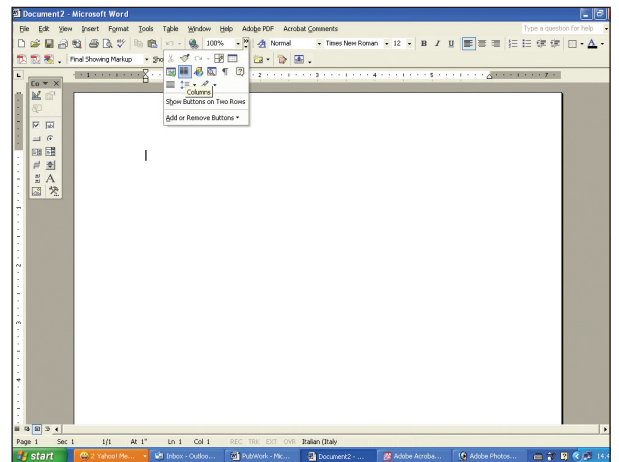


Pub Work In Perugia

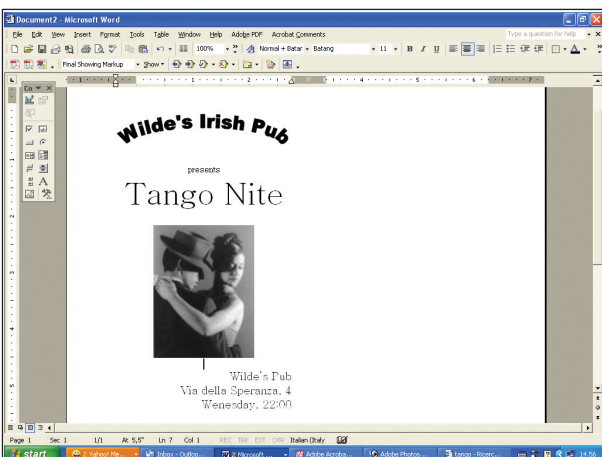
Organizing

You need a job to support your addiction to Perugia and the most obvious one seems to be pubwork. In addition to being the most obvious, it is among the most stressful and the most worst paid. Congratulations, this will be more difficult than it seems. Waiters are a dime a dozen and it's easier to hire ones that are living in Italy and Italian. If you are hired, it will likely be more to organize parties than anything else, even if you do also do waitering. There are lots of pubs in Perugia, more every year, and virtually the same number of students, so getting a piece of the pie for the pubs is harder and harder. Students have come to want a organized party, so pubs compete to see who can have the most original, most wild party. Your job as a foreigner is, essentially, to bring people. The first time you do this, it seems easy: you make flyers, you tell all your friends repeatedly, you send text messages the day of...and it goes great! All your friends come and you go home with money in your pocket. The second party you organize goes almost as well – now you know how to flyer, you do a lot of publicity, maybe even your idea is original...and almost all your friends come. The third time you start to note what's called "diminishing marginal returns": despite the same or more work, fewer people come. Your friends came the other two times, tonight they're going to Morlacchi for that other concert...plus some of them are annoyed that you are making money off of their presence. This is the fruit of two years of working in a pub, so I'm bound to be a bit sceptical. If you're undaunted, read on.

To get this job, go to the pubs that work with foreigners, or even better, the pubs that would like to work with foreigners. Explain your idea to the owner (or the head of the staff) and act eager and organized (it would be a good time to have a flyer already printed, a draft to show them). Owners work their hardest to be vague about the financial arrangement; I recommend asking for a minimum (maybe €40), or a percentage if the gross take for the night is more than a certain minimum. Work out these details now. Who will pay the expenses (e.g. the flyers, ingredients for special cocktails, etc.)? Unless you're a computer graphics whiz and have a laptop, you'll be limited to flyers made at an Internet point, likely in Microsoft Word. Open the program and click the little double arrow in the middle of the tool bar (between the 100% and the two blue A's). You'll see the column icon: select two. Now make your flyer using Word Art (under *Insert*, then *Picture*, then *Word Art*) and graphics that you find on the Internet (use Google, for example, and past these in). Adjust the margins, then make one flyer that covers the top left part of your page, then copy and paste below, then copy that column and paste it on the right side of the page. Print this, then take it to a *copisteria* (copy shop) and have them make however many copies you want. Ask, however, if they have a paper cutter (*taglierino*) that you can use.



Now you have to flyer. If you're smart, you've made posters to advertise you're event. Print them on color paper and hang them up at Palazzo Gallenga (notice board and at the bar – but ask first) and Palazzo Prosciutti. FLYING is most effective at Prosciutti, but don't go at noon, when all the other pub staffs compete to give flyers. Get out of bed and get down there for the ten o'clock *pausa* from the classes, hand out flyers, and mingle. Sometimes it's better to hire someone else to help you, preferably someone who has another group of friends. Then, however, you have to give this person a cut. Oh, when the night comes around, avoid drinking. Free drinks kill bar owners' profits and they prefer someone who takes money, and maybe a beer near the end of the night.



Waitering

You wanted to be a bartender, admit it. If you've never bartended before, you won't be able to start now, because the waiters working now are the bartenders of tomorrow. So now you're a waiter in a foreign country – congratulations, it sucks to take orders in a language that's not yours, with the din of a party making it even harder to get it right. It goes without saying that you should know that menu well, though 90% of what will be ordered will be a handful of popular things: beer, a few cocktails, and fruit juices. Next, learn the little things to say. *Ecco i menù* (Here are the menus), *Avete deciso?* (Have you decided?), *Non ce l'abbiamo* (We don't have that). Write clearly and succinctly, for example CM for a *chiara media*. Ask the bartender for how s/he wants to orders written.

For beer, there are usually two sizes, piccolo and media. Where large ran off to, we don't know, but know that Italians also sometimes refer to these as “Zero due” and “Zero quattro,” which refer to their metric volumes, 0.2L and 0.4L. In an Irish pub or when ordering an Irish beer, they may also say “*una mezza pinta*” (a half-pint, a small) or “*una pinta*” (a pint). The most common order you will hear will be for a *chiara media*, a medium-sized “clear” or lager-type beer. Some Italians also like the double-malt (*doppio malto*) beers, which come in red (*rosso*) or “clear.” They may also ask “*Che avete in bottiglie?*” wanting to know what bottled beer you have.

As for cocktails and long drinks, be aware that Italians often use other names than the ones we use in English. For instance, a Rum&Coke is often referred to as a *Cuba Libre*; a Screwdriver is either called *Lo Screwdriver* or a *Vodka-Orange*, both pronounced *all'italiana*. For the *aperitivo*, Italians are fond of cocktails made with the Italian syrups (Aperol, Campari, Crodino, and Baby Martini), for instance *Campari Orange*. See the bartending section for the most common cocktails.

Wine is drunk surprisingly infrequently in pubs. You may be asked for *Braghetto*, which is a sparkling red wine, or *Spumante*, which is Italian champagne. Fruit juices are enormously popular at pubs and you may be asked to serve one that is room temperature.

For the hard stuff, remember to always ask what kind of whiskey someone wants (know your brands), and whether they want ice (*un cubetto di ghiaccio*). Bailey's is referred to as *crema di whiskey* and is often drunk with ice – ask. Sambuca is another popular hard liquor, occasionally Italians will want it “*con una mosca*,” i.e. with a coffee bean in it. There are also a set of *amari*, or bitters – Montenegro is the most popular. Learn their names. Ditto for the different kinds of grappa.

Bartending

Forget, you're unlikely as hell to need this section. But let's say you're like me and live here long-term, pay your dues as a waiter/organizer, and get to be a bartender. Congrats, you don't get any tips, get crappy pay, and have to help set up and clean up. But the girls love you. Why? Because you're easy to approach; every girl has a €2.50 excuse to start a conversation with you. Bartending, or specifically making cocktails, is sort of like playing the guitar: just a little bit of practice can make you look like gold. More about girls later on in this essay.

As the bartender, you are the captain of the ship that is that zinc counter and glass bottles. When you arrive, make sure it's clean and that everything is full. Do you have enough fruit juices in the freezer? Are there enough bottles of white rum? Is the garbage almost full (if so and you expect a big night, empty it)? Arrange the bar the way you like it, with things you use a lot (white rum and coke) near you, and other things further away.

You need to know the beers you have on tap and in the bottle, as well as the menu backwards and forwards. Then you need to know all the random things that Italians may ask for that are *not* on the menu, like the Tequila Boom-Boom and the XXXXXX. Have a bartending book behind the bar but don't hesitate to tell some know it all that you don't know how to make that particular drink (ask them how). Always have a cocktail ready in your head to “invent”> girls often want you to invent one for them (I used “The Swimming Pool”: vodka and white rum, plus a bit of Blue Curacao). When people ask you for a cocktail (“Any one, you decide...”) try to get them to pick one from the menu, because you either have to do a long series of questions (“Sweet? With vodka?”) or you invent one and the person doesn't like it. Remember that when filling an order, pour the beers last – you want them to arrive at the table with foam on top. Read the waitering section above, and then realize that while you need to know all the drinks on the menu, 70% of what you make will be the same ten things. Most of the long drinks are self-explanatory:

The waiters are your servants. Make sure that they supply you with empty glasses, full kegs, and orders. Tell them how you want them to write out the orders, and direct them to certain tables if there are special customers. Ahh, special customers: try to remember the names and drinks of regular customers. Be pleasant and remember that half of your job (90% on slow nights) is to be social with the customers. You work in public relations, not in the restaurant industry. People come to bars for different reasons and one is that there's always someone who has to talk to them. Remember, however, that when there are a lot of people you can't stop and chat with everybody. Be friendly and efficient. As a bartender, you will hear almost hourly requests for free drinks: politely decline them. You can blame this on the fact that you are not the owner and therefore cannot offer them. Girls will try to get free drinks, especially the not-so-subtle Italian girls. Be firm on this and remember that bartenders don't need to offer drinks to get girls. The exception to the no-free-drinks rule is regular customers, to whom you can (if it's all right with the boss) offer a discount now and again. People who most deserve discounts are those who never ask for them. Remember, discounts are always better than free drinks.

During the evening, and I can't stress this enough, clean, clean, clean! You have to work in a mess when you don't clean constantly. Keep the bar as nice as possible for the customers and you. This means not making a mess out of yourself, either. As hard as it is, try not to drink. Concentrate on serving the customers, not yourself – a drunk bartender is not impressive. Also, be professional: behind the bar is

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