



## OUR MISSION

The Intermodal Association of North America (IANA) is the leading trade association representing the combined interests of the intermodal transportation industry. Our mission is to promote the benefits of intermodal freight transportation and encourage its growth through innovation and dialogue.

IANA promotes the benefits of intermodal transportation by providing its members, the shipping community and other interested parties a forum to discuss common issues and solutions.

### IANA furthers its mission through:

- Professional development through seminars, publications and industry forums
- Participation in governmental proceedings that impact the industry
- Outreach efforts aimed towards industry, shippers and lawmakers
- Information and educational programs about the value and benefits of intermodal transportation
- Common systems, innovations and best practices to enhance intermodal efficiency



## GROW YOUR BUSINESS!

Promote your products and services among an exclusive segment of industry decision makers.

- Become an IANA sponsor. IANA offers a year-long program to showcase your products and services.
- Achieve maximum exposure by exhibiting at the Intermodal Expo.
- Advertise in the *Intermodal Insights* newsletter and the annual *Membership Handbook*.
- Promote your company's products and services in the *Intermodal Product & Supplier Directory* which is distributed to over 8,000 potential customers.



## GET CONNECTED!

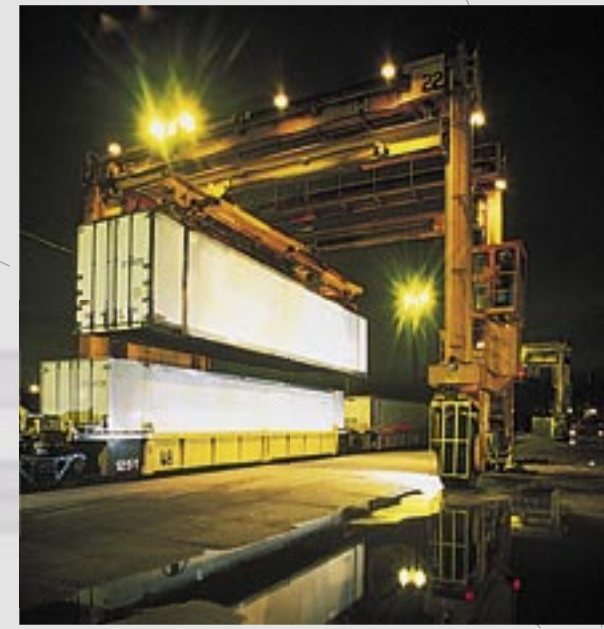
An IANA membership will enable you to make connections and build relationships with transportation professionals from across the industry.

- Participate on committees and task forces such as the Operations, Maintenance & Repair and Public Relations. IANA's committees and related task forces promote dialogue, communication and industry action on key issues.
- Network with your industry colleagues and business associates at IANA's annual conference, Intermodal Expo, seminars and forums.
- Expand your corporate visibility with exposure in IANA's *Membership Handbook*, *Intermodal Product & Supplier Directory* and *On-Line Member Directory*.

## STAY INFORMED!

IANA membership keeps you up to speed on the most current legislative, regulatory and business activity related to the industry.

- IANA's monthly newsletter, *Intermodal Insights*, provides comprehensive coverage of the news affecting the industry
- The "Members Only" section of the IANA website keeps members up to date on federal and state legislative activity
- IANA's educational forums help you keep tabs on the latest trends and developments within the intermodal community
- IANA publications such as *Intermodal Market Trends and Statistics* keep you informed
- The web-based centralized *Rail Intermodal Terminal Directory* provides up-to-date intermodal terminal information and statistics



## Become An IANA Member...

Corporate membership eligibility is based upon the service provided by the member company. Each corporate member has voting member privileges.

### Voting Member Divisions:

- **Intermodal Marketing Company Division**—transportation companies who act as shipping intermediaries, which arrange, purchase and sell intermodal freight shipments. Member companies also include freight forwarders—domestic and international, NVOCCs, logistics service providers and consolidators.
- **Motor Carrier Division**—companies who (1) provide truck transportation of freight that has a prior or subsequent movement by another mode of transportation, and/or (2) provide truck transportation of freight other than that which has had a prior or subsequent movement by another mode of transportation.
- **Rail Division**—companies that provide intermodal rail transportation and associated intermodal terminal services.
- **Supplier Division**—companies that provide products or services to any member of the association. The IANA Supplier Division covers a broad spectrum of intermodal service and product related companies.
- **Water Division**—companies that provide transportation of freight by water that has prior or subsequent movement by another mode of transportation. Member companies in this division also include intermodal Stacktrain transportation companies and, at a minimum, ramp-to-ramp freight delivery, plus Port Authority and port terminal operators.

**At-Large**—Memberships are also available to individuals who are employees of an IANA member company. At-Large members receive full membership benefits except voting privileges.

**Associate**—Memberships are available to companies and individuals from government and military, associations, shippers/receivers, the academic community, students, media and other related organizations. Associate members receive full membership benefits except voting privileges.

**Membership Dues** – Please consult the SCHEDULE OF DUES below to determine your annual dues amount. Dues for voting members are based on the greater of intermodal revenues or expenses. Enter that amount on the application form. Future dues are invoiced annually on the anniversary date.

INTERMODAL REVENUE/EXPENSE . . . . .	DUES
UNDER \$1,000,000 . . . . .	\$350
\$1,000,000 TO \$5,000,000 . . . . .	\$550
\$5,000,001 TO \$ 15,000,000 . . . . .	\$800
\$15,000,001 TO \$ 25,000,000 . . . . .	\$1,300
\$25,000,001 TO \$ 50,000,000 . . . . .	\$1,800
\$50,000,001 TO \$100,000,000 . . . . .	\$2,300
\$100,000,001 TO \$150,000,000 . . . . .	\$2,800
\$150,000,001 TO \$200,000,000 . . . . .	\$3,000
\$200,000,001 TO \$250,000,000 . . . . .	\$5,000
\$250,000,001 TO \$500,000,000 . . . . .	\$10,000
OVER \$500,000,000 . . . . .	\$15,000
AT-LARGE (NON-VOTING) . . . . .	\$125
ASSOCIATE (NON-VOTING) . . . . .	\$125

**AN IANA MEMBERSHIP WILL ENABLE YOU TO  
MAKE CONNECTIONS AND BUILD RELATIONSHIPS**



## IANA Membership Application

Company: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Fax: \_\_\_\_\_  
E-mail: \_\_\_\_\_  
Website: \_\_\_\_\_  
Intermodal Revenue/Expense: \$ \_\_\_\_\_

**Business Description**—Please provide a brief description of your company's primary business activity:  
\_\_\_\_\_  
\_\_\_\_\_

**Membership Category**—Select the division that best matches your company's primary business activity:

**REGULAR VOTING/PRIMARY MEMBER**

INTERMODAL MARKETING COMPANY DIVISION  
 SUPPLIER DIVISION

WATER DIVISION  
 Water Carrier    Stacktrain Operator    Port Terminal Operator

MOTOR CARRIER DIVISION  
 Intermodal Trucker    Highway Carrier

RAIL DIVISION  
 Class 1 Railroad    Short Line/Regional Railroad

**AT-LARGE** (non-voting)—individual must be employed by IANA member co.

**ASSOCIATE** (non-voting)

Total Fee: \$ \_\_\_\_\_

Check Enclosed    American Express    MasterCard    Visa

Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_

Card Holder Name \_\_\_\_\_

Signature \_\_\_\_\_

Make check payable in U.S. Funds, drawn on a U.S. based bank. Mail to:  
Intermodal Association of North America, 7501 Greenway Center Drive,  
Suite 720, Greenbelt, MD 20770-6705. Call (301) 982-3400 or Fax (301) 982-4815.

## OUR MEMBERS

Our member organizations provide a vast array of services across the spectrum of the intermodal transportation industry. The IANA membership is comprised of five divisions that include all modes of intermodal transportation—railroads, water carriers, motor carriers, intermodal marketing companies and suppliers to the industry.

Our diverse corporate members are railroads, steamship lines, barge carriers, port authorities, terminal and warehouse services, stacktrain operators, intermodal marketing and logistics companies, freight forwarders, intermodal truckers and highway motor carriers and suppliers. Our Associate members are shippers, academic institutions, government agencies, related transportation organizations and trade associations that support and promote intermodal transportation.

## NEW DIRECTIONS WITH MEMBERSHIP



INTERMODAL ASSOCIATION OF NORTH AMERICA

## JOIN IANA TODAY!

### Take advantage of the benefits of membership:

- Networking with your industry colleagues through IANA's conferences, seminars and committees
- Professional development at seminars, with publications and at industry forums
- Current information and news updates that impact the intermodal industry
- Participation on IANA's committees and task forces such as the Operations Committee, Maintenance & Repair, and Public Relations
- Opportunities to promote your product and services in IANA publications
- Annual *Membership Handbook* for communicating with other association members
- Federal and state legislative regulatory updates
- Member discounts for association seminars, publications, events and Intermodal Expo
- Subscription to *Intermodal Insights*, IANA's monthly newsletter



INTERMODAL ASSOCIATION OF NORTH AMERICA

7501 Greenway Center Dr., Suite 720  
Greenbelt, MD 20770-6705

301.982.3400  
[www.intermodal.org](http://www.intermodal.org)



“As a long time member of IANA, I have come to rely on the relationships that I have developed with suppliers and customers alike at IANA sponsored events. The information that you can gather concerning industry trends and issues, either at an IANA session, or simply from phone calls and meetings with other members, is invaluable in running our business. As the intermodal industry continues to grow and expand, we need a strong forum to coordinate the efforts of all other parties involved, and in my opinion, IANA has and will continue to serve that function very well.”

**Dave Howland**

*Vice President Intermodal Operations, Schneider National, Inc.*

“Through association membership, you will not only be offered a unique opportunity to positively impact your industry on many levels, but also impact your personal growth as well through fellowship with industry leaders who take pride in their profession. If you're not an active member of IANA, as a transportation professional, you should consider becoming one.”

**Bill Uberti**

*Vice President Intermodal & Rail Services, Exel Transportation Services, Inc.*

“As a long-standing and loyal member of IANA, Pacer Stacktrain has been able to gain maximum exposure in the industry and increase our brand identity through the well-organized annual conference and its various publications. The professional support IANA provides is a valuable resource for the intermodal industry.”

**David Hoppens**

*Vice President Marketing, Pacer Stacktrain*

## NEW DIRECTIONS