

Selected Comparatives Summary

<b>PSP 2017</b>	January	February	March	April	Apr to prev Apr	to date	compare d to previous year
Tariff Revenue-Trans	\$2,488,326	\$2,183,031	\$2,274,287	\$2,315,824	-1.5%	\$9,261,469	-2.3%
RPA-Revenue per Assign	\$4,106	\$4,127	\$3,990	\$4,099	1.9%	\$4,080	0.8%
# of licensed pilots w/o Pres	51	51	51	51		51	
Average Assgn/pilot on rotation	11.88	10.37	11.18	11.08		11.13	
# pilots with < 6 jobs (+1=Pres)	2 + 1	5 + 1	3 + 1	5 + 1			
Assignments	606	529	570	565	-3.3%	2270	-3.1%
Assignment change	1	-18	-37	-19		-73	
Moves	594	520	548	550	-4.0%	2212	-3.4%
Moves change	5	-18	-43	-23		-79	
Cancellations	12	9	22	15	36.4%	58	11.5%
Tonnage Revenue	\$1,456,699	\$1,256,480	\$1,261,538	\$1,261,538	-4.6%	\$5,236,256	-1.1%
Tonnage Revenue per Move	\$2,452	\$2,416	\$2,302	\$2,294	-0.6%	\$2,367	2.5%
Gross Tonnage Moved	31,303,842	\$27,797,983	27,446,553	27,831,924	-2.9%	\$114,380,302	-1.2%
<b>PSP 2016</b>	January	February	March	April	Apr to prev Apr	to date	to previous year
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	9.2%	\$9,483,552	8.4%
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	15.9%	\$4,048	8.9%
# of licensed pilots w/o Pres	51	51	50	51		50.67	
Average Assgn/pilot	11.86	10.73	12.14	11.45		11.54	
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1			
Assignments	605	547	607	584	-5.8%	2343	-0.4%
Assignment change	28	30	-32	-36		-10	
Moves	589	538	591	573	-4.2%	2291	0.1%
Moves change	23	37	-32	-25	-0.5%	3	6.4%
Cancellations	16	9	16	11		52	
Tonnage Revenue	\$1,329,440	\$1,296,111	\$1,345,308	\$1,322,435	23.1%	\$5,293,294	12.9%
Tonnage Revenue per Move	\$2,257	\$2,409	\$2,276	\$2,308	28.4%	\$2,310.47	12.8%
Gross Tonnage Moved	29,609,106	27,830,304	29,667,076	28,676,198	9.9%	\$115,782,684	7.8%
<b>PSP 2015</b>	January	February	March	April		to date	
Tariff Revenue-Trans	\$2,202,588	\$2,024,841	\$2,365,096	\$2,153,086	-12.6%	\$8,745,611	-9.7%
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701	\$3,473	-11.2%	\$3,716.79	-5.0%
# of licensed pilots w/o Pres	53	53	52	52			
Average Assgn/pilot	10.89	9.75	12.29	11.92		11.21	
# pilots with < 6 jobs(+1=Pres)	7	9	4	2			
Assignments	577	517	639	620	-1.6%	2353	-4.9%
Assignment change	-62	-66	16	-10		-122	
Moves	566	501	623	598	-3.7%	2288	-6.3%
Moves change	-65	-71	6	-23		-153	
Cancellations	11	16	16	22		65	
Tonnage Revenue	\$1,216,397	\$1,132,850	\$1,263,220	\$1,074,585	-25.6%	\$4,687,052	-16.7%
Tonnage Revenue per Move	\$2,149	\$2,261	\$2,028	\$1,797	-22.7%	\$2,048.54	-11.1%
Gross Tonnage Moved	27,588,264	24,671,828	29,034,609	26,097,422	-14.9%	\$107,392,123	-12.0%
<b>PSP 2014</b>	January	February	March	April		to date	
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	11.4%	\$9,684,210	4.7%
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,859	\$3,911	-1.2%	\$3,913	2.4%
# of licensed pilots w/o Pres	53	53	53	53		53	
Average Assgn/pilot	12.06	11.00	11.75	11.89		11.67	
# pilots with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1			
Assignments	639	583	623	630	12.7%	2475	2.2%
Assignment change	-23	4	2	71		54	
Moves	631	572	617	621	11.5%	2441	2.6%
Moves change	-15	4	9	64	9.2%	62	38.8%
Cancellations	8	11	6	9	1.2%	34	-0.4%
Tonnage Revenue	\$1,478,353	\$1,311,311	\$1,391,531	\$1,444,248		\$5,625,443	
Tonnage Revenue per Move	\$2,343	\$2,293	\$2,255	\$2,326		\$2,305	
Gross Tonnage Moved	31,907,495	28,825,535	30,626,216	30,679,931	13.6%	\$122,039,177	7.0%



2017				Jan	Feb	Mar	Apr						
Pilot Code	Actual Trips PSP Earned Revenue Report Detail			Actual Assign	Actual Assign	Actual Assign	Actual Assign	YTD Actual Assign	Cancellations	Pilot Boat Assigns	Average Assgn 145/12=12.1	(under) over TAL	
5	ANA	Anacker, D.S.	Lic 3/27/12	7	12	14	8	41		#REF!	10.3	(7)	
4	ANT	Anthony, Michael	Lic 7/24/12	15	6	15	9	45	3	#REF!	11.3	(3)	
5	ARN	Arnold, J. E.		16	11	8	13	48		#REF!	12.0	(0)	
5	BLA	Blake, M.E.		16	14	11	15	56		#REF!	14.0	8	
5	BOU	Bouma, Blair	Lic 7/28/11	11	4	11	8	34	1	#REF!	8.5	(14)	
3	BRO	Brouillard, Dan	Lic 7/31/13	10	8	12	15	45	1	#REF!	11.3	(3)	
5	BRU	Brusco, David	Lic 3/11/10	14	7	17	2	40	1	#REF!	10.0	(8)	
5	BUJ	Bujacich, J.P.		3	16	13	15	47	1	#REF!	11.8	(1)	
4	CAW	Carley, W. Bud	Lic 1/10/13	6	8	12	12	38		#REF!	9.5	(10)	
5	CAI	Carlson, I.J.		11	10	12	7	40		#REF!	10.0	(8)	
1	CAJ	Carstensen, J	Lic. 9/30/15	13	9	12	10	44		#REF!	11.0	(4)	
5	COE	Coe, F.A.		11	10	12	9	42	1	#REF!	10.5	(6)	
2	COL	Coleman, S	Lic. 8/27/14	13	7	10	11	41		#REF!	10.3	(7)	
3	COR	Coryell, T.D.	Lic. 12/13/13	10	13	14	3	40	1	#REF!	10.0	(8)	
5	EME	Emerson, L. P.		10	13	15	17	55		#REF!	13.8	7	
4	ENF	Engstrom, F. E.	Lic 11/15/12	8	13	12	12	45	1	#REF!	11.3	(3)	
5	ENV	Engstrom, V.		12	9	12	14	47	2	#REF!	11.8	(1)	
2	GAL	Galvin, Jamie	Lic 11/11/14	13	14	11	12	50		#REF!	12.5	2	
5	GIE	Giese, P. A.		13	16	3	14	46		#REF!	11.5	(2)	
5	GRD	Grobschmit, D.W.		7	11	12	6	36		#REF!	9.0	(12)	
5	HAJ	Hannuksela, J		14	10	17	2	43		#REF!	10.8	(5)	
5	HAR	Harris, J. B.		14	5	10	8	37		#REF!	9.3	(11)	
5	HEN	Henshaw, B. F.		8	0	13	12	33		#REF!	8.3	(15)	
5	HUR	Hurt, G. D.		8	4	6	11	29		#REF!	7.3	(19)	
2	JEN	Jensen, Brian	Lic. 12/22/14	9	12	10	11	42		#REF!	10.5	(6)	
5	KAL	Kalvoy, J.E.		3	9	14	12	38	1	#REF!	9.5	(10)	
5	KEA	Kearns, J.	Lic. 1/12/12	10	13	10	10	43		#REF!	10.8	(5)	
1	KEN	Kelleher, N.T.	Lic. 4/14/16	8	9	6	12	35		#REF!	8.8	(13)	
5	KEP	Kelly, P.S.		14	15	12	5	46	2	#REF!	11.5	(2)	
5	KLA	Klapperich, E.C.		8	10	10	11	39	1	#REF!	9.8	(9)	
2	LIC	Lichty, E.C.	Lic. 5/1/14	14	8	12	15	49		#REF!	12.3	1	
2	LOB	Lowe, Brad	Lic. 9/23/15	11	11	15	12	49		#REF!	12.3	1	
4	LOW	Lowery, W.W.	Lic. 2/11/13	16	16	14	16	62	1	#REF!	15.5	14	
5	MAR	Marmol, E.		11	7	9	9	36	1	#REF!	9.0	(12)	
5	MAY	Mayer, D. W.		11	14	4	6	35		#REF!	8.8	(13)	
5	MOT	Moreno, S.		13	9	13	19	54	1	#REF!	13.5	6	
5	MOR	Mork, S. E.		14	10	23	16	63		#REF!	15.8	15	
5	NEW	Newman, A. J.		14	11	8	14	47		#REF!	11.8	(1)	
5	SAN	Sanders, D. A.		15	13	11	9	48	2	#REF!	12.0	(0)	
5	SCO	Scoggins, J		13	9	10	18	50	1	#REF!	12.5	2	
5	SCR	Scragg, J.		11	6	8	4	29	2	#REF!	7.3	(19)	
5	SEM	Semler, J. R.		14	16	4	15	49	2	#REF!	12.3	1	
5	SES	Semler, S.		16	10	10	12	48	2	#REF!	12.0	(0)	
5	SEY	Seymour, L.		9	17	9	17	52		#REF!	13.0	4	
5	SHA	Shaffer, D. L.		14	10	6	12	42		#REF!	10.5	(6)	
5	SHJ	Shaffer, J. A.		23	14	6	13	56	1	#REF!	14.0	8	
5	SHU	Shuler, M.		12	3	9	13	37	2	#REF!	9.3	(11)	
5	SLI	Sliker, W.J.		11	10	12	6	39	1	#REF!	9.8	(9)	
5	SOR	Soriano, D. B.		13	12	7	11	43	1	#REF!	10.8	(5)	
5	THG	Thoreson, George		19	10	14	9	52	1	#REF!	13.0	4	
5	VON	vonBrandenfels, E. M.		1	0	4	0	5	2	#REF!	1.3	(43)	
5	WIG	Wildes, G. R.		16	15	16	13	60		#REF!	15.0	12	
<b>Total Assignments/ Month</b>				<b>606</b>	<b>529</b>	<b>570</b>	<b>565</b>	<b>2270</b>	<b>36</b>	<b>#REF!</b>		<b>(203)</b>	
<b>Number of licensed PS pilots</b>				52	52	52	52	52	<b>Avg assgn</b>				
<b>Pilots on rotation</b>				51	51	51	51	51			12.1*12*51=		
<b>Average Assgn/pilot on rotation</b>				<b>11.88</b>	<b>10.37</b>	<b>11.18</b>	<b>11.08</b>	<b>11.13</b>	<b>11.84</b>			=7405 assgns/yr	
<b>PSP LOA Report (MOVES)</b>				594	520	548	550	2212	<b>Avg move</b>				
<b>Cancellations</b>				12	9	22	15	58					
<b># of Pilots with &lt; 6 jobs(+1=Pres)</b>				2 + 1	5 +1	3+1	5 + 1		<b>5P;</b>				
<b>Pilots w/&gt;5 trips &amp; their avg # of trips</b>				49P; 12.2	46P; 11.15	58P; 11.6	46P; 11.9		<b>12.8</b>				
<b>Medical circumstances:</b>													
<b>2016</b>	<b>PSP Assignments from Earned Revenue Report</b>			605	547	607	584	2343					
	<b>PSP LOA Report</b>			589	538	591	573	2291					
	<b>Cancellations</b>			16	9	16	11	52					
	<b>Number of Pilots</b>			51	51	51	51	51					



2017		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										Totals
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		594	111	114	53	150	166	0	110	43	220	11	5	4	1	0	17	183	594	moves
Feb	1,114	520	80	101	52	144	143		93	36	209	10	0	6	1	0	17	148	520	moves
Mar	1,662	548	95	90	51	143	169	0	107	44	215	18	3	3	0	0	21	137	548	moves
Apr	2,212	550	97	75	49	166	163		99	45	203	1	0	5	4	2	18	173	550	moves
		2212	383	380	205	603	641	0	409	168	847	40	8	18	6	2	73	641	2212	
@Apr2017/2016		(79)	(38)	23	(21)	2	(45)	0	64	(9)	(49)	3	4	5	1	2	(9)	(91)	(79)	
2016		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										Totals
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		589	121	84	61	157	166	0	88	39	232	14	4	1	1		19	191	589	
Feb	1,127	538	91	102	43	139	163	0	90	45	212	7			2		18	164	538	moves
Mar	1,718	591	102	92	58	150	189	0	97	52	236	8	0	1	0	0	20	177	591	moves
Apr	2,291	573	107	79	64	155	168	0	70	41	216	8	0	11	2	0	25	200	573	moves
		2291	421	357	226	601	686	0	345	177	896	37	4	13	5	0	82	732	2291	not accu
@Apr2016/2015		3	0	31	26	(84)	41	(5)	(25)	11	10	(21)	2	(73)	3	0	(4)	100	3	inconsis
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										Totals
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		566	88	93	51	189	144	1	102	35	219	23		4	1		18	164	566	moves
Feb	1,067	501	67	88	40	154	144	4	70	43	209	5		7	1		21	145	501	moves
Mar	1,690	623	139	85	50	168	179	0	120	45	234	14	1	38			23	148	623	moves
Apr	2,288	598	127	60	59	174	178	0	78	43	224	16	1	37			24	175	598	moves
		2288	421	326	200	685	645	5	370	166	886	58	2	86	2	0	86	632	2288	moves
@Apr2015/2014		(153)	(1)	(51)	(3)	(10)	(99)	5	(40)	(19)	(59)	5	0	77	0	0	0	(117)	(153)	
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										Totals
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		631	113	96	56	168	198	0	93	51	252	16		2	1		21	195	631	moves
Feb	1,203	572	94	99	52	155	172	0	113	39	212	5	2	3	1		20	177	572	moves
Mar	1,820	617	106	99	47	178	187	0	92	47	239	16		2			23	198	617	moves
Apr	2,441	621	109	83	48	194	187	0	112	48	242	16		2			22	179	621	moves
		2441	422	377	203	695	744	0	410	185	945	53	2	9	2	0	86	749	2441	moves
@Apr2014/2013		62	74	(7)	12	(30)	16	(2)	90	13	(10)	6	(4)	(11)	(4)	0	2	(20)	62	
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										Totals
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		646	101	104	58	192	191	0	95	40	257	5	2	4	1		17	225	646	moves
Feb	1,214	568	81	88	49	172	178		82	43	229	15	1		5		19	174	568	moves
Mar	1,822	608	95	101	49	175	185	2	91	42	228	14		4			26	203	608	moves
Apr	2,379	557	71	91	35	186	174		52	47	241	13	3	12			22	167	557	moves
		2379	348	384	191	725	728	2	320	172	955	47	6	20	6	0	84	769	2379	moves
@Apr2013/2012		33	(22)	89	(14)	(121)	106	(6)	(99)	(3)	55	(5)	4	(7)	2	(3)	2	87	33	

	2016		2015		2014
<b>--Counters &amp; Miscellaneous Totals--</b>					
Seattle Assigns	2,216	-9.1%	2,437	3.7%	2,351
Ship Assigns	7,660	-1.7%	7,795	2.4%	7,616
Pilot Boat Assigns	5,523	1.4%	5,448	-3.7%	5,658
Tonnage Surcharge	7,525	-1.3%	7,624	1.5%	7,511
Surcharge Revenue	19,345,357	9.1%	17,727,785	-6.0%	18,860,635
<b>--Source of Revenue Breakdown--</b>					
LOA/Zone	8,758,230	1.1%	8,665,312	-9.0%	9,520,065
Harbor Shift	1,007,448	0.6%	1,001,329	3.3%	969,147
Transportation	1,097,109	-2.0%	1,119,406	3.3%	1,083,551
BC Surcharge	389,795	3.9%	375,046	-7.3%	404,544
Bridge Transit	94,350	0.7%	93,690	-3.5%	97,126
Waterway	690,061	-4.3%	720,708	1.2%	711,911
Tonnage Surcharge	19,345,357	9.1%	17,727,784	-6.0%	18,860,634
Cancellations	87,177	-3.4%	90,248	42.3%	63,429
Compass Adj	5,744	23.1%	4,667	-38.1%	7,539
Standby	328,383	-45.6%	603,712	69.5%	356,075
Slow Down	197,653	-22.4%	254,564	253.0%	72,107
Salmon Bay	5,907	299.9%	1,477	-65.0%	4,220
Sea Trials	16,224	-91.4%	188,435	548.3%	29,068
Miscellaneous	2,378	-86.2%	17,262		
Delayed Arrival &/or Lk Union	129,879	215.2%	41,208	-5.3%	43,504
Pilot Boat	1,922,352	1.4%	1,895,556	532.1%	299,874
<b>Total-Source Section</b>	<b>34,078,047</b>	<b>3.9%</b>	<b>32,800,404</b>	<b>0.9%</b>	<b>32,522,794</b>
<b>-----Revenue-----</b>					
Mileage	9,765,678	1.0%	9,666,641	-7.8%	10,489,212
Trans	1,097,109	-2.0%	1,119,406	3.3%	1,083,551
Special	23,215,260	5.5%	22,014,357	5.1%	20,950,031
<b>Total -Revenue Section</b>	<b>34,078,047</b>	<b>3.9%</b>	<b>32,800,404</b>	<b>0.9%</b>	<b>32,522,794</b>
<b>Other Stats</b>					
Pilot Boat Charges	1,922,352	1.4%	1,895,556	532.1%	299,874
Pilot Boat Assignments	5,523	1.4%	5,448	-3.7%	5,658
Tonnage Surcharge Revenue	19,345,357	9.1%	17,727,784	-6.0%	18,860,634
Tonnage Surcharge Assignments	7,525	-1.3%	7,624	1.5%	7,511
Avg Tonnage Surcharge/Assgn	2,571	10.6%	2,325	-7.4%	2,511