

## **JIM DALY TO JOIN TANGENT SERVICES INC.**

Tangent Services Inc. is pleased to announce that Jim Daly is joining their firm starting February 1, 2012. In his new position, Daly will support Tangent Services' growing transportation consulting business, focusing on the port and maritime sector.

Daly has more than 25 years of port experience in the areas of business development, strategic planning, market research, and operations. He comes to Tangent Services from ICTSI Oregon, Inc., where, as manager of planning and administration, he helped ICTSI establish its first terminal operation in the United States.

Daly started his transportation career with the Port of Portland as a research associate. In his first position, he developed innovative market intelligence systems for the ocean, ship yard, and air carrier marketing programs.

In 1995, Daly was promoted to the manager of research for the Port's seaport division. In addition to supervising marketing support activities, his duties were expanded to include operational analysis for the Port's marine terminals and policy analysis on critical issues such as dam breaching and deep-draft navigation. He was the economic lead for the Columbia River Channel Deepening Project for the Columbia River sponsor ports.

Daly accepted the position of strategic and business planning manager for the Port of Portland's Marine and Industrial Development Division in 2005. In this new position, he worked closely with management, staff, and stakeholders to set the strategic direction for the Port's seaport and industrial lands departments. His duties also included providing leadership and support to key business and policy initiatives such as the West Hayden Island zoning/annexation, pilotage negotiations, and state and federal grant funding.

Daly worked on many of the Port's most important marine terminal and industrial land transactions. From 2005 to 2007, he led the project to redevelop and market the Terminal 4 grain facility. Notably, he initiated the effort to privatize the Port's container terminal operation and was a member of the core team that guided the project through its solicitation, due diligence, and contract negotiation phases. This project resulted in the successful transfer of the Terminal 6 container operation to a private stevedore in 2011. It was the largest marine terminal transaction in the Port's history.

Ann-Marie Lundberg, President of Tangent Services, says "Jim's diverse experience and expertise in port management, operations, and business development will greatly enhance our ability to provide value to both existing and new clients."

Daly graduated from Portland's Lewis and Clark College with a bachelor's in Business and Administrative Studies; he earned a master's in Industrial and Labor Relations from the University of Oregon.



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