



**Limousine Associations of New Jersey**  
**July 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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**Global Ground Automation Signs Agreement with WeDriveU**

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Over the past week the industry has coalesced nationally in reaction to Global Ground Automation's aligning with WeDriveU to handle reservations for clients desiring to hire a driver for their rental or private car. Originally, LANJ worked with the Port Authority of New York and New Jersey (PANYNJ) and determined, upon review of the PANYNJ contract with Avis, providing a "rent-a-chauffeur" with a rental car would be in violation of the agreement. LANJ fought very hard to pass legislation that prevents the WeDriveU service from operating in New Jersey and now is working with the National Limousine Association to rebuff this new endeavor. In conversations that LANJ president Tim Rose, board member David Seelinger and executive director Barry Lefkowitz had this past week with Global Ground Automation's president Gregg Tuccillo, it was made clear that the LANJ is not against competition (as all operators compete with one another) but it is most problematic when an entity, especially a significant one, tries to skirt the laws and regulations under which the industry must comply. The primary concern is about legitimate competition and operating on a level playing field. Stay tuned for updates on this issue!

**Marketing/PR Workshop Well Received**

July 28, 2011

On July 13 Thom Dupper conducted an Extensis-sponsored workshop for operators on how to effectively use the Internet and your own company website for marketing and promotion. Those in attendance gave the three-hour session high marks. Should you have missed it, see [www.limowebwiz.com](http://www.limowebwiz.com) to access the presentation and be advised an encore performance likely will be scheduled within the coming year.

In addition to the workshop, the July 13 session also included a briefing from Jules Campbell of Compass 4 on how you can have most IT needs met remotely and net financial savings and a faster than-usual response to computer, Internet and website problems. If you are interested in more information on this, contact LANJ executive director Barry Lefkowitz.

## **LANJ Hard At Work on Window Tinting Tickets**

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The LANJ Board of Directors, legal counsel Matt Daus and executive director Barry Lefkowitz are diligently trying to solve the problem of tickets being issued for window tinting in New York. Operators are getting as many as four tickets per vehicle for window tinting even though, because of reciprocity, New York should be honoring tinting's legal status in New Jersey.

The fight now is on three fronts: New York City Taxi & Limousine Commission, the New York Police Department and John F. Kennedy International Airport Port Authority Police Department. Outreach is being made to the New York Motor Vehicle Commission as well.

## **LANJ Member Benefit: 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](http://www.solveras.com).

Let LANJ hear from you. Please send your comments and/or questions to [kim.werbos@limo.org](mailto:kim.werbos@limo.org).

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