



# TRENTON: ONE ERA ENDS, ANOTHER BEGINS

PLUS BIG SHIFT IN ABC NOTICE DELIVERY FOR 2018

BY PAUL SANTELLE

## Christie Admin Comes to an End as Murphy Transition Begins

Ex-Governor Chris Christie has delivered his last State of the State address. Now comes the time for Phil Murphy to take over the reins of New Jersey. As the curtain falls on the Christie administration, we can reflect on how Christie caved in on the Senate President's Direct Ship battle that our industry had fiercely and successfully fought for 10 years.

It has been five years since Christie signed that legislation and, as predicted, it hurt our industry, in short order knocking NJ out of position as the #1 seller of fine wines over \$25. It subsequently also led to the demise of scores of great web-based retail licensees, who were among the top internet shippers in our country. Even my modest web business prior to 2012 is nonexistent today and only dust in the wind of change....

After the Direct Ship takedown, we were offered a conciliatory accord from both Christie and the Senate President on the more lethal two-license challenge that both acknowledged would be very bad policy in light of New Jersey's community-based small business retail model. Let's hope newly elected Governor Murphy will see through those out-of-state special interests that hide behind a façade of false consumer advocacy when promoting one-stop shopping.

## Head's Up! Credit Compliance Changes Coming in 2018

Credit Compliance, with the Assistance of the New Jersey Division of Alcoholic Beverage Control (ABC), will begin utilizing the "official" email address provided by all retail licenses for the currently printed and mailed Notice of Delinquency.

The tentative timeline for implementation is January for testing the system;

## IMPORTANT DATES

**March 11<sup>th</sup>-13<sup>th</sup>, 2018**

American Beverage Licenses  
Annual Meeting at Harrah's Casino & Hotel in New Orleans

All NJLSA Members are ABL Members and invited to attend and participate!

For more info: please visit [ABLusa.org](http://ABLusa.org)

**June 19<sup>th</sup>, 2018**

Annual NJLSA-PAC Golf Outing  
Forsgate Country Club  
375 Forsgate Drive, Monroe, NJ

**October 24<sup>th</sup>, 2018**

Annual NJLSA Holiday Trade Show  
NJ Convention & Expo Center  
Raritan Center, Edison, NJ

February to begin email while still mailing notices; and March for commencing with the new exclusive email notification system. However, the above timeline is subject to change, contingent upon all phases properly interfacing.

Pursuant to current ABC regulations, the Notice of Obligation (NOO) must be sent (which will now be via email not snail mail) 3 business days after the invoice date plus the 30 days. The retailer has 3 days (day 34, 35 & 36) to make payment pursuant to receiving the NOO email, which will now mean that on day 37 from the original invoice date, the licensee will be placed on COD.

Currently, there is a gray interpretation of day 37 being a "24 hour hold" period and day 38 being the no-exception default for when Credit Compliance must put a license on COD. In the new system, all licenses will receive a NOO email on day 33 and COD email on day 37, period.

Needless to say, the timing of the implementation of this new email notification system is unfortunately at one of the toughest times of the year for licenses to pay bills. It is not only the

softest selling quarter of the calendar year, but also the most severe taxing time of the year for both Federal & State corporate tax payments.

We will keep you posted, but feel free to go to our website or call our Trenton office and talk to Diane Weiss, who will be informed and continually updated on this issue in the coming months!

## Get Connected

BIG THANK YOU to all the retailers who renewed their NJLSA Annual Membership last month as well as all of the new members who got off the sidelines and signed up.

Remember, it's like making a once-a-year insurance payment to protect the value of your license, for only \$225, which includes your \$25 membership into the American Beverage Licensees (ABL).

**DRINK RESPONSIBLY,  
DRIVE RESPONSIBLY,  
LEGISLATE RESPONSIBLY!!!**

### EXECUTIVE BOARD

**Marvin Sellers**  
President

**Mike Maro**  
Vice President

**Sunny Patel**  
Secretary

**Juan Negrin**  
Treasurer

**Fred Leighton**  
Chairman



### TRUSTEE-DIRECTORS

**Kenneth Friedman**  
Director

**Brijesh Patel**  
Director

**George Wolfson**  
Director

**Michael Patalano**  
Director

**Stuart Stromfeld**  
Industry Liaison

**Paul Santelle**  
Executive Director

206 West State Street, Trenton, NJ 08608  
Phone (609) 396-1980

**NEW JERSEY LIQUOR STORES ALLIANCE**  
Affiliated with American Beverage Licensees (ABL)

**DRINK RESPONSIBLY, DRIVE RESPONSIBLY!!!**  
[www.NJLSA.com](http://www.NJLSA.com)