



Limousine Associations of New Jersey
February 28, 2011
E-News

LANJ E-News is published each month expressly for the members of the Limousine Associations of New Jersey and other professionals in the livery industry.

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LANJ Meets with Atlantic City International Airport and South Jersey Transportation Authority

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On February 22 LANJ board members Pete Corelli, Murray Rosenberg, Paul Rosenberg and executive director Barry Lefkowitz met with Tim Kroll, deputy airport director for Atlantic City International Airport, and Stephen Dougherty, chief of staff for the South Jersey Transportation Authority. The discussion focused on establishing an improved working relationship with the airport and the transportation authority.

Presently New Jersey operators pay a \$2 drop-off and \$2 pickup fee, a \$100 security deposit and a \$25/ID badge for drivers. However, no service is provided in return for the fees. Unlike the general public, chauffeured vehicles are not allowed to drop or pick up passengers in front of the airport terminal. LANJ hopes to change these rules especially given the Governor's recent creation of a special "tourism district" in Atlantic City.

Kroll and Dougherty were clear that their entities are financially in need of the monies generated by chauffeured transportation service at the airport, but they expressed willingness to work with LANJ to provide better service to customers. They also indicated they want to establish regular meetings with LANJ especially as airport expansion moves forward. Further, they will suggest to the Governor and the new board governing the tourism district that LANJ have a board representative to provide industry perspective.

LANJ Meets with Atlantic County Sheriff and Assistant Prosecutor on Enforcement

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After the meeting described above, LANJ board member Paul Rosenberg and LANJ executive director Barry Lefkowitz also met with Atlantic County Sheriff Frank Balles and Atlantic County Assistant Prosecutor Richard Andrean. The purpose of the meeting was to determine the willingness of the sheriff and the prosecutor's office to enforce the limo law in Atlantic County. The limo law combats illegal operators that have limousine plates but act as taxis or that have "agreements" with doormen or concierges for passenger pickup (even when a legitimate operator has a real contract with the venue). Sheriff Balles recommended that he sponsor training workshops, that would be developed by LANJ, for sheriff officers and county police department representatives who have the authority to enforce the law.

Chief Administrator of MVC to be Keynote Speaker at March 16th LANJ Luncheon

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Motor Vehicle Commission chief administrator Raymond Martinez has confirmed he will be the keynote speaker at the LANJ March 16 general membership meeting which will be hosted by Empire Coachworks and co-sponsored by Don Brown Bus. Martinez has agreed to address the issues of stickers on licenses, enforcement of the limo law, registration of limousine operators and drivers, and other issues of industry concern. He also has promised to respond to questions from the audience. We encourage all members to attend the meeting to gain first-hand knowledge of these major issues.

A3755 Introduced to Repeal Sales Tax on Service in Assembly

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Last month the New Jersey Senate passed 27-0 (S680), the repeal of the "sales tax on service." Now Assemblyman Louis Greenwald, Chairman of the Assembly Budget Committee, along with Assemblyman Paul Moriarity, has introduced A3755, the Assembly version of S680. Please be advised that a grassroots campaign will be required to assure the Assembly passes A3755 and the Governor signs it into law. If you want to be rid of the sales tax on service, attend the March 16 membership meeting to find out how you can help make it happen.

Cost Savings Program with Solveras Payment Solutions

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LANJ is pleased to offer a cost-savings program with Solveras Payment Solutions, one of the leading payment processing experts for small-to-medium sized businesses. They provide all LANJ members a free savings analysis of their current credit processing rates. In addition to credit card processing, Solveras offers a wide array of solutions to help process electronic payments including e-check, remote deposit capture, web-based transactions, recurring payment plans and electronic invoicing. For more information, visit www.solveras.com.

Take Advantage of LANJ Livery Sure Program

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Don't forget, LANJ and AJM Insurance/Post Financial Services Group recently announced that an association-sponsored insurance product is finally a reality. In an effort to provide members with highly competitive rates, excellent service and carrier stability, LANJ and Post Financial have teamed up to offer Livery-sure. The Livery-sure product will provide members of LANJ with several (A) rated insurance carrier options, Quick Quote Programs for 1-3 unit operators, credit card payments for all participants, loss control seminars and bi-monthly safety and loss control newsletters. For more information, visit www.liverysure.com.

Let LANJ hear from you. Please send your comments and/or questions to kim.werbos@limo.org.

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