



## **Limousine Associations of New Jersey November 29, 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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### **Well Attended LANJ Breakfast Held at Limo Digest Show**

November 29, 2012

Despite the lower-than-normal attendance at the Limousine Digest Show due to Hurricane Sandy, the Limousine Associations of New Jersey Annual Breakfast, sponsored by Lancer Insurance and Capacity Insurance and co-sponsored by Don Brown Bus Sales, saw a full room of operators and vendors from in and outside the state on November 14. Keynote speaker New Jersey Assemblyman Charles Mainor, chairman of the Law and Public Safety Committee and member of the Transportation Committee, drew the crowd by candidly speaking on the importance of the industry having a working relationship with members of the Legislature.

Assemblyman Mainor explained to the attendees how legislators often craft bills that directly affect specific industries (such as chauffeured transportation) without any input from those touched by the proposed legislation. The bills, as a consequence, may turn out to be harmful. He zeroed in on his working relationship with LANJ and cited how helpful it has been as he has tackled the jitney problem in North Jersey. Through input from LANJ, his bill now addresses the jitney problem statewide and looks at the issue from a passenger safety standpoint using the New Jersey Limo Law as a model.

### **Interested in a Leadership Role? LANJ Has Board Openings**

November 29, 2012

The Limousine Associations of New Jersey is preparing for the organization's 2013 board and officer election in January. Two board positions for South Jersey operators and two board positions for vendor directors are open. Board members serve three-year terms and must attend board meetings in January, March, May, September and November and participate in conference calls in non-meeting months. Whether operator or vendor, all board seats are voting positions. The total LANJ board includes nine operator representatives from North Jersey, nine operator representatives from South Jersey and six vendor members. **If you are interested in applying for one of the vacancies, please email [barry.lefkowitz@mgr-lobbyist.com](mailto:barry.lefkowitz@mgr-lobbyist.com) by December 14.**

### **Don Brown Bus Sales Steps Up for March Program**

November 29, 2012

The LANJ board of directors is pleased to announce that Don Brown Bus Sales will be the sponsor of the March 2013 luncheon meeting. The venue likely will be in the New Brunswick area and details will be forthcoming. Many thanks are extended to A.J. Thurber of Don Brown and also to long-time March luncheon meeting sponsor Ed Vergopia who recently shuttered Empire Coach Worldwide.

### **New Problem with NJDOL**

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It has come to LANJ's attention that some members are making payroll deductions for chauffeurs' traffic tickets and other offenses. Currently, the New Jersey Department of Labor (NJDOL) investigators are ruling this practice illegal. LANJ is investigating the problem to see what solution can be found. In the meantime, owner-operators should be very cautious about making these kinds of deductions.

### **Do Business with LANJ Vendors**

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LANJ has been very fortunate over the years to enjoy tremendous support from its vendor members. That support has been instrumental in LANJ's success. The board of directors urges all operator members to do business with vendors who support LANJ. The board also encourages operator members to insist that any non-member vendors who want your business join LANJ.

### **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 who 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**

November 29, 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**

November 29, 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).

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