



by Philip Kirschner
President

Report TO MEMBERS

NJBIA Member Benefits Save Time and Money

From time to time, I like to review the many benefits of being an NJBIA member and how our members can get the most out of their membership.

There are many good reasons for being a member of the New Jersey Business & Industry Association, all of which revolve around our core mission, which is to improve the state's business climate and help you meet the challenge of doing business in New Jersey.

As an NJBIA member, you can tap into a wealth of valuable information, services and resources that can help your business. You can access powerful networking and business-development opportunities, and you can count on prompt one-on-one assistance from NJBIA staff when you have questions or need help with a problem.

But one of the most important benefits of membership is your ability to tap into our money-saving programs, particularly today when soaring energy and commodity prices are raising your cost of doing business. These programs can help you cut overhead expenses and better manage some key costs.

Here's how:

Get Top-Rated Insurance Coverage

Eligibility to apply for property-casualty insurance coverage with New Jersey Manufacturers Insurance Company (NJM) is an important benefit of NJBIA membership. Acclaimed for its prudent business practices, excellent service and consistent history of paying dividends to policyholders, NJM offers workers' compensation and commercial auto coverage to NJBIA member companies, as well as personal auto and homeowners coverage to employees of those companies.

Personal auto insurance coverage with NJM is an excellent benefit for your employees at no additional cost to your company. NJM has returned dividends to policyholders in

every year since 1918. In 2007, NJM's average yearly cost per car was \$795 after consideration of dividends. That's 25 percent less than the state average of \$1,080. NJM has received excellent satisfaction ratings, including a No. 1 ranking by a national consumer magazine.

Lower Your Shipping Costs

You can enjoy high quality shipping services while saving 20-52 percent on your shipping costs by choosing one of the many options available under the NJBIA Shipping Program. The program is great for companies of all sizes, whether you ship overnight letters, single packages, truckloads or overseas. The discounts apply towards inbound, outbound, and third-party shipments. Shipping services under this program are provided by DHL Express, USF Companies and New Penn, UPS Shipping Solutions, Roadway, and Yellow Transportation.

Lower Your Credit Card Processing Costs

You can lower your credit-card-processing costs and get free credit-card-processing equipment by taking advantage of NJBIA's relationship with Cornerstone Association Merchant Services (CAMS). You can also obtain gift and loyalty program cards and get up to \$175,000 in working capital to help your business grow. (This would be repaid using a percentage of your Visa and MasterCard sales.)

Manage Your Energy Costs

NJBIA member companies with electricity bills of \$5,000 per month or more can work with Constellation NewEnergy on a customized electricity-supply program. You may be able to:

1. Obtain long-term electricity budget certainty and price stability;
2. Access an account manager to support their needs;
3. Retain regulated distribution service from their local utility.

You can find more details about these programs along with useful Web links and online signup forms under "Money-Saving Programs" in our Member Resource Center at www.njbja.org/resources. You may also call a member services representative at 609-393-7707, ext. 220. 