napkins blow away. Go cloth. ●

**September 24-25, 2006**  
Vancouver Convention Centre,  
VANCOUVER, BC.




# CANADIAN COFFEE & TEA EXPO 2006

Exhibits • Seminars and Workshops • New Products  
Barista Training • Cafe and Tea Shop Tours



## CANADIAN NATIONAL BARISTA CHAMPIONSHIP

Platinum Sponsor  
**KRUPS**



CANADIAN BARISTA ACADEMY TRAINING  
& REGIONAL CHAMPIONSHIPS

Toronto, Montreal, Vancouver: JUNE, 2006  
For dates, locations and registration  
Call (416) 784-5210 or visit [www.coffee-expo.com](http://www.coffee-expo.com)

Call (416) 784-5210 or visit our  
website [www.coffee-expo.com](http://www.coffee-expo.com)



## VQA Poised to Change Gears

The provincial government is currently creating the new BC Wine Authority, an arms length body that industry itself has asked the government to make.

"The new British Columbia Wine Authority is an important step toward protecting the quality that we have all worked so hard to achieve," says Gordon Fitzpatrick, BCWI chair and owner of CedarCreek Estate Winery in Kelowna.

For now, VQA is still the responsibility of the BCWI, but with the planned changes, the BC VQA will become a trade association with membership fees covering the cost of marketing BC wines.

With key wineries already providing commitments, Peggy Athans of the BCWI is confident that they will get their mandate and help the industry reach its full potential by marketing the Wines of British Columbia (BC VQA) brand.

"We have a strong vision, we have proven our ability to deliver on marketing and communicate with consumers, and we have made the industry more profitable for VQA producers. But for all the recent successes in the industry, there is much more we can do and many more areas, such as wine tourism, where we can grow. We need a strong trade association to do it," said Athans. ●