



Exclusively protecting the interests of our on-premise retail consumption licensees.

Member Benefits, Resources & Services that will Save You Valuable Time & Money.

Discount Programs:

ADP — Small Business, HR and Benefits solutions.

Mention the NJLBA and receive a discount on ADP's small business payroll and HR services. Contact Lindsay Frederick at **845-325-2319** or lindsay.frederick@adp.com. www.adp.com

Delaware Valley Purchasing Group (DVPg)

DVPg is a united group of more than 850 independent restaurant owners using their combined purchasing power to negotiate distributor contracts, purchase incentives, produce savings and manufacturer rebates for membership.

- Unbeatable fountain soda program
- Quarterly rebates on over 10,000 products
- Huge savings on numerous "net priced programs"
- Save money on products you are already purchasing

For more information contact Rick Aurite at **856-520-8276** or visit DVPg's website at www.dvpgroup.com.

Sea Breeze — Best Value Beverage Deals

Enjoy super savings and maximize your profits by calling Sea Breeze. Contact Jonathan Samuel at **800-732-2733**. www.seabreeze.com.

Music Licensing —

BMI — Receive a 5% Association discount on BMI licensing fees, 5% discount for paying online at www.bmi.com/ede and an additional 10% for payment in full within 30 days. Contact BMI at **800-925-8451**.

Reggie Hyde, NJLBA President
Owner, Bar Anticipation • 732-539-1672

Diane Weiss, NJLBA Executive Director
609-394-6730 • dianeweiss@njlba.org

Wellhofer Scholarship Foundation

Available to the children or grandchildren of NJLBA members (must be a member for at least one year and in good standing at time of application). Two \$2,500 scholarships will be awarded each year.

- *Applications must be submitted by June 30th.*
- Visit our website at www.njlba.org for an application.

Training

- **Complimentary 30 minute consultation with an Attorney** well versed in ABC laws, rules and regulations. (Contact the NJLBA for referral.)
- **ServSafe Food Safety** training at a significant savings and complimentary **NJ BRASS** server training for all NJLBA members.

Government/Public Affairs

Executive Director with 30 years experience in the Alcoholic Beverage Industry and currently the Chairwoman of the ABC Advisory Committee. Dedicated Lobbyists in Trenton and Washington, DC, diligently working to protect the rights of the on-premise licensees. Our Legislative Representative is Jeffrey A. Warsh, Esq., Partner and Vice President at MBI. We also have delegates on industry coalitions and advisory boards.

NJLBA Member "Hotline"

Call the NJLBA at **609-394-6730** for business related questions, ABC issues, legislative updates, etc. The NJLBA is your resource center. www.njlba.org.

Exciting & Engaging Events throughout the Year

Visit our website at www.njlba.org to see our Calendar of Events.

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ASCAP — Receive 10% off fees for new ASCAP licensees. They also offer 10% off for timely payment upon licensing and/or renewal for one year payment; 15% off for timely payment upon licensing and/or renewal for a two year payment. Contact ASCAP at GeneralLicensing@ascap.com or call 1-800-505-4052.



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Insurance Providers

Benefit Solutions — Health Insurance Wholesalers

One-Stop Shop for all your health insurance Marketplace Enrollments. Individual, Business and Medicare. Call **973-305-0050** or visit www.BenefitSolutions.com.

Borgos, Hanlon, Henry & Garcia, Inc.

Liquor Law Liability & Multi-Peril Insurance/Workers Compensation.

For all your business insurance needs, contact Kevin Henry at **201-991-8700**. Visit their Website at www.bhhgins.com.

Progress Brokerage Group powered by Inszone Insurance Services

An insurance company specializing in property and casualty insurance, risk management and loss control prevention, claims mitigation litigation management and workers compensation. Contact Ed Snow, **888-233-7155** or via email at esnow@inszoneins.com.

Tri-State Hospitality Insurance

For more information contact James Bennett at **610-353-4296** / cell: **609-827-8849** or via email at tristatehospitality@verizon.net.

World Restaurant & Bar Insurance

Our restaurant and bar insurance provides crucial protection against a variety of incidents. With robust coverages, our policy is designed to help protect your establishment from fire, theft, false advertising suits, food contamination, alcohol-related injuries and many other perils. At World, we are leaders in the restaurant industry and understand the unique risks that restaurants and bars face. Our team of experts can help you select the right insurance and risk management solutions tailored to your specific needs. With our comprehensive coverage, you can have peace of mind knowing that your business is protected should the unexpected occur. We can customize a package for your business so you can relax knowing you are protected. For more information contact Edward M. Lubowicki, Client Advisor, at **732-549-2222** or edwardlubowicki@worldinsurance.com.

Point of Sale Services

Comtek Payment Solutions

Grow your Business with a payment system tailored to your needs. Offers Point of Sale equipment, Credit Card Processing, Ecommerce Payments, Gift & Loyalty Cards, Capital Advances and Check 21 Service. For more information contact Rich Patti at **877-426-5002** or email us at info@comtek-s.com.

Max Payments Solution

We pride ourselves on being fully transparent. We price all of our merchants with Interchange Plus, Pass through Pricing. Using this clear and easy to understand plan, we are able to price your business with the lowest rates in the industry, which enables you to grow and run your business

faster and more efficiently. Take advantage of this lucrative opportunity coupled with great customer service. For more information contact Scott Fransko at **856-825-2000** or email to info@maxpaymentsolutions.com.

Additional Resources

Bill's Vending Service

Bills Vending is a full service coin operated arcade games company. We install, service, maintain and repair vending games we place in your business. For more information contact Bob Scola at **856-468-6777** or email at BillsVend@aol.com. Bill's Vending Service is located at 1278 Tanyard Road, Sewell, NJ 08080.

Delaney Restaurant Realty — Premier Properties

We are located at 1391 Sussex Turnpike in Randolph, New Jersey. For more information contact Tim Delaney, Owner at **973-895-1300**, via email at timd@delaneyrestaurantrealty.com or visit www.delaneyrestaurantrealty.com.

Kraml Design — Graphics, Advertising, Web Printing & Promotional Items

With more than 40 years of experience Kraml Design offers everything from a business card to a full-fledged advertising campaign and everything in between including custom graphics, logos, Web sites, menus, brochures, signs, displays, billboards, drinkware, shirts, banners and more. Please contact Paul Kraml, Owner/Creative Director at **609-581-2255** or **800-GO-KRAML** or via email at paul@kramldesign.com. For project examples, ideas and more information visit www.KramlDesign.com.

Liquor License Sales PA-NJ

Liquor License Sales PA-NJ is dedicated to finding buyers and sellers of liquor licenses in Eastern/Central Pennsylvania and New Jersey. Qualified specialists focus exclusively on liquor license sales so you can be sure you will receive the best possible services available. Their team can assist you through the complete process of locating, negotiating and finally obtaining a liquor license. Contact Diane Hewitt at **570-482-2222** for more information or visit their website at www.liquorlicensepanj.com for current listings.

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Additional Resources *continued*

Chefs Warehouse —

The World's Best Ingredients for the World's Best Chefs

For over 35 years, we've been delivering quality products to thousands of valued customers, including Michelin-rated restaurants, independent restaurants, restaurant groups, hotels, country clubs and specialty food stores from 53 distribution center locations throughout North America and the world. Our website chefswarehouse.com offers straightforward ordering, curated product discovery and a direct connection to the top reps in the business. Chefs have an ally in the kitchen when placing orders with us:

- Flexible, shareable order guides make ordering effortless for chefs and their teams.
- Curated product discovery helps chefs innovate their menus.
- Adaptability: Open orders can be modified as needs change throughout the day
- Personalized support from our dedicated sales reps ensure chefs get what they need, when they need it.

Contact Karen J. Kratchman-Gold at **215-518-1991** or email to kgold@chefswarehouse.com

Raymond Haldeman — Restaurant Design & Rebranding

If you are about to launch a new venture or to re-brand an existing business, please call Restaurant Designer Raymond Haldeman. As a prospective client, Raymond will personally give you a complimentary 1-on-1 phone consultation. You'll be surprised how many of your questions will be answered with just one call. For your complimentary 1-on-1 instant consultation with Raymond "The Restaurant Designer" call **866-735-3582** or email him at Raymond.Haldeman@gmail.com.

Bowen Alcohol Compliance

Bowen Alcohol Compliance, (BAC) is a business owned and operated by Anthony Bowen. After serving as an investigator for the State of New Jersey for 22 years, he retired from the Division of Alcoholic Beverage Control on October 1, 2022. BAC specializes in ensuring compliance within the liquor industry, both before and after any disciplinary action initiated by the Division of Alcoholic Beverage Control. If

you would like further information, please contact Anthony Bowen at **609-903-7333** or via email at BowenAlcoholCompliance@gmail.com.

Victory Pest Solutions —

Established in 2007, Victory is a pest management company that focuses solely on commercial, food and beverage and hospitality establishments. There are many nuances about our program that make us unique in our industry. With our free drain foaming program, our same day rapid response, our 24-hour live operators, and our quality assurance logbooks, we hope to bring your business extra value with our proactive approach. We look forward to joining this esteemed group of professionals and to seeing you at the upcoming meeting in Atlantic City. Contact Len Oppenberg, President at **855-299-7378** or visit our Website at www.victoryoverpests.com



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