

9-1-2002

From the Editor

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Recommended Citation

Wilson, Jerry W. (Ed.). (2002). From the Editor. *Journal of Transportation Management*, 13(2), ix-x. doi: 10.22237/jotm/1030838460

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From the Editor...

As I write this, you are deciding how to cast your vote in the November elections. I'm sure your choices will be the right ones and that the newly elected will, in all cases, work for a strong economy and an environment free from the effects of terrorism. My students (majoring in logistics and intermodal transportation) are often concerned, given events of the past year, about their prospects for jobs as they graduate. The very good news for them to this point is that demand for our graduates has shown no signs of softening. Our industry has shown remarkable resilience under adverse conditions.

Reaction to the decision to skip a publication year in order to "catch up" with the issue date has been extremely positive. I have not received a single complaint, and the number of manuscripts submitted has increased significantly. As the number and quality of manuscripts increase, maintaining the publication schedule becomes easier.

You will be pleased, I think, with the content of this issue. The lead article, by Jim Keebler, begins with an excellent summary of the development of the U.S. transportation industry by mode. This sets the stage for his analysis of important trends affecting the transportation of goods in the United States. The second article, by Charles Pettijohn, Stephen Parker, and John Kent, provides an in-depth look at the relationship between transportation salespeople and their customers. In their research, the authors identify a number of salesperson traits that are attractive to buyers of transportation services. Both sides can benefit from the results! Jim Johnson, Diane McClure, Kenneth Schneider, and Donald Wood query owners and managers of short-line railroads about their relationships with their Class-I counterparts in the third article of this issue. While the relationships between the two are not always "harmonious," the markets they serve assure a long-term need to work well together. They also identify what the short-line industry considers to be some of the more important trends affecting the Class-I railroads. Dawna Rhoades traces the development of the global air transportation industry in the beginning of the fourth article. She also describes the nature of the world air transport market both before September 11, 2001, and after. She concludes by offering several possible scenarios for the future of the industry. In the final article of this issue, Hokey Min reexamines the issue of driver turnover and its impact upon profitability of the U.S. trucking industry. His research both supports previously published research in this important area and offers new managerial insights as well. There you have it. Something for everyone. I hope you take the time to read each of the articles in this issue.

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