



## **Limousine Associations of New Jersey**

**E-News, April 2, 2013**

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.

- **LANJ Says Beware of Municipal Fees**
- **Don Brown Bus Sales Hosted Successful Luncheon**
- **Assemblyman Mainor Sponsors A3993**
- **Annual Luncheon/Auction Once Again Hosted by Complete Fleet**
- **For Your Attention! Alamo Affinity Program**
- **Ituran USA Offers More Value for You**
- **Reduce your LANJ dues by leveraging the Chosen Payments LANJ Partnership!**

### **LANJ Says Beware of Municipal Fees**

April 2, 2013

Municipalities throughout New Jersey are seeking new forms of revenue to close budget deficits. Many of them could very well be violating state law if they attempt to do it on the limo industry. The 2010 law is most clear 48:16-17, "The clerk of the municipality, in which the owner has his principal place of business, upon the filing of the required insurance policy and payment of a fee which shall not exceed a total sum of \$50 for each limousine service plus \$10 for each limousine which is covered under the required insurance policy..... It doesn't get any clearer than that. If you need we have a copy of the statute as well as a letter from the MVC Chief Administrator stating the statute and what a municipality is able to charge. Please remember only the municipality that is your principal place of business is allowed to charge you the above.

### **Don Brown Bus Sales Hosted Successful Luncheon**

April 2, 2013

Approximately 100 LANJ members were feted to a great luncheon at the Crown Plaza in Monroe Twp. hosted by Don Brown Bus Sales. AJ Thurber, LANJ Vendor Board Member, was a gracious host and had quite a fleet of vehicles for review by our members.

Spencer Tenney was our guest speaker and did a great job of discussing buying and selling limousine companies and the strategy behind that type of transaction.

Additionally, a presentation was made by LANJ Executive Director, Barry Lefkowitz, on the role that LANJ will play in coordinating ground transportation for the 2014 Super Bowl hosted in New Jersey. On April 9th a special committee of the LANJ Board, selected by President Tim Rose, will be meeting with the NYNJ Port Authority and the NFL to discuss plans to meet the ground transportation needs for the event.

### **Assemblyman Mainor Sponsors A3993**

April 2, 2013

Assemblyman Charles Mainor, D-Jersey City and Chairman of the Assembly Law Public Safety Committee and member of the Transportation Committee, introduced legislation sought by LANJ to address the growing problem of Jitneys acting like limousines, especially in South Jersey where the Atlantic City's Council wants to pass an ordinance allowing jitneys to act like limousines without meeting industry standards or requirements. The legislation will require jitneys to meet all of the same requirements such as insurance, criminal background checks, safety inspections and etc. that we in the limousine industry must follow. In spite of a "Cease and Desist Order" rendered on March 26th against the Jitney Association they arrogantly refuse to discontinue operating illegally in Atlantic City and the surrounding communities. This makes the legislation even more important than ever and LANJ will do a full court press legislatively to protect our members from these illegal operators.

### **Annual Luncheon/Auction Once Again Hosted by Complete Fleet**

April 2, 2013

On May 15th at the Wilshire Grand in West Orange, Barry Trabb, Vendor Board Member, and his partner Bruce Cirlin will host the 10th Annual Luncheon/Auction. The event is extremely important to the financial well-being of LANJ and we need all of your help in providing auction items for this year's gala event. Chosen Payment, our credit card service, will be co-sponsoring the luncheon/auction. Guest Keynote Speaker will be Raymond Martinez, Chief Administrator of the MVC. Please mark your calendar to join us and help provide needed auction items. Pete Corelli, Lakeview Coach and Vendor Board Member and PAC Chair, will once again be our auctioneer.

### **For Your Attention! Alamo Affinity Program**

April 2, 2013

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**

April 2, 2013

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

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

April 2, 2013

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](mailto:vincentc@chosenpayments.com) or Sarah VanBeek at (855) 424-6736 ext 128. Also please visit our new site dedicated to YOU! [www.liverypayments.com](http://www.liverypayments.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*