

SERVICE INCENTIVE

Effective 2011-2012 Navigation Season

The *Service Incentive Program* offers a rebate of 20% on applicable cargo tolls for carriers that implement a new service. The objective is to provide incentive for carriers and assist them in developing and implementing a liner or semi-liner service from the Great Lakes ports to other global markets.

This incentive is available to all carriers presently calling the Great Lakes Region and potential service providers who are looking to expand their scheduled services.

Rules

1. Carriers who implement a New Service will qualify for a Service Incentive of 20% on applicable cargo tolls.
2. Carrier will notify SLSMC in writing 30 days prior to service implementation that they will be implementing a New Service and are applying for the Service Incentive.
3. Qualifying Services will be Services servicing markets outside of the Great Lakes.
4. Qualifying Services will exclude displacement of current shipments between origins and destinations. SLSMC reserves the right to require the ultimate origin or destination of cargoes to insure there is no diversion of existing cargoes.
5. Carrier will advise intended schedule (weekly, monthly, etc) and number of calls scheduled for the season. Additional calls to the system may be added during the season.
6. The proposed service must be a liner or semi-liner service (between the same ports) to qualify for the Service Incentive.
7. Service must call multiple origin ports or multiple destination ports and cannot be limited to the movement of a specific commodity.
8. Carrier will advise port rotation outlining core ports of call when providing notification of schedule rotation. Additional ports may be added at any time provided the core schedule ports are called.
9. Carrier will advertise this schedule through various media outlets i.e. website and industry publications.
10. Schedule must provide for a minimum of 4 scheduled Great Lakes calls during the navigation season.
11. Carrier must meet 75% schedule adherence with a minimum of 4 Great Lakes calls during the navigation season to qualify for the Service Incentive.
12. Service Incentive is applicable to export cargoes from the lakes which must first be qualified as New Business to qualify for the Service Incentive. Cargoes which do not qualify as New Business will not be eligible for the Service Incentive.
13. New Business Incentive will continue to be applicable to import cargoes that qualify this incentive. The Service Incentive is not applicable on import cargoes.

14. The Service Incentive will only be applicable to New Business applications approved after the commencement date of the new service. New Business applications approved prior to this date will not qualify for the Service Incentive.
15. New Service Incentive will be paid by the SLSMC on a refund basis after the close of navigation season, once the SLSMC has confirmed that the carrier has met the schedule adherence qualification. The carrier will provide SLSMC with a request for refund with all back up data to support this request within 60 days of the close of navigation season. Requests for refund are processed at the discretion of the Manager, Revenue and Forecast for the SLSMC.

**** To be eligible for the Service Incentive Program a carrier will notify the SLSMC in writing 30 days prior to implementing a service servicing markets outside of the Great Lakes. Carriers will submit a [“Service Incentive Application Form”](#).**