

SUMMARY OF PSP												
Earned Revenue Rpt <u>Tariff Year</u>	January 2016	7 months July - Jan 2016		January 2015	7 Months July - Jan 2015		January 2014	7 months July - Jan 2014		January 2013	7 months July - Jan 2013	
<b>--Counters &amp; Misc Totals--</b>												
				Rev neutral								
Seattle Assigns	150	1,328	-7.1%	200	1,429	-1.8%	165	1,455	4.9%	168	1,395	-22.8%
Ship Assigns	605	4,482	2.9%	577	4,357	-7.2%	639	4,696	2.3%	662	4,626	2.1%
Pilot Boat Assigns	419	3,173	0.4%	411	3,161	-9.4%	460	3,489	-1.7%	513	3,595	-0.8%
Tonnage Surcharge	589	4,397	2.5%	566	4,290	-7.2%	631	4,625	2.3%	644	4,548	2.1%
Surcharge Revenue	1,329,772	10,987,718	3.0%	1,216,397	10,666,250	-4.8%	1,478,353	11,207,941	-1.0%	1,426,964	11,254,716	2.3%
<b>--Source of Revenue Breakdown--</b>												
LOA/Zone (*)	660,059	5,077,067	-5.0%	647,911	5,343,653	-8.2%	789,582	5,818,090	2.8%	804,180	5,696,981	3.8%
Harbor Shift (*)	96,559	603,679	9.7%	67,821	550,429	1.0%	91,173	545,023	7.0%	76,642	500,790	34.0%
Transportation (**)	88,464	665,168	6.7%	78,814	623,492	-10.9%	98,762	699,754	10.6%	96,600	640,127	14.6%
BC Surcharge (***)	23,177	227,556	-17.6%	40,033	276,017	-17.6%	52,675	335,013	55.8%	34,720	215,922	8.2%
Bridge Transit (***)	7,802	55,116	-4.5%	6,677	57,741	11.8%	6,302	51,644	10.3%	9,314	50,406	10.5%
Waterway (***)	59,869	440,952	14.5%	42,503	385,054	-9.2%	65,265	424,194	16.6%	59,147	367,045	51.3%
Tonnage Surcharge (***)	1,329,440	10,987,386	3.0%	1,216,397	10,666,250	-4.8%	1,478,353	11,207,941	-1.0%	1,426,964	11,254,716	2.6%
Cancellations (***)	11,167	49,509	20.3%	7,335	41,142	-2.9%	4,247	42,389	4.7%	6,155	42,580	-1.1%
Compass Adj (***)	718	2,872	-38.5%	359	4,667	30.0%	359	3,590	2.9%	718	3,859	-28.2%
Standby/Sail Delay (***)	46,059	285,005	52.0%	18,358	187,488	-23.2%	38,594	244,036	-5.9%	37,572	255,879	23.0%
Slow Down (***)	42,470	150,718	257.0%	5,206	42,214	-9.9%	1,918	46,854	-22.3%	6,028	63,852	44.3%
Salmon Bay (***)	210	210	-92.3%		2,743	62.5%	211	1,688			0	-104.8%
Lk Union/Washington (***)	164	164			0		0	0			0	
Sea Trials (***)	1,690	178,802	1329.7%	2,028	12,506	-89.8%	1,352	122,694	2982.9%		3,936	-89.6%
= Delayed Arr & Dock Delay (***)	18,650	96,960	238.4%	4,932	28,656	84.2%	164	15,560	-45.4%	7,124	35,320	-42.1%
Pilot Boat (***)	145,812	1,103,856	282.3%	143,028	288,778	67.1%	24,380	172,801	0.4%	25,137	173,025	-0.6%
Total-Source Section	2,532,310	19,874,110	7.4%	2,281,401	18,510,830	-6.2%	2,653,337	19,731,271	2.2%	2,590,301	19,304,437	4.7%
<b>-----Revenue-----</b>												
Mileage (*)	756,618	5,680,746	-3.6%	715,732	5,894,082	-7.4%	880,755	6,363,113	3.1%	880,822	6,197,771	5.8%
Trans (**)	88,464	665,168	6.7%	78,814	623,493	-10.9%	98,762	699,754	10.6%	96,600	640,127	14.6%
Special (***)	1,687,228	13,528,196	12.8%	1,486,856	11,993,255	-5.3%	1,673,820	12,668,404	1.3%	1,612,879	12,466,540	3.7%
Total -Revenue Section	2,532,310	19,874,111	7.4%	2,281,401	18,510,830	-6.2%	2,653,337	19,731,271	2.2%	2,590,301	19,304,437	4.7%
<b>Other Stats</b>												
Pilot Boat Charges	145,812	1,103,856	282.3%	143,028	288,778	67.1%	24,380	172,801	0.4%	25,137	173,025	-0.6%
Pilot Boat Assignments	419	3,173	0.4%	411	3,161	-9.4%	460	3,489	-1.7%	513	3,595	-0.9%
Avg	348			348			53			49		
Tonnage Surcharge Revenue	1,329,440	10,987,718	3.0%	1,216,397	10,666,250	-4.8%	1,478,353	11,207,941	-1.0%	1,426,964	11,254,716	2.6%
Tonnage Surcharge Charge	589	4,397	2.5%	566	4,290	-7.2%	631	4,625	2.3%	644	4,548	2.5%
Avg Tonnage Surcharge/Move	2,257	2,499	0.5%	2,149	2,486	2.6%	2,343	2,423	-3.2%	2,216	2,475	0.1%

**New Tariff Year Timeframe Comparison**  
**July - January 2016 - 2012**

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	-2.1%	3,024,434	3,024,434	-0.7%	3,046,277	3,046,277	-3.4%	3,152,810	3,152,810
Assignments M / YTD	632	632	-4.7%	663	663	-7.3%	715	715	-1.8%	728	728
Revenue per assignment - M/YTD	\$ 4,684	4,684	2.7%	4,562	4,562	7.1%	4,261	4,261	-1.6%	4,331	4,331
Vessel Moves	621	621	-5.2%	655	655	-7.4%	707	707	-2.1%	722	722
Revenue per vessel move - M/YTD	\$ 4,767	4,767	3.7%	4,596	4,596	6.8%	4,303	4,303	-1.5%	4,367	4,367
Tonnage Revenue - M/YTD	\$ 1,793,733	1,793,733	-5.3%	1,894,514	1,894,514	-0.6%	1,905,487	1,905,487	-4.8%	2,001,464	2,001,464
Tonnage Revenue per move	\$ 2,888	2,888	8.6%	2,659	2,659	-1.3%	2,695	2,695	-2.8%	2,772	2,772

AUGUST 2015 - 2012	Aug-15	YTD		Aug-14	YTD		Aug-13	YTD		Aug-12	YTD
	Revenue (transportation) M/YTD	\$ 3,291,439	6,251,682	0.1%	3,219,532	6,243,966	1.4%	3,112,078	6,158,355	-3.0%	3,193,924
Assignments M / YTD	693	1,325	-1.7%	685	1,348	-5.1%	705	1,420	-2.0%	721	1,449
Revenue per assignment - M/YTD	\$ 4,750	4,718	1.9%	4,700	4,632	6.8%	4,414	4,337	-1.0%	4,430	4,380
Vessel Moves	684	1,305	-2.0%	677	1,332	-5.0%	695	1,402	-2.4%	714	1,436
Revenue per vessel move - M/YTD	\$ 4,812	4,791	2.2%	4,756	4,688	6.7%	4,478	4,393	-0.6%	4,473	4,420
Tonnage Revenue - M/YTD	\$ 2,008,944	3,802,677	-4.1%	2,071,239	3,965,753	2.6%	1,960,258	3,865,745	-3.9%	2,023,240	4,024,704
Tonnage Revenue per move	\$ 2,937	2,914	-2.1%	3,059	2,977	8.0%	2,821	2,757	-1.6%	2,834	2,803

SEPTEMBER 2015 - 2012	Sep-15	YTD		Sep-14	YTD		Sep-13	YTD		Sep-12	YTD
	Revenue (transportation) M/YTD	\$ 2,756,533	9,008,215	1.2%	2,655,500	8,899,466	-1.3%	2,858,511	9,016,866	-2.1%	2,866,720
Assignments M / YTD	601	1,926	-1.0%	597	1,945	-6.4%	657	2,077	-1.6%	661	2,110
Revenue per assignment - M/YTD	\$ 4,587	4,677	2.2%	4,448	4,576	5.4%	4,351	4,341	-0.6%	4,337	4,367
Vessel Moves	590	1,895	-1.5%	592	1,924	-6.2%	649	2,051	-1.8%	653	2,089
Revenue per vessel move - M/YTD	\$ 4,672	4,754	2.8%	4,486	4,626	5.2%	4,404	4,396	-0.3%	4,390	4,410
Tonnage Revenue - M/YTD	\$ 1,655,487	5,458,164	-2.4%	1,628,467	5,594,220	-0.2%	1,742,072	5,607,817	-3.5%	1,789,210	5,813,914
Tonnage Revenue per move	\$ 2,806	2,880	-0.9%	2,751	2,908	6.3%	2,684	2,734	-1.8%	2,740	2,783

OCTOBER 2015 - 2012	Oct-15	YTD		Oct-14	YTD		Oct-13	YTD		Oct-12	YTD
	Revenue (transportation) M/YTD	\$ 2,659,033	11,667,247	3.0%	2,430,062	11,329,528	-1.5%	2,481,926	11,498,791	-1.1%	2,411,757
Assignments M / YTD	666	2,592	0.3%	639	2,584	-6.3%	682	2,759	0.7%	629	2,739
Revenue per assignment - M/YTD	\$ 3,992.54	4,501.25	2.7%	3,803	4,384	5.2%	3,639	4,168	-1.8%	3,834	4,244
Vessel Moves	653	2,548	-0.1%	627	2,551	-6.2%	669	2,720	0.6%	616	2,705
Revenue per vessel move - M/YTD	\$ 4,072	4,579	3.1%	3,876	4,441	5.1%	3,710	4,227	-1.6%	3,915	4,298
Tonnage Revenue - M/YTD	\$ 1,450,149	6,908,312	-0.8%	1,366,727	6,960,947	0.1%	1,346,376	6,954,192	-3.7%	1,406,275	7,220,190
Tonnage Revenue per move	\$ 2,221	2,711	-0.6%	2,180	2,729	6.7%	2,013	2,557	-4.2%	2,283	2,669

NOVEMBER 2015 - 2012	Nov-15	YTD		Nov-14	YTD		Nov-13	YTD		Nov-12	YTD
	Revenue (transportation) M/YTD	\$ 2,479,703	14,146,950	4.7%	2,177,805	13,507,332	-3.3%	2,465,836	13,964,627	0.6%	2,255,805
Assignments M / YTD	644	3,236	1.9%	592	3,176	-6.7%	645	3,404	1.9%	600	3,339
Revenue per assignment - M/YTD	\$ 3,850	4,372	2.8%	3,679	4,253	3.7%	3,823	4,102	-1.3%	3,760	4,157
Vessel Moves	629	3,177	1.4%	581	3,132	-6.6%	633	3,353	1.7%	591	3,296
Revenue per vessel move - M/YTD	\$ 3,942	4,453	3.3%	3,748	4,313	3.6%	3,895	4,165	-1.1%	3,817	4,211
Tonnage Revenue - M/YTD	\$ 1,344,787	8,253,099	0.6%	1,243,491	8,204,437	-1.7%	1,393,372	8,347,564	-2.0%	1,299,660	8,519,849
Tonnage Revenue per move	\$ 2,138	2,598	-0.8%	2,140	2,620	5.2%	2,201	2,490	-3.7%	2,199	2,585

DECEMBER 2015 - 2012	Dec-15	YTD		Dec-14	YTD		Dec-13	YTD		Dec-12	YTD
	Revenue (transportation) M/YTD	\$ 2,618,146	16,765,096	6.9%	2,177,417	15,684,750	-3.5%	2,289,593	16,254,221	0.5%	2,289,593
Assignments M / YTD	641	3877	2.6%	604	3780	-6.2%	625	4029	1.6%	625	3964
Revenue per assignment - M/YTD	\$ 4,084	4,324	4.2%	3,605	4,149	2.9%	3,663	4,034	-1.1%	3,663	4,079
Vessel Moves	631	3808	2.3%	592	3724	-6.0%	608	3961	1.5%	608	3904
Revenue per vessel move - M/YTD	\$ 4,149	4,403	4.5%	3,678	4,212	2.6%	3,766	4,104	-0.9%	3,766	4,142
Tonnage Revenue - M/YTD	\$ 1,404,847	9,657,946	2.2%	1,245,415	9,449,853	-2.1%	1,307,902	9,655,467	-1.8%	1,307,902	9,827,752
Tonnage Revenue per move	\$ 2,226	2,536	-0.1%	2,104	2,538	4.1%	2,151	2,438	-3.2%	2,151	2,517

JANUARY 2016 - 2013	Jan-16	YTD		Jan-15	YTD		Jan-14	YTD		Jan-13	YTD
	Revenue (transportation) M/YTD	\$ 2,443,846	19,208,942	7.4%	2,202,588	17,887,338	-4.9%	2,554,575	18,808,796	0.8%	2,493,701
Assignments M / YTD	605	4482	2.9%	577	4357	-6.7%	639	4668	0.9%	662	4626
Revenue per assignment - M/YTD	\$ 4,039	4,286	4.4%	3,817	4,105	1.9%	3,998	4,029	-0.1%	3,767	4,035
Vessel Moves	589	4397	2.5%	566	4290	-6.6%	631	4592	1.0%	644	4548
Revenue per vessel move - M/YTD	\$ 4,149	4,369	4.8%	3,891	4,170	1.8%	4,048	4,096	-0.2%	3,872	4,104
Tonnage Revenue - M/YTD	\$ 1,329,772	10,987,718	3.0%	1,216,397	10,666,250	-4.2%	1,478,353	11,133,820	-1.1%	1,426,964	11,254,715
Tonnage Revenue per move	\$ 2,258	2,499	0.5%	2,149	2,486	2.5%	2,343	2,425	-2.0%	2,216	2,475

SUMMARY OF Puget Sound Pilots Earned Revenue Report

CALENDAR YR	Jan-16	Jan-15	Jan-14	Jan-13
<b>--Counters &amp; Miscellaneous Totals--</b>				
Seattle Assigns	150	200	165	168
Ship Assigns	605	577	639	662
Pilot Boat Assigns	419	411	460	513
Tonnage Surcharge	589	566	631	644
Surcharge Revenue	\$ 1,329,772	\$ 1,216,397	\$ 1,478,353	\$ 1,426,964
<b>--Source of Revenue Breakdown--</b>				
LOA/Zone (*)	660,059	647,911	789,582	804,180
Harbor Shift (*)	96,559	67,821	91,173	76,642
Transportation (**)	88,464	78,814	98,762	96,600
BC Surcharge (***)	23,177	40,033	52,675	34,720
Bridge Transit (***)	7,802	6,677	6,302	9,314
Waterway (***)	59,869	42,503	65,265	59,147
Tonnage Surcharge (***)	1,329,440	1,216,397	1,478,353	1,426,964
Ton Surchg from Counters Section			(1,478,353)	1,426,964
Check for difference			-	-
Cancellations (***)	11,167	7,335	4,247	6,155
Compass Adj (***)	718	359	359	718
Standby (***)	54,279	18,358	38,594	37,572
Slow Down (***)	42,470	5,206	1,918	6,028
Salmon Bay (***)	210		211	
Lk Washington/Union	164		-	
Sea Trials (***)	1,690	2,028	1,352	
Miscellaneous		35,082	57,674	30,104
(Stipend Surcharge Report)		(30,150)	(57,510)	(22,980)
= Delayed Arr &/or Lk Union (***)	10,430	4,932	164	7,124
Pilot Boat (***)	145,812	143,028	24,380	25,137
Total-Source Section	2,532,310	2,281,401	2,653,337	2,590,301
<b>-----Revenue-----</b>				
Mileage (*)	756,618	715,732	880,755	880,822
Trans (**)	88,464	78,814	98,762	96,600
Special (***)	1,687,228	1,486,856	1,673,820	1,612,879
Total -Revenue Section	2,532,310	2,281,401	2,653,337	2,590,301
<b>Other Stats</b>				
Pilot Boat Charges	145,812	143,028	24,380	25,137
Pilot Boat Assignments	419	411	460	513
Avg	348	348	53	49
Tonnage Surcharge Revenue	1,329,440	1,216,397	1,478,353	1,426,964
Tonnage Surcharge Charged	589	566	631	644
Avg Tonnage Surcharge/Move	2,257	2,149	2,343	2,216

<b>PSP 2016</b>		January	
Assignments		605	4.9%
# of licensed pilots <u>w/o Pres</u>		51	
Average Assgn/pilot		11.86	
# of assignment change		28	
Tariff Revenue-Trans		\$2,443,846	10.95%
RPA-Revenue per Assign		\$4,039.41	5.82%
Moves		589	4.1%
<b>Gross Tonnage</b>		29,609,106	7.33%

<b>PSP 2015</b>		January	
Assignments		577	-9.7%
# of licensed pilots <u>w/o Pres</u>		53	
Average Assgn/pilot		10.89	
# of assignment change		-62	
Tariff Revenue-Trans		\$2,202,588	-13.78%
RPA-Revenue per Assign		\$3,817	-4.51%
Moves		566	-10.3%
<b>Gross Tonnage</b>		27,588,264	-13.54%

<b>PSP 2014</b>		January	
Assignments		639	-3.47%
# of licensed pilots <u>w/o Pres</u>		53	
Average Assgn/pilot		12.06	
# of assignment change		-23	
Tariff Revenue-Trans		\$2,554,575	2.44%
RPA-Revenue per Assign		\$3,998	6.13%
Moves		631	-2.32%
<b>Gross Tonnage</b>		31,907,495	1.52%

<b>PSP 2013</b>		January	
Total Assignments/ Month		662	5.08%
# of licensed pilots <u>w/o Pres</u>		51.34	
Average Assgn/pilot		12.89	
# of assignment change		32	
Tariff Revenue-Trans		\$2,493,701	5.04%
RPA-Revenue per Assign		\$3,767	-0.03%
Moves		646	4.36%
<b>Gross Tonnage</b>		31,428,636	3.51%

<b>PSP 2012</b>		January	
Total Assignments/ Month		630	3.11%
# of licensed pilots <u>w/Pres</u>		51	
Average Assgn/pilot		12.60	
# of assignment change		19	
Tariff Revenue-Trans		\$2,373,948	7.85%
RPA-Revenue per Assign		\$3,768	4.59%
Moves		619	3.34%
<b>Gross Tonnage</b>		30,363,264	8.47%
Comp Days Earned/Taken		+41 / -42	
Comp Day Balance		3137	

<b>PSP 2011</b>		January	
Total Assignments/ Month		611	7.2%
# of licensed pilots <u>w/Pres</u>		53	
Average Assgn/pilot		11.75	
# of assignment change		41	
Tariff Revenue-Trans		\$2,201,209	541.04%
RPA-Revenue per Assign		\$3,602.63	
Moves		599	6.6%
<b>Gross Tonnage</b>		27,993,179	

# GRAYS HARBOR

2016		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total Assignments	Ship Arrivals	
2016 Grays Hbr	D'Angelo															
	White															
<b>GH Actual Assignments</b>		<b>13</b>	<b>15</b>											<b>28</b>		
		-35.0%	-40.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	#DIV/0!	-100.0%	-100.0%	-100.0%	-100.0%	-20.0%		
2015 Grays Hbr	Cooke	0	3	Retired	2/7/15										3	
	D'Angelo	18	20	28	10	10	19	4	16	8	11	10	8	162		
	White	2	2	2	2	2	7	3	0	2	3	7	3	35		
<b>GH Actual Assignments</b>		<b>20</b>	<b>25</b>	<b>30</b>	<b>12</b>	<b>12</b>	<b>26</b>	<b>7</b>	<b>16</b>	<b>10</b>	<b>14</b>	<b>17</b>	<b>11</b>	<b>200</b>	<b>82</b>	
		-28.6%	-3.8%	0.0%	-68.4%	33.3%	23.8%	-58.8%	0.0%	-44.4%	-17.6%	-43.3%	-59.3%	-27.8%		
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		
	<b>GH Actual Assignments</b>	<b>28</b>	<b>26</b>	<b>30</b>	<b>38</b>	<b>9</b>	<b>21</b>	<b>17</b>	<b>16</b>	<b>18</b>	<b>17</b>	<b>30</b>	<b>27</b>	<b>277</b>	<b>115</b>	
		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		
	<b>GH Actual Assignments</b>	<b>22</b>	<b>20</b>	<b>27</b>	<b>10</b>	<b>22</b>	<b>16</b>	<b>9</b>	<b>20</b>	<b>16</b>	<b>28</b>	<b>20</b>	<b>36</b>	<b>246</b>	<b>102</b>	
		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		
	<b>GH Actual Assignments</b>	<b>9</b>	<b>22</b>	<b>13</b>	<b>16</b>	<b>13</b>	<b>12</b>	<b>16</b>	<b>11</b>	<b>14</b>	<b>16</b>	<b>26</b>	<b>9</b>	<b>177</b>	<b>82</b>	
		-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		
	<b>GH Actual Assignments</b>	<b>13</b>	<b>11</b>	<b>18</b>	<b>12</b>	<b>9</b>	<b>11</b>	<b>16</b>	<b>13</b>	<b>11</b>	<b>20</b>	<b>10</b>	<b>11</b>	<b>155</b>	<b>70</b>	

2016	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
ytd			\$ 2,443,846	\$ 88,464	\$ 2,532,310	605	
Δ YTD	Δ 222		241,257	9,651	250,908	28	5

2015	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 4,208	\$ 3,701	2,365,096	84,102	2,449,197	639	16
April	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	620	22
May	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	774	14
June	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	791	20
July	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	632	11
August	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	693	9
September	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	601	11
October	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	666	13
November	\$ 4,062	\$ 3,850	2,479,703	98,603	\$ 2,578,306	644	15
December	\$ 4,064	\$ 4,084	2,618,146	111,764	\$ 2,729,910	641	10
ytd			\$ 31,680,998	\$ 1,119,405	\$ 32,800,403	7795	168
Δ YTD	Δ (64)	\$ 479	241,755	35,854	277,609	179	

2014	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	3,998	3,998	2,554,575	98,762	2,653,337	639	8
February	3,941	3,879	2,261,575	82,889	2,344,464	583	11
March	3,913	3,859	2,403,969	90,895	2,494,864	623	6
April	3,913	3,911	2,464,091	85,345	2,549,436	630	9
May	4,043	4,525	3,036,561	85,787	3,122,348	671	6
June	4,107	4,397	3,033,723	95,193	3,128,916	690	8
July	4,174	4,562	3,024,434	88,977	3,113,411	663	5
August	4,244	4,700	3,219,531	97,072	3,316,603	685	8
September	4,265	4,448	2,655,500	91,878	2,747,378	597	5
October	4,219	3,803	2,430,062	98,126	2,528,188	639	12
November	4,173	3,679	2,177,805	81,264	2,259,069	592	11
December	4,128	3,605	2,177,417	87,363	2,264,780	604	12
ytd			\$ 31,439,243	1,083,551	\$ 32,522,794	7616	101
Δ	\$90	(\$242)			(\$187,662)	(203)	

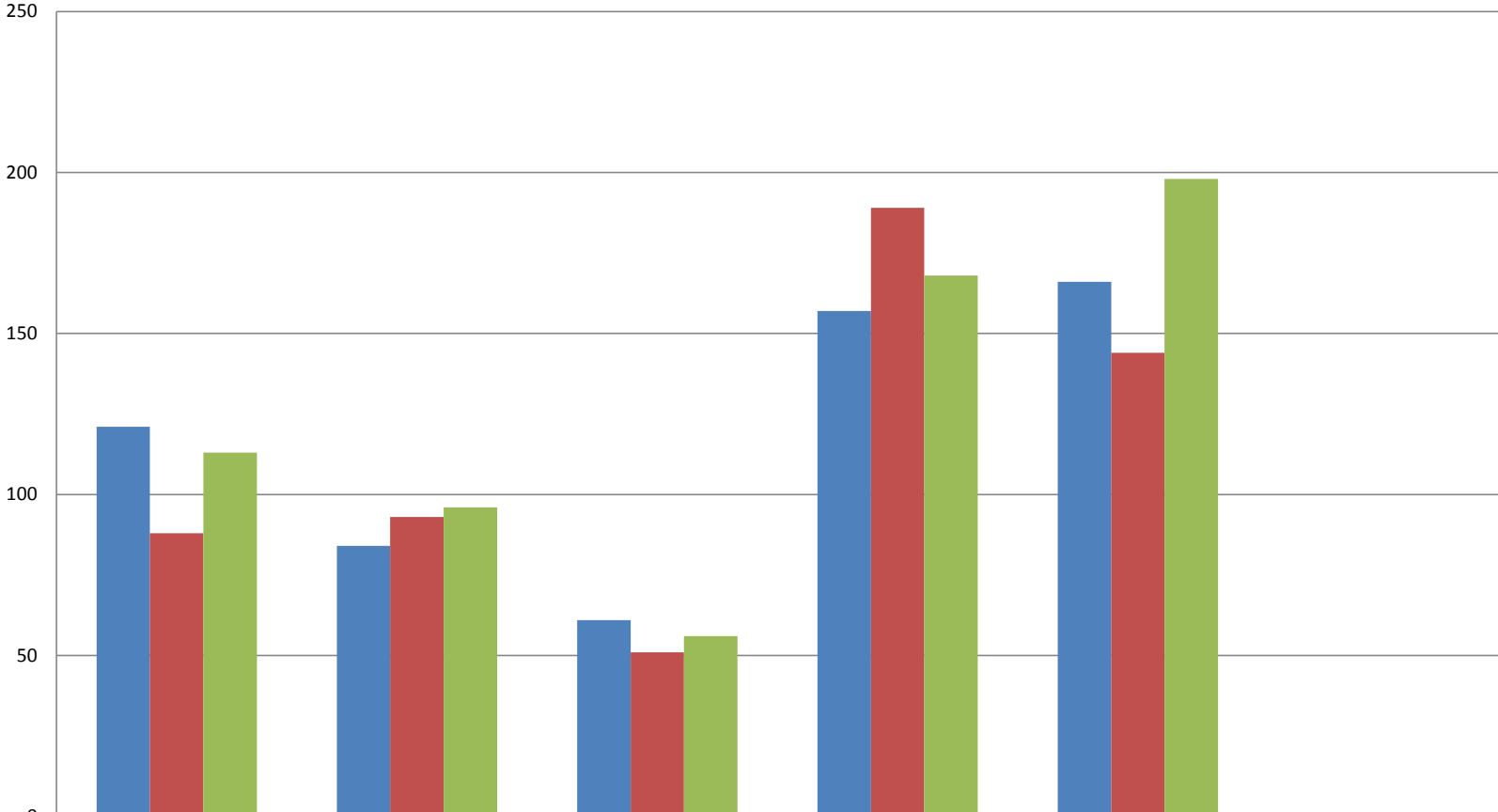
2013	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January		3,767	2,493,701	96,600	2,590,301	662	16
February	3,806	3,851	2,229,846	82,426	2,312,272	579	11
March	3,778	3,721	2,311,037	95,730	2,406,767	621	13
April	3,820	3,958	2,212,733	74,842	2,287,575	559	2
May	3,914	4,261	2,820,632	95,699	2,916,331	662	10
June	4,013	4,461	3,028,751	90,527	3,119,278	679	5
July	4,052	4,261	3,046,277	100,482	3,146,759	715	7
August	4,102	4,414	3,112,078	93,144	3,205,222	705	9
September	4,130	4,351	2,858,510	99,071	2,957,581	657	8
October	4,078	3,639	2,481,925	105,812	2,587,737	682	13
November	4,055	3,823	2,465,837	97,211	2,563,048	645	11
December	4,038	3,847	2,512,313	105,272	2,617,585	653	12
ytd			\$ 31,573,640	1,136,816	\$ 32,710,456	7,819	117

		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					SHIP MOVES BY TYPE													
				IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip		
<b>2016</b>																						
Jan			589	121	84	61	157	166	88	39	232		14	4	1	1		19	191			
2014/2015 ytd Δ			23	33	(9)	10	(32)	22	(14)	4	13	0	(9)	4	(3)	0	0	1	27			0
<b>2015</b>																						
Jan			566	88	93	51	189	144	102	35	219		23		4	1		18	164			
Feb	1,067		501	67	88	40	154	144	70	43	209		5		5	1		21	145		2	
Mar	1,690		623	139	85	50	168	179	120	45	234		14	1	38			23	148			
Apr	2,288		598	127	60	59	174	178	78	43	224		16	1	37			24	175			
May	3,048		760	178	92	50	238	197	76	54	232		23	1	103	62	2	20	187			
June	3,819		771	152	108	65	249	197	70	67	232		6	3	71	86	2	21	213			
July	4,440		621	95	70	56	231	169	39	50	225		19	4	6	86		19	173			
Aug	5,124		684	117	72	59	247	189	68	47	241		2		11	90		19	206			
Sept	5,714		590	87	77	52	208	166	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			
Nov	6,996		629	117	100	65	177	170	85	38	237		7		57		1	19	185			
Dec	7,627		631	136	100	78	144	171	71	42	231		9		67			22	189			
			7627	1427	1038	689	2361	2094	948	541	2732	0	161	10	428	389	8	253	2155			2
2014/2015 ytd Δ			111	202	(34)	22	(43)	(54)	(104)	17	(70)	(5)	(14)	(2)	382	20	(8)	(9)	(96)			0
<b>2014</b>																						
Jan			631	113	96	56	168	198	93	51	252	1	15		2	1		21	195			
Feb	1,203		572	94	99	52	155	172	113	39	212		5	2	1	1		20	177		2	
Mar	1,820		617	106	99	47	178	187	92	47	239		16		2			23	198			
Apr	2,441		621	109	83	48	194	187	112	48	242		16		2			22	179			
May	3,106		665	93	94	48	247	183	67	43	257	1	18	2	8	61		23	185			
June	3,788		682	99	82	61	260	180	73	46	227	1	24		2	85	2	20	202			
July	4,446		658	93	81	52	253	179	79	41	240		10	3	1	82		25	177			
Aug	5,124		678	101	90	65	234	188	66	41	236		19	3	8	85		19	201			
Sept	5,716		592	73	82	64	203	170	48	29	218		10		8	54	1	27	197			
Oct	6,343		627	115	85	60	165	202	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	90	52	231		20	2	3			21	173			
			7516	1225	1072	667	2404	2148	1052	524	2802	5	175	12	46	369	16	262	2251			2
2013/2014 ytd Δ		(186)		79	(54)	25	(202)	(31)	133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)			2

2013	Moves YTD	Moves/ Month	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	Car											
				1	2	3	4	5	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker
Jan		646	101	104	58	192	191	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	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	51	43	244		14	1	23	80		22	230	
August in	5,109	696	89	88	58	278	183	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	919	532	2893	1	173	12	117	377	11	260	2407	0
2012/2013 ytd Δ	65		4	111	47	(211)	132	(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)



January - by Zone



	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
2016	121	84	61	157	166	0
2015	88	93	51	189	144	1
2014	113	96	56	168	198	0

