

Ports & Maritime crew sails into Port of Tacoma

CH2M HILL's Ports & Maritime Group has landed three new projects with the Port of Tacoma in Washington—one of the fastest growing West Coast ports.

Booming trade with China and congestion at Southern California ports are fueling growth at the Port of Tacoma, which is located on Puget Sound about 20 miles south of Seattle. The port lies adjacent to where the Puyallup River flows into Commencement Bay. It began operating in 1918 and encompasses 2,400 acres.



A bird's-eye view of the Port of Tacoma.

As part of these projects, CH2M HILL will provide planning services for five marine terminals, including the Washington United Terminal, APM Terminal, and Terminals 3, 4, and 7. The work also includes planning for upland expansion, roadway and rail improvements, and related property development in the central tideflats area. These projects comprise a substantial part of the port's planning activities to accommodate future growth.

The Washington and APM terminal projects include

container terminal and intermodal rail planning services to increase container storage density and terminal throughput at the facilities. The projects also include evaluation of wharf expansions that may be needed to accommodate the increasing container volume from the vessel to yard.

These wins came within three months of each other. Paul Guenther is the project manager for all three projects.

Building a solid relationship

Five years ago, CH2M HILL had little involvement with the Port of Tacoma. Since then, the Ports & Maritime Group, along with client service manager Gregg Hughes, has emphasized a marketing approach with the port that includes relationship building, communication, responsiveness, flexibility, and the application of key technical services. Timely intermodal rail planning expertise provided by Tom Ellert and Terry Wilcox, both of Philadelphia, along with container terminal planning and operations support from Milan Lasic in New Jersey, have been vital to winning these projects.

"The Port of Tacoma had five RFPs (requests for proposals) out simultaneously, and we had to determine which projects we could realistically propose on and win, not to mention deliver simultaneously," Guenther said.



A container ship docked at the Port's Terminal 4.

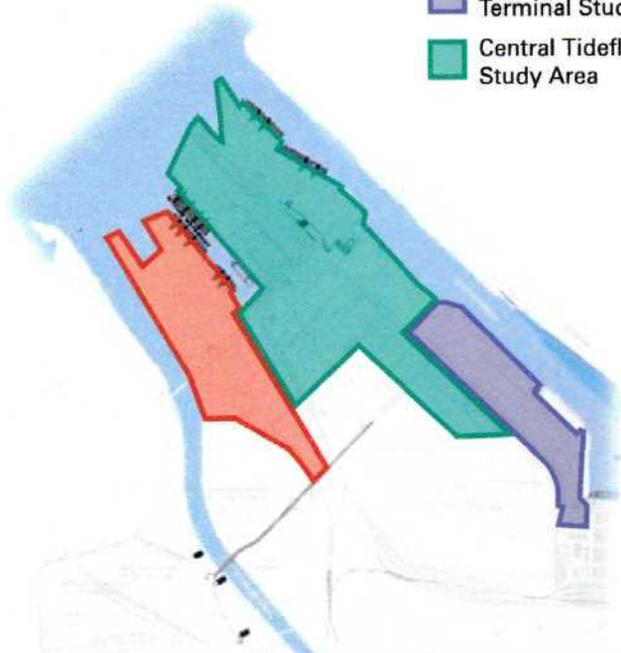


CH2M HILL's new diverse planning projects for the Port of Tacoma include roadway and rail improvements.

Map of CH2M HILL study areas at the Port of Tacoma.



- APM Terminal Yard Study Area
- Washington United Terminal Study Area
- Central Tideflats Study Area



"We decided to pursue these projects and were fortunate to win all three. The client was impressed with CH2M HILL's breadth of resources as well as our integrated approach to container terminal and intermodal rail planning."

"This is a classic case of teamwork, strategic thinking, proper positioning, excellent sales efforts and superior client service," said Rick Luebbers, Ports & Maritime national sales director.

Using the firm's "one-stop-shop" advantage, CH2M HILL beat out several strong competitors. Together the projects are expected to generate over \$800,000 in new work for the firm, and will position us well to compete for the design and construction projects that will follow over the next several years. UN Ltd