About AISA

Founded in 1960, the American Institute for Shippers' Associations (AISA) is the nation's leading trade group representing the interests of the cooperative shipping industry and allied enterprises. AISA has two membership categories, active and affiliate. Active members are the Shippers' Associations, themselves. Affiliate membership is open to any entity involved in the handling, movement and warehousing of freight or otherwise providing support to Shippers' Associations.

AISA's primary goals are to: (a) promote the growth of cooperative shipping; (b) enhance public and governmental awareness of the important role the industry plays in meeting the nation's overall transportation needs; and (c) foster a legislative and regulatory climate conducive to the well-being of Shippers' Associations. From its Washington, D.C. headquarters, AISA is at work daily to advance those goals. Its location and widely respected status as an authoritative industry spokesman make the Institute particularly well positioned to monitor and positively influence the activities of all branches of the federal government bearing upon the operations of its members and cooperative shipping generally. AISA's record of accomplishment in that regard is a long and proud one. AISA has been instrumental in ensuring that Shippers' Associations continue to receive recognition and protection under the law.

Via its quarterly newsletter, AISA keeps members abreast of major developments on the transportation scene in Washington and elsewhere of particular interest to them. AISA is also always available to respond to individual requests for information, advice, and assistance. In recent times, for example, AISA has been especially active in helping associations to capitalize on the standing accorded them by the 1984 Shipping Act by becoming more involved in the international trades.

Another AISA publication is the biannual Guide to Shipping Cooperatives. This unique reference work has a nationwide circulation, reaching thousands of traffic managers and other key decision-makers concerned with the sending and receiving of freight. AISA members receive a free listing, which has proven to be a highly effective marketing device, as well as advertising at reduced rates.

AISA also offers a special member registration rate at its annual 3-day convention. These meetings are usually held at an attractive resort site to facilitate the kind of informal interchange among participants that is often the most productive aspect of such gatherings. The formal convention program features a varied mix of educational sessions and social events. The former are designed to give the audience an expert update on the broader economic and transportation context within which Shippers' Associations must function

along with concrete, practical guidance on ways to adapt to and grow with the latest trends while improving operations efficiency.

Throughout the year, AISA serves as a clearinghouse for the exchange of information and ideas within its membership, as a catalyst for joint ventures and other initiatives aimed at strengthening cooperation among associations and their position in the transportation marketplace, and as an agent for stimulating positive media coverage of the cooperative shipping industry. AISA is also ever on the alert for possibilities to translate the many inquiries it receives from outsiders into business development and public relations opportunities for its members. To obtain additional information about AISA and membership in it simply write or call Bill Clark, AISA's Executive Director, at the Institutes' Washington office, or e-mail him at the address below.

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