



# Premiere

## Transportation Group

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### Success Magazine: How do you define success?

*Premiere Transportation Group: In terms of Premiere, consistent performance to exceed customer expectations. Being profitable to enable on-going investment in new equipment, and to provide a company that people feel great working for.*

In between, we have various stretch limousines, SUV's, vans and specialty vehicles, such as a limo van, which is configured like a limousine on the inside but housed in the framework of a 15 passenger van. This enables us to offer our clientele varying answers to their transportation needs.

### SM: Who is your main client base?

PTG: The movers and shakers that you read about in the Business Review from week to week. Primarily a corporate clientele – local

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corporations that have a presence in NYC or overseas. Attorneys, colleges, banks, hotels, and companies in the technology sector. Our customer base consists of businesses of various sizes, management personnel at many levels, and individuals. We also do social situations such as proms, weddings, and nights out. This represents roughly 25% of our sales.

### SM: You provide a daily shuttle service to JFK and LaGuardia airports. Where does this shuttle depart from, and are there any stops in between?

PTG: Our shuttle leaves daily from the Albany International Airport and makes stops at points south; Catskill, Kingston, New Paltz, and Newburgh.

### SM: You are very active in many local organizations and associations. What are some of your affiliations, and why is this important to your continued growth?

PTG: Albany, Saratoga, and other chambers provide great networking and educational opportunities. The Albany Convention and Visitors' Bureau keeps us in touch with the hoteliers in the area, while keeping us abreast of which groups are coming in the area for conventions or meetings.

### SM: Premiere Transportation Group has contributed to many charitable organizations. Why is this important to you personally?

PTG: We run a successful business and we owe that to our associates and customers. Contributing to various groups or events allows us to be involved in our community in different ways. We are currently putting together a team for the Leukemia Light the Night Walk. This is a great opportunity to work on something outside of our day to day demands, feel good about what we are doing, and feel good that we are working together. At Christmas time, we match our employees' contributions which have benefited Parkinson's disease and breast cancer.

### SM: What is the main goal of Premiere? How do you work to ensure you are meeting that goal on a daily basis?

PTG: We want to provide the best chauffeur-driven transportation – which means a professional chauffeur, a clean and reliable vehicle, and on time performance that our clients can count on. On a daily basis we review service concerns, review processes to improve operations, and randomly call customers to solicit feedback.

### SM: You have recently decided to make the switch to propane as your fleet's primary fuel. What motivated this change? Why did you choose propane?

PTG: We want to be part of the solution, not the problem. We need to find ways to consume less gasoline. Propane is primarily domestically produced and the conversion kit for the car allows bi-fuel use, meaning gasoline will still work when refueling if propane is not available. The payback for the conversion takes approximately a year, with propane roughly half the cost of gasoline. We continue to look at other alternatives such as hybrids.

### SM: You have a rather diverse fleet. What types of vehicles are available, and why is this diversification important to ensuring your success?

PTG: We are very diversified in terms of the services we provide. Our vehicle mix ranges from Lincoln Town Cars to Mini Coaches seating up to 31 passengers.

