



Limousine Associations of New Jersey

September 27, 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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COTA Industry Summit: Major Success!

September 27, 2012

On Friday September 21 nearly 200 members of the industry participated in the First Annual Coalition of Transportation Associations (COTA) Industry Summit, held at the Four Point Sheraton in Long Island City. NYC TLC Commissioner David Yassky swore in the members of the COTA board of directors including president/board chair Mathew Daus (Windels Marx), Berj Haroutunian (BCAC), Jeff Rose (LANY), Tim Rose (LANJ), Sergio Sanchez (LBOA) and Doug Schwartz (LILA) and officers including first vice president Sergio Sanchez, second vice president Doug Schwartz, vice president of government affairs Barry Lefkowitz, treasurer Ira Goldstein and secretary Bill Carter.

Topics discussed at the Summit included: "How to Protect Your Business from Rogue Smartphone Apps," "Marketing and Customer Service," "Base and Driver Affiliation Agreements" and "Trade Associations and Government Affairs." The featured guest speaker was the Hon. Bill de Blasio, New York City public advocate and potential mayoral candidate.

Following the Summit, there was a roof-top cocktail reception.

Homeland Security Educates LANJ Operators on Threat Assessment

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Ninety LANJ members were recently trained at the Clarion Hotel in Princeton with the director of New Jersey Homeland Security and his staff for "Threat Assessment and How to Recognize It." The four staff members provided a PowerPoint presentation and materials that remain available to all LANJ operator and vendor members. If you would like to have the handouts, please contact Barry Lefkowitz at (609) 267-2855. Additionally, an upcoming www.lanj.org posting will advise how to contact Homeland Security if you, your chauffeurs or other staff witness peculiar behavior. Of note, 39 terrorist attempts have been thwarted in the greater New Jersey region since 2009. There are discussions with Homeland Security about potentially conducting a workshop at the Limo Digest Show.

Efforts to Deal with Jitney Crisis Intensify

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As previously published in **E-News**, LANJ has been seeking a solution to prevent jitneys from performing chauffeured transportation-type services beyond their legal status. Their activity is hurting LANJ operators throughout the New Jersey southern region and in certain northern New Jersey cities. On September 25 a meeting was held at the State House with Assemblyman John Wisniewski, chairman of the Assembly Transportation Committee. Chairman Wisniewski, in turn, has promised to discuss this matter with Assemblyman Charles Mainor (D-Jersey City) who is a member of the Transportation Committee and to ask him to join on as a prime sponsor of corrective legislation that can be presented to the Committee this fall.

Look for LANJ at Limo Digest Show on November 12-15

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Save the date! Wednesday November 14 will be the annual LANJ breakfast meeting at the Limo Digest Show. The meeting will be sponsored by the organization's major supporters and good friends, Lancer Insurance and Capacity Insurance. The name of the keynote speaker will be announced shortly. LANJ also will have a booth on the show's exhibit floor. Volunteers to staff the booth are welcome.

LANJ Member Services Coordinator: Same Face, New Name

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LANJ member services coordinator Kim Werbos has just changed her name to Kim Bubnis. You can find her happy to hear from you, as always, at (856) 596-8601 and kim.bubnis@limo.org.

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

September 27, 2012

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.bubnis@limo.org.

Member Services, 49 S. Maple Avenue, Marlton, NJ 08053 Phone: 856.596.8601 Fax: 856.596.2145

Executive Office, 5 Azalea Drive, Lumberton, NJ 08048 Phone: 609.267.2855 Fax: 609.267.8420