



Limousine Associations of New Jersey December 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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LANJ Selects Officers and New Board Members for 2013

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LANJ board of directors have made the following officer appointments for 2013: President Tim Rose, Flyte Tyme Worldwide Transportation; Vice-President Jim Moseley, Trip Tracker Software; Secretary Jeff Shanker, A-1 Limousine, Inc.; Treasurer Barbara Chirico, Gem Limousine Worldwide; and PAC Treasurer Pete Corelli, Lakeview Custom Coach.

LANJ board of directors also recently unanimously elected four new executive officers: Vendor members AJ Thurber, Don Brown Bus Sales and Barry Trabb, Complete Fleet and Limousine Sales, operator member Don Kensey, Cross Keys Coach, LLC and Matt Daus, president of the Coalition of Transportation Associations (COTA). These new officers will be officially sworn in on Wednesday January 16 at the annual luncheon to be held at Prestige Mercedes Benz, Paramus, NJ. There is currently one board opening remaining for the region of South Jersey. If you are interested, please contact Barry Lefkowitz, LANJ executive director, barry.lefkowitz@mgr-lobbyist.com or 609-267-2855.

Additionally, it has been agreed that Philip Jagiela, the new executive director of the National Limousine Association (NLA) will continue to attend board meetings and participate on board conference calls.

LANJ Board of Directors Discuss Dues Structure

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Like any institution or association, LANJ is finding the economy has affected the financial well-being of our institution. LANJ has not changed its' dues structure since 2005 and now finds it necessary to update their rate structure for 2013. The board has had in-depth debate and discussion over the last couple of weeks and has sought the advice and counsel of the NLA and TLPA for ideas. Paul Rosenberg, board alternate, has been very helpful with the board deliberations and is advising the executive board on new approaches as used by the TLPA. One approach that has been discussed is to set up dues renewals on a monthly basis through automatic credit card processing, which may help members with a payment plan versus a one -time fee. The board hopes to have the new dues structure in place by the first of the year and is making a determination when/if monthly dues payments may be made by automatic credit card deduction. More news on this will be forthcoming once the details have been worked out.

Chauffeur Training School Could Become Reality

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Many operators have come to LANJ about the problem of finding qualified drivers. The turn-over rate in the industry is over 10%, thus causing a shortage. LANJ executive director, Barry Lefkowitz, has initiated discussions with Burlington County College president, David Hespe, about establishing a Chauffeur Training Certification program for South and Central Jersey. This is viewed by many as a way of creating a more professional driver and adding some luster to the position. A meeting will be held with president Hespe early January to pursue the potential certification program. Don Kensey of Cross Keys Coach will chair the committee, along with Jim Moseley. LANJ will work with the Division of Business Services, NJ Department of Labor and Workforce Development. If anyone is interested in serving on the committee and help design the certification program, please contact Barry Lefkowitz, barry.lefkowitz@mgr-lobbyist.com or 609-267-2855.

Mark Your Calendar- Luncheon Schedule Set for 2013

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LANJ has established its 2013 Luncheon Schedule (12:00Noon-2:00PM) for general membership meetings. Keynote speakers are in the process of being determined for the events.

January 16th- Prestige Mercedes Benz, Paramus, NJ
March 20th- Don Brown Bus Sales- Edison, NJ
May 15th- Complete Fleet Annual Luncheon/Auction- place TBA
September 18th- A-1 Limo/Cadillac-Princeton, NJ
November- TBA

Uber and Rogue Apps Could be the Death of Industry

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Venture capitalists are pouring money into companies like Uber in which you will no longer need to go through a dispatcher to set up transportation. NYC is setting up a test with apps, which was heavily fought by LANJ and its partners in COTA. Originally the apps were going to be voted down by the TLC commissioners. Unfortunately they are moving forward by conducting this pilot test. We all recognize that modern technology brings about change but we must insist all those who participate in the industry play by the same rules. Certain app companies are skirting the rules and regulations significantly. The TLPA and International Association of Transportation Regulators have agreed to work together with COTA, and others, in preventing the rogue apps from destroying our industries. We will keep you posted as this unfolds.

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 or call (877) 55-ALAMO, press Option 9, then ext. 212.

Ituran USA Offers More Value for You

December 27, 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 a host of other live notifications and reports. For details, visit www.ituranusa.com and/or contact Efrat Bogoslavsky at (954) 328-8404 and/or email ebogoslavsky@ituranusa.com.

Introducing LANJ's Newest Partner: Chosen Payments

December 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.

May 2013 become a year of great growth and economic viability for all our members at LANJ. Enjoy your holiday season.

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

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