

CHAPTER 52

PROCESSORS, DEALERS AND SUBDEALERS

Authority

N.J.S.A. 4:12A-1 et seq., specifically 4:12A-7 and 20.

Source and Effective Date

R.1995 d.325, effective June 19, 1995.
See: 27 N.J.R. 1343(a), 27 N.J.R. 2383(b).

Executive Order No. 66(1978) Expiration Date

Chapter 52, Processors, Dealers and Subdealers, expires on June 19, 2000.

Chapter Historical Note

All provisions of this chapter were filed and effective prior to September 1, 1969.

1971 Revisions: New Rule 2:52-4.4 "Price increase or change in terms of sale prohibited" adopted as R.1971 d.103, effective July 1, 1971. See: 3 N.J.R. 146(d), 3 N.J.R. 98(b).

1973 Revisions: Subchapter 5 became effective January 13, 1973 as R.1973 d.39. See: 5 N.J.R. 4(a), 5 N.J.R. 75(a).

1977 Revisions: Amendments became effective January 1, 1977 as R.1976 d.359. See: 8 N.J.R. 450(b), 8 N.J.R. 542(c). Subchapter 7, "Application of minimum price regulations to the sale of milk to consumers by producers-dealers" became effective August 25, 1977 as R.1977 d.303. See: 9 N.J.R. 250(b), 9 N.J.R. 403(c). Further amendments became effective August 22, 1977 as R.1977 d.310. See: 9 N.J.R. 250(a), 9 N.J.R. 404(a).

1980 Revisions: Subchapter 5 was repealed effective June 27, 1980 as R.1980 d.284. See: 12 N.J.R. 299(a), 12 N.J.R. 450(c). Amendments became effective July 1, 1980 as R.1980 d.284. See: 12 N.J.R. 299(a), 12 N.J.R. 450(c).

1984 Revisions: Amendments became effective November 5, 1984 as R.1984 d.488. See: 16 N.J.R. 2028(a), 16 N.J.R. 3004(b).

1985 Revisions: Amendments became effective March 4, 1985 as R.1985 d.75. See: 16 N.J.R. 3071(a), 17 N.J.R. 576(a). This chapter was readopted pursuant to Executive Order 66(1978) effective June 7, 1985 as R.1985 d.335. See: 17 N.J.R. 1012(a), 17 N.J.R. 1645(b). Further amendments and the repeal of subchapter 5 became effective July 1, 1985 as R.1985 d.335. See: 17 N.J.R. 1012(a), 17 N.J.R. 1645(b).

Pursuant to Executive Order No. 66(1978), Chapter 52 was readopted as R.1990 d.271, eff. May 1, 1990. See: 22 N.J.R. 888(a), 22 N.J.R. 1553(a). Chapter 52 was adopted as new rules as R.1995 d.325, effective June 19, 1995. See: Source and Effective Date.

See section annotations for specific rulemaking activity.

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SUBCHAPTER 1. PROCESSORS, DEALERS AND SUBDEALERS RECORDS AND REPORTS

2:52-1.1 Books and records of account

Every processor, dealer and subdealer shall maintain books and records, including all pertinent books, ledgers, journals, records, papers, schedules, analyses, memoranda, correspondence, vouchers, receipts, cancelled checks, accounts, exhibits, photographs, bills and other documents, including corporate minutes, Federal, State and local tax returns, and any other records required to verify financial statement as needed to ascertain the functioning, operations or activities of the licensee's business and as are necessary for a determination by the Division of Dairy Industry or its staff as to whether the licensee has complied with the applicable New Jersey statutes and rules and regulations of the division.

2:52-1.2 All transactions to be recorded

Any and all transactions relating to the licensed business (including but not limited to operations, customers and suppliers) are to be paid from and/or received into the accounts of the licensed business or be clearly reflected as accruals and be clearly and accurately recorded in the books and records of the business.

2:52-1.3 Separate records for each licensed business

Each licensed business shall maintain separate financial and other records.

2:52-1.4 Books and records required

(a) The books and records shall include but not be limited to the following.

1. Daily route loadout and settlement records, including:

- i. Route number, driver's name and date;
- ii. Beginning inventory of saleable units and milk and milk products;
- iii. Number of units of milk and milk products loaded on truck;
- iv. Number of saleable units of milk and milk products;
- v. Number of spoiled units of milk and milk products;
- vi. Number of units of milk and milk products sold;
- vii. Volume of products totalled by units or pounds;
- viii. Amounts of cash and charge sales stated separately;
- ix. Route collections or charge accounts listed showing customers and amounts;
- x. Amount of route money short or over;
- xi. Details of any expenditures made from subparagraphs viii and ix of this paragraph.

2. Appropriate records on each truck showing the names and addresses of all retail and wholesale customers served on the route. These records shall reflect all sales and/or deliveries to each customer and shall be available for inspection at all times when the trucks are being used to service customers. On wholesale routes, a copy of the delivery slips to all customers may be maintained in the truck and the addresses maintained in the office of the dealer or subdealer;

3. Detailed daily cash and charge sales records of deliveries and sales, including the number of units and prices of all products sold or delivered to customers with the value of each product extended and totalled. The foregoing extensions and totals may be consolidated into weekly, biweekly or monthly records so long as daily records are maintained as per section 5 of this subchapter;

4. Accounts receivable records, including but not limited to:

- i. A detailed accounts receivable record showing customer name, address and identifiable charges and credits. This shall be so maintained and detailed as to permit ready determination of the composition and age of the balances outstanding;
- ii. Charges are to be posted in such a manner as to be readily proved to invoices or other posting documentation or record;

iii. A record of loans or notes receivable so maintained and detailed as to permit ready determination of the composition and age of the balances outstanding;

5. Cash receipts and disbursements records, including but not limited to:

i. All cash received, from whatever source, pertaining to the licensed business, shall be entered into a detailed daily record of cash receipts which shall be traceable to a specific deposit made or other disposition of the cash received. This shall include but not be limited to collections for deliveries to accounts and other miscellaneous cash sales or income. It shall also show individual customer or other accounts affected and be supported by original documentation showing the nature of the cash receipt transaction;

ii. All moneys expended, relating to the licensed business, including but not limited to payments for purchases, expenses, rebates, and so forth, shall be entered into a detailed record of cash disbursements. These entries shall be supported by original documentation, including invoices, receipts and bills of sale or other documentation. Records of rebates, if any, are to be maintained and are to indicate details of the basis for such rebates as applied to each customer;

iii. Records required shall also include daily detailed deposit slips, voided and cancelled checks and monthly bank statements or passbooks for all bank accounts affecting the licensed business, including bank debit and credit memoranda, check stubs or duplicates, and bank reconciliations;

6. Purchase and expense records, including but not limited to:

i. A detailed daily record of all purchases relating to the licensed business, including purchases of milk and milk products and all other items of cost and expense. These entries shall be supported by original documentation from vendors or others with whom the transactions originate;

ii. A detailed record of all assets purchased, including refrigeration and storage units;

iii. Detailed payroll and personnel records showing all employees and their individual earnings, as well as any other reimbursed expenses of officers and employees;

7. A general ledger, posted monthly, showing the summary of all transactions reflected in the cash receipt and disbursement records, the sales records, the purchase record, and the adjustments or other financial records;

8. Copies of any and all agreements pertaining to the licensed business, including but not limited to sales or leases or property and/or equipment, rentals of property and/or equipment, loans received or granted, routes leased, sold or purchased, and contracts relating to the sale or purchase of milk or milk products.

Amended by R.1990 d.271, effective May 21, 1990.
See: 22 N.J.R. 888(a), 22 N.J.R. 1553(a).

Exception made for probable cause regarding violation of Milk Control Act.

Source and Effective Date

R.1990 d.355, effective June 22, 1990.
See: 22 N.J.R. 1629(a), 22 N.J.R. 2138(a).

Subchapter Historical Note

Emergency New Rule was adopted as R.1990 d.252, effective April 25, 1990. See: 22 N.J.R. 1629(a). Court ordered less restrictive rules. A concurrent new rule was adopted as R.1990 d.355. See: Source and Effective Date.

SUBCHAPTER 4. PROCESSOR, DEALER OR SUBDEALER NOTICE TO STOP SERVING

2:52-4.1 Notice to wholesale customers of discontinuance of service

(a) Before a processor, dealer or subdealer licensee may discontinue selling any milk, cream or milk products to a dealer, subdealer, licensed store or unlicensed store (other than a governmental agency), the licensee shall notify the customer and the director, in writing, of his intent to discontinue service at least two weeks prior to the proposed date of discontinuance.

(b) Such two week notice shall not be required if the customer releases the supplier in writing and a copy of such release is sent to the Division of Dairy Industry.

As amended, R.1980 d.284, eff. July 1, 1980.
See: 12 N.J.R. 299(a), 12 N.J.R. 450(c).

SUBCHAPTER 5. (RESERVED)

Subchapter Historical Note

This subchapter was filed and became effective January 13, 1973 as R.1973 d.39. See: 5 N.J.R. 4(a), 5 N.J.R. 75(a). The amendments repealing this subchapter were filed June 27, 1980 to become effective July 1, 1980 as R.1980 d.284. See: 12 N.J.R. 299(a), 12 N.J.R. 450(c).

SUBCHAPTER 6. SALES BELOW COST; DEALER (RESERVED)

Subchapter Historical Note

Subchapter 6, Sales Below Cost; Dealer, was originally adopted as R.1984 d.488, effective November 5, 1984. See: 16 N.J.R. 2030(a), 16 N.J.R. 3306(b). Emergency Repeal: R.1990 d.252, effective April 25, 1990 (expires June 24, 1990). See: 22 N.J.R. 1629(a). Adopted concurrent repeal, R.1990 d.355, effective June 22, 1990. See: 22 N.J.R. 1629(a), 22 N.J.R. 2138(a). See new rules at Subchapter 7.

SUBCHAPTER 7. SALES BELOW COST; DEALER

Authority

N.J.S.A. 4:12A-1 et seq., specifically 4:12A-7.

2:52-7.1 Sales below variable cost prohibited

It shall be unlawful and a violation of these rules for any dealer licensee to directly or indirectly be a party to, or assist in, any transaction to sell or offer to sell milk and milk products within the State of New Jersey, or for sale in the State of New Jersey, at less than the variable cost thereof as defined in N.J.A.C. 2:52-7.2; but nothing in this section shall prevent a dealer from meeting the price or offer of a competitor for a product or products of like quality and nature in similar quantities; provided, however, that the burden of proving and properly documenting the meeting of a competitive price shall rest with the licensee asserting the claim.

Case Notes

Challenge to New Jersey's milk pricing scheme would not be certified for interlocutory appeal. *Beyer Farms, Inc. v. Brown*, D.N.J.1989, 721 F.Supp. 644.

New Jersey milk pricing scheme, which prohibited sale of milk in New Jersey below cost, did not directly regulate interstate commerce or amount to intentional discrimination against interstate commerce; genuine issues of material fact existed, bearing on question of whether New Jersey's milk pricing scheme had a discriminatory effect on interstate commerce and whether local benefits of scheme outweighed any incidental effects on interstate commerce, precluding summary judgement. *State of N.Y. By Abrams v. Brown*, 721 F.Supp. 629 (D.N.J.1989).

Milk processor's targeting of distributor's customers by solicitation with lower prices was not malicious for purposes of distributor's claim of tortious interference with prospective business relation. *Ideal Dairy Farms, Inc. v. Farmland Dairy Farms, Inc.*, 282 N.J.Super. 140, 659 A.2d 904 (A.D.1995), certification denied 141 N.J. 99, 660 A.2d 1197.

Rules prohibiting sale of milk below cost did not violate substantive due process; presumptive cost guidelines for pricing milk were not administrative rules subject to notice and hearing requirements of Administrative Procedure Act. *Cumberland Farms, Inc. v. Moffett*, 218 N.J.Super. 331, 527 A.2d 913 (App.Div.1987).

2:52-7.2 Variable cost defined

The term "variable cost" as used in this subchapter shall include, but not be limited to, the basic cost of raw or reconstituted milk or derivatives thereof as determined in accordance with the joint State-Federal orders administered by the Division of Dairy Industry and the United States Department of Agriculture in the State of New Jersey; the cost of any added ingredients; and all other variable costs associated with the business of the dealer including the cost of material, labor, receiving, cooling, processing, manufacturing, storing and distributing the products sold; selling expense, maintenance charges, delivery expense, gifts, and free service allocated proportionately to each unit of product sold in accordance with generally accepted accounting

principles. The proportioned allocation may be adjusted to reflect efficiencies in packaging different sized containers. Not included in these costs are office expense, salaries of executives and officers, interest, rent, depreciation, license fees, taxes, insurance, advertising, and advertising allowances.

Case Notes

Challenge to New Jersey's milk pricing scheme would not be certified for interlocutory appeal. *Beyer Farms, Inc. v. Brown*, D.N.J.1989, 721 F.Supp. 644.

2:52-7.3 Certain costs to be averaged

(a) In computing cost as used in this subchapter, all variable costs of doing business with the exception of raw products and ingredient costs shall be based on average costs for the dealer in question during the previous 12 months, adjusted to appropriately reflect any significant changes in costs of operation in the averaging period or such shorter time as the licensee may have been in business.

(b) In determining cost for a specific account, the value of any gifts and free services must be included in cost to be averaged for the 12-month period, except where a written contract for a specified term exists between the dealer and the recipient customer, the value of such gifts and free services may be amortized over the remaining term of the contract.

(c) All costs of delivery shall be based on average variable costs for the dealer in question during the previous 12 months and allocated proportionately to each unit of product delivered except where specific delivery cost records are maintained for each method and size of delivery, the actual direct cost of the delivery shall be the basis of the allocation and shall be prorated to each unit of product included in the delivery.

2:52-7.4 Raw milk costs defined

As used in this subchapter, the cost for raw and the reconstituted milk shall be the total cost of acquiring the milk or butterfat, or milk solids-not-fat, but shall not be less than the applicable class price under the joint State-Federal orders in the respective New Jersey order areas or in the case of butterfat and milk solids-not-fat, not less than the current market price for such products as announced by the United States Department of Agriculture for the New York City market.

2:52-7.5 Enforcement

The Director shall enforce the provisions of this subchapter by proceeding pursuant to N.J.S.A. 4:12A-39 (monetary penalties) or 4:12A-44 (actions to restrain violations). Proceedings to revoke or suspend, or to refuse to renew, the license of any milk dealer who violates the provisions of this subchapter may be commenced by the Director where the licensee has continued in a course of dealing of such nature to satisfy the Director of that dealer's inability or unwillingness properly to conduct the business of receiving or selling milk in accordance with the provisions of the Milk Control Act, N.J.S.A. 4:12A-1 et seq. Such proceedings shall be conducted pursuant to the Administrative Procedure Act, N.J.S.A. 52:14B-1 et seq., and the Uniform Administrative Procedure Rules, N.J.A.C. 1:1.