



Limousine Associations of New Jersey

November 23, 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, Matt Daus and Lancer Insurance Work Together

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Ever since Matt Daus left as commissioner of the New York City Taxi Limousine Commission (NYC TLC), the chauffeured transportation industry has been confronted with numerous new rulings and regulations that have created havoc for operators. Daus, now general counsel for LANJ, previously had been successful on behalf of LANJ with the TLC in eliminating the issue of window tinting violations. The newest TLC issue that has put operators' ability to do business in New York City in jeopardy is the demand that liability insurance policies carry \$200,000 of personal injury protection (PIP) coverage. While New Jersey operators that have \$250,000 coverage bus policies have specific language referring to PIP in the policies, New Jersey requirements do not specifically require PIP language for non-bus operators' policies.

This past Friday Daus, also general counsel for Lancer Insurance Company, met with TLC general counsel and staff members about this concern and found that the TLC does recognize the Lancer ISO Line-of-Insurance Program as meeting the PIP requirements. Should you have a different carrier than Lancer, however, it is recommended to have the carrier electronically send a copy of the ISO form and contact person name to barry.lefkowitz@mgr-lobbyist.com to see if it parallels the Lancer ISO form. If it does, the TLC will recognize the policy as providing the proper PIP coverage and register the vehicles. If it does not, it is recommended that your carrier speak with Daus regarding how to get into compliance.

More information on this matter will be disseminated as soon as possible.

COTA Flexes Its Muscle for the Industry

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The Coalition of Transportation Associations (COTA), a group of New York and New Jersey membership organizations including the Black Car Assistance Corp (BCAC), Limousine Association of Long Island (LALI), the Limousine Association of New York (LANY), the Luxury Base Operators Association (LBOA) and LANJ, led by Matt Daus was formed to:

- Advance, support and preserve the integrity and economic viability of the for-hire ground transportation industry in the region;
- Promote environmental sustainability;
- Foster job growth and inter-modal transportation solutions;
- Support reasonable government regulation; and
- Enhance customer service and explore viable advances in technology to assist businesses, passengers and the industry.

Recently, COTA scored its first major victory with the NYC TLC. The TLC proposed rules to amend For Hire Vehicle (FHV) requirements to permit vehicles altered after manufacture to be used as FHVs in NYC. Unfortunately, the suggested rules were not properly vetted with the chauffeured transportation industry, manufacturers and insurance carriers e.g. vehicles transporting 16-20 passengers must carry \$15 million insurance coverage per occurrence. We know of no insurance company that has a policy with that amount of liability coverage. Obviously they did not speak to the insurance carriers.

COTA, represented by Matt Daus, was able to advise the TLC of this inaccuracy and set the stage for appropriate rules to be established instead. In addition, TLC Commissioner David Yassky has agreed to meet with COTA quarterly to discuss issues and concerns so that the industry and the regulators can work together going forward.

LANJ Selected as Association of the Year at Limo Digest Show

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LANJ president Tim Rose and the LANJ board of directors are honored and pleased to announce that the Limousine Associations of New Jersey was selected the 2011 "Association of the Year" by **Limousine Digest**. LANJ was cited for its extraordinary board strength, regulatory and legislative success, working relationship with industry regulators and community service. Barry Lefkowitz, LANJ executive director, accepted the award on behalf of the all LANJ members.

Attendance was up significantly and the quality of the seminars was outstanding at the Limousine Digest Show, which was held on November 6-9 in Atlantic City. There were highly successful special events like Carrie Peele and Barbara Curtis's "Women's Networking", that saw a large number of women attendees (about 200+) gather to assist women business owners develop networks and contacts so that new entrants into the business will have mentors with established woman business owners.

The LANJ breakfast meeting, sponsored by Lancer Insurance Company/Capacity Coverage Co. and Don Brown Bus Services, also had a rousing turnout for LANJ president Tim Rose, who was honored for his outstanding service and leadership. The keynote speaker was Raymond Martinez, chief administrator of the New Jersey Motor Vehicle Commission, who on Election Day and his day off, came to Atlantic City for us. He made it clear of the importance of the relationship between him and LANJ.

LBOA Selects Lefkowitz as "Industry Champion"

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LANJ executive director Barry Lefkowitz was recognized as "industry champion" by the Luxury Base Operators Association (LBOA) at their breakfast meeting on November 7 in Atlantic City. LBOA president Sergio Sanchez presented the award to Lefkowitz.

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. Solveras provides all LANJ members a free savings analysis of their current credit processing rates. In addition to credit card processing, the company 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.

Happy holiday to all of you and may you find many things to be grateful for this holiday season!

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

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