

# Wave Point Consulting



Wave Point Consulting helps organizations overcome the challenges of moving goods and people to market. Our boutique advisory practice is focused on strategy, trade development, logistics, transportation and infrastructure development services.

We use proven methods to address each client's specific requirements. Project teams typically consist of associates with extensive experience and deep subject matter expertise in their respective fields.



# Darryl Anderson



Mr. Anderson is a senior executive with twenty-seven years of strategy, trade, logistics transportation & infrastructure development. Previous roles have included President & CEO of a Canadian Port Authority, and rail/intermodal and marine policy advisor.

Mr. Anderson was awarded a MBA from the Australian Maritime College, a BA from Trinity Western University, a Diploma in Urban Land Economics from UBC and a Certificate in Shipping & Marine Operations from BCIT.

He is a past President of the Canadian Transportation Research Forum, Board Member of the Association of Canadian Port Authorities, and current member, Chartered Institute of Logistics and Transport -North America – Pacific Chapter.

# Intermodal & Rail



## Consulting Services

Competitive Analysis  
Feasibility Assessment  
Freight Pricing  
Logistics Studies  
Market Research  
Supply Chain Analysis  
Transport Economic Studies



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## Railway Logistics and Transportation Services

Changing market conditions provide new business opportunities for firms in the railway logistics and intermodal sector. Shippers, railways and terminal operators all need to adapt their trade development strategies to address the impacts of technology, sustainability objectives and shifts in economic fundamentals.

By using the results of evidence-based research, our team ensures that railways maximize the revenue potential from their existing assets. Our team uses proven methodologies to complete feasibility assessments, gauge the size of the market opportunity, determine customers' commercial requirements, evaluate competitive position,

and assess and mitigate the risk associated with transportation infrastructure projects.

Through collaboration with clients in the project visioning stage, we ensure that important market and operational insights are captured early in the infrastructure design decision-making process. Consequently, project scope changes are minimized, and facilities are designed for ongoing operating efficiency consistent with market opportunities.

We provide the necessary independent analysis required by boards of directors, investors and regulatory authorities.

Wave Point Consulting often leads projects and/or subcontracts to management consulting, engineering and other professional service firms to deliver tailor made and cost effective client solutions.

## Project Highlights

### **Saudi Railways Organization Freight Marketing (2015-2016)**

**Objectives:** Identify potential customers for freight rail service, operational and infrastructure changes that will be required to enhance freight shipping efficiency, attract and accommodate the additional traffic, and estimate investment costs.

### **Distribution Center Business Development Strategy (2013)**

**Objectives:** Identify incremental and new business development opportunities to increase revenues for a multimodal distribution center operated by a \$1B manufacturing firm.

### **Feasibility Study for Intermodal Facility (2010)**

**Approach:** Identified success factors and best practices for inland intermodal facilities. Reviewed existing road and rail infrastructure and service providers and assessed freight volumes originating and destined in the market.

# Representative Projects

## Intermodal and Rail Sector

Athabasca Rail Spur Feasibility Review.  
Canadian Railway Regulatory Issue Analysis.  
City of Grand Forks Short Line Railway Business Case.  
An Economic & Regulatory Framework for Rail Competitiveness.  
E&N Railway Corridor Study (Freight Assessment).  
Intermodal Facility Feasibility Assessment.  
Feasibility of Inland Terminals.  
Saudi Railways Organization Marketing Study on Freight Transport.  
Short Line Railway Business Case.

## Logistics Analysis

Alberta Petrochemical Transportation Study.  
Agricultural Supply Chain and Logistics Project.  
Assessing Marine Transport for Canadian Oil Sands  
BC Forest Products Export Study  
Central & Northern Vancouver Island Marine Fuelling Study.  
Distribution Center Business Development Strategy.  
Exploratory Study of the Intermodal Containerized Freight System Serving Alberta.  
Grain Transportation Options for BC,  
LNG Value and Supply Chain Analysis  
Regional Shipping and Logistics Analysis.

## Port Planning

Barge Service & Liquid Bulk Terminal.  
Container Logistics Industrial Land Requirements.  
Industrial Land Intensification Best Practices.  
International Trade Enabling Logistics Park.  
Labour Force Profile of Port Drayage Drivers.  
Ogden Point Terminal Functional Facilities Plan  
Marine Terminal Regulatory Strategy.  
Northern Gateway Export Loading & Logistics.  
Port Alberni Uptown & Waterfront Redevelopment Strategy.  
Port Alberni Port Authority – Opportunities & Challenges.  
Strategic Opportunities in the Timber Trade.

## Transportation Studies

Assessing Benefit of Regulatory Alignment: A Case Study of the Marine Transport Sector.  
Truck Stop Services in British Columbia.  
Highway 97, Peachland Socio-economic Impact Assessment.  
Highway Maintenance Market Area Review.  
Highway 3 Economic Impact Study.  
Industrial Land Use Evaluation and Risk Assessment.  
Major Industrial Property Taxation Impacts.  
The Influence of Policy on Crash Rates of Long Combination Vehicles.

## Our Team

The breadth of experience of our team members is difficult to match. We have experience in both the private and public sectors.

Throughout their careers our consultants have assisted many international trade related clients - large and small, some distant and some nearby - to retain clients, expand operations, or capture new business opportunities.

Our project list highlights just some of the many initiatives Wave Point team members have been involved in. Please contact Darryl Anderson Managing Director to see how we can apply our insight to your most pressing business needs.

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