Happy New Year



Art Deco celebrations north of the border in 1930

(D Worts)

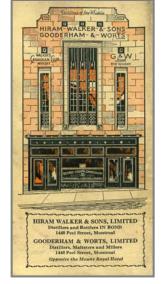
Prohibition ended in Quebec (1919) and Ontario (1927) long before its demise in the United States (1934), offering Canadian distillers great opportunities – both legal and otherwise. In the late 1920s, <u>Harry Hatch</u>'s newly created Hiram Walker – Gooderham & Worts opened a branch office in Montreal, expanded operations in Toronto, and started publishing cocktail recipe booklets to promote its products.

Hatch's first branch office was in the Mount Royal Hotel where he could keep in touch with his old prohibition-era contacts. By 1930, the firm was nicely

established and located above the Quebec Liquor Commission

on Peel Street, a sign of the close connections between the distiller and the provincial regulator.

The Quebec office took advantage of the more open, obliging atmosphere in Montreal and its proximity to New York. Mort Dixon, Billy Rose, and Harry Warren's hit tune of 1928, Goodbye Broadway...Hello Montreal even celebrated thirsty Gothamites' leaving their speak easies and following the north star to boozy fun in Canada's largest city.



Meanwhile, the recently expanded Toronto distillery played a key role in moving booze through networks devised by Hatch to quench Americans' thirst, not only in Montreal, but also south of the border. In Toronto, the huge new Rack House M could store nearly 40,000 barrels and the new Case Goods Warehouse provided a much needed staging point for filling American orders.

Publishing the little cocktail recipe pamphlets was a shrewd advertising ploy. Create something useful that potential consumers will value, consult frequently, and consciously or unconsciously use to guide their purchases. The well-worn leather cover of G & W's first cocktail pamphlet, published in 1928, attests to the success of this strategy, as did soaring sales.

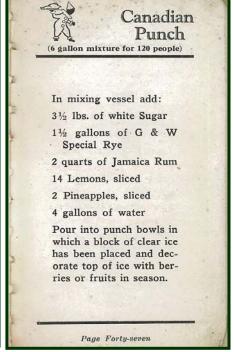
The recipe booklets also offer glimpses into the social history of Canadian drinking. The names of the cocktails indicate that American consumers – and Canadians eager to emulate the sophisticated cocktail culture south of the border – were prime marketing targets. Manhattan, Bronx, American Beauty, Saratoga Champagne, and New Orleans Gin Fizz cocktails were tucked in among the one truly Canadian entry – the Canadian Rye Cocktail - and assorted British imports from England, Ireland and Scotland.

The <u>1928 pamphlet</u> supplied international cocktail recipes, product information, and advice about mixing punches for individuals and large parties, but the package itself was somewhat old-fashioned. By contrast, the cover of the bilingual <u>1930</u> <u>pamphlet</u> captured the sophisticated Art Deco spirit of the age. Of course, in Canada, the elegant party-goers were openly toasting the New Year with *real* cocktails and frothy punches made with their favourite spirits. And, now, some 80 years later, let the toasting continue:

Cheers and Happy New Year, whatever your choice of beverage.







First 6&W Cocktail Pamphlet 1928

Thanks to Douglas Worts for sharing his Art Deco cocktail recipe booklet, and to Dr. Arthur Zimmerman for suggesting the American prohibition era song, *Goodbye Broadway*.

National prohibition in the United States officially ended with the passage of an amendment to the Constitution on December 5, 1933. Thereafter, prohibition continued in some states, but not in others.

Please send your comments or questions to Manager of Heritage Services, Sally Gibson, sg@thedistillerydistrict.com.

For more about the history of the Distillery District, visit www.distilleryheritage.com.