



2017 ADWHEEL AWARDS ENTRIES

ALBUQUERQUE RAPID TRANSIT

PRINT MEDIA

Best Marketing and Communications to Increase Ridership or Sales Print Media (e.g. brochure, newspaper ad, billboard)

- 1. Who was the target audience for this entry?
 - Target audience includes current and likely transit riders, as well as those on the fence about trying the new transit system. The messaging also addresses misinformation and perceived barriers to riding the bus for the community at large, to improve overall perception.
- 2. What was the situation/challenge that necessitated creating this entry?

 The current bus system has limited ridership and both the buses and stations are perceived by some as unsafe places with less than desirable populations. In addition, a lot of misconception and negative press had been circulated around the pending Albuquerque Rapid Transit (ART) project by active opposition groups.
- 3. What was the strategy/objective of this entry?
 - Our objective was to help overcome negative beliefs based on the old bus system, and to educate people of the differences and benefits of the new ART system. We chose to address each concern directly with facts. The new BRT system WILL have increased security by means of additional security officers, cameras on buses and station platforms, and additional lighting. The new BRT will be quicker, with dedicated lanes and timed signals. They will have free wifi and charging ports. All these features help to set the BRT apart from the current bus system, and are features that millennials and professionals desire.
- 4. What results/impact did this entry have? (e.g. increased ridership, higher sales, greater public awareness, etc.)
 - Since more residents were informed of the actual facts about the new BRT, there is greater acceptance of the entire concept and much less active opposition. The bus is just beginning regular service so it's hard to track ridership at this time, but anticipation is high and many have signed up for the initial outings and events.



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5. Please tell the judges why this entry was submitted and why it should win an AdWheel Award.

We feel this entry succeeds on many levels. It stays true to our overall branding for the ART project with cohesive messaging and graphics. The simple graphics and strong messaging are successful as billboards, and get their point across quickly and clearly. The various messages on the billboards create a strong impression as they all work well together providing a host of reasons to ride ART. The result is a well-crafted overall campaign that has reached virtually everyone in the city while improving overall acceptance of the project and willingness to ride ART.





"We've got your back" - Print Billboard

New York Avenue

Rio Grande Boulevard

15th Street

9 Copper Avenue (north)

O 2nd Street and Copper Avenue

1st Street and

Copper Avenue (north)/Gold Avenue (south)

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"Reasons to ride" - Print Billboard

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"Reasons to ride" - Print Billboard

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"We've got your back" - Print Billboard

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