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Argus Rail Business 20th Annual Win-Win Award Application

Rewarding Excellence in Transportation Partnerships

Apply by April 28, 2017 for a chance to get rail industry recognition!

The winner will be honored at NARS' annual meeting in San Francisco, CA on May 23-25, 2017 and will receive free event registration!



What is the Win-Win Award?

Shippers, railroads and their partners in the supply chain often cooperate on solutions that lead to better service and efficiency, more affordable rates and other mutually beneficial results. But these “win-win” achievements often go virtually unnoticed in the industry.

In 1998, Argus Rail Business instituted the annual Win-Win Award to honor these positive partnerships within the rail shipping industry. As we enter our 20th iteration, you have the chance to win this prestigious award. Over the previous 19 years, applicants have never failed to provide innovative and creative examples of effective collaboration, and you could be next!

Why should you apply?

- The winning entry will be profiled in an edition of Argus Rail Business.
- The winner will be formally **honored** at the North American Rail Shippers Association’s (NARS) annual meeting in San Francisco ,CA on May 23-25, 2017 (winner will be expected to attend).
- Argus Rail Business and NARS will provide **free registration** to the annual meeting
- Argus Rail Business will post an award announcement on PR Newswire, giving the winner **nationwide publicity and industry recognition.**

Who can enter?

Any partnership between shippers, railroads, intermodal partners and others that resulted in significant cost or service benefits qualifies for the Win-Win Award.

- **Shippers:** Any size and commodity, including intermodal shippers as well as third-party logistics providers and intermodal marketing companies.
- **Railroads:** Both Class I carriers and shortlines are eligible.

The winning entry will be judged on its relative importance to the parties, not on the total scope of the initiative.

What is the application process?

- There is no application fee.
- Print out application form, complete in block letters, scan it and email along with the requested description of your partnership by April 28, 2017 to winwin@argusmedia.com
- Let us know about any and all aspects of the railroad-shipper relationship that contribute to better business for both parties (rates, service, costs, equipment utilization, operating efficiency, etc.).

Who judges?

Our editors join an independent panel of industry experts to select the winner based on benefits to both railroad and shipper, and the level of creative cooperation employed. Judges will be announced in the coming weeks.

Past winners include:

- **2016:** CSX, Covanta Environmental Solutions
- **2015:** Kansas City Southern de Mexico, Pemex, Bulkmatic
- **2014:** Arkansas and Missouri Railroad, APAC-Central

...And you can be next

It is not necessary to be an Argus subscriber to enter the contest. Not sure if you qualify? Call us at (202) 349-2884 or email winwin@argusmedia.com with any questions.

Don't miss this exciting rail industry opportunity and apply today!

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APPLICATION PROCESS AND FORM

HOW TO APPLY

1. Fill out contact information at right
2. In a separate document, provide the following information:
 - Summary/overview statement
 - Describe how and why the program was initiated
 - Describe all benefits to carrier, shipper/receiver and other parties. The more specific details the better (e.g., specific cost savings, % reduction in cycle times, quantify improved asset utilization, more throughput, etc.).
 - Additional details about the program you would like to emphasize (i.e. electronic/multimedia presentations, marketing materials, etc.)
3. Please print out application form, fill out in block letters, scan and email with supporting documents to winwin@argusmedia.com

The more specific you can be the better, as a Win-Win partnership needs to be more than just new business development. It needs to show above and beyond problem solving between railroad and shipper. Judges and Argus will hold confidential any proprietary details, which must be labeled as such in the application. Your company may submit as many different entries as you like, but only one entry per Win-Win project.

APPLYING PARTNER

Name: Dr/Mr/Ms: _____

Job Title: _____

Company Name: _____

Address: _____

City/State or Province: _____

Postal Code: _____ Country: _____

Email: _____

Telephone: _____ Fax: _____

CO-PARTNER

Name: Dr/Mr/Ms: _____

Job Title: _____

Company Name: _____

Address: _____

City/State or Province: _____

Postal Code: _____ Country: _____

Email: _____

Telephone: _____ Fax: _____

TERMS AND CONDITIONS

Entries must be received by April 28, 2017. Winners will be expected to travel to San Francisco, CA to attend the award ceremony at the North American Rail Shippers Association Conference on 23-25 May 2017. NARS will waive the normal conference registration fee.

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