

**STATE OF NEW JERSEY
DEPARTMENT OF LAW AND PUBLIC SAFETY
DIVISION OF ALCOHOLIC BEVERAGE CONTROL**

IN THE MATTER OF THE) APPLICATION TO EXTEND THE) PRICES POSTED IN THE JANUARY) 2021, FEBRUARY 2021, APRIL 2021,) MAY 2021, JULY 2021, OCTOBER 2021,) AND DECEMBER 2021 CURRENT) PRICE LISTS)	ORDER PERMITTING EXTENSION OF) PRICES POSTED IN JANUARY,) FEBRUARY, APRIL, MAY, JULY,) OCTOBER AND DECEMBER 2021) CURRENT PRICE LISTS)
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BY THE DIRECTOR:

N.J.A.C. 13:2-24.6(a)(4) provides that a Current Price List (“CPL”) shall be filed no later than the 15th day of each calendar month, and shall become effective the first day of the following calendar month and **shall remain effective for the entire month.**

On January 4, 2021, the Division of Alcoholic Beverage Control (the “Division”) received a request from Jeffrey A. Warsh, Esquire, General Counsel to the New Jersey Wine and Spirits Wholesalers Association (“NJWSWA”), seeking a relaxation of N.J.A.C. 13:2-24.6(a)(4), such that the prices contained in the January, February, April, May, July, October and December 2021 CPLs would be extended as shown in the chart below.

CPL	END OF MONTH	REQUESTED END OF MONTH
January 2021	Sunday, January 31, 2021	Monday, February 1, 2021
February 2021	Sunday, February 28, 2021	Monday, March 1, 2021
April 2021	Friday, April 30, 2021	Monday, May 3, 2021
May 2021	Monday, May 31, 2021*	Tuesday, June 1, 2021
July 2021	Saturday, July 31, 2021	Monday, August 2, 2021
October 2021	Sunday, October 31, 2021	Monday, November 1, 2021
December 2021	Friday, December 31, 2021	Tuesday, January 4, 2022

If the requested relaxation is granted, all New Jersey licensed wholesalers who sell to retailers would be authorized to utilize the prices listed in the January, February, April, May, July, October and December 2021 CPLs for orders that were received on or before the close of business on the dates shown in the Requested End of Month column above.

According to Mr. Warsh’s letter, the practice of changing over prices each month places operational pressures on the wholesalers in terms of managing the sales, billing, credit, warehousing and delivery of alcoholic beverages. The Division is aware from past requests for

* Monday, May 31, 2021 falls on the State and Federal holiday of Memorial Day

similar relief that retailers typically place significant orders at the end of each month, and although retailers are able to place orders on-line before the end of each month, their practice is to assess their inventory first so they know how much product is needed. When the end of the month falls on a weekend or legal holiday, or on the eve of a weekend or legal holiday, the retailers are not able to properly assess their inventory and place well-informed orders at the advantageous prices that may exist during the previous month.

To address this situation, many wholesalers have developed an administrative “work around,” in which wholesalers will file their CPL with two sets of prices, one set for the beginning of the month and one set for the remainder of the month. Such a practice places a burden on the wholesalers, but accomplishes the same result that is underlying the instant relaxation request. If granted, the request would alleviate some of those pressures, as well as additional concerns over scheduling and processing timelines, and provide critical relief to wholesaler personnel who would not have to work weekends to fill these orders.

In order to extend the January, February, April, May, July, October and December 2021 CPLs to address the concerns described above, affirmative action by the Director is necessary. In accordance with N.J.A.C. 13:2-9.1, the Director has the authority to relax the provisions of N.J.A.C.13:2-24.6(a)(4) upon a showing of undue hardship (economic or otherwise); that the waiver of the rule would not unduly burden any affected parties; and that the waiver is consistent with the underlying purposes of Title 33 and its implementing regulations.

I have reviewed the requests to extend the expiration dates for the January, February, May, April, July, October and December 2021 CPLs in light of the standards contained in N.J.A.C. 13:2-9.1. I believe that denying the relief sought would cause hardship to both wholesalers and retailers. Without the relief sought, retailers would not be able to assess their inventory and place their significant orders at the end of the month at the advantageous prices offered. Wholesalers, on the other hand, are administratively burdened if choosing to file two sets of prices (one for the previous month’s prices, and then for the coming month), especially those wholesalers whose CPLs contain thousands of products.

Since the extension of the January, February, April, May, July, October and December 2021 prices would apply to **all** wholesale and retail licensees on a non-discriminatory basis, I do not believe that the requested approval would unduly burden any affected parties, or would undermine the purposes of Title 33, which are to prevent discrimination in the sale of alcoholic beverages and to maintain trade stability. I note that wholesalers who choose to exercise the extensions granted herein must extend the January, February, April, May, July, October and December 2021 prices on a uniform basis for all products and for all retail licensees.

Accordingly, it is on this 29 day of January, 2021,

ORDERED that wholesalers are authorized to extend prices listed in the **January 2021** CPL for retail orders received on or before the close of business on **Monday, February 1, 2021**, provided that all such prices are extended in a uniform, non-discriminatory basis to all retail accounts; and it is further,

ORDERED that wholesalers are authorized to extend prices listed in the **February 2021** CPL for retail orders received on or before the close of business on **Monday, March 1, 2021**, provided that all such prices are extended in a uniform, non-discriminatory basis to all retail accounts; and it is further,

ORDERED that wholesalers are authorized to extend prices listed in the **April 2021** CPL for retail orders received on or before the close of business on **Monday, May 3, 2021**, provided that all such prices are extended in a uniform, non-discriminatory basis to all retail accounts; and it is further,

ORDERED that wholesalers are authorized to extend prices listed in the **May 2021** CPL for retail orders received on or before the close of business on **Tuesday, June 1, 2021**, provided that all such prices are extended in a uniform, non-discriminatory basis to all retail accounts; and it is further

ORDERED that wholesalers are authorized to extend prices listed in the **July 2021** CPL for retail orders received on or before the close of business on **Monday, August 2, 2021**, provided that all such prices are extended in a uniform, non-discriminatory basis to all retail accounts; and it is further

ORDERED that wholesalers are authorized to extend prices listed in the **October 2021** CPL for retail orders received on or before the close of business on **Monday, November 1, 2021**, provided that all such prices are extended in a uniform, non-discriminatory basis to all retail accounts; and it is further

ORDERED that wholesalers are authorized to extend prices listed in the **December 2021** CPL for retail orders received on or before the close of business on **Tuesday, January 4, 2022**, provided that all such prices are extended in a uniform, non-discriminatory basis to all retail accounts; and it is further

ORDERED that the relief provided herein is based upon the specific facts alleged in this ex parte proceeding and, therefore, is subject to further review and modification should the factual circumstances warrant.



JAMES B. GRAZIANO
DIRECTOR

JBG/PTU