

New Tariff Year Timeframe Comparison

JULY 2015 - 2012	+ 2% @ 7/1/15 & Rev Neutral 1/1/15			+ 0% @ 1/1/14			+ 3% @ 1/1/13			+ 0% @ 1/1/12	
	Jul-15	YTD		Jul-14	YTD		Jul-13	YTD		Jul-12	YTD
Revenue (transportation) M/YTD	\$ 2,960,243	2,960,243	-2%	3,024,434	3,024,434	-1%	3,046,277	3,046,277	-3%	3,152,810	3,152,810
Assignments M / YTD	632	632	-5%	663	663	-7%	715	715	-2%	728	728
Revenue per assignment - M/YTD	\$ 4,684	4,684	3%	4,562	4,562	7%	4,261	4,261	-2%	4,331	4,331
Vessel Moves	621	621	-5%	655	655	-7%	707	707	-2%	722	722
Revenue per vessel move - M/YTD	\$ 4,767	4,767	4%	4,596	4,596	7%	4,303	4,303	-1%	4,367	4,367
Tonnage Revenue - M/YTD	\$ 1,793,733	1,793,733	-5%	1,894,514	1,894,514	-1%	1,905,487	1,905,487	-5%	2,001,464	2,001,464
Tonnage Revenue per move	\$ 2,888	2,888	9%	2,659	2,659	-1%	2,695	2,695	-3%	2,772	2,772

AUGUST 2015 - 2012	Aug-15			Aug-14			Aug-13			Aug-12	
	YTD			YTD			YTD			YTD	
Revenue (transportation) M/YTD	\$ 3,291,439	6,251,682	0%	3,219,532	6,243,966	1%	3,112,078	6,158,355	-3%	3,193,924	6,346,734
Assignments M / YTD	693	1,325	-2%	685	1,348	-5%	705	1,420	-2%	721	1,449
Revenue per assignment - M/YTD	\$ 4,750	9,434	2%	4,700	9,262	7%	4,414	8,675	-1%	4,430	8,761
Vessel Moves	684	1,305	-2%	677	1,332	-5%	695	1,402	-2%	714	1,436
Revenue per vessel move - M/YTD	\$ 4,812	4,791	2%	4,756	4,688	7%	4,478	4,393	-1%	4,473	4,420
Tonnage Revenue - M/YTD	\$ 2,008,944	3,802,677	-4%	2,071,239	3,965,753	3%	1,960,258	3,865,745	-4%	2,023,240	4,024,704
Tonnage Revenue per move	\$ 2,937	2,914	-2%	3,059	2,977	8%	2,821	2,757	-2%	2,834	2,803

SEPTEMBER 2015 - 2012	Sep-15			Sep-14			Sep-13			Sep-12	
	YTD			YTD			YTD			YTD	
Revenue (transportation) M/YTD	\$ 2,756,533	9,008,215	1%	2,655,500	8,899,466	-1%	2,858,511	9,016,866	-2%	2,866,720	9,213,455
Assignments M / YTD	601	1,926	-1%	597	1,945	-6%	657	2,077	-2%	661	2,110
Revenue per assignment - M/YTD	\$ 4,587	4,677	2%	4,448	4,576	5%	4,351	4,341	-1%	4,337	4,367
Vessel Moves	590	1,895	-2%	592	1,924	-6%	649	2,051	-2%	653	2,089
Revenue per vessel move - M/YTD	\$ 4,672	4,754	3%	4,486	4,626	5%	4,404	4,396	0%	4,390	4,410
Tonnage Revenue - M/YTD	\$ 1,655,487	5,458,164	-2%	1,628,467	5,594,220	0%	1,742,072	5,607,817	-4%	1,789,210	5,813,915
Tonnage Revenue per move	\$ 2,806	2,880	-1%	2,751	2,908	6%	2,684	2,734	-2%	2,740	2,783

OCTOBER 2015 - 2012	Oct-15			Oct-14			Oct-13			Oct-12	
	YTD			YTD			YTD			YTD	
Revenue (transportation) M/YTD	\$ 2,659,033	11,667,247	3%	2,430,062	11,329,528	-1%	2,481,926	11,498,791	25%	2,411,757	9,213,455
Assignments M / YTD	666	2,592	0%	639	2,584	-6%	682	2,759	31%	629	2,110
Revenue per assignment - M/YTD	\$ 3,993	4,501	3%	3,803	4,384	5%	3,639	4,168	-5%	3,834	4,367
Vessel Moves	653	2,548	0%	627	2,551	-6%	669	2,720	30%	616	2,089
Revenue per vessel move - M/YTD	\$ 4,072	4,579	3%	3,876	4,441	5%	3,710	4,227	-4%	3,915	4,410
Tonnage Revenue - M/YTD	\$ 1,450,149	6,908,312	-1%	1,366,727	6,960,947	0%	1,346,376	6,954,192	20%	1,406,275	5,813,915
Tonnage Revenue per move	\$ 2,221	2,711	-1%	2,180	2,729	7%	2,013	2,557	-8%	2,283	2,783

11,667,247 29,887,387 11,329,528 29,497,394 11,498,791 29,720,289 11,625,212 27,926,454

SUMMARY OF PSP Jul-Oct Comparative 2015 - 2011 (Tariff Year)															
Earned Revenue Rpt	Jul-Sept 2015 Totals	October 2015 Totals	2015 Jul-Oct Rev neutral 1/1		Jul-Sept Totals 2014	October 2014 Totals	2014 Jul-Oct +0% @ 1/1/14		Jul-Sept Totals 2013	October 2013 Totals	2013 Jul-Oct + 3% @ 1/1/13		2012 Jul-Oct + 0% @ 1/1/12		2011 Jul-Oct + 0% @ 1/1/11
--Counters & Misc Totals--			+ 2% @ 7/1/15												
Seattle Assigns	681	181	862	1.5%	671	178	849	-10.0%	733	210	943	3.2%	914	-15.8%	1,085
Ship Assigns	1,926	666	2,592	0.3%	1,945	639	2,584	-6.3%	2,077	682	2,759	0.7%	2,739	2.2%	2,680
Pilot Boat Assigns	1,390	480	1,870	-1.5%	1,447	452	1,899	-8.7%	1,589	490	2,079	-4.5%	2,176	0.9%	2,157
Tonnage Surcharge	1,895	653	2,548	-0.1%	1,924	627	2,551	-6.2%	2,051	669	2,720	0.6%	2,705	2.4%	2,641
Surcharge Revenue	\$ 5,458,163.54	\$ 1,450,148.75	\$ 6,908,312.29	-0.8%	\$ 5,594,220.03	\$ 1,366,726.83	\$ 6,960,946.86	0.1%	\$ 5,607,816.43	\$ 1,346,375.63	\$ 6,954,192.06	-3.7%	\$ 7,220,190.02	3.4%	\$ 6,982,988.32
--Source of Revenue Breakdown--															
LOA/Zone (*)	2,314,057.00	736,018.00	3,050,075.00	-8.4%	2,549,059.00	780,476.00	3,329,535.00	-4.3%	2,661,997.00	816,978.00	3,478,975.00	0.9%	3,446,247.00	4.0%	3,312,271.00
Harbor Shift (*)	239,703.00	93,020.00	332,723.00	5.8%	220,584.00	93,943.00	314,527.00	10.6%	199,999.00	84,438.00	284,437.00	3.7%	274,304.00	27.9%	214,489.00
Transportation (**)	268,865.00	97,472.25	366,337.25	-2.6%	277,926.25	98,126.25	376,052.50	-5.6%	292,696.75	105,811.75	398,508.50	9.8%	362,958.50	7.6%	337,399.00
BC Surcharge (***)	113,778.00	29,498.00	143,276.00	-15.0%	126,420.00	42,140.00	168,560.00	-13.0%	128,527.00	65,317.00	193,844.00	55.9%	124,313.00	3.5%	120,099.00
Bridge Transit (***)	26,666.00	10,578.00	37,244.00	18.4%	24,918.00	6,538.00	31,456.00	-6.2%	23,714.00	9,810.00	33,524.00	12.4%	29,832.00	3.9%	28,713.00
Waterway (***)	195,852.00	65,873.00	261,725.00	6.4%	182,305.00	63,593.00	245,898.00	3.2%	171,855.00	66,367.00	238,222.00	18.5%	201,108.00	32.2%	152,108.00
Tonnage Surcharge (***)	5,458,163.54	1,450,148.75	6,908,312.29	-0.8%	5,594,220.03	1,366,726.83	6,960,946.86	0.1%	5,607,816.43	1,346,375.63	6,954,192.06	-3.7%	7,220,190.02	3.4%	6,982,988.32
Cancellations (***)	15,310.00	7,770.00	23,080.00	37.4%	10,088.00	6,710.00	16,798.00	-28.1%	16,743.00	6,632.00	23,375.00	21.1%	19,302.00	5.4%	18,307.00
Compass Adj (***)	1,077.00	1,077.00	2,154.00	-25.0%	1,795.00	1,077.00	2,872.00	100.0%	1,436.00	0.00	1,436.00	-17.7%	1,745.00	-54.5%	3,839.00
Standby (***)	78,912.00	89,050.00	167,962.00	55.9%	75,970.00	31,784.00	107,754.00	-16.5%	81,230.00	47,748.00	128,978.00	-8.1%	140,335.00	69.0%	83,026.00
Slow Down (***)	67,130.00	1,370.00	68,500.00	152.4%	21,116.00	6,028.00	27,144.00	-23.8%	28,496.00	7,124.00	35,620.00	-26.2%	48,248.00	52.4%	31,654.00
Salmon Bay (***)	0.00	0.00	0.00	-100.0%	1,688.00	844.00	2,532.00	200.0%	422.00	422.00	844.00		0.00	-100.0%	3,895.00
Sea Trials (***)	4,056.00	1,014.00	5,070.00	-31.8%	5,408.00	2,028.00	7,436.00	-50.0%	10,140.00	4,732.00	14,872.00	403.8%	2,952.00	-86.6%	21,976.00
Miscellaneous	176,608.00	56,241.00	232,849.00		215,574.00	71,208.00	286,782.00		141,630.00	63,172.00	204,802.00		168,536.00		113,059.00
(Stipend Surcharge Report)	(115,560.00)	(49,665.00)	(165,225.00)		(206,370.00)	(66,990.00)	(273,360.00)		(135,000.00)	(61,200.00)	(196,200.00)		(156,300.00)		(95,940.00)
= Delayed Arr &/or Lk Union (***)	61,048.00	6,576.00	67,624.00	403.8%	9,204.00	4,218.00	13,422.00	56.0%	6,630.00	1,972.00	8,602.00	-29.7%	12,236.00	-29.8%	17,437.00
Pilot Boat (***)	483,372.00	167,040.00	650,412.00	546.2%	76,691.00	23,956.00	100,647.00	-1.2%	77,861.00	24,010.00	101,871.00	-2.4%	104,400.00	0.8%	103,536.00
Total-Source Section	\$ 9,277,079.54	\$ 2,756,505.00	\$ 12,033,584.54	2.8%	\$ 9,177,392.28	\$ 2,528,188.08	\$ 11,705,580.36	-1.6%	\$ 9,309,563.18	\$ 2,587,737.38	\$ 11,897,300.56	-0.8%	\$ 11,988,170.52	4.9%	\$ 11,431,737.32
-----Revenue-----															
Mileage (*)	2,553,760.00	829,038.00	3,382,798.00	-7.2%	2,769,643.00	874,419	3,644,062.00	-3.2%	2,861,996.00	901,416.00	3,763,412.00	30.9%	2,876,062.00	-18.5%	3,526,760.00
Trans (**)	268,865.00	97,472.25	366,337.25	-2.6%	277,926.25	98,126	376,052.50	-5.6%	292,696.75	105,811.75	398,508.50	44.2%	276,339.25	-18.1%	337,399.00
Special (***)	6,454,454.54	1,829,994.75	8,284,449.29	7.8%	6,129,823.03	1,555,643	7,685,465.86	-0.6%	6,154,870.43	1,580,509.63	7,735,380.06	22.1%	6,337,392.53	-16.3%	7,567,260.30
Total -Revenue Section	\$ 9,277,079.54	\$ 2,756,505.00	\$ 12,033,584.54	2.8%	\$ 9,177,392.28	\$ 2,528,188.08	\$ 11,705,580.36	-1.6%	\$ 9,309,563.18	\$ 2,587,737.38	\$ 11,897,300.56	25.4%	\$ 9,489,793.78	-17.0%	\$ 11,431,419.30
Other Stats															
Pilot Boat Charges	\$ 483,372.00	\$ 167,040.00	\$ 650,412.00	546.2%	\$ 76,691.00	\$ 23,956.00	\$ 100,647.00	-1.2%	\$ 77,861.00	\$ 24,010.00	\$ 101,871.00	-2.4%	104,400.00	0.8%	103,536.00
Pilot Boat Assignments	1390	480	1,870	-1.5%	1,447	452	1,899	-8.7%	1,589	490	2,079	-4.5%	2,176	0.9%	2,157
Avg	\$ 348.00	\$ 348.00	\$ 347.81	556.3%	\$ 53.00	\$ 53.00	\$ 53.00	8.2%	\$ 49.00	\$ 49.00	\$ 49.00	2.1%	\$ 48.00	0.0%	\$ 48.00
Tonnage Surcharge Revenue	\$ 5,458,163.54	\$ 1,450,148.75	\$ 6,908,312.29	-0.8%	\$ 5,594,220.03	\$ 1,366,726.83	\$ 6,960,946.86	0.1%	\$ 5,607,816.43	\$ 1,346,375.63	\$ 6,954,192.06	-3.7%	\$ 7,220,190.02	3.4%	\$ 6,982,988.32
Tonnage Surcharge Charge	1,895	653	2,548	-0.1%	1,924	627	2,551	-6.2%	2,051	669	2,720	0.6%	2,705	2.4%	2,641
Avg Tonnage Surcharge/Move	\$ 2,880.30	\$ 2,220.75	\$ 2,711.27	-0.6%	\$ 2,907.60	\$ 2,179.79	\$ 2,728.71	6.7%	\$ 2,734.19	\$ 2,012.52	\$ 2,556.69	-4.2%	\$ 2,669.20	1.0%	\$ 2,644.07

PSP 2015	January	February	March	April	May	June	6 mo to date	6 mo Δ	July	August	Sept	Oct	10 mo to date
Assignments	577	517	639	620	774	791	3918	82 ↑ 2.14%	632	693	601	666	6510
# of licensed pilots w/Pres	54	54	53	53	53	53	53.333		53	52	52	52	
Average Assgn/pilot	10.89	9.75	12.29	11.92	14.88	15.21	12.48		12.15	13.59	11.78	13.06	
# with < 6 jobs(+1=Pres)	7	9	4	2	1	3			4	2	5	3	
# of assignment change	-62	-66	16	-10	103	101	82		-31	8	4	27	90
Tariff Revenue-Trans	\$2,202,588	\$2,024,842	\$2,365,096	\$2,153,086	\$2,959,296	\$3,210,995	\$14,915,903	-5.32%	\$2,960,243	\$3,291,439	\$2,756,533	\$2,659,033	\$26,583,150
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701	\$3,473	\$3,823	\$4,059	\$3,807	-6.76%	\$4,684	\$4,750	\$4,587	\$3,993	\$4,083
Moves	566	501	623	598	760	771	3819	99 cancels	621	684	590	653	6367
Gross Tonnage	27,588,264	24,671,828	29,034,609	26,097,422	33,836,475	37,785,703	179,014,301	#DIV/0!	34,596,046	38,564,722	32,282,105	31,785,879	316,243,053

PSP 2014	January	February	March	April	May	June	6 mo to date	6 mo Δ	July	August	Sept	Oct	12 mo to date
Assignments	639	583	623	630	671	690	3859	74 ↑ 1.97%	663	685	597	639	7639
# of licensed pilots w/Pres	54	54	54	54	54	54	54		54	54	55	54	
Average Assgn/pilot	12.06	11.00	11.75	11.89	12.66	13.02	12.13		12.51	12.92	11.06	12.06	11.94
# with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1	4+1	5+1			5+1	3+1	4+1		
# of assignment change	586.66	530.5	570	577	618	637	3519.16		610	631	543	585	6426
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	\$3,036,561	\$3,033,723	\$15,754,494	4.36%	\$3,024,434	\$3,219,531	\$2,655,500	\$2,430,062	\$31,439,243
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,859	\$3,911	\$4,525	\$4,397	\$4,083	-100.00%	\$4,562	\$4,700	\$4,448	\$3,803	\$4,116
Moves	631	572	617	621	665	682	3786	48 cancels	658	677	592	627	7513
Gross Tonnage	31,907,495	28,825,535	30,626,216	30,679,931	36,018,027	36,294,816	#DIV/0!	#DIV/0!	35,771,904	38,544,465	31,254,931	30,368,954	#DIV/0!

PSP 2013	January	February	March	April	May	June	6 mo to date	6 mo Δ	July	August	Sept	Oct	12 mo to date	to date
Total Assignments/ Month	662	579	621	559	662	679	316.84	-43	715	705	657	682	375.81	2.74%
# of licensed pilots	52.34	52.5	53	53	53	53	52.81		53	54	54	54	53.32	
Average Assgn/pilot	12.89	11.24	11.94	10.75	12.73	13.06	12.10	0.00	13.75	13.30	12.40	12.87	12.45	
# with < 6 jobs(+1=Pres)	7+1	11+1	6+1	4+1	0+1	4+1			6+1	3+1	4+1	2+1		
# of assignment change	32	8	1.9	1	1	1	-43		1	2	2	2	50	
Tariff Revenue-Trans	\$2,493,701	\$2,229,846	\$2,311,037	\$2,212,733	\$2,820,632	\$3,028,751	\$15,096,700	4.50%	\$3,046,277	\$3,112,078	\$2,858,510	\$2,481,925	\$31,573,640	3.12%
RPA-Revenue per Assign	\$3,767	\$3,851	\$3,721	\$3,958	\$4,261	\$4,461	\$4,013	2.07%	\$4,261	\$4,414	\$4,351	\$3,639	\$4,038	
Moves	646	568	608	557	652	674	183089177		708	696	649	669	198008596	
Gross Tonnage	31,428,636	27,228,140	28,430,900	27,001,386	33,491,659	35,508,456	0	#DIV/0!	36,570,802	36,469,776	33,389,476	30,613,475	0	#DIV/0!

PSP 2012	January	February	March	April	May	June	6 mo to date	6 mo Δ	July	August	Sept	Oct	12 mo to date
Total Assignments/ Month	630	571	596	605	656	747	309.1	88	728	721	661	629	7769
# of licensed pilots	51	51	51.1	52	52	52	51.5167		52	52	52	52	51.9
Average Assgn/pilot	12.60	11.42	11.90	11.86	12.86	14.65	12.55	0.00	14.27	14.14	12.96	12.33	12.72
# with < 6 jobs(+1=Pres)	6+1	4+1	5+1	3+1	3+1	4+1			5+1	4+1	4+1	5+1	
# of assignment change	-2	-2	-1.9	-1	-1	-1	88		-1	0	0	0	150
Tariff Revenue-Trans	\$2,373,948	\$2,123,989	\$2,061,646	\$2,086,614	\$2,596,933	\$3,203,941	\$14,447,071	2.21%	\$3,152,810	\$3,193,924	\$2,866,720	\$2,411,757	\$30,617,681
RPA-Revenue per Assign	\$3,768	\$3,720	\$3,459	\$3,449	\$3,959	\$4,289	\$3,797	-0.16%	\$4,331	\$4,430	\$4,337	\$3,834	\$3,941
Moves	619	559	578	590	646	735	179371676		722	716	653	616	202422596
Gross Tonnage	30,363,264	26,057,669	26,005,418	26,393,270	32,094,230	38,457,825	0	#DIV/0!	38,321,278	39,264,642	35,099,780	31,038,998	0

PSP 2011	January	February	March	April	May	June	6 mo to date	6 mo Δ	July	August	Sept	Oct	12 mos to date
Total Assignments/ Month	611	568	616	564	669	689	318	39	749	716	626	589	7619
# of licensed pilots	53	53	53	53	53	53	53		53	52	52	52	52.58
Average Assgn/pilot	11.75	10.92	11.85	10.85	12.87	13.25	11.91		14.40	14.04	12.27	11.55	12.31
# with < 6 jobs(+1=Pres)	6+1	5+1	6+1	6+1	5+1	7+1			4+1	6+1	4+1	5+1	
# of assignment change	-4	-4	-4	-4	-2	-2	39		-1	-2	-2	-1	-2.32
Tariff Revenue-Trans	\$2,201,209	\$2,039,383	\$2,291,252	\$2,028,674	\$2,706,741	\$2,867,271	\$14,134,530	-100.00%	\$3,154,305	\$3,050,470	\$2,670,201	\$2,219,044	\$29,738,752
RPA-Revenue per Assign	\$3,603	\$3,590	\$3,720	\$3,597	\$4,046	\$4,161	\$3,803		\$4,211	\$4,260	\$4,265	\$3,767	\$3,903
Moves	599	558	602	556	656	679	175115500		742	704	618	580	191354676
Gross Tonnage	27,993,179	25,682,377	28,633,920	25,640,954	32,735,977	34,429,093	0	#DIV/0!	38,304,733	36,559,621	32,252,382	27,879,207	0

SUMMARY OF Puget Sound Pilots Earned Revenue Report

Calendar Year Comparatives

	2015 1st Qtr Totals	2015 2nd Qtr Totals	2015 3rd Qtr Totals	4th Qtr Totals October only	2015 YTD		2014 1st Qtr Totals	2014 2nd Qtr Totals	2014 3rd Qtr Totals	4th Qtr Totals Oct Only	2014 YTD		2013 1st Qtr Totals	2013 2nd Qtr Totals	2013 3rd Qtr Totals	2013 YTD		
--Counters & Miscellaneous Totals-Revenue Neutral @ 1/1/15				+2% @ 7/1/15		←					+0% @ 1/1/14						+3% @ 1/1/13	
Seattle Assigns	533	726	681	181	2,121	7.6%	461	661	671	178	1,971	8.1%	468	622	733	1,823	-22.7%	
Ship Assigns	1,733	2,185	1,926	666	6,510	1.4%	1,845	1,991	1,945	639	6,420	10.0%	1,862	1,900	2,077	5,839	-1.3%	
Pilot Boat Assigns	1,220	1,474	1,390	480	4,564	-5.1%	1,380	1,528	1,447	452	4,807	6.5%	1,441	1,482	1,589	4,512	-2.8%	
Tonnage Surcharge	1,689	2,127	1,895	653	6,364	0.4%	1,820	1,967	1,924	627	6,338	10.2%	1,819	1,879	2,051	5,749	-1.1%	
Surcharge Revenue	\$3,612,466.14	\$4,457,371.27	\$ 5,458,163.54	\$ 1,450,148.75	\$14,978,149.70	-8.5%	\$4,181,194.76	\$ 5,229,586.94	\$ 5,594,220.03	\$ 1,366,726.83	\$16,371,728.56	12.4%	\$4,024,472.90	\$ 4,934,257.55	\$ 5,607,816.43	\$14,566,546.88	0.6%	
--Source of Revenue Breakdown--																		
LOA/Zone (*)	1,921,017.00	2,327,287.00	2,314,057.00	736,018.00	7,298,379.00	-10.5%	2,274,763.00	2,549,560.00	2,549,059.00	780,476.00	8,153,858.00	10.1%	2,287,415.00	2,453,985.00	2,661,997.00	7,403,397.00	2.7%	
Harbor Shift (*)	210,821.00	283,388.00	239,703.00	93,020.00	826,932.00	3.2%	252,124.00	234,415.00	220,584.00	93,943.00	801,066.00	35.2%	207,380.00	184,912.00	199,999.00	592,291.00	7.2%	
Transportation (**)	235,543.00	307,158.25	268,865.00	97,472.25	909,038.50	-0.6%	272,546.00	266,325.50	277,926.25	98,126.25	914,924.00	10.4%	274,756.25	261,067.50	292,696.75	828,520.50	14.3%	
BC Surcharge (***)	82,173.00	88,494.00	113,778.00	29,498.00	313,943.00	-6.9%	90,601.00	77,959.00	126,420.00	42,140.00	337,120.00	-5.8%	113,372.00	115,885.00	128,527.00	357,784.00	41.5%	
Bridge Transit (***)	20,763.00	25,613.00	26,666.00	10,578.00	83,620.00	7.9%	21,628.00	24,434.00	24,918.00	6,538.00	77,518.00	11.0%	23,678.00	22,450.00	23,714.00	69,842.00	18.3%	
Waterway (***)	136,781.00	202,844.00	195,852.00	65,873.00	601,350.00	-2.3%	180,937.00	188,423.00	182,305.00	63,593.00	615,258.00	24.7%	162,621.00	158,954.00	171,855.00	493,430.00	39.2%	
Tonnage Surcharge (***)	3,612,466.14	4,457,371.27	5,458,163.54	1,450,148.75	14,978,149.70	-8.5%	4,181,194.76	5,229,586.94	5,594,220.03	1,366,726.83	16,371,728.56	12.4%	4,024,472.90	4,934,257.55	5,607,816.43	14,566,546.88	0.6%	
Cancellations (***)	24,587.00	27,319.00	15,310.00	7,770.00	74,986.00	61.5%	13,621.00	16,001.00	10,088.00	6,710.00	46,420.00	-6.5%	20,896.00	12,023.00	16,743.00	49,662.00	-8.7%	
Compass Adj (***)	1,436.00	1,077.00	1,077.00	1,077.00	4,667.00	-23.5%	1,077.00	2,154.00	1,795.00	1,077.00	6,103.00	13.3%	1,436.00	2,513.00	1,436.00	5,385.00	10.2%	
Standby (***)	104,668.00	260,098.00	78,912.00	89,050.00	532,728.00	80.8%	112,318.00	74,627.00	75,970.00	31,784.00	294,699.00	24.8%	92,920.00	61,924.00	81,230.00	236,074.00	-25.6%	
Slow Down (***)	29,866.00	116,450.00	67,130.00	1,370.00	214,816.00	245.1%	10,960.00	24,139.00	21,116.00	6,028.00	62,243.00	-2.5%	13,974.00	21,390.00	28,496.00	63,860.00	-28.5%	
Salmon Bay (***)	0.00	1,477.00	0.00	0.00	1,477.00	-63.2%	211.00	1,266.00	1,688.00	844.00	4,009.00		0.00	422.00	422.00	844.00		
Sea Trials (***)	5,577.00	5,746.00	4,056.00	1,014.00	16,393.00	-37.0%	1,352.00	17,238.00	5,408.00	2,028.00	26,026.00	-5.5%	1,014.00	16,393.00	10,140.00	27,547.00	78.7%	
Miscellaneous	135,005.00	190,890.00	176,608.00	56,241.00	558,744.00		184,122.00	197,698.00	215,574.00	71,208.00	668,602.00		64,986.00	84,628.00	141,630.00	291,244.00		
(Stipend Surcharge Report)	(117,105.00)	(177,630.00)	(115,560.00)	(49,665.00)	(459,960.00)		(177,930.00)	(184,110.00)	(155,670.00)	(66,990.00)	(584,700.00)		(50,190.00)	(80,190.00)	(95,580.00)	(225,960.00)		
= Delayed Arr &/or Lk Union (***)	17,900.00	13,260.00	61,048.00	6,576.00	98,784.00	17.7%	6,192.00	13,588.00	59,904.00	4,218.00	83,902.00	28.5%	14,796.00	4,438.00	46,050.00	65,284.00	46.5%	
Pilot Boat (***)	424,560.00	512,952.00	483,372.00	167,040.00	1,587,924.00	523.3%	73,140.00	80,984.00	76,691.00	23,956.00	254,771.00	15.3%	70,609.00	72,569.00	77,861.00	221,039.00	-0.8%	
Total-Source Section	\$ 6,828,158.14	\$ 8,630,534.52	\$ 9,277,079.54	\$ 2,756,505.00	\$ 27,492,187.20	-1.8%	7,492,664.76	\$ 8,800,700.44	\$ 9,177,392.28	\$ 2,528,188.08	\$ 27,998,945.56	12.3%	\$ 7,309,340.15	\$ 8,323,183.05	\$ 9,309,563.18	24,942,086.38	2.3%	
-----Revenue-----																		
Mileage (*)	2,131,838.00	2,610,675.00	2,553,760.00	829,038.00	8,125,311.00	-9.3%	2,526,887.00	2,783,975.00	2,769,643.00	874,419.00	8,954,924.00	12.0%	2,494,795.00	2,638,897.00	2,861,996.00	7,995,688.00	3.1%	
Trans (**)	235,543.00	307,158.25	268,865.00	97,472.25	909,038.50	-0.6%	272,546.00	266,325.50	277,926.25	98,126.25	914,924.00	10.4%	274,756.25	261,067.50	292,696.75	828,520.50	14.3%	
Special (***)	4,460,687.14	5,712,701.27	6,454,454.54	1,829,994.75	18,457,837.70	1.8%	4,693,231.76	5,750,399.94	6,129,823.03	1,555,642.83	18,129,097.56	12.5%	4,539,788.90	5,423,218.55	6,154,870.43	16,117,877.88	1.4%	
Total -Revenue Section	\$ 6,828,068.14	\$ 8,630,534.52	\$ 9,277,079.54	\$ 2,756,505.00	\$ 27,492,187.20	-1.8%	7,492,664.76	8,800,700.44	\$ 9,177,392.28	\$ 2,528,188.08	\$ 27,998,945.56	12.3%	\$ 7,309,340.15	8,323,183.05	\$ 9,309,563.18	24,942,086.38	2.3%	
Other Stats																		
Pilot Boat Charges	\$ 424,560.00	\$ 512,952.00	\$ 483,372.00	\$ 167,040.00	\$ 1,587,924.00	523.3%	73,140.00	\$ 80,984.00	\$ 76,691.00	\$ 23,956.00	\$ 254,771.00	15.3%	\$ 70,609.00	72,569.00	\$ 77,861.00	\$ 221,039.00	-0.8%	
Pilot Boat Assignments	1220	1474	1390	480	4,564	-5.1%	1,380	1,528	1,447	452	4,807	6.5%	1,441	1,482	1,589	4,512	-2.8%	
Avg	\$ 348.00	\$ 348.00	348.00	348	\$ 347.92		\$ 53.00	\$ 53.00	53	53	\$ 53.00		\$ 49.00	\$ 49.00	53	\$ 49.00	2.1%	
Tonnage Surcharge Revenue	\$ 3,612,466.14	\$ 4,457,371.27	\$ 5,458,163.54	\$ 1,450,148.75	\$ 14,978,149.70	-8.5%	\$ 4,181,194.76	\$ 5,229,586.94	\$ 5,594,220.03	\$ 1,366,726.83	\$ 16,371,728.56	12.4%	\$ 4,024,472.90	\$ 4,934,257.55	\$ 5,607,816.43	\$ 14,566,546.88	0.6%	
Tonnage Surcharge Charged	1,689	2,127	1,895	653	6,364	0.4%	1,820	1,967	1,924	627	6,338	10.2%	1,819	1,879	2,051	5,749	-1.1%	
Avg Tonnage Surcharge/Move	\$ 2,138.82	\$ 2,095.61	\$ 2,880.30	\$ 2,220.75	\$ 2,353.57	-8.9%	\$ 2,317.69	\$ 2,658.66	\$ 2,907.60	\$ 2,179.79	\$ 2,583.11	1.9%	\$ 2,241.38	\$ 2,626.00	\$ 2,734.19	\$ 2,533.75	1.7%	

2015			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Actual Assign	Average Assign 145/12=12.1	<i>Italicized average =</i> ↙↘↙ over TAL	under (over) TAL
Pilot Code	Actual Trips PSP Earned Revenue Report Detail		Watch	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign			
3	ANA	Anacker, D.S. Lic 3/27/12	A	12	10	11	14	16	11	13	11	11	13		122	12.2		(1)
3	ANT	Anthony, Michael Lic 7/24/12	B	2	14	16	15	20	5	9	19	12	11		123	12.3		(2)
5	ARN	Arnold, J. E.	B	9	12	2	14	16	18	9	16	18	15		129	12.9		(8)
5	BLA	Blake, M.E.	B	13	14	8	13	14	23	16	9	13	4		127	12.7	TEC	(6)
4	BOU	Bouma, Blair Lic 7/28/11	A	5	11	16	14	16	6	13	7	12	12		112	11.2		9
2	BRO	Brouillard, Dan Lic 7/31/13	B	12	12	15	13	12	13	12	16	13	13		131	13.1		(10)
5	BRU	Brusco, David Lic 3/11/10	A	10	14	4	15	21	14	8	7	7	16		116	11.6		5
5	BUJ	Bujacich, J.P.	A	15	12	19	9	18	18	13	23	15	23		165	16.5		(44)
5	CAI	Carlson, I.J.	B	12	8	12	15	10	19	15	8	14	15		128	12.8		(7)
2	CAW	Carley, W. Bud Lic 1/10/13	A	12	19	14	14	12	13	12	10	12	11		129	12.9		(8)
0	CAJ	Carstensen, J Lic. 9/30/15											13		13	13.0		(1)
5	COE	Coe, F.A.	A	15	3	11	12	13	17	16	7	11	11		116	11.6		5
1	COL	Coleman, S Lic. 8/27/14		4	7	12	10	13	2	11	16	13	16		104	10.4		17
1	COR	Coryell, T.D. Lic. 12/13/13		12	12	5	15	17	13	13	6	10	14		117	11.7		4
5	EME	Emerson, L. P.	A	17	14	17	15	6	17	16	13	19	8		142	14.2		(21)
2	ENF	Engstrom, F. E. Lic 11/15/12	B	15	14	8	13	19	16	11	16	11	14		137	13.7		(16)
5	ENV	Engstrom, V.	B	17	14	11	12	16	15	13	11	12	15		136	13.6		(15)
0	GAL	Galvin, Jamie Lic 11/11/14		12	5	13	11	19	20	10	10	10	12		122	12.2		(1)
5	GIE	Giese, P. A.	A	12	3	15	15	17	14	3	17	14	21		131	13.1	PSP Director	(10)
5	GRD	Grobschmit, D.W.	A	2	0	0	0	0	0	0	0	0	0		2	2.0	PSP President	x
5	HAI	Hannuksela, J	B	13	10	12	16	18	22	15	9	14	15		144	14.4		(23)
5	HAR	Harris, J. B.	B	12	16	12	10	18	18	17	17	9	14		143	14.3		(22)
5	HEN	Henshaw, B. F.	B	14	12	19	15	7	16	19	21	14	5		142	14.2		(21)
5	HUR	Hurt, G. D.	B	6	5	15	13	22	6	17	18	3	17		122	12.2		(1)
0	JEN	Jensen, Brian Lic. 12/22/14		15	10	14	6	9	16	6	13	10	6		105	10.5		16
5	JUS	Justice, V. K.	A	11	12	13	10	16	17	16	10	13	12		130	13.0		(9)
5	KAL	Kalvoy, J.E.	B	7	16	11	12	17	17	13	15	16	12		136	13.6		(15)
3	KEA	Kearns, J. Lic. 1/12/12	A	14	10	13	12	12	15	16	11	12	10		125	12.5		(4)
5	KEP	Kelly, P.S.	A	9	9	6	17	15	16	6	5	22	15		120	12.0	PSP Director	1
5	KLA	Klapperich, E.C.	A	10	8	11	7	14	16	14	12	10	9		111	11.1	PSP Sec/Treas	10
1	LIC	Lichty, E.C. Lic. 5/1/14		10	10	13	6	16	20	12	19	3	14		123	12.3		(2)
0	LOB	Lowe, Brad Lic. 9/23/15										3	14		17	14.0		(2)
2	LOW	Lowery, W.W. Lic. 2/11/13	A	14	10	14	8	20	19	20	17	7	15		144	14.4		(23)
5	MAR	Marmol, E.	B	13	9	14	6	16	18	14	17	6	8		121	12.1	BPC/TEC Apr13	0
5	MAY	Mayer, D. W.	B	10	8	9	8	7	14	14	14	11	10		105	10.5	BPC/TEC/Exam	16
5	MIB	Michelson, B. L.	B	3	0	Retired 2/19									3	1.5	Retired	x
5	MOR	Mork, S. E.	A	7	12	13	9	11	16	9	12	2	0		91	9.1		30
5	MOT	Moreno, S.	B	13	12	12	13	12	12	15	12	9	15		125	12.5		(4)
5	NEW	Newman, A. J.	A	7	12	12	15	12	20	14	12	9	14		127	12.7		(6)
5	SAN	Sanders, D. A.	A	9	10	14	7	21	8	11	18	11	16		125	12.5		(4)
5	SCO	Scoggins, J	A	10	9	12	12	17	16	14	15	14	15		134	13.4		(13)
5	SCR	Scragg, J. Lic. 7/8/10	B	11	11	8	12	13	12	14	5	15	21		122	12.2	PSP Director	(1)
5	SEM	Semler, J. R.	A	13	5	15	11	19	20	6	13	20	18		140	14.0		(19)
5	SES	Semler, S.	A	11	7	14	16	26	21	4	22	19	17		157	15.7		(36)
5	SEY	Seymour, L.	B	16	10	18	17	10	17	14	16	17	6		141	14.1		(20)
5	SHA	Shaffer, D. L.	B	15	5	16	15	24	23	4	12	15	18		147	14.7		(26)
5	SHJ	Shaffer, J. A.	B	13	8	12	16	16	17	12	21	19	16		150	15.0		(29)
5	SHU	Shuler, M.	B	16	14	14	16	11	20	13	16	16	8		144	14.4		(23)
5	SLI	Sliker, W.J.	A	13	9	15	14	13	18	13	15	16	15		141	14.1		(20)
5	SOR	Soriano, D. B.	A	14	7	12	10	13	15	14	17	13	10		125	12.5		(4)
5	THG	Thoreson, George	A	17	12	21	8	17	15	13	16	8	16		143	14.3	PSP Director	(22)
5	VON	vonBrandenfels, E. M.	A	9	7	11	1	7	14	11	9	10	11		90	9.0	PSP V.P./Director	31
5	WAJ	Ward, John K.	B	0	0	0	0	0	0	0	Retired 8/1				0	0.0		x
5	WAR	Ward, Jonathan E	A	0	1	9	15	15	14	9	9	0	Retired 9/22		72	8.0	Pres Jan only	25
5	WIG	Wildes, G. R.	B	11	12	15	12	19	21	13	20	8	17		148	14.8		(27)
5	WOO	Wood, M.	B	3	11	11	16	16	8	17	13	0	Retired 9/29		95	10.6		14

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 Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Average Assgn 145/12=12.1	
	Total Assignments/ Month	577	517	639	620	774	791	632	693	601	666	0	0	6510	avg 651	under (over) TAL
	Number of licensed PS pilots	54	54	53	53	53	53	53	52	52	52	0	0			
	Pilots on rotation	52	52	51	51	51	51	51	51	51	51					
	Average Assgn/pilot on rotation	11.10	9.94	12.53	12.16	15.18	15.51	12.39	13.59	11.78	13.06				Target TAL: 12.1	
	PSP LOA Report (MOVES)	566	501	623	598	760	771	621	684	590	653			6367	636.7	
	Average Moves/pilot on rotation	10.88	9.63	12.22	11.73	15.20	15.12	12.18	13.41	11.57	12.80					
	Cancellations	11	16	16	22	14	20	11	9	11	13	0	0	143	avg 14.3	
	# of Pilots with < 6 jobs(+1=Pres)	7+1	9+1	4+1	2+1	1+1	3+1	4+1	2+1	5+1	3+1				4 # of Pilots with < 6 jobs	
	Pilots w/>5 trips & their avg # of trips	46P; 12.1	44P; 11.1	48P; 13	50P; 12.4	51P; 15.2	49P; 16.0	48P; 12.9	49P; 13.9	47P; 12.8	48P; 13.7				avg # trip	
	Training during duty															
	Medical circumstances:	1	1	1	1	1	1	1	0	0						
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		
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	Assignments 2012 to 2011 Average change to date		1.8%	0.1%	1.9%	0.7%	2.6%	2.7%	1.1%	3.0%	2.6%	3.8%	3.3%			
	2012 to 2011 Per month change	3.1%	0.5%	-3.2%	7.3%	-1.9%	8.4%	-2.8%	0.7%	5.6%	6.8%	2.0%	-1.4%	2.0%		
	PSP Assignments from Earned Revenue Report	611	568	616	564	669	689	749	716	626	589	588	634	7619		
2010	Assignments 2011 to 2010 Average change to date		1.5%	1.1%	0.1%	0.2%	1.0%	2.6%	3.2%	3.1%	2.8%	2.5%	3.8%			
	2011 to 2010 Per month change	7.2%	-4.2%	0.3%	-3.1%	0.6%	5.4%	12.0%	7.3%	2.3%	0.0%	-0.7%	18.3%			
	PSP Assignments from Earned Revenue Report	570	593	614	582	665	654	669	667	612	589	592	536			
2009	Assignments 2010 to 2009 Average change to date		-4.0%	-5.1%	-4.3%	-3.9%	-3.8%	-4.0%	-4.1%	-4.1%	-4.8%	-4.5%	-4.1%			
	2010 to 2009 Per month change	-14.5%	6.5%	-7.1%	-2.2%	-2.1%	-3.4%	-4.8%	-5.0%	-4.1%	-11.0%	-1.7%	0.0%			
	PSP Assignments from Earned Revenue Report	667	557	661	595	679	677	703	702	638	662	602	536	7679		

		2015												
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
2015 Grays Hbr	D'Angelo			28	10	10		4		8	11	0	0	
	White			2	2	2		3		2	3	0	0	
		20	25	30	12	12	26	7	16	10	14			172
		-28.6%	-3.8%	0.0%	-68.4%	33.3%	23.8%	-58.8%	0.0%	-44.4%	-17.6%			-21.8%
2014 Grays Hbr	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
		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 Grays Hbr	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 Grays Hbr	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 Grays Hbr	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	Assignmts	Total Surcharge		"Stipend"	"Stipend"	"Training"	"Training"	Legal		
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only		(\$5) only	
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected	Earned	Billed		Collected	Expenses
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	\$ 4,223	\$ 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	1,015	
April	\$ 3,822	\$ 3,600	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	598	620	55,800	42,690	37,200	28,460	37,320	18,600	14,230	3,209	
May	\$ 3,840	\$ 3,894	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	760	774	56,355	53,250	37,570	35,500	37,000	18,785	17,750	2,299	
June	\$ 3,906	\$ 4,165	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	771	791	65,475	63,240	43,650	42,160	34,920	21,825	21,080	2,442	
July	\$ 4,026	\$ 4,767	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	621	632	56,610	64,050	37,740	42,700	41,667	18,870	21,350	137,885	
August	\$ 4,131	\$ 4,812	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	684	693	58,950	59,085	39,300	39,390	38,440	19,650	19,695	5,299	
September	\$ 4,672	\$ 4,672	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	590	601	50,910	52,905	33,940	35,270	39,534	16,970	17,635	6,552	
October	\$ 4,175	\$ 4,072	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	653	666	49,665	47,565	33,110	31,710	30,800	16,555	15,855		
			ytd		\$ 26,583,149	\$ 909,038	\$ 27,492,187	6367	6510	510,870	506,430	340,580	337,620	352,189	170,290	168,810	161,069	
Δ	(95)	\$ 196	Δ	(135)	\$ 190	(500,873)	(5,886)	(506,759)	25	90								

2014	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge		"Stipend"	"Stipend"	"Training"	"Training"	Legal		
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only		(\$5) only	
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected	Earned	Billed		Collected	Expenses
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	3,967	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	3,967	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	4,096	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	4,159	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	4,224	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	4,294	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	4,314	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	4,271	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	

2013	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge		"Stipend"	"Stipend"	"Training"	"Training"	Legal		
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only		(\$5) only	
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected	Earned	Billed		Collected	Expenses
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	3,861	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	3,887	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	3,982	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	4,075	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	4,111	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	30,569	
August	4,160	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	4,188	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	4,138	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	

	Avg Rev per MOVE YTD	Avg Rev per MOVE this Month	Avg Rev per ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge		"Stipend"	"Stipend"		"Training"	"Training"		
					minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only	(\$5) only	Legal	
					Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected	Earned	Billed	Collected	Expenses	
2012																		
January	3,835	3,835		3,768	2,373,948	84,747	\$ 2,458,695	619	630	41,790	47,970	27,860	31,980	26,200	13,930	15,990	6,356	
February	3,818	3,800	3,745	3,720	2,123,989	74,181	\$ 2,198,169	559	571	34,260	37,215	22,840	24,810	23,172	11,420	12,405	9,889	
March	3,736	3,567	3,650	3,459	2,061,646	61,203	\$ 2,122,849	578	596	26,775	32,775	17,850	21,850	18,028	8,925	10,925	6,963	
April	3,686	3,537	3,600	3,449	2,086,614	72,077	\$ 2,158,691	590	605	33,585	30,630	22,390	20,420	21,000	11,195	10,210	4,692	
May	3,758	4,020	3,677	3,959	2,596,933	73,040	\$ 2,669,973	646	656	35,145	33,120	23,430	22,080	21,484	11,715	11,040	6,785	
June	3,876	4,359	3,797	4,289	3,203,941	82,969	\$ 3,286,910	735	747	33,525	34,020	22,350	22,680	18,000	11,175	11,340	2,646	
July	3,956	4,367	3,883	4,331	3,152,810	92,215	\$ 3,245,025	722	728	32,760	34,980	21,840	23,320	18,000	10,920	11,660	2,132	
August	4,026	4,461	3,958	4,430	3,193,924	95,707	\$ 3,289,631	716	721	38,805	35,235	25,870	23,490	21,677	12,935	11,745	1,348	
September	4,067	4,390	4,000	4,337	2,866,720	88,417	\$ 2,955,138	653	661	45,720	37,245	30,480	24,830	21,780	15,240	12,415	7,131	
October	4,052	3,915	3,984	3,834	2,411,757	86,619	\$ 2,498,377	616	629	39,015	45,810	26,010	30,540	24,000	13,005	15,270	3,343	
2011																		
January	3,675	3,675		3,603	2,201,209	84,984	\$ 2,286,193	599	611	18,330	14,350	12,220	12,700	12,000	6,110	1,650	4,538	
February	3,665	3,655	3,597	3,590	2,039,383	70,705	\$ 2,110,088	558	568	23,730	18,020	15,820	12,060	16,333	7,910	5,960	3,096	
March	3,806	3,806	3,639	3,720	2,291,252	83,007	\$ 2,374,258	602	616	36,960	30,065	24,640	20,050	24,000	12,320	10,015	2,639	
April	3,649	3,649	3,629	3,597	2,028,647	66,421	\$ 2,095,068	556	564	33,840	33,450	22,560	22,300	24,000	11,280	11,150	303	
May	4,126	4,126	3,721	4,046	2,706,741	77,665	\$ 2,784,406	656	669	40,080	40,200	26,720	26,800	24,000	13,360	13,400	10,312	
June	4,223	4,223	3,803	4,161	2,867,271	87,580	\$ 2,954,851	679	689	34,020	36,855	22,680	24,570	18,000	11,340	12,285	2,314	
July	4,251	4,251	3,871	4,211	3,154,305	90,594	\$ 3,244,898	742	749	33,030	29,835	22,020	19,890	11,600	11,010	9,945	828	
August	4,333	4,333	3,925	4,260	3,050,470	89,571	\$ 3,140,042	704	716	21,480	34,320	14,320	22,880	6,000	7,160	11,440	4,635	
September	4,321	4,321	3,962	4,265	2,670,201	80,758	\$ 2,750,959	618	626	14,970	18,765	9,980	12,510	9,000	4,990	6,255	3,190	
October	3,826	3,826	3,944	3,767	2,219,044	76,476	\$ 2,295,521	580	589	26,460	18,765	17,640	12,510	16,020	8,820	6,255	1,107	
2010																		
					Billed	(Transpt'n)	Total Tariff	Ships	Assignmts			"Stipend"	"Stipend"		"Training"	"Training"	All	
					minus		(Revenue)	Moved	Earned Rev			(\$10) only	(\$10) only	Stipends	(\$5) only	(\$5) only	Legal	
					Transportation		\$\$ Billed	LOA-2	Detail			Billed	Collected	Earned	Billed	collected	Expenses	
	\$ 3,867.61		\$ 3,828.08		\$ 28,086,612	901,140	\$ 28,987,752	7,262	7,337			\$283,480	\$291,430	\$253,733	\$0	\$0	\$195,804	
2009																		
					Billed	(Transpt'n)	Total Tariff	Ships	Assignmts			"Stipend"	"Stipend"				All	
					minus		(Revenue)	Moved	Earned Rev			(\$10) only	(\$10) only	Stipends			Legal	
					Transportation		\$\$ Billed	LOA-2	Detail			Billed	Collected	Earned			Expenses	
	\$ 3,769.86		\$ 3,715.37		\$ 28,530,324	911,618	\$ 29,441,942	7,568	7,679			\$320,110	\$314,040	\$299,200			\$40,131	

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	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		
Apr	2,288	598	127	60	59	174	178	0	78	43	224		16	1	37			24	175		
May	3,048	760	178	92	50	238	197	5	76	54	232		23	1	103	62	2	20	187		
June	3,819	771	152	108	65	249	197	0	70	67	232		6	3	71	86	2	21	213		
July	4,440	621	95	70	56	231	169	0	39	50	225		19	4	6	86		19	173		
Aug	5,124	684	117	72	59	247	189	0	68	47	241		2		11	90		19	206		
Sept	5,714	590	87	77	52	208	166	0	46	37	218		25		3	63		24	174		
Oct	6,367	653	124	93	64	182	190		123	40	230		12		26		3	23	196		
		6367	1174	838	546	2040	1753	10	792	461	2264	0	145	10	304	389	7	212	1781	2	
2014/2015 ytd Δ			178	-53	-7	-17	-93	10	-44	33	-101	-5	-4	0	262	20	-5	-11	-121	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	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	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	115	92	62	201	199		111	45	245		7		14		5	24	218		
November		7,061	106	92	60	182	194		104	50	245		11		2			21	201		
December		7,702	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	Bulker	Car 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	Bulker	Car 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)
2010	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		7262	995	853	467	3058	1849	40	1212	399	2600	0	134	29	77	454	10	295	2041	11
2009/2010 ytd Δ	(306)		(12)	(104)	(140)	128	(186)	8	178	50	(170)	0	(6)	6	(33)	13	(1)	(6)	(348)	11
2009	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		7568	1007	957	607	2930	2035	32	1034	349	2770	0	140	23	110	441	11	301	2389	0
2008/2009 ytd Δ	(470)		(190)	(2)	89	(84)	(279)	(4)	(171)	(26)	(253)	(5)	(71)	(3)	8	29	3	(3)	24	(2)
2008	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		8038	1197	959	518	3014	2314	36	1205	375	3023	5	211	26	102	412	8	304	2365	2
2007/2008 ytd Δ	-139		(44)	(66)	(21)	(66)	66	(8)	(4)	(61)	153	0	(36)	(12)	(7)	32	(5)	16	(217)	2
2007	Moves	Total	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		8177	1241	1025	539	3080	2248	44	1209	436	2870	5	247	38	109	380	13	288	2582	0
2006/2007 ytd Δ		-19	(149)	120	36	(40)	24	(10)	(32)	(120)	(270)	0	59	(5)	17	(9)	2	(28)	376	(9)
2006	Moves	Total	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Car Carrier	Container	OBO	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		8196	1390	905	503	3120	2224	54	1241	556	3140	5	188	43	92	389	11	316	2206	9

JUNE 2015								
YTD			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
	Totals	LOA	1	2	3	4	5	6
307	73	Up to 500	36	10	6	21	0	
477	108	500-599	23	25	12	35	13	
931	184	600-699	25	33	32	31	63	
507	93	700-799	11	13	6	28	35	
413	60	800-899	11	5	7	13	24	
811	166	900-999	18	13	2	88	45	
367	87	1000--	28	9		33	17	
	771		152	108	65	249	197	0
YTD totals		3813	751	526	315	1172	1039	10

JUNE 2014								
YTD			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
	Totals	LOA	1	2	3	4	5	6
79	25	Up to 500	5	3	2	14	1	
422	86	500-599	16	12	13	30	15	
1002	160	600-699	16	32	33	45	34	
476	71	700-799	9	4	2	22	34	
543	83	800-899	8	17	9	20	29	
773	174	900-999	19	7	2	97	49	
493	83	1000--	26	7		32	18	
	682		99	82	61	260	180	0
YTD totals		3788	614	553	312	1202	1107	0

JUNE 2013								
YTD			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
	Totals	LOA	1	2	3	4	5	6
116	20	Up to 500	2	3		13	2	
490	87	500-599	18	13	12	34	10	
929	160	600-699	16	33	32	52	27	
438	66	700-799	1	6	4	15	40	
493	80	800-899	6	14	6	23	31	
954	205	900-999	23	12	2	129	39	
284	56	1000--	18			20	18	
	674		84	81	56	286	167	0
YTD totals		3705	525	559	295	1250	1073	2

MAY 2015								
YTD			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
	Totals	LOA	1	2	3	4	5	6
234	117	Up to 500	69	14	3	31	0	0
369	91	500-599	27	15	3	28	16	2
747	177	600-699	22	38	32	33	49	3
414	73	700-799	8	9	1	19	36	0
353	77	800-899	8	8	8	19	34	0
645	154	900-999	22	4	3	80	45	0
280	71	1000--	22	4	0	28	17	0
	760		178	92	50	238	197	5
YTD totals		3042	599	418	250	923	842	10

MAY 2014								
YTD			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
	Totals	LOA	1	2	3	4	5	6
54	22	Up to 500	7	5	1	6	3	
336	73	500-599	16	11	12	18	16	
842	149	600-699	13	36	22	58	20	
405	74	700-799	6	5	3	17	43	
460	79	800-899	3	16	7	21	32	
599	177	900-999	18	16	3	95	45	
410	91	1000--	30	5		32	24	
	665		93	94	48	247	183	0
YTD totals		3106	515	471	251	942	927	0

MAY 2013								
YTD			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
	Totals	LOA	1	2	3	4	5	6
96	14	Up to 500	6	2	2	4		
403	86	500-599	20	18	14	19	15	
769	165	600-699	20	31	24	57	33	
372	67	700-799	3	2	4	17	41	
413	75	800-899	3	20	3	15	34	
749	196	900-999	24	21	1	111	39	
228	49	1000--	17			16	16	
	652		93	94	48	239	178	0
YTD totals		3031	441	478	239	964	906	2

APRIL 2015								
YTD			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
	Totals	LOA	1	2	3	4	5	6
117	39	Up to 500	20	6	3	10		
278	99	500-599	29	15	14	30	11	
570	157	600-699	19	26	31	34	47	
341	75	700-799	10	4	4	19	38	
276	69	800-899	9	7	7	20	26	
491	107	900-999	20	2		47	38	
209	52	1000--	20			14	18	
	598		127	60	59	174	178	0
YTD totals		2282	421	326	200	685	645	5

APRIL 2014								
YTD			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
	Totals	LOA	1	2	3	4	5	6
32	7	Up to 500		1		2	4	
263	62	500-599	15	8	6	25	8	
693	198	600-699	31	41	30	57	39	
331	77	700-799	15		2	19	41	
381	88	800-899	4	19	7	29	29	
422	109	900-999	16	10	1	40	42	
319	80	1000--	28	4	2	22	24	
	621		109	83	48	194	187	0
YTD totals		2441	422	377	203	695	744	0

APRIL 2013								
YTD			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
	Totals	LOA	1	2	3	4	5	6
82	26	Up to 500	6	5	1	11	3	
317	88	500-599	18	16	8	29	17	
604	124	600-699	2	29	13	56	24	
305	58	700-799	1	3	2	11	41	
338	73	800-899	3	18	7	18	27	
553	142	900-999	23	20	4	51	44	
179	46	1000--	18			10	18	
	557		71	91	35	186	174	0
YTD totals		2379	348	384	191	725	728	2

MARCH 2015									
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	
			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	
YTD totals			621	139	85	50	168	179	0
YTD totals			1684	294	266	141	511	467	5

MARCH 2014									
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	
			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	
YTD totals			617	106	99	47	178	187	0
YTD totals			1820	313	294	155	501	557	0

MARCH 2013									
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	
			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		
YTD totals			608	95	101	49	175	185	2
YTD totals			1822	277	293	156	539	554	2

FEBRUARY 2015									
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	
			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	
YTD totals			497	67	88	40	154	144	4
YTD totals			1063	155	181	91	343	288	5

FEBRUARY 2014									
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	
			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		
YTD totals			572	94	99	52	155	172	0
YTD totals			1203	207	195	108	323	370	0

FEBRUARY 2013									
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	
			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		
YTD totals			568	81	88	49	172	178	0
YTD totals			1214	182	192	107	364	369	0

JANUARY 2015									
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	
			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	
YTD totals			566	88	93	51	189	144	1

JANUARY 2014									
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	
			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		
YTD totals			631	113	96	56	168	198	0

JANUARY 2013									
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	
			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		
YTD totals			646	101	104	58	192	191	0