

SUMMARY OF Puget Sound Pilots Earned Revenue Report

	2015 1st Qtr Totals		2014 1st Qtr Totals		2013 1st Qtr Totals		2012 1st Qtr Totals		2011 1st Qtr Totals
	Revenue Neutral		+0% @ 1/1/14		+3% @ 1/1/13		+0% @ 1/1/12		+0% @ 1/1/11
--Counters & Miscellaneous Totals--									
Seattle Assigns	533	16%	461	-1%	468	-32%	686	6%	649
Ship Assigns	1,733	-6%	1,845	-1%	1,862	4%	1,797	0%	1,795
Pilot Boat Assigns	1,220	-12%	1,380	-4%	1,441	2%	1,414	-1%	1,434
Tonnage Surcharge	1,689	-7%	1,820	0%	1,819	4%	1,756	0%	1,757
Surcharge Revenue	\$3,612,466.14	-14%	4,181,195	4%	\$4,024,472.90	6%	\$3,798,454.81	-1%	\$3,817,805.60
--Source of Revenue Breakdown--									
LOA/Zone	1,921,017.00	-16%	2,274,763	-1%	2,287,415.00	7%	2,128,691.00	1%	2,101,135.00
Harbor Shift	210,821.00	-16%	252,124	22%	207,380.00	20%	173,532.00	8%	160,057.00
Transportation	235,543.00	-14%	272,546	-1%	274,756.25	25%	220,130.00	-8%	238,695.50
BC Surcharge	82,173.00	-9%	90,601	-20%	113,372.00	49%	75,852.00	-23%	99,029.00
Bridge Transit	20,763.00	-4%	21,628.00	-9%	23,678.00	66%	14,303.00	-2%	14,561.00
Waterway	136,781.00	-24%	180,937.00	11%	162,621.00	64%	99,330.00	-1%	100,048.00
Tonnage Surcharge	3,612,466.14	-14%	4,181,194.76	4%	4,024,472.90	6%	3,798,454.81	-1%	3,817,805.60
Cancellations	24,587.00	81%	13,621.00	-35%	20,896.00	-18%	25,638.00	17%	21,834.00
Compass Adj	1,436.00	33%	1,077.00	-25%	1,436.00	37%	1,047.00	0%	1,047.00
Standby	104,668.00	-7%	112,318.00	21%	92,920.00	-27%	126,667.00	19%	106,706.00
Slow Down	29,866.00	173%	10,960.00	-22%	13,974.00	-16%	16,543.00	5%	15,745.00
Salmon Bay	0.00	-100%	211.00		0.00	-100%	410.00	-33%	615.00
Sea Trials	5,577.00	313%	1,352.00	33%	1,014.00	-78%	4,592.00	-28%	6,396.00
Miscellaneous	135,005.00	-27%	184,122.00	183%	64,986.00	-50%	129,477.00	33%	97,013.00
(Stipend Surcharge Report)	(117,105.00)	-34%	(177,930.00)	255%	(50,190.00)	-51%	(102,825.00)	30%	(79,020.00)
= Delayed Arrival &/or Lk Union	17,900.00	189%	6,192.00	-58%	14,796.00	-44%	26,652.00	48%	17,993.00
Pilot Boat	424,560.00	480%	73,140.00	4%	70,609.00	4%	67,872.00	-1%	68,832.00
Total-Source Section	\$ 6,876,953.14	-8%	\$ 7,492,664.76	3%	\$ 7,309,340.15	8%	\$ 6,779,713.81	0%	\$ 6,770,499.10
-----Revenue-----									
Mileage	2,131,838.00	-16%	2,526,887	1%	2,494,795.00	8%	2,302,223.00	2%	2,261,192.00
Trans	235,543.00	-14%	272,546	-1%	274,756.25	25%	220,130.00	-8%	238,695.50
Special	4,460,687.14	-5%	4,693,232	3%	4,539,788.90	7%	4,257,360.81	0%	4,270,651.60
Total -Revenue Section	\$ 6,828,068.14	-9%	\$ 7,492,664.76	3%	\$ 7,309,340.15	8%	\$ 6,779,713.81	0%	\$ 6,770,539.10
Other Stats									
Pilot Boat Charges	\$ 424,560.00	480%	\$ 73,140.00	4%	\$ 70,609.00	4%	\$ 67,872.00	-1%	\$ 68,832.00
Pilot Boat Assignments	1220	-12%	1380	-4%	1,441	2%	1,414	-1%	1,434
Avg	\$ 348.00	557%	\$ 53.00	8%	\$ 49.00	2%	\$ 48.00	0%	\$ 48.00
Tonnage Surcharge Revenue	\$ 3,612,466.14	-14%	\$ 4,181,194.76	4%	\$ 4,024,472.90	6%	\$3,798,454.81	-1%	\$3,817,805.60
Tonnage Surcharge Assignments	1,689	-7%	1,820	0%	1,819	4%	1,756	0%	1,757
Avg Tonnage Surcharge/Assgn	\$ 2,205.14	-5%	\$ 2,317.69	3%	\$ 2,241.38	4%	\$ 2,163.13	0%	\$ 2,172.91

			2015												Average Assgn 145/12=12.1	<i>Italicized average = ∟∟∟ over TAL</i>	
Pilot Code	Actual Trips PSP Earned Revenue Report Detail		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			Actual Assgn
2	ANA	Anacker, D.S. Lic 3/27/12	12	10	11										33	11.0	
2	ANT	Anthony, Michael Lic 7/24/12	2	14	16										32	10.7	
5	ARN	Arnold, J. E.	9	12	2										23	7.7	
5	BLA	Blake, M.E.	13	14	8										35	11.7	TEC
3	BOU	Bouma, Blair Lic 7/28/11	5	11	16										32	10.7	
1	BRO	Brouillard, Dan Lic 7/31/13	12	12	15										39	13.0	
4	BRU	Brusco, David Lic 3/11/10	10	14	4										28	9.3	
5	BUJ	Bujacich, J.P.	15	12	19										46	15.3	
5	CAI	Carlson, I.J.	12	8	12										32	10.7	
2	CAW	Carley, W. Bud Lic 1/10/13	12	19	14										45	15.0	
5	COE	Coe, F.A.	15	3	11										29	9.7	
0	COL	Coleman, S Lic 8/27/14	4	7	12										23	7.7	
1	COR	Coryell, T.D. Lic 12/13/13	12	12	5										29	9.7	
5	EME	Emerson, L. P.	17	14	17										48	16.0	
2	ENF	Engstrom, F. E. Lic 11/15/12	15	14	8										37	12.3	
5	ENV	Engstrom, V.	17	14	11										42	14.0	
0	GAL	Galvin, Jamie Lic 11/11/14	12	5	13										30	10.0	
5	GIE	Giese, P. A.	12	3	15										30	10.0	PSP Director
5	GRD	Grobschmit, D.W.	2	0	0										2	2.0	PSP President
5	HAI	Hannuksela, J	13	10	12										35	11.7	
5	HAR	Harris, J. B.	12	16	12										40	13.3	
5	HEN	Henshaw, B. F.	14	12	19										45	15.0	
5	HUR	Hurt, G. D.	6	5	15										26	8.7	
0	JEN	Jensen, Brian Lic 12/22/14	15	10	14										39	13.0	
5	JUS	Justice, V. K.	11	12	13										36	12.0	
5	KAL	Kalvoy, J.E.	7	16	11										34	11.3	
3	KEA	Kearns, J. Lic 1/12/12	14	10	13										37	12.3	
5	KEP	Kelly, P.S.	9	9	6										24	8.0	PSP Director
5	KLA	Klapperich, E.C.	10	8	11										29	9.7	PSP Sec/Treas
0	LIC	Lichty, E.C. Lic 5/1/14	10	10	13										33	11.0	
1	LOW	Lowery, W.W. Lic 2/11/13	14	10	14										38	12.7	
5	MAR	Marmol, E.	13	9	14										36	12.0	BPC/TEC Apr13
5	MAY	Mayer, D. W.	10	8	9										27	9.0	BPC/TEC/Exam
5	MIB	Michelson, B. L.	3	0	Retired										3	1.5	
5	MOR	Mork, S. E.	7	12	13										32	10.7	
5	MOT	Moreno, S.	13	12	12										37	12.3	
5	NEW	Newman, A. J.	7	12	12										31	10.3	

		2015												Average Assgn 145/12=12.1	Italicized average = ∟∟∟ over TAL	
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
5	SAN Sanders, D. A.	9	10	14										33	11.0	
5	SCO Scoggins, J	10	9	12										31	10.3	
4	SCR Scragg, J. Lic. 7/8/10	11	11	8										30	10.0	PSP Director
5	SEM Semler, J. R.	13	5	15										33	11.0	
5	SES Semler, S.	11	7	14										32	10.7	
5	SEY Seymour, L.	16	10	18										44	14.7	
5	SHA Shaffer, D. L.	15	5	16										36	12.0	
5	SHJ Shaffer, J. A.	13	8	12										33	11.0	
5	SHU Shuler, M.	16	14	14										44	14.7	
5	SLI Sliker, W.J.	13	9	15										37	12.3	
5	SOR Soriano, D. B.	14	7	12										33	11.0	
5	THG Thoreson, George	17	12	21										50	16.7	PSP Director
5	VON vonBrandenfels, E. M.	9	7	11										27	9.0	PSP V.P./Director
5	WAJ Ward, John K.	0	0	0										0	0.0	
5	WAR Ward, Jonathan E	0	1	9										10	3.3	
5	WIG Wildes, G. R.	11	12	15										38	12.7	
5	WOO Wood, M.	3	11	11										25	8.3	
Total Assignments/ Month		577	517	639	0	0	0	0	0	0	0	0	0	1733		
Number of licensed PS pilots		54	54	53	0	0	0	0	0	0	0	0	0			
Pilots on rotation		52	52	51												
Average Assgn/pilot on rotation		11.10	9.94	12.53												
PSP LOA Report (MOVES)		566	501	623												1690
Average Moves/pilot on rotation		10.88	9.63	12.22												
Cancellations		11	16	16	0	0	0	0	0	0	0	0	0			43
# of Pilots with < 6 jobs(+1=Pres)		7+1	9+1	3+1												
Pilots w/>5 trips & their avg # of trips		46P; 12.1	44P; 11.1	48P; 13												
Training during duty																
Medical circumstances:		1	1	1												
2014	PSP Assignments from Earned Revenue Report	639	583	623	630	671	690	663	685	597	639	592	604			7616
	PSP LOA Report	631	572	617	621	665	682	658	677	592	627	581	592			7515
	Cancellations	8	11	6	9	6	8	5	8	5	12	11	12			101

Target TAL: 12.1

of Pilots with < 6 jobs

		2015	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average Assgn 145/12=12.1	
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	<i>Italicized average =</i> ⋪⋪⋪ over TAL
2013	PSP Assignments from Earned Revenue Report	662	579	621	559	662	679	715	705	657	682	645	653	7819		
	PSP LOA Report	646	568	608	557	652	674	708	696	649	669	634	641	7702		
	Cancellations	16	11	13	2	10	5	7	9	8	13	11	11	116		
2012	PSP Assignments from Earned Revenue Report	630	571	596	605	656	747	728	721	661	629	600	625	7769		
	PSP LOA Report	619	559	578	590	646	735	722	716	653	616	593	610	7637		
	Cancellations	11	12	18	15	10	12	6	5	8	13	7	15	132		
2011	PSP Assignments from Earned Revenue Report	611	568	616	564	669	689	749	716	626	589	588	634	7619		

GRAYS HARBOR														
2015	Grays Hbr	20	25	30										75
		-28.6%	-3.8%	0.0%										
2014	Cooke	23	0	26	2	9	0	10	16	0	10	0	26	122
	D'Angelo	5	26	4	36	0	21	7	0	18	7	30	1	155
	GH Actual Assignments	28	26	30	38	9	21	17	16	18	17	30	27	277
		27.3%	30.0%	11.1%	280.0%	-59.1%	31.3%	88.9%	-20.0%	12.5%	-39.3%	50.0%	-25.0%	12.6%
2013	Cooke	2	4	2	10	1	16	9	0	12	0	20	0	76
	D'Angelo	20	16	25	0	21	0	0	20	4	28	0	36	170
	GH Actual Assignments	22	20	27	10	22	16	9	20	16	28	20	36	246
		144.4%	-9.1%	107.7%	-37.5%	69.2%	33.3%	-43.8%	81.8%	14.3%	75.0%	-23.1%	300.0%	39.0%
2012	Cooke	8	0	13	0	10	0	1	10	8	16	0	9	75
	D'Angelo	1	22	0	16	3	12	15	1	6	0	26	0	102
	GH Actual Assignments	9	22	13	16	13	12	16	11	14	16	26	9	177
		-30.8%	100.0%	-27.8%	33.3%	44.4%	9.1%	0.0%	-15.4%	27.3%	-20.0%	160.0%	-18.2%	14.2%
2011	Cooke	0	10	1	12	0	11	9	0	11	1	10	1	66
	D'Angelo	13	1	17	0	9	0	7	13	0	19	0	10	89
	GH Actual Assignments	13	11	18	12	9	11	16	13	11	20	10	11	155

2015	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge		"Stipend"	"Stipend"	Stipends	"Training"	"Training"	Legal
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only		(\$5) only	(\$5) only	
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected		Earned	Billed	
January		3,891		3,817	2,202,588	78,813	\$ 2,281,401	566	577	30,150	43,110	20,100	28,740	24,420	10,050	14,370	1,146
February	3,962	4,042	3,864	3,917	2,024,842	72,628	\$ 2,097,470	501	517	38,160	30,975	25,440	20,650	34,908	12,720	10,325	1,221
March	3,901	3,796	3,804	3,701	2,365,096	84,102	\$ 2,449,197	623	639	48,795	49,560	32,530	33,040	33,180	16,265	16,520	not yet rcd
ytd					6,592,526	\$ 235,543	\$ 6,828,068	1690	1733	\$117,105	\$123,645	\$78,070	\$82,430	\$92,508	\$39,035	\$41,215	\$2,367
Δ	5		(109)		(627,593)	(30,210)	(618,930)								702,365	691,540	619,164

2014	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge		"Stipend"	"Stipend"	Stipends	"Training"	"Training"	Legal
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only		(\$5) only	(\$5) only	
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected		Earned	Billed	
January	4,048	4,048		3,998	2,554,575	98,762	\$ 2,653,337	631	639	57,510	68,400	38,340	45,600	38,400	19,170	22,800	5,510
February	4,003	3,954	3,941	3,879	2,261,575	82,889	\$ 2,344,464	572	583	45,660	50,730	30,440	33,820	30,667	15,220	16,910	2,837
March	3,896	3,896	3,913	3,859	2,403,969	90,895	\$ 2,494,864	617	623	74,760	57,915	49,840	38,610	48,000	24,920	19,305	9,740
April	3,968	3,968	3,913	3,911	2,464,091	85,345	\$ 2,549,436	621	630	75,600	70,080	50,400	46,720	48,000	25,200	23,360	20,889
May	4,566	4,566	4,043	4,525	3,036,561	85,787	\$ 3,122,348	665	671	60,390	72,915	40,260	48,610	36,000	20,130	24,305	1,891
June	4,448	4,448	4,107	4,397	3,033,723	95,193	\$ 3,128,916	682	690	48,120	59,850	32,080	39,900	26,854	16,040	19,950	76,692
July	4,596	4,596	4,174	4,562	3,024,434	88,977	\$ 3,113,411	658	663	78,270	50,040	52,180	33,360	47,400	26,090	16,680	4,652
August	4,756	4,756	4,244	4,700	3,219,531	97,072	\$ 3,316,603	677	685	77,400	76,410	51,600	50,940	46,652	25,800	25,470	78,621
September	4,486	4,486	4,265	4,448	2,655,500	91,878	\$ 2,747,378	592	597	50,700	71,715	33,800	47,810	33,660	16,900	23,905	2,257
October	3,876	3,876	4,219	3,803	2,430,062	98,126	\$ 2,528,188	627	639	66,990	61,635	44,660	41,090	42,240	22,330	20,545	2,239
November	3,748	3,748	4,173	3,679	2,177,805	81,264	\$ 2,259,069	581	592	54,405	60,300	36,270	40,200	39,787	18,135	20,100	4,549
December	3,678	3,678	4,128	3,605	2,177,417	87,363	\$ 2,264,780	592	604	55,455	57,750	36,970	38,500	38,520	18,485	19,250	420
ytd					\$31,439,243	1,083,551	\$ 32,522,794	7515	7616	745,260	757,740	496,840	505,160	476,180	248,420	252,580	210,296
Δ	90		(242)		(134,397)		(187,662)	(187)	(203)							650,325	616,798

2013	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge		"Stipend"	"Stipend"	Stipends	"Training"	"Training"	Legal
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only		(\$5) only	(\$5) only	
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected		Earned	Billed	
January	3,860	3,860		3,767	2,493,701	96,600	\$ 2,590,301	646	662	22,980	39,420	15,320	26,280	14,120	7,660	13,140	10,724
February	3,891	3,926	3,806	3,851	2,229,846	82,426	\$ 2,312,272	568	579	12,840	14,955	8,560	9,970	10,333	4,280	4,985	8,178
March	3,801	3,801	3,778	3,721	2,311,037	95,730	\$ 2,406,767	608	621	14,370	15,270	9,580	10,180	9,667	4,790	5,090	5,882
April	3,973	3,973	3,820	3,958	2,212,733	74,842	\$ 2,287,575	557	559	12,585	13,260	8,390	8,840	12,000	4,195	4,420	3,461
May	4,326	4,326	3,914	4,261	2,820,632	95,699	\$ 2,916,331	652	662	19,860	15,255	13,240	10,170	18,000	6,620	5,085	5,170
June	4,494	4,494	4,013	4,461	3,028,751	90,527	\$ 3,119,278	674	679	47,745	21,390	31,830	14,260	34,800	15,915	7,130	11,335
July	4,303	4,303	4,052	4,261	3,046,277	100,482	\$ 3,146,759	708	715	53,280	58,380	35,520	38,920	36,000	17,760	19,460	5,569
August	4,471	4,471	4,102	4,414	3,112,078	93,144	\$ 3,205,222	696	705	42,300	49,125	28,200	32,750	36,000	14,100	16,375	5,256
September	4,404	4,404	4,130	4,351	2,858,510	99,071	\$ 2,957,581	649	657	39,420	36,240	26,280	24,160	36,000	13,140	12,080	1,276
October	3,710	3,710	4,078	3,639	2,481,925	105,812	\$ 2,587,737	669	682	61,200	49,575	40,800	33,050	36,000	20,400	16,525	3,052
November	3,889	3,889	4,055	3,823	2,465,837	97,211	\$ 2,563,048	634	645	57,960	54,825	38,640	36,550	36,000	19,320	18,275	8,424
December	3,919	3,919	4,038	3,847	2,512,313	105,272	\$ 2,617,585	641	653	68,460	63,135	45,640	42,090	44,400	22,820	21,045	2,615
ytd					\$31,573,640	1,136,816	\$ 32,710,456	7,702	7,819	453,000	430,830	302,000	287,220	323,320	151,000	143,610	\$70,942

2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										Wood Chip	
			1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
Jan		566	88	93	51	189	144	1	102	35	219		23		4	1		18	164	
Feb	1,067	501	67	88	40	154	144	4	70	43	209		5		5	1		21	145	2
Mar	1,690	623	139	85	50	168	179	0	120	45	234		14	1	38			23	148	
		1690	294	266	141	511	467	5	292	123	662	0	42	1	47	2	0	62	457	2
2014/2015 ytd Δ	-130		-19	-28	-14	10	-90	5	-6	-14	-41	-1	6	-1	42	0	0	-2	-113	0

2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										Wood Chip	
			1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
Jan		631	113	96	56	168	198	0	93	51	252	1	15		2	1		21	195	
Feb	1,203	572	94	99	52	155	172	0	113	39	212		5	2	1	1		20	177	2
Mar	1,820	617	106	99	47	178	187	0	92	47	239		16		2			23	198	
Apr	2,441	621	109	83	48	194	187	0	112	48	242		16		2			22	179	
May	3,106	665	93	94	48	247	183	0	67	43	257	1	18	2	8	61		23	185	
June	3,788	682	99	82	61	260	180	0	73	46	227	1	24		2	85	2	20	202	
July	4,446	658	93	81	52	253	179	0	79	41	240		10	3	1	82		25	177	
Aug	5,124	678	101	90	65	234	188	0	66	41	236		19	3	8	85		19	201	
Sept	5,716	592	73	82	64	203	170	0	48	29	218		10		8	54	1	27	197	
Oct	6,343	627	115	85	60	165	202	0	93	43	242	2	16		8		9	23	191	
Nov	6,924	581	117	88	50	174	152		126	44	206		6		1		4	18	176	
Dec	7,516	592	112	93	64	173	150	0	90	52	231		20	2	3			21	173	
		7516	1225	1072	667	2404	2148	0	1052	524	2802	5	175	12	46	369	16	262	2251	2
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	(2)	133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2

2013	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										Wood Chip	
			1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
Jan		646	101	104	58	192	191	0	95	40	257		5	2	4	1		17	225	
Feb	1,214	568	81	88	49	172	178		82	43	229		15	1		5		19	174	
Mar	1,822	608	95	101	49	175	185	2	91	42	228		14		4			26	203	
Apr	2,379	557	71	91	35	186	174		52	47	241		13	3	12			22	167	
May cruise	3,031	652	93	94	48	239	178		64	42	245		21		7	59		23	191	
June ship	3,705	674	84	81	56	286	167		62	44	246		8	1	9	89	2	21	192	
July season	12,521	708	103	117	46	271	171	0	51	43	244		14	1	23	80		22	230	
August in	5,109	696	89	88	58	278	183	0	64	42	247		21	1	11	84		26	200	
Sept blue	5,758	649	78	92	59	237	183		48	46	239		28	2	5	59	4	18	200	
October	6,427	669	115	92	62	201	199		111	45	245		7		14		5	24	218	
November	7,061	634	106	92	60	182	194		104	50	245		11		2			21	201	
December	7,702	641	130	86	62	187	176		95	48	227	1	16	1	26			21	206	
		7702	1146	1126	642	2606	2179	2	919	532	2893	1	173	12	117	377	11	260	2407	0
2012/2013 ytd Δ	65		4	111	47	(211)	132	(19)	(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)

2012	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										Wood Chip	
			1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		7637	1142	1015	595	2817	2047	21	1020	544	2817	0	138	16	162	410	15	248	2264	3
2011/2012 ytd Δ	147		101	(7)	41	(181)	211	(18)	(212)	133	135	(14)	(23)	4	89	15	(4)	(29)	50	3

2011	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										Wood Chip	
			1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		7490	1041	1022	554	2998	1836	39	1232	411	2682	14	161	12	73	395	19	277	2214	0
2010/2011 ytd Δ	228		46	169	87	(60)	(13)	(1)	20	12	82	14	27	(17)	(4)	(59)	9	(18)	173	(11)

		MARCH 2015							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
78	51	Up to 500	27	6	8	10	0	0	
179	68	500-599	21	6	10	19	12	0	
413	149	600-699	23	33	20	32	41	0	
266	89	700-799	19	3	3	19	45	0	
207	75	800-899	7	8	5	22	33	0	
384	130	900-999	23	24	4	44	35	0	
157	59	1000--	19	5		22	13	0	
	621		139	85	50	168	179	0	
YTD totals		2250	294	266	141	511	467	5	

		MARCH 2014							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
25	4	Up to 500	1	1	0	2	0	0	
201	68	500-599	13	15	4	25	11	0	
495	174	600-699	22	37	30	48	37	0	
254	87	700-799	19	7	2	19	40	0	
293	100	800-899	6	21	10	28	35	0	
313	104	900-999	15	15	1	32	41	0	
239	80	1000--	30	3	0	24	23	0	
	617		106	99	47	178	187	0	
YTD totals		1820	313	294	155	501	557	0	

		MARCH 2013							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
56	22	Up to 500	3	4	3	9	3		
229	80	500-599	18	11	11	27	13		
480	164	600-699	23	43	22	47	29		
247	72	700-799	10	2	3	10	47		
265	93	800-899	4	24	8	21	34	2	
411	129	900-999	19	17	2	50	41		
133	47	1000--	18			11	18		
	608		95	101	49	175	185	2	
YTD totals		1822	277	293	156	539	554	2	

		MARCH 2012							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
50	27	Up to 500	7	3	4	13			
222	62	500-599	14	5	7	25	11		
439	155	600-699	16	31	16	64	28		
280	101	700-799	21	4		27	49		
299	83	800-899	9	9	14	13	38		
382	121	900-999	21	7		61	32		
84	29	1000--	3			26			
	578		91	59	41	229	158	0	
YTD totals		1756	272	226	148	633	469	8	

		FEBRUARY 2015							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
27	10	Up to 500	4		1	5			
111	49	500-599	10	10	12	12	5		
264	121	600-699	7	24	15	36	38	1	
177	88	700-799	16	10	4	19	39		
132	66	800-899	1	15	4	15	31		
254	124	900-999	20	22	4	52	24	2	
98	39	1000--	9	7		15	7	1	
	497		67	88	40	154	144	4	
YTD totals		1063	155	181	91	343	288	5	

		FEBRUARY 2014							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
21	12	Up to 500	2	1	3	6			
133	54	500-599	12	4	9	14	15		
321	167	600-699	14	51	29	44	29		
167	79	700-799	17	7	2	15	38		
193	95	800-899	7	23	9	20	36		
209	87	900-999	11	9		36	31		
159	78	1000--	31	4		20	23		
	572		94	99	52	155	172	0	
YTD totals		1203	207	195	108	323	370	0	

		FEBRUARY 2013							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
34	21	Up to 500	2	4	3	7	5		
149	73	500-599	14	17	8	17	17		
316	143	600-699	9	29	20	52	33		
175	83	700-799	17	6	7	15	38		
172	74	800-899	3	20	8	17	26		
282	133	900-999	20	12	3	55	43		
86	41	1000--	16			9	16		
	568		81	88	49	172	178	0	
YTD totals		1214	182	192	107	364	369	0	

		FEBRUARY 2012							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
23	12	Up to 500	3	1	1	5	2		
160	79	500-599	18	14	16	10	21		
284	141	600-699	15	26	18	51	31		
179	90	700-799	24	4	3	22	37		
216	99	800-899	5	21	12	24	35	2	
261	112	900-999	19	6	5	55	27		
55	26	1000--	2			24			
	559		86	72	55	191	153	2	
YTD totals		1178	181	167	107	404	311	8	

		JANUARY 2015							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
	17	Up to 500	3	1	4	9			
	62	500-599	12	15	8	21	6		
	143	600-699	13	22	26	39	43		
	89	700-799	17	8	2	24	38		
	66	800-899	5	16	10	13	22		
	130	900-999	20	22	1	61	26		
	59	1000--	18	9		22	9	1	
	566		88	93	51	189	144	1	

		JANUARY 2014							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
	9	Up to 500	4		3	2			
	79	500-599	17	13	15	15	19		
	154	600-699	13	38	27	46	30		
	88	700-799	22	2		19	45		
	98	800-899	7	25	10	23	33		
	122	900-999	17	13	1	46	45		
	81	1000--	33	5		17	26		
	631		113	96	56	168	198	0	

		JANUARY 2013							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
	13	Up to 500	2	4	3	4			
	76	500-599	23	9	11	22	11		
	173	600-699	13	42	25	64	29		
	92	700-799	8	13	5	9	57		
	98	800-899	10	26	11	22	29		
	149	900-999	27	10	3	61	48		
	45	1000--	18			10	17		
	646		101	104	58	192	191	0	

		JANUARY 2012							
		IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
YTD totals	Totals	LOA	1	2	3	4	5	6	
	11	Up to 500		1	1	5	4		
	81	500-599	30	8	10	14	19		
	143	600-699	10	30	22	52	29		
	89	700-799	15	9	2	28	35		
	117	800-899	10	31	15	24	33	4	
	149	900-999	26	16	2	65	38	2	
	29	1000--	4			25			
	619		95	95	52	213	158	6	