



## **Limousine Associations of New Jersey**

### **October 25, 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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### **LANJ Protects Industry Against Unfair Fees**

October 25, 2012

LANJ believes it is important to stand up and fight for its members. This year, Jersey City, an important financial hub to the industry, passed an ordinance requiring limo operators to pay \$500/vehicle to operate within city limits. Armed with a copy of the state law, a letter from MVC Chief Administrator Raymond P. Martinez stating the law as it pertains to what fees a municipality is legally allowed to charge an operator, the assistance of Assemblyman Charles Mainor (D-31<sup>st</sup>, Jersey City), and LANJ's persuasive abilities, the city has apparently recognized that the fee structure was inconsistent with the law. The city will now properly charge \$50/company and \$10/vehicle. This means that some companies will save thousands of dollars per year and even a one car operator will save \$490 immediately because of LANJ's efforts on behalf of the industry.

### **Jitney Legislation Being Introduced on Behalf of LANJ**

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LANJ members have expressed concern to the association that Jitneys in Atlantic City and North Jersey are performing chauffeured transportation-type services beyond their legal status. Jitneys are not supposed to be providing door to door service, weddings, airport runs, concerts or sporting events. It has always been LANJ's position that we are not trying to put other passenger ground transportation out of business, but, to be on more of a level playing field.

Atlantic City 13 passenger Jitneys are only operating with a required \$135,000 of liability coverage. Also, Jitneys throughout the state have drivers that have not gone through criminal background checks or the type of safety inspections required of the limousine industry.

Assemblyman Charles Mainor, with the blessing of the Chairman of the Transportation Committee, Assemblyman John Wisniewski, is introducing legislation that will require Jitneys up to 15 passengers, including the driver, to carry \$1.5 million of liability coverage, and above 15 passengers to carry \$5 million. Other key aspects of the legislation include: all drivers must have a CDL with passenger endorsement, annual inspections similar to limousines and buses, and all law enforcement at the local, county and state level, along with the Port Authority will have use of "probable cause" to determine if a vehicle is being legally operated.

## **LANJ Breakfast at Limo Digest Show Open to All**

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The annual LANJ breakfast meeting at the Limo Digest Show will be held on Wednesday, November 14 at 8 am at the Trump Taj Mahal in Atlantic City. The meeting will be sponsored by the organization's major supporters and good friends, Lancer Insurance and Capacity Coverage Insurance.

This year's keynote speaker will be Assemblyman Charles Mainor, Member of the Assembly Transportation Committee, Chairman of the Law and Public Safety Committee and Member of the Higher Education. Assemblyman Mainor will inform attendees how LANJ and the industry has built its relationship with him and the legislature, with it serving as a model for other state associations, and the importance of maintaining visibility, credibility and relationships with your legislators.

Additionally, there will be a power point presentation by Homeland Security on "Threat Assessment and the Role of the Limousine Industry" in helping deter terrorism. LANJ invites all of our colleagues from state associations throughout the country to join us for this highly informative and educational breakfast.

## **Legislature Looking to Move Sales Tax on Service Bill**

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Chairman Vincent Prieto, Assembly Budget Committee, met with LANJ to discuss his willingness to have a hearing on the legislation that would restore the limousine industry's exemption from the "sales tax on service". He has agreed that he will schedule a hearing to move the legislation.

## **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, visit [www.alamoinsurance.net](http://www.alamoinsurance.net) or call (877) 55-ALAMO, press Option 9, then ext. 212.

## **Ituran USA Offers More Value for You**

October 25, 2012

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, visit [www.ituranusa.com](http://www.ituranusa.com) and/or contact Efrat Bogoslavsky at (954) 328-8404 and/or email [ebogoslavsky@ituranusa.com](mailto:ebogoslavsky@ituranusa.com).

## **Introducing LANJ's Newest Partner: Chosen Payments**

October 25, 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](http://www.chosenpayments.com) or contact livery expert Rob Crowell at (855) 4CHOSEN or [rob.crowell@chosenpayments.com](mailto:rob.crowell@chosenpayments.com).

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