

# Membership Categories and Benefits



The Intermodal Association of North America is the leading organization representing the combined interests of the intermodal freight transportation industry. IANA provides its members with quality programs and services that keep them informed of legislative and regulatory issues, plus reliable industry data, educational forums, networking opportunities, news and information and more!

IANA's membership of over 1,000 corporate members is broken down into voting and non-voting categories:

## **VOTING MEMBERSHIP** (comprised of five divisions)

**3PL DIVISION** — companies that act as shipping intermediaries that arrange, purchase and sell intermodal freight shipments

**MARINE DIVISION** — companies that provide freight transportation by water that has prior or subsequent movement by another transportation mode; also includes intermodal stacktrain transportation companies, port authorities and port terminal operators

**MOTOR CARRIER DIVISION** — companies that provide truck transportation of freight that may or may not have 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 other than transportation to any member of the association, covering a broad spectrum of service and product providers

## **NON-VOTING MEMBERSHIP** (allows the inclusion of other organizations and individuals with influence and interest in intermodal transportation)

**ASSOCIATE** — available to government and military, associations, shippers/receivers, the academic community, students, media and other related organizations

**AT-LARGE** — for employees of IANA member companies; receive all the benefits of full membership except voting privileges

## PARTIAL LIST OF MEMBER BENEFITS

We invite you to join IANA and enjoy the following benefits that your membership will provide:

- Concentrated promotion of the benefits of intermodal transportation on behalf of all stakeholder groups
- Visibility of your company within the industry and the opportunity to network with peers and customers through multiple venues
- Professional development through various educational offerings
- The ability to participate in a mode neutral forum that considers all viewpoints and develops consensus solutions to common industry challenges and business processes
- The ability to collectively influence and shape the legislative and regulatory environment under which the intermodal industry must operate
- Reduced fees for all of IANA's products, programs and services, publications, association seminars, events and Intermodal EXPO

**For more information, contact Jim Morrow, assistant vice president, membership, at 301-982-3400, ext. 314 or [jim.morrow@intermodal.org](mailto:jim.morrow@intermodal.org).**

# Membership Application



## Contact Information

Company		
Name	Title	
Address		
City	State	Zip
Phone	Fax	
Email	Web	

## Business Information

Intermodal Revenue: \$ _____
Business Description — Please provide a brief description of your company's primary business activity.

## Membership Category

**VOTING MEMBERS** — Select the division that best matches your company's primary business activity.

- |  |   |
|--|---|
| <input type="checkbox"/> 3PL                     | <input type="checkbox"/> Rail Division                |
| <input type="checkbox"/> Marine Division         | <input type="checkbox"/> Class I Railroad             |
| <input type="checkbox"/> Water Carrier           | <input type="checkbox"/> Short Line/Regional Railroad |
| <input type="checkbox"/> Port, Terminal Operator | <input type="checkbox"/> Supplier Division            |
| <input type="checkbox"/> Motor Carrier Division  | <input type="checkbox"/> Type of Supplier _____       |
| <input type="checkbox"/> Intermodal Trucker      | _____   |
| <input type="checkbox"/> Highway Carrier         | _____   |

### NON-VOTING MEMBERS

- Associate — limited to government and military, associations, shippers/receivers, the academic community, students, media and other related organizations
- At-Large — individual must be employed by IANA member company

## Membership Dues

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

INTERMODAL REVENUE/EXPENSE	DUES AMOUNT
<b>VOTING MEMBERS:</b>	
<input type="checkbox"/> Under \$1,000,000	\$350
<input type="checkbox"/> \$1,000,000 to \$5,000,000	\$550
<input type="checkbox"/> \$5,000,001 to \$15,000,000	\$800
<input type="checkbox"/> \$15,000,001 to \$25,000,000	\$1,300
<input type="checkbox"/> \$25,000,001 to \$50,000,000	\$1,800
<input type="checkbox"/> \$50,000,001 to \$100,000,000	\$2,300
<input type="checkbox"/> \$100,000,001 to \$150,000,000	\$2,800
<input type="checkbox"/> \$150,000,001 to \$200,000,000	\$3,000
<input type="checkbox"/> \$200,000,001 to \$250,000,000	\$5,000
<input type="checkbox"/> \$250,000,001 to \$500,000,000	\$10,000
<input type="checkbox"/> Over \$500,000,000	\$15,000
<b>NON-VOTING MEMBERS:</b>	
<input type="checkbox"/> Associate	\$125
<input type="checkbox"/> At-Large	\$125

## Payment Information

Payment may be made by check or credit card. Membership dues are non-refundable. Applications containing credit card information may be faxed to 301-982-4815. Checks must be payable in U.S. funds and drawn on a U.S.-based bank.

Payment Method:  Check Enclosed  American Express  MasterCard  Visa

Dues Amount: \$ \_\_\_\_\_

Make check payable to:  
Intermodal Association of North America  
11785 Beltsville Drive, Suite 1100  
Calverton, MD 20705-4048

Card #	Expiration Date
Name on Card	
Signature	

## Email/Fax Consent

- On behalf of the organization specified above, I am authorized and hereby consent for the organization to receive emails or faxes sent by or on behalf of the Intermodal Association of North America (IANA), Uniform Intermodal Interchange & Facilities Agreement (UIIA), and/or Foundation for Intermodal Research and Education (FIRE).

For IANA Use Only

Date Rec.	Amount Paid	Check #	Web
-----------	-------------	---------	-----