

BCB Compliance Information

Bar Convent Brooklyn
June 13 & 14, 2023
Brooklyn, NY





Catering Permit Requirements & Restrictions

Using a catering permit allows for the caterer's staff to pour samples with sizing restrictions.

Requirements:

- All samples served must contain no more than the following:
 - 1/4 ounce of distilled spirits (2 ounces mixed cocktails inclusive of 1/4 ounce of liquor or 1/4 ounce neat pours)
 - 3 ounces for cider, not to exceed a total of 5 ounces
- Formula (if required), COLA (label approval), NY State Price Posting, and NY State Brand Registration
- The caterer must purchase what they serve from a NY wholesaler at the price posted amount





Marketing Permit Requirements & Restrictions

Using a marketing permit allows the exhibitors and their employees to pour samples with sizing restrictions.

Requirements:

- All samples served must contain no more than the following:
 - 1/4 ounce of distilled spirits (2 ounces mixed cocktails inclusive of 1/4 ounce of liquor or 1/4 ounce neat pours)
 - 3 ounces for cider, not to exceed a total of 5 ounces
- Formula (if required) and a COLA (label approval)
- All product sampled during the show must be pulled from a NY wholesaler's inventory





Questions?



Company Overview

Team

- Park Street Companies founded in 2003 by former McKinsey consultants
- Executive leadership of Dr. Harry Kohlmann and Mr. Chris Mehringer
- Group of 165+ professionals on staff including licensed attorneys and CPAs

Business

- 1000+ clients, 14,000+ brands & 40,000+ SKUs
- Brand sizes range from new entrants to the U.S. market to brands with full national distribution and full-time sales and marketing staff on the ground in all states
- Clients range from the largest alcoholic beverage companies in the world (3 of the top 5 spirits companies); at least one of the top 2 companies in each alcoholic beverage category (spirits, wine and malt)

Logistics

- 4 main distribution warehouses in the U.S. (NJ, FL, NoCal & SoCal) and 1 in Europe (Netherlands) with supplementary distribution directly from 20+ client/supplier owned and operated warehouses, DSP's, wineries, and control state bailment warehouses
- Over 80,000 annual distributor sales transactions to over 1,500 distribution partners
- Over 30,000 annual transactions to over 13,500 retailers in CA, FL, NJ and NY

Licenses

- Licensed to import and sell to wholesalers in all 50 states in the U.S. and into the EU
- Licensed to sell directly to retailers in FL, CA, NJ and NY



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