

Joseph Waldo



Background

- Joe Waldo is a senior consultant in IHS Global Insight's Global Commerce and Transport practice. He has over 20 years experience in freight operations, carrier and regional economics, transportation data analysis, urban transportation planning, and transit demand modeling.
- Prior to IHS Global Insight, Waldo served as vice president of sales and marketing for RailRunner N.A., Inc., a rail intermodal technology company, and also worked at Conrail, a major Northeastern freight railroad. He has been then operations manager of a short-haul intermodal service and an economist at the Association of American Railroads (AAR),
- Waldo received his Bachelor of Arts from Catholic University of America and Master's degree in regional economics from the University of Pennsylvania's distinguished Wharton School. He is an adjunct professor at Montgomery County Community College, where he teaches economics and globalization.

Industry Experience

- Freight railroads
- Intermodal services
- Primate investment analysis
- Public-sector transport planning
- Ports and trade

Selected Experience

- **Regulatory analysis:** Involved in economic analysis, forecasting, and econometric modeling in support of federal freight transportation legislation and regulation. Filed verified statements with the Surface Transportation Board and its predecessor, the Interstate Commerce Commission. Managed development of AAR Shipper Cost and Truck Cost Models.
- **Modal analysis:** Estimated capital and operating costs associated with alternative intermodal operations, including double-stack, single-stack, and bi-modal systems. Advised rail carriers on strategies to support investment in a new intermodal terminal operation. Managed projects evaluating the operation and economic opportunity for converting low-volume and short-haul truck traffic to rail intermodal.
- **Asset utilization:** Managed a 10,000-rail fleet at Conrail. Engineered the processes to assess optimal equipment utilization, yield management, and customer delight.
- **Transportation operations management:** Operations manager of a short-haul intermodal service, including carrier rate negotiations, drayage operations, service planning, terminal systems analysis, and pricing. Developed supply chain warehousing, intermodal, and cross-docking operations for short-line railroads..
- **Carrier sales and marketing:** Developed sales, pricing, and marketing strategies for Class 1 and short-line rail carriers, winning awards for significant sales increases in the shingle, toy, and appliance markets.
- **Infrastructure evaluation and investment:** Completed studies on freight infrastructure assessments to support public freight planning efforts, as well as private capital investment decision making.