



Limousine Associations of New Jersey

August 30, 2012

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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Homeland Security and Cadillac Featured at September 12 Meeting

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LANJ's September 12 luncheon, which will be held at the Clarion Hotel Palmer Inn in Princeton, hosted by A-1 Limo and sponsored by Cadillac and Don Brown Bus Services, will be an important meeting for members and their key staff involved with chauffeur training. Representatives of the New Jersey Office of Homeland Security & Preparedness will advise best practice protocols for physical security threats and, in particular, discuss how chauffeurs can provide vital assistance in spotting potential perils. Representatives from Cadillac will display two of its new vehicles and provide attendees an opportunity to test their features.

COTA Hosts Industry Summit on September 21

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On September 21 the Coalition of Transportation Associations (COTA), whose members include the Black Car Assistance Corporation, the Limousine Association of New York, the Limousine Associations of New Jersey, the Long Island Limousine Association and the Luxury Base Operators Association, is hosting the organization's first annual industry summit at the Sheraton Four Points in Long Island City. All LANJ members and their colleagues are invited to attend to discuss important legal issues, customer service techniques, marketing best practices, sustainability and grassroots organizing. An industry panel, chaired by LANJ executive director Barry Lefkowitz and including the presidents of COTA's five associations as well as Maryland Limousine Association president Joanna Fridinger, Georgia Limousine Association president Darrell Anderson and Philadelphia Regional Limousine Association president Philip Jagiela, will be featured to discuss current topics of interest.

Atlantic City Jitneys Cross into Limousine Territory

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Jitneys in Atlantic City and several areas of North Jersey are creating numerous competitive issues for LANJ operators. The vehicles are operating illegally, e.g. running 13-passenger vehicles without seat belts, just \$130,000 insurance coverage and non-CDL drivers, and going far beyond how they were intended to serve the public, e.g. working door-to-door outside of Atlantic City to handle weddings, transport concertgoers to Camden and ballgame attendees to Philadelphia. Assemblyman Charles Mainor of District 31, who is a member of the Assembly Transportation

Committee, is having legislation drafted, with LANJ's assistance, to require jitneys to have commercial driver licensing, \$1.5 million liability coverage and seat belts – just as legitimate chauffeured transportation operators provide for their customers.

For Your Attention! Alamo Affinity Program

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A ten-minute call with Alamo Insurance Group could 1) save your business thousands of dollars and 2) earn you an annual business development grant to cover your LANJ membership dues. Alamo offers a no-nonsense approach to managing insurance outlays using cost management technologies and administrative services that can help your organization control costs and reduce your bottom line expenses. Additionally, LANJ members that become clients of Alamo Insurance group are eligible to apply each year for a business development grant equal to that member's annual membership dues up to a maximum of \$1,500. For more information, see www.alamoinsurance.net or call (877) 55-ALAMO, press Option 9, then ext.212.

Ituran USA Offers More Value for You

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Even more value for you! Ituran's "manage it" service will allow you, the operations manager or owner of a limousine company, to know where your vehicles are at any given moment, track location, get speeding notifications, idling reports, passenger pick-ups and drop-offs, as well as save on fuel, eliminate unauthorized usage of the vehicle, protect your property and receive many more live notifications and reports. For details, see www.ituranusa.com and/or contact Efrat Bogoslavsky at (954) 328-8404 and ebogoslavsky@ituranusa.com.

Introducing LANJ's Newest Partner: Chosen Payments

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Take advantage of LANJ's newest partnership! LANJ and Chosen Payments have negotiated co-op pricing for all members! This partnership will help benefit your business by offering next day funding for all credit card types, AMEX 1Point, perpetual rate guarantee, cash advances and loans, software integration at no cost, mobile phone card readers, online reporting, and 24/7 customer support. For more information, see www.chosenpayments.com or contact livery expert Rob Crowell at (855) 4CHOSEN or rob.crowell@chosenpayments.com.

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

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