



Limousine Associations of New Jersey

February 28, 2013

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 and President Tim Rose Recognized at LCT Show in Vegas

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The 2013 International LCT Show in Las Vegas witnessed both LANJ and Tim Rose, Flyte Tyme Limousine, being honored respectfully as the best in the country!

LANJ received the "Award of Excellence" for being noted as the top state association in the country amongst its peers. Barry Lefkowitz, Executive Director of LANJ, accepted the award on behalf of the board and membership, stating "that it was due to a strong board, committed to the best interests of all our members, large and small, because they leave their egos outside the board room".

Tim Rose of Flyte Tyme Limousine, LANJ President, was selected as the "Large Operator of the Year." The LANJ Board is very proud of Tim's recognition.

LANJ Moving Towards Chauffeur Training Program

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The Chauffeur Training Certification Program Committee, Chairman Don Kensey, Crosskeys Coach and Co-Chair Jim Moseley, Trip Tracker Software, along with Barry Trabb, Complete Fleet, Martin Ross, Ross Limo and Barry Lefkowitz, LANJ Executive Director, met with David Hespe, President of Burlington County College, Dr. David Spang, Vice-President for Academic Affairs and Rebecca Corbin, Dean of the Corporate College to discuss the creation of a "Chauffeur Training Certification Program" for the limousine industry.

The participants had a lengthy but very fruitful discussion regarding creating a program that would meet the on-going needs of our industry and be easily accessible for the entire state. It was determined that a hybrid program, on-line classes with a full Saturday training seminar would work best for New Jersey operator's needs. President Hespe and LANJ are looking to work with the NJDOL and the Workforce Investment Board to provide scholarships and funding for the program. LANJ shared with the college leadership existing materials, including tapes and DVD's for training produced by Tom Mazza, a revered

name and brand deeply associated with the U.S. limousine industry. It is anticipated that there will be a follow up meeting with the college in mid-March.

LANJ to Roll Out New Affinity Programs for Cost Savings to Members

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LANJ is preparing to roll out a series of new Affinity Programs that are designed to bring major cost savings to our members. These include savings on electrical, landline and cell phone costs. LANJ President, Tim Rose is looking to have programs that will help our members put money back in their pockets.

Additionally, there is a need for programs that help protect our members legally and operationally. LANJ Consultant, Peggy Baffoni is planning on rolling out a minimum of three new cost savings programs over the next two months.

Discount Programs Proposed by Auto Vendors

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New LANJ Vendor Board Member, Barry Trabb of Complete Fleet plans to announce a new discount program to LANJ membership at the LANJ Annual March Luncheon!

At their "Grand Opening" in March, Universal Fleet & Livery Sales" will be offering discounts to LANJ members and will honor preferred pricing on new vehicles according to Toni Trabb.

Join LANJ and Don Brown Bus Service on March 20th

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AJ Thurber, Don Brown Bus Sales and Vendor Board Member of LANJ, announced that they are most pleased to be the sponsor of the March 20th Luncheon/General Membership meeting being held at the Crown Plaza, 390 Forsgate Drive, Monroe Township, NJ 08831.

Keynote speaker, Spencer Tenney, CBI, Managing Partner of The Tenney Group, will be presenting 7 keys to growing more effectively through acquisitions.

LANJ will discuss the impact of the Super Bowl on our members and the role it intends to play in assisting our members share in the positive financial impact and business..

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

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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 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.

Reduce your LANJ dues by leveraging the Chosen Payments LANJ Partnership!

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Chosen Payments strives to help LANJ grow its member base as well as add extreme value to all existing members. Chosen has offered to pay \$250 towards any current LANJ member's dues if they cannot save you money on your credit card processing! This is a WIN-WIN as you will either save significantly on your processing fees, or you will get \$250 towards your LANJ dues! If you are not yet a member of LANJ Chosen will give you a \$150 signing bonus to become a new LANJ member, and new Chosen client. This also is a WIN-WIN as you will gain all the benefits of joining LANJ for \$150 less, and Chosen will give you an additional \$250 if we cannot save you money! Spend the 10 minutes it takes to consult with Chosen Payments and you may realize how to significantly reduce your operating costs as well as help to support the growth of LANJ! For more information please contact Vincent Crivello at (855) 424- 6735 ext 113, vincentc@chosenpayments.com or Sarah VanBeek at (855) 424-6736 ext 128. Also please visit our new site dedicated to YOU! www.liverypayments.com

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