



## Responsible Soju Sales and Service Training Guide and Acknowledgment of Understanding

### How to Use This Training Guide

Before serving soju by the bottle to tables of two or more customers over the age of 21, servers must study this training guide and master the assessment on the last page. Your employer must ensure soju servers are trained in this curriculum, and must keep a record of the training. **Training must be completed at least once every five years.** It is recommended that servers keep a copy of their certification. Servers may use the training certificate at multiple places of employment that are allowed to serve soju by the bottle.

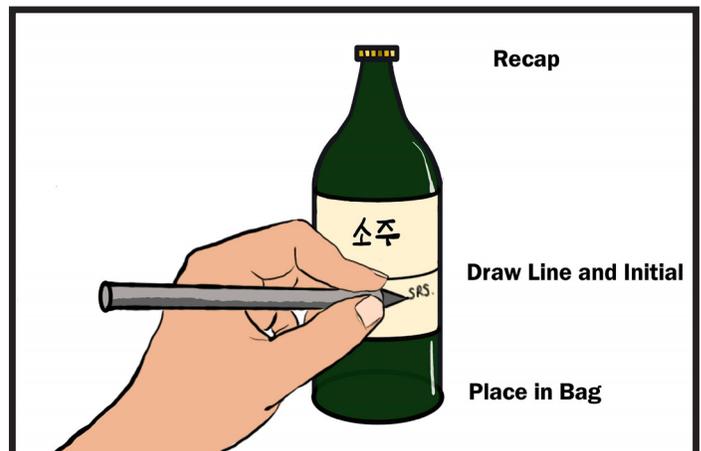
### What is Soju?

Soju is a traditional Korean distilled alcoholic beverage, produced using authentic Korean recipes and production methods. Soju is traditionally made from rice, wheat, or barley, and its recipes date back to the 13th Century. Soju is an important cultural drink to many Koreans. Effective July 28, 2019, Soju will become the only spirituous liquor that can be served by the bottle in Washington.

### Soju Sale and Service Requirements

In order to serve soju by the bottle, servers and their employers must follow these requirements:

- **Soju can only be served by the bottle to tables of two or more customers age 21 years or older.**
  - In order to ensure soju is being provided to customers over 21 years of age, ID should be checked for age verification.
  - Soju can be served to two or more customers dining with minors.
- **Soju served to tables cannot be more than 24% alcohol by volume.**
  - Soju greater than 24% alcohol by volume can be served in individual servings, but the bottle cannot be served to customers.
- **Soju bottles cannot be more than 375 milliliters (ml) in size.**
  - The standard soju bottle is between 350-375 ml in size.
- **Empty bottles of soju must remain on the customers' table until the customers have left the restaurant.**
  - The amount of bottles on the table will help the server to determine whether over service of Soju will occur if customers order more of the product.
- **Customers may take unused soju home if it was purchased for consumption with a meal at the restaurant. The soju must be recapped in its original container.**
  - As a best practice, draw a line showing the amount of soju leaving the premises on the bottle and put your initial on the line.
  - Place the bottle in a bag and staple it with a receipt showing the purchase of a meal.
  - Inform the customer to place the bag in the trunk of their car or under the furthest seat from the driver's seat.



## Avoiding Over Service of Soju

There are many factors affecting alcohol absorption in the body, including a person’s gender and intake of food. It is unlawful to serve soju to a person who is apparently intoxicated. If a person shows two or more signs of intoxication (such as slurred speech, swaying, and a strong smell of alcohol), they are “apparently intoxicated.” The following is an overview of the alcoholic content of soju and how to avoid over service.

### Soju and blood alcoholic content (BAC)

- Typical soju bottle size: 360 milliliters (ml)
- Typical alcohol by volume: 19%
- Typical soju cup (a “shot glass”) contains about 50 ml of soju
- Typical number of pours from one bottle: approximately 8 cups
- Based on this assumption, two cups of soju equals one standard drink.
- One bottle contains approximately four standard drinks.

### Mandatory Alcohol Service Training

In order to serve alcohol (including soju) to customers at restaurants, servers must undergo Mandatory Alcohol Service Training (MAST) and hold a valid MAST permit. The principles learned in MAST training also apply to the service of soju. Your MAST permit is subject to inspection by law enforcement.

For more information about MAST and its requirements, please see the following link:  
[lcb.wa.gov/mast/vp/mandatory\\_alcohol\\_server\\_training](http://lcb.wa.gov/mast/vp/mandatory_alcohol_server_training)

### Enforcement Policies

The Washington State Liquor and Cannabis Board (WSLCB) has enforcement authority over violations of soju sales and service.

- The WSLCB may impose an administrative enforcement action upon a restaurant authorized to serve soju by the bottle, or suspend or revoke a liquor license or added endorsement or any combination thereof, should the restaurant or its servers violate any requirement of the soju endorsement.
- Service to minors, or to apparently intoxicated persons, could result in financial penalties or jail time.

The following charts will assist in identifying whether a customer is impaired or intoxicated:

Drinks	Body Weight in Pounds								Influenced
	100	120	140	160	180	200	220	240	
1	.05	.04	.03	.03	.03	.02	.02	.02	Possibly
2	.09	.08	.07	.06	.05	.05	.04	.04	Impaired
3	.14	.11	.11	.09	.08	.07	.06	.06	
4	.18	.15	.13	.11	.10	.09	.08	.08	Legally Intoxicated
5	.23	.19	.16	.14	.13	.11	.10	.09	
6	.27	.23	.19	.17	.15	.14	.12	.11	Legally Intoxicated
7	.32	.27	.23	.20	.18	.16	.14	.13	
8	.36	.30	.26	.23	.20	.18	.17	.15	Legally Intoxicated
9	.41	.34	.29	.26	.23	.20	.19	.17	
10	.45	.38	.32	.28	.25	.23	.21	.19	Legally Intoxicated

Drinks	Body Weight in Pounds								Influenced
	100	120	140	160	180	200	220	240	
1	.04	.03	.03	.02	.02	.02	.02	.02	Possibly
2	.08	.06	.05	.05	.04	.04	.03	.03	Impaired
3	.11	.09	.08	.07	.06	.06	.05	.05	
4	.15	.12	.11	.09	.08	.08	.07	.06	Legally Intoxicated
5	.19	.16	.13	.12	.11	.09	.09	.08	
6	.23	.19	.16	.14	.13	.11	.10	.09	Legally Intoxicated
7	.26	.22	.19	.16	.15	.13	.12	.11	
8	.30	.25	.21	.19	.17	.15	.14	.13	Legally Intoxicated
9	.34	.28	.24	.21	.19	.17	.15	.14	
10	.38	.31	.27	.23	.21	.19	.17	.16	Legally Intoxicated

## Training Quiz

Please revisit the above topics before taking this quiz. If you have questions or need additional assistance on this training, please contact the Washington State Liquor and Cannabis Board, Mandatory Alcohol Server Training Program at (360) 664-1728 or [mast@lcb.wa.gov](mailto:mast@lcb.wa.gov).

1. Soju may be served by the bottle to tables of (at least) how many customers over age 21?
  - a. One
  - b. Two
  - c. Three
  - d. Four
2. What is the maximum amount of alcoholic content that a soju bottle served to a table can contain?
  - a. 17%
  - b. 20%
  - c. 24%
  - d. 33%
3. To allow a customer to remove any unused portion of soju that was purchased for consumption with a meal, it must be recapped in its original container.
  - a. True
  - b. False
4. Servers are allowed to serve soju bottles to customers if the soju bottle is 475 ml or less.
  - a. True
  - b. False
5. How many standard drinks are roughly equal to one bottle of soju?
  - a. One
  - b. Two
  - c. Three
  - d. Four
6. Two customers kindly ask you to remove an empty soju bottle from their table before they order another bottle. What do you do?
  - a. Remove the bottle – the customer is always right!
  - b. Remind the customers that under the law, the empty soju bottles must remain on the table until they leave the restaurant.
7. Soju servers must retake this training how often?
  - a. Every year
  - b. Every three years
  - c. Every five years
  - d. Every seven years
8. Soju servers only need to take this assessment. Mandatory Alcohol Server Training (MAST) is not required.
  - a. True
  - b. False

## **Manager Instructions**

- Review the questions that were missed. If necessary, revisit the sections that require further clarification.
- After review, ask the employee to sign the Acknowledgement of Understanding (next page) and keep a copy for five years. You may provide a copy to the server.
- Repeat the training every five years.

## **Training Guide Answer Key**

1. B
2. C
3. A
4. B
  
5. D
6. B
7. C
8. B



## Acknowledgment of Understanding

As a server of soju, I understand:

1. I must complete the soju endorsement training and repeat the training at least once every five years;
2. I must hold a valid Mandatory Alcohol Server Training (MAST) permit;
3. I can only serve soju by the bottle to tables of two or more persons age 21 years or older;
4. I cannot serve soju by the bottle if it contains more than 24% alcohol by volume;
5. Soju bottles cannot be more than 375ml in size;
6. Two cups ("shot glasses") of soju roughly equals one standard drink;
7. All empty bottles of soju must remain on the table until the customers have left the restaurant;
8. Any unused portion of soju that was purchased for consumption with a meal may be removed from the restaurant if it is recapped in its original container;
9. My employer must retain a copy of my soju training record, which is subject to inspection. My MAST permit is also subject to inspection;
10. If I violate the law, I may be subject to disciplinary action including receiving criminal and administrative violations. My employer may also lose their soju endorsement or liquor license.

\_\_\_\_\_  
Printed Name (Employee)

\_\_\_\_\_  
Printed Name (Manager)

\_\_\_\_\_  
Signature (Employee)

\_\_\_\_\_  
Signature (Manager)

\_\_\_\_\_  
Date of Training