



Limousine Associations of New Jersey

May 30, 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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10th Annual Luncheon/Auction Most Successful Ever

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The May 15th, 10th Annual Luncheon/Auction, will go down historically as the most successful ever put together by LANJ and our hosts Barry Trabb and Bruce Cirlin of Complete Fleet. They were joined by co-sponsors: Capacity Coverage Company, Chosen Payments, Don Brown Bus Sales and Maplecrest Ford.

Auctioneer extraordinaire, Pete Corelli, worked his magic with the nearly 100 attendees and cleared over \$15,000 for LANJ. Thanks to LCT, Chauffeur Driven and Limo Digest, operators were able to bid on magazine covers, ads and a variety of opportunities for exposure for their businesses. LANJ members were also generous in providing gifts for auction that contributed to the success of the event held at the Wilshire Grand Hotel in West Orange.

Raymond Martinez, Chief Administrator of the MVC, the Luncheon/Auction Keynote Speaker, emphasized the importance of the working relationship between the MVC and LANJ. He felt it was a model for how regulators and members of the industry should be engaged in handling issues and concerns.

Sara Eastwood-McLean, LCT Publisher, on behalf of the NLA, presented a \$1,000 check to LANJ as the winner of the Association of the Year. The check is to be used for LANJ to donate to a charity in its name. Based on the recommendation of executive director, Barry Lefkowitz, LANJ was a Gold Sponsor for the May 19th fundraiser for the Neonatal Unit of Cooper University Hospital.

Complete Fleet Surprises LANJ with \$\$ Rebate Check

May 30, 2013

Barry Trabb presented LANJ with a check for over \$3,000 from a special program that Complete Fleet conducted for LANJ members, good to the end of the month, in which members received a \$200 discount and LANJ received a commission of \$75/vehicle bought. Barry Trabb said that their goal is to raise \$4,000 for LANJ by the end of the month through their special discount program.

BCC College Presents Chauffeur Training Program to LANJ Board

May 30, 2013

Roy Miller, Associate Dean of Client Services, and Frank Keith, Director of the Corporate College, made a presentation to the LANJ Board outlining the programmatic approach that BCC College would use in providing a hybrid certification training program for chauffeurs. Hybrid refers to the ability of the program to be conducted state-wide on-line, including right from your office, with an all day Saturday session done at BCC's campus in South Jersey and a site in North Jersey. The College in partnership with LANJ is submitting in July a "Talent Grant" application for at least \$300,000 that will pay for the development of the program, which is already being worked in with LANJ's Committee led by Board members Don Kensey, Chair, Jim Moseley, co-chair, Barry Trabb and general member Martin Ross. Additionally, the grant will provide for unemployed or under employed individuals to go through the certification program free.

President Tim Rose discussed with the college speakers the possibility of the program being used for drivers that could be done by paying for the training. The Board was highly receptive to the presentation and anxious to move forward with a Fall starting time.

LANJ Looks to Build Affinity Partnerships to Benefit Members

May 30, 2013

A sub-committee of the LANJ Board has been formed to review three potential vendors interested in establishing Affinity Programs for LANJ's members. Jeff Shanker, Chair, Jason Sharenow, Co-Chair, Bob Schiavo and non-board member Chris Stockholm will be conducting a series of meetings to make specific recommendations to the Board. The three immediate vendors are: Transworld Systems led by Sharon Weinbrum, has a program for operators to help with cash flow by handling outstanding invoices, IAM Investments, Earl Deamond, creates 401 K programs and Avatar Energy Solutions, Fred Luthy, they are an energy provider that saves significant dollars on electric bills for your business, home and that of your employees (as a benefit for them). Transworld is meeting with the sub-committee on June 5th.

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

May 30, 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 or Sarah VanBeek at (855) 424-6736 ext 128. Also please visit our new site dedicated to YOU! www.liverypayments.com

For Your Attention! Alamo Affinity Program

May 30, 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 or call (877) 55-ALAMO, press Option 9, then ext. 212.

Ituran USA Offers More Value for You

May 30, 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 and/or contact Efrat Bogoslavsky at (954) 328-8404 and/or email ebogoslavsky@ituranusa.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