

Earned Revenue Rpt		2017 1st Qtr YTD		2017 2nd Qtr		2017 JUL-17		2017 YTD		2016 1st Qtr YTD		2016 2nd Qtr		2016 Jul-16		2016 YTD		2015 1st Qtr YTD		2015 2nd Qtr		2015 Jul-15		2015 YTD				
<b>--Counters &amp; Misc Totals--</b>																												
Seattle Assigns	417	0.5%	611	0.7%	223	1,251	-2.5%	415	-22.1%	607	-16.4%	261	1,283	-12.4%	533	15.6%	726	9.8%	206	1,465	6.2%							
Ship Assigns	1,705	-3.1%	1,866	-5.8%	664	4,235	-4.5%	1,759	1.5%	1,981	-9.3%	694	4,434	-2.5%	1,733	-6.1%	2,185	9.7%	632	4,550	1.1%							
Pilot Boat Assigns	1,218	-2.9%	1,393	-3.3%	526	3,137	-1.7%	1,254	2.8%	1,440	-2.3%	497	3,191	0.6%	1,220	-11.6%	1,474	-3.5%	478	3,172	-6.8%							
Tonnage Surcharge/Moves	1,662	-3.3%	1,829	-6.1%	653	4,144	-4.8%	1,718	1.7%	1,948	-8.4%	689	4,355	-1.8%	1,689	-7.2%	2,127	8.1%	621	4,437	-0.1%							
Surcharge Revenue	\$3,975,144	0.1%	\$5,045,826	-0.6%	\$2,027,024	\$11,047,994	-0.6%	\$3,970,859	9.9%	\$5,078,192	13.9%	\$2,062,503	\$11,111,554	12.7%	\$3,612,467	-13.6%	\$4,457,372	-14.8%	\$1,793,733	\$9,863,572	-12.8%							
<b>--Source of Revenue Breakdown--</b>																												
		QTD change		QTD change		Revenue	% of total Rev	YTD Change		QTD change		QTD change		Revenue	YTD Change		QTD change		QTD change		Revenue	YTD Change			Revenue	YTD Change		
LOA/Zone (*)	\$1,906,628	-3.3%	2,187,021	-3.8%	817,023	\$4,910,672	25.7%	-3.5%	\$1,971,175	2.6%	\$2,272,257	-2.4%	846,758	\$5,090,190	1.6%	\$1,921,017	-15.6%	\$2,327,287	-8.7%	762,456	\$5,010,760	-12.0%						
Harbor Shift (*)	241,232	-5.4%	179,973	-29.5%	51,224	472,429	2.5%	-20.4%	255,129	21.0%	255,161	-10.0%	83,279	593,569	4.4%	210,821	-16.4%	283,388	20.9%	74,402	568,611	0.9%						
Transportation (**)	242,747	-6.2%	265,285	-5.3%	90,567	598,599	3.1%	-5.8%	258,844	9.9%	279,996	-8.8%	96,653	635,494	0.9%	235,544	-13.6%	307,159	15.3%	87,317	630,019	0.3%						
BC Surcharge (***)	77,959	5.7%	107,457	-8.9%	42,140	227,556	1.2%	-0.9%	73,745	-10.3%	117,992	33.3%	37,926	229,663	7.9%	82,173	-9.3%	88,494	13.5%	42,140	212,807	3.1%						
Bridge Transit (***)	19,771	-18.2%	23,252	-15.2%	7,282	50,305	0.3%	-12.3%	24,180	16.5%	27,428	7.1%	5,782	57,390	10.6%	20,763	-4.0%	25,613	4.8%	5,534	51,910	-7.6%						
Waterway (***)	158,042	-15.0%	130,986	-26.6%	44,916	333,944	1.7%	-20.1%	185,991	36.0%	178,429	-12.0%	53,390	417,810	4.3%	136,781	-24.4%	202,844	7.7%	61,104	400,729	-7.5%						
Tonnage Surcharge (***)	3,975,144	0.1%	5,045,826	-0.6%	2,027,024	11,047,994	57.8%	-0.6%	3,970,859	9.9%	5,078,192	13.9%	2,062,503	11,111,554	12.7%	3,612,466	-13.6%	4,457,371	-14.8%	1,793,733	9,863,570	-12.8%						
Cancellations (***)	27,352	11.4%	21,649	10.6%	4,603	53,604	0.3%	13.4%	24,548	-0.2%	19,570	-28.4%	3,171	47,289	-16.1%	24,587	80.5%	27,319	70.7%	4,470	56,376	74.4%						
Compass Adj (***)	718	-33.3%	359	-85.7%	718	1,795	0.0%	-50.0%	1,077	-25.0%	2,513	133.3%	0	3,590	42.9%	1,436	33.3%	1,077	-50.0%	0	2,513	-41.7%						
Standby/Sail Delay (***)	69,412	-21.7%	77,466	8.2%	26,906	173,784	0.9%	-5.3%	88,610	-15.3%	71,604	-72.5%	23,308	183,522	-53.3%	104,668	-6.8%	260,098	248.5%	28,496	393,262	84.1%						
Slow Down (***)	14,522	-73.2%	39,456	-9.5%	22,194	76,172	0.4%	-36.6%	54,252	81.7%	43,611	-62.5%	22,212	120,075	-26.5%	29,866	172.5%	116,450	382.4%	16,988	163,304	294.4%						
Salmon Bay (***)	211	0.5%	1,266	0.0%	211	1,688	0.0%	-11.1%	210	1,266	-14.3%	422	1,898	0	1,477	16.7%	0	1,477	0	1,477	-36.4%							
Lk Union/Washington (***)	164	0.0%	984		164	1,312	0.0%	-16.4%	164	1,078	328	1,570	0	0	0	0	0	0	0	0	0							
Sea Trials (***)	3,718	0.0%	0		5,070	8,788	0.0%	-20.0%	3,718	-33.3%	7,267	26.5%	0	10,985	-11.0%	5,577	312.5%	5,746	-66.7%	1,014	12,337	-33.6%						
Delayed Arr & Dock Delay (***)	26,852	-38.0%	36,716	34.0%	2,192	65,760	0.3%	-17.3%	43,310	143.2%	27,400	106.6%	8,768	79,478	155.8%	17,810	187.6%	13,260	-2.4%		31,070	27.4%						
Miscellaneous (***)	56		8,036			8,092	0.0%			0			0								3,562							
Pilot Boat (***)	423,864	-2.9%	484,416	-3.3%	183,048	1,091,328	5.7%	-1.7%	436,392	2.8%	501,120	-2.3%	172,956	1,110,468	0.6%	424,560	480.5%	512,952	533.4%	166,344	1,103,856	511.7%						
Total-Source Section	\$7,188,392	-2.8%	\$8,610,148	-3.1%	\$3,325,282	\$19,123,822	100%	-2.9%	\$7,392,204	8.3%	\$8,884,884	2.9%	\$3,417,456	\$19,694,544	6.4%	\$6,828,068	-8.9%	\$8,630,535	-1.9%	\$3,047,560	\$18,506,163	-4.6%						
-----Revenue-----																												
\$359 diff																												
Mileage (LOA/Zone) (*)	\$2,147,860	-3.5%	2,366,994	-6.3%	868,247	\$5,383,101	28.1%	-5.3%	\$2,226,304	4.4%	2,527,418	-3.2%	930,037	\$5,683,759	1.9%	\$2,131,838	-15.6%	2,610,675	-6.2%	836,858	\$5,579,371	-10.9%						
Trans (**)	242,747	-6.2%	265,285	-5.3%	90,567	598,599	3.1%	-5.8%	258,844	9.9%	279,996	-8.8%	96,653	635,493	0.9%	235,544	-13.6%	307,159	15.3%	87,317	630,020	0.3%						
Special (***)	4,797,785	-2.2%	5,977,868	-1.6%	2,366,827	13,142,481	68.7%	-1.7%	4,907,056	10.0%	6,077,470	6.4%	2,390,766	13,375,292	8.8%	4,460,688	-5.0%	5,712,701	-0.7%	2,123,385	12,296,774	-1.8%						
Total -Revenue Section	\$7,188,392	-2.8%	\$8,610,148	-3.1%	\$3,325,641	\$19,124,181		-2.9%	\$7,392,204	8.3%	\$8,884,884	2.9%	\$3,417,456	\$19,694,544	6.4%	\$6,828,068	-8.9%	\$8,630,535	-1.9%	\$3,047,560	\$18,506,163	-4.6%						
Revenue/Assignment, no Trans	\$4,074	0.5%	\$4,472	3.0%	\$4,872	\$4,374		1.8%	\$4,055	7%	\$4,344	14.0%	4,785	\$4,298	9.4%	\$3,804	-2.8%	\$3,809	-11.1%	\$4,684	\$3,929	-5.9%						
<b>Other Stats</b>																												
Pilot Boat Charges	\$423,864	-2.9%	484,416	-3.3%	183,048	1,091,328		-1.7%	\$436,392	2.8%	501,120	-2.3%	172,956	\$1,110,468	0.6%	\$424,560	480.5%	512,952	533.4%	166,344	\$1,103,856	511.7%						
Pilot Boat Assignments	1,218	-2.9%	1,393	-3.3%	526	3,137		-1.7%	1,254	2.8%	1,440	-2.3%	497	3,191	0.6%	1,220	-11.6%	1,474	-3.5%	478	3,172	-6.8%						
Avg						348					348		\$ 348			348		348	55.6%	\$ 348		348						
Tonnage Surcharge Revenue	\$3,975,144	0.1%	\$5,045,826	-0.6%	\$2,027,024	\$11,047,994		-0.6%	\$3,970,859	9.9%	\$5,078,192	13.9%	\$2,062,503	\$11,111,554	12.7%	\$3,612,466	-13.6%	\$4,457,371	-14.8%	\$1,793,733	\$9,863,570	-12.8%						
Tonnage Surcharge Charge # moves	1,662	-3.3%	1,829	-6.1%	653	4,144		-4.8%	1,718	1.7%	1,948	-8.4%	689	4,355	-1.8%	1,689	-7.2%	2,127	8.1%	621	4,437	-0.1%						
Avg Tonnage Surcharge/Move	\$2,392	3.5%	\$2,759	5.8%	\$3,104	2,666		4.5%	\$2,311	8.1%	\$2,607	24.4%	2,993	\$2,551	14.8%	\$2,139	-6.9%	\$2,096	-21.2%	\$2,888	\$2,223	-12.7%						

Selected Comparatives Summary

<b>PSP 2017</b>	January	February	March	April	(cruise season) May	June	6 mo to date	compared to previous year	July	Jul to prev Jul	to date
Tariff Revenue-Trans	\$2,488,326	\$2,183,031	\$2,273,861	\$2,315,825	\$2,968,949	\$3,060,089	\$15,290,508	-2.8%	\$3,235,074	-2.6%	\$18,525,582
RPA-Revenue per Assign	\$4,106	\$4,127	\$3,989	\$4,099	\$4,471	\$4,811	\$4,284	1.8%	\$4,872	1.8%	\$4,375
# of licensed pilots w/o Pres	51	51	51	51	51	51	51		51	0	
Average Assgn/pilot on rotation	11.88	10.37	11.18	11.08	13.02	12.72	11.71		13.02	-4.3%	
# pilots with < 6 jobs (+1=Pres)	2 + 1	5 + 1	3 + 1	5 + 1	7+1	2 + 1			1 + 1		
Assignments	606	529	570	565	664	636	3570	-4.5%	664	-4.3%	4234
Assignment change	1	-18	-37	-19	-8	-89	-170		-30		-200
Moves	594	520	548	550	654	625	3491	-4.8%	653	-5.2%	4144
Moves change	5	-18	-43	-23	-11	-85	-175		-36		-211
Cancellations	12	9	22	15	10	11	79	6.8%	11	120.0%	90
Tonnage Revenue	\$1,456,699	\$1,256,480	\$1,261,965	\$1,305,187	\$1,808,684	\$1,931,955	\$9,020,970	-0.3%	\$2,027,024	-1.7%	\$11,047,994
Tonnage Revenue per Move	\$2,452	\$2,416	\$2,303	\$2,373	\$2,766	\$3,091	\$2,584	4.7%	\$3,104	3.7%	\$2,666
Gross Tonnage Moved	31,303,842	27,797,983	27,446,553	27,831,924	33,410,880	34,205,855	\$181,997,037	-3.6%	36,250,722	-7.1%	\$218,247,759
<b>PSP 2016</b>	January	February	March	April	(cruise season) May	June	6 mo to date	to previous year	July	Jul to prev Jul	Year to Date to date
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	\$3,039,515	\$3,215,179	\$15,738,246	5.5%	\$3,320,803	12.2%	\$19,059,049
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	\$4,523	\$4,435	\$4,208	10.5%	\$4,785	2.2%	\$4,298
# of licensed pilots w/o Pres	51	51	50	51	51	51	50.80		51		
Average Assgn/pilot	12.26	10.73	12.14	11.45	13.18	14.22	11.95		13.61	9.8%	
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1			1 + 1		
Assignments	605	547	607	584	672	725	3740	-4.5%	694	9.8%	4434
Assignment change	28	30	-32	-36	-102	-66	-178		62		-116
Moves	589	538	591	573	665	710	3666	-4.0%	689	11.0%	4355
Moves change	23	37	-32	-25	-95	-61	-153	-4.8%	68		-85
Cancellations	16	9	16	11	7	15	74		5	-54.5%	
Tonnage Revenue	\$1,329,440	\$1,296,111	\$1,345,308	\$1,322,435	\$1,832,625	\$1,923,132	\$9,049,051	12.1%	\$2,062,503	14.9%	\$11,111,554
Tonnage Revenue per Move	\$2,257	\$2,409	\$2,276	\$2,308	\$2,756	\$2,709	\$2,468.37	16.8%	\$2,993	3.5%	\$2,551
Gross Tonnage Moved	29,609,106	27,830,304	29,667,076	28,676,198	35,896,326	37,105,794	\$188,784,804	5.5%	39,040,725	12.8%	227,825,529
<b>PSP 2015</b>	January	February	March	April	(cruise season) May	June	6 mo to date		July	Jul to prev Jul	12 months to date
Tariff Revenue-Trans	\$2,202,588	\$2,024,841	\$2,365,096	\$2,153,086	\$2,959,296	\$3,210,995	\$14,915,902	-5.3%	\$2,960,243	-2.1%	\$17,876,145
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701	\$3,473	\$3,823	\$4,059	\$3,807	-7.3%	\$4,684	2.7%	\$3,929
# of licensed pilots w/o Pres	53	53	52	52	52	52	52.40		52	-1p	
Average Assgn/pilot	10.89	9.75	12.29	11.92	14.88	15.51	12.54		12.39		7.19
# pilots with < 6 jobs(+1=Pres)	7	9	4	2	1	3			4		
Assignments	577	517	639	620	774	791	3918	2.1%	632	-4.7%	4550
Assignment change	-62	-66	16	-10	103	101	82		-31		142
Moves	566	501	623	598	760	771	3819	0.8%	621	-5.6%	4440
Moves change	-65	-71	6	-23	95	89	31		-37		
Cancellations	11	16	16	22	14	20	99		11	120.0%	
Tonnage Revenue	\$1,216,397	\$1,132,850	\$1,263,220	\$1,074,585	\$1,566,491	\$1,816,296	\$8,069,839	-14.2%	\$1,795,810	-5.2%	
Tonnage Revenue per Move	\$2,149	\$2,261	\$2,028	\$1,797	\$2,061	\$2,356	\$2,113	-14.9%	\$2,892	0.4%	
Gross Tonnage Moved	27,588,264	24,671,828	29,034,609	26,097,422	33,836,475	37,785,703	\$179,014,301	-7.9%	34,596,046	-3.3%	376,073,313
<b>PSP 2014</b>	January	February	March	April	(cruise season) May	June	6 mo to date		July	Jul to prev Jul	12 mo to date
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	\$3,036,561	\$3,033,723	\$15,754,494	4.4%	\$3,024,434	-0.7%	\$18,778,928
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,859	\$3,911	\$4,525	\$4,397	\$4,107	2.3%	\$4,562	7.1p	\$4,174
# of licensed pilots w/o Pres	53	53	53	53	53	53	53		53	+1p	106
Average Assgn/pilot	12.06	11.00	11.75	11.89	12.66	13.27	12.10		12.75		24.85
# pilots with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1	4+1	5+1			5+1		
Assignments	639	583	623	630	671	690	3836	2.0%	663	-7.3%	4499
Assignment change	-23	4	2	71	9	11	74		-52		22
Moves	631	572	617	621	665	682	3788	2.2%	658	-7.1%	4446
Moves change	-15	4	9	64	13	8	83	2.8%	-50		33
Cancellations	8	11	6	9	6	8	48	-0.3%	5	-28.6%	53
Tonnage Revenue	\$1,478,353	\$1,311,311	\$1,391,531	\$1,444,248	\$1,896,847	\$1,888,492	\$9,410,782		\$1,894,514		
Tonnage Revenue per Move	\$2,343	\$2,293	\$2,255	\$2,326	\$2,852	\$2,769	\$2,484		\$2,879		
Gross Tonnage Moved	31,907,495	28,825,535	30,626,216	30,679,931	36,018,027	36,294,816	\$194,352,020	6.2%	35,771,904	-2.2%	230,123,924

2017 Actual Trips For Earned Revenue Report Detail				Jan	Feb	Mar	Apr	May	Jun	Jul	YTD Actual Assign	Average Assign 145/12=12.1	(under) over TAL
Pilot Code				Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign			
5	ANA	Anacker, D.S.		7	12	14	8	13	7	18	79	11.3	(6)
4	ANT	Anthony, Michael	Lic 7/24/12	15	6	15	9	15	13	5	78	11.1	(7)
5	ARN	Arnold, J. E.		16	11	8	13	16	19	14	97	13.9	12
5	BLA	Blake, M.E.		16	14	11	15	5	0	Retired 7/6	61	8.7	1
5	BOU	Bouma, Blair		11	4	11	8	16	12	10	72	10.3	(13)
3	BRO	Brouillard, Dan	Lic 7/31/13	10	8	12	15	15	10	6	76	10.9	(9)
5	BRU	Brusco, David		14	7	17	2	15	18	12	85	12.1	0
5	BUJ	Bujacich, J.P.		3	16	13	15	2	13	16	78	11.1	(7)
4	CAW	Carley, W. Bud	Lic 1/10/13	6	8	12	12	16	6	10	70	10.0	(15)
5	CAI	Carlson, I.J.		11	10	12	7	10	10	7	67	9.6	(18)
1	CAJ	Carstensen, J	Lic. 9/30/15	13	9	12	10	10	11	14	79	11.3	(6)
5	COE	Coe, F.A.		11	10	12	9	10	11	15	78	11.1	(7)
2	COL	Coleman, S	Lic. 8/27/14	13	7	10	11	12	14	8	75	10.7	(10)
3	COR	Coryell, T.D.	Lic. 12/13/13	10	13	14	3	19	11	14	84	12.0	(1)
5	EME	Emerson, L. P.		10	13	15	17	23	17	14	109	15.6	24
4	ENF	Engstrom, F. E.	Lic 11/15/12	8	13	12	12	10	14	16	85	12.1	0
5	ENV	Engstrom, V.		12	9	12	14	12	11	7	77	11.0	(8)
2	GAL	Galvin, Jamie	Lic 11/11/14	13	14	11	12	11	11	9	81	11.6	(4)
5	GIE	Giese, P. A.		13	16	3	14	14	16	15	91	13.0	6
5	GRD	Grobschmit, D.W.		7	11	12	6	13	16	14	79	11.3	(6)
5	HAI	Hannuksela, J		14	10	17	2	15	15	17	90	12.9	5
5	HAR	Harris, J. B.		14	5	10	8	13	11	12	73	10.4	(12)
	HEJ	Henderson, J. David	Lic 7/6/17							10	10	1.0	(2)
5	HEN	Henshaw, B. F.		8	0	13	12	16	10	17	76	10.9	(9)
5	HUR	Hurt, G. D.		8	4	6	11	10	16	15	70	10.0	(15)
2	JEN	Jensen, Brian	Lic. 12/22/14	9	12	10	11	17	8	8	75	10.7	(10)
5	KAL	Kalvoy, J.E.		3	9	14	12	20	5	12	75	10.7	(10)
5	KEA	Kearns, J.		10	13	10	10	12	10	17	82	11.7	(3)
1	KEN	Kelleher, N.T.	Lic. 4/14/16	8	9	6	12	12	13	12	72	10.3	(13)
5	KEP	Kelly, P.S.		14	15	12	5	16	15	17	94	13.4	9
5	KLA	Klapperich, E.C.		8	10	10	11	10	7	15	71	10.1	(14)
2	LIC	Lichty, E.C.	Lic. 5/1/14	14	8	12	15	4	15	15	83	11.9	(2)
2	LOB	Lowe, Brad	Lic. 9/23/15	11	11	15	12	8	15	13	85	12.1	0
4	LOW	Lowery, W.W.	Lic. 2/11/13	16	16	14	16	3	17	10	92	13.1	7
5	MAR	Marmol, E.		11	7	9	9	11	8	11	66	9.4	(19)
5	MAY	Mayer, D. W.		11	14	4	6	14	10	12	71	10.1	(14)
5	MOT	Moreno, S.		13	9	13	19	10	11	7	82	11.7	(3)
5	MOR	Mork, S. E.		14	10	23	16	23	11	Retired 7/1	97	16.2	37
5	NEW	Newman, A. J.		14	11	8	14	4	11	14	76	10.9	(9)
	ROU	Rounds, Chris	Lic 7/11/17							10	10	1.0	(2)
5	SAN	Sanders, D. A.		15	13	11	9	3	15	23	89	12.7	4
5	SCO	Scoggins, J		13	9	10	18	14	17	8	89	12.7	4
5	SCR	Scragg, J.		11	6	8	4	11	15	14	69	9.9	(16)
5	SEM	Semler, J. R.		14	16	4	15	11	16	14	90	12.9	5
5	SES	Semler, S.		16	10	10	12	18	16	12	94	13.4	9
5	SEY	Seymour, L.		9	17	9	17	18	18	11	99	14.1	14
5	SHA	Shaffer, D. L.		14	10	6	12	20	16	15	93	13.3	8
5	SHJ	Shaffer, J. A.		23	14	6	13	22	14	19	111	15.9	26
5	SHU	Shuler, M.		12	3	9	13	15	12	17	81	11.6	(4)
5	SLI	Sliker, W.J.		11	10	12	6	15	11	14	79	11.3	(6)
5	SOR	Soriano, D. B.		13	12	7	11	22	10	15	90	12.9	5
5	THG	Thoreson, George		19	10	14	9	16	14	14	96	13.7	11
5	VON	vonBrandenfels, E. M.	president	1	0	4	0	0	2	1	8		President
5	WIG	Wildes, G. R.		16	15	16	13	4	12	19	95	13.6	10
<b>Total Assignments/ Month</b>				<b>606</b>	<b>529</b>	<b>570</b>	<b>565</b>	<b>664</b>	<b>636</b>	<b>664</b>	<b>4234</b>		
Number of licensed PS pilots				52	52	52	52	52	52	52	52		
Pilots on rotation				51	51	51	51	51	50	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>	13.02	12.72	13.02	13.84	=7405 assgns/yr	
<b>PSP LOA Report (MOVES)</b>				594	520	548	550	654	625	653	<b>4144</b>		
<b>Cancellations</b>				12	9	22	15	10	11	11	<b>90</b>		
# of Pilots with < 6 jobs(+1=Pres)				2 + 1	5 + 1	3+1	5 + 1	7 + 1	2 + 1	1 + 1			
Pilots w/>5 trips & their avg # of trips				49P; 12.2	46P; 11.15	58P; 11.6	46P; 11.9	44P; 14.5	49P; 12.8	50P; 13.2			
Medical circumstances:													
<b>2016 PSP Assignments from Earned Revenue Report</b>													
<b>PSP LOA Report</b>				605	547	607	584	672	725	694	<b>7662</b>		
<b>Cancellations</b>				589	538	591	573	665	710	689	<b>7525</b>		
<b>Number of Pilots</b>				16	9	16	11	7	15		<b>137</b>		
				51	51	51	51	51	51	51	51		

Just the Basics  
Jan - Mar  
2013-2017

CALENDAR YEAR	MONTH				Year to Date			
	2017	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
CALENDAR YEAR	Jan	2,488,326	606	4,106				
	Feb	2,183,032	529	4,127	4,671,358	1135	4,116	
	Mar	2,274,287	570	3,990	6,945,645	1705	4,074	
	Apr	2,315,825	565	4,099	9,261,470	2270	4,080	
	May	2,968,949	664	4,471	12,230,419	2934	4,169	
	Jun	3,060,089	636	4,811	15,290,508	3570	4,283	
	Jul	3,235,074	664	4,872	18,525,582	4234	4,375	
CALENDAR YEAR	2016	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,443,846	605	4,039				
	Feb	2,269,624	547	4,149	4,713,470	1,152	4,092	
	Mar	2,419,890	607	3,987	7,133,360	1,759	4,055	
	Apr	2,350,195	584	4,024	9,483,555	2,343	4,048	
	May	3,039,515	672	4,523	12,523,070	3,015	4,154	
	Jun	3,215,179	725	4,435	15,738,249	3,740	4,208	
Jul	3,320,803	694	4,785	19,059,052	4,434	4,298		
CALENDAR YEAR	2015	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,202,588	577	3,817				
	Feb	2,024,842	517	3,917	4,227,430	1,094	3,864	
	Mar	2,365,096	639	3,701	6,592,526	1,733	3,804	
	Apr	2,153,086	620	3,473	8,745,612	2,353	3,717	
	May	2,959,296	774	3,823	11,704,908	3,127	3,743	
	Jun	3,210,995	791	4,059	14,915,903	3,918	3,807	
Jul	2,960,243	632	4,684	17,876,146	4,550	#####		
CALENDAR YEAR	2014	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,554,575	639	3,998				
	Feb	2,261,575	583	3,879	4,816,150	1,222	3,941	
	Mar	2,403,969	623	3,859	7,220,119	1,845	3,913	
	Apr	2,464,091	630	3,911	9,684,210	2,475	3,913	
	May	3,036,561	671	4,525	12,720,771	3,146	4,043	
	Jun	3,033,723	690	4,397	15,754,494	3,836	4,107	
Jul	3,024,434	663	4,562	18,778,928	4,499	4,174		
CALENDAR YEAR	2013	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,493,701	662	3,767				
	Feb	2,229,846	579	3,851	4,723,547	1,241	3,806	
	Mar	2,311,037	621	3,721	7,034,584	1,862	3,778	
	Apr	2,212,733	559	3,958	9,247,317	2,421	3,820	
	May	2,820,632	662	4,261	12,067,949	3,083	3,914	
	Jun	3,028,751	679	4,461	15,096,700	3,762	4,013	
Jul	3,046,278	715	4,261	18,142,978	4,477	4,052		



NUMBER OF VESSELS MOVED BY LOA

2017		MARCH 2017							
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
			1	2	3	4	5	6	
61	27	Up to 500	0	8	10	9	0		
179	54	500-599	12	8	4	18	12		
460	150	600-699	19	33	28	28	42		
262	88	700-799	10	20	3	21	34		
219	61	800-899	11	7	5	17	21		
237	83	900-999	16	5	1	25	36		
244	85	1000--	27	9		25	24		
moves	548		95	90	51	143	169	0	
2017 YTD totals		1662	286	305	156	437	478	0	
YTD Averages		554.0	95.3	101.7	52.0	145.7	159.3	0.0	

  

2016		MARCH 2016							
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
			1	2	3	4	5	6	
35	15	Up to 500	1	4	8	2	0	0	
198	65	500-599	15	11	2	28	9	0	
492	176	600-699	20	38	35	35	48	0	
234	71	700-799	7	13	1	14	36	0	
204	78	800-899	9	11	10	18	30	0	
310	106	900-999	21	6	2	29	48	0	
245	80	1000--	29	9	0	24	18	0	
moves	591		102	92	58	150	189	0	
2016 YTD totals		1718	314	278	162	446	518	0	
YTD Averages		572.7	104.7	92.7	54.0	148.7	172.7	0.0	

  

2015		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	
moves	621		139	85	50	168	179	0	
2015 YTD totals		1684	294	266	141	511	467	5	
YTD Averages		561.3	98.0	88.7	47.0	170.3	155.7	1.7	

  

2017		FEBRUARY 2017							
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
			1	2	3	4	5	6	
34	22	Up to 500	0	6	5	8	3		
125	69	500-599	3	11	4	13	38		
310	140	600-699	12	42	25	30	31		
174	79	700-799	9	22	5	25	18		
158	80	800-899	12	5	12	17	34		
154	65	900-999	15	7	0	24	19		
159	65	1000--	29	8	1	27			
moves	520		80	101	52	144	143	0	
YTD totals		1114	191	215	105	294	309	0	
YTD Averages		557.0	95.5	107.5	52.5	147.0	154.5	0.0	

  

2016		FEBRUARY 2016							
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
			1	2	3	4	5	6	
20	6	Up to 500	2	0	4	0	0	0	
133	65	500-599	18	20	3	15	9		
316	153	600-699	14	39	28	30	42		
163	75	700-799	5	17	2	20	31		
126	62	800-899	7	13	5	15	22		
204	101	900-999	21	3	1	31	45		
165	76	1000--	24	10		28	14		
moves	538		91	102	43	139	163	0	
YTD totals		1127	212	186	104	296	329	0	
YTD Averages		563.5	106.0	93.0	52.0	148.0	164.5	0.0	

  

2015		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	
moves	497		67	88	40	154	144	4	
YTD totals		1063	155	181	91	343	288	5	
YTD Averages		531.5	77.5	90.5	45.5	171.5	144.0	2.5	

  

2017		JANUARY 2017							
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
			1	2	3	4	5	6	
12	Up to 500	1	4	7					
56	500-599	25	7	2	16	6			
170	600-699	13	51	32	34	40			
95	700-799	13	19	3	22	38			
78	800-899	13	13	9	23	20			
89	900-999	15	8		28	38			
94	1000--	31	12		27	24			
moves	594		111	114	53	150	166	0	

  

2016		JAN 2016 2016							
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
			1	2	3	4	5	6	
14	Up to 500	4	3	1	6				
68	500-599	14	12	11	23	8			
163	600-699	20	35	34	31	43			
88	700-799	17	9	4	26	32			
64	800-899	17	7	9	13	18			
103	900-999	20	7	2	28	46			
89	1000--	29	11		30	19			
moves	589		121	84	61	157	166	0	

  

2015		JAN 2015 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		
moves	566		88	93	51	189	144	1	

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	
Feb	1,114	520	80	101	52	144	143		93	36	209	10	0	6	1	0	17	148	520	
Mar	1,662	548	95	90	51	143	169	0	107	44	215	18	3	3	0	0	21	137	548	
Apr	2,212	550	97	75	49	166	163		99	45	203	1	0	5	4	2	18	173	550	
May	2,866	654	75	104	61	251	163		95	35	184	27	1	8	72	0	18	214	654	
June	3,491	625	76	83	61	255	150		60	36	186	4	2	19	89	5	23	201	625	
July	4,149	658	74	98	57	257	172	0	87	42	195	18	1	3	101	0	18	193	658	
		4149	608	665	384	1366	1126	0	651	281	1412	89	12	48	268	7	132	1249	4149	
@Jun2017/2016	change	(206)	(137)	36	(28)	16	(93)	0	33	(27)	(164)	18	8	0	18	(4)	(17)	(83)	(218)	
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	
Mar	1,718	591	102	92	58	150	189	0	97	52	236	8	0	1	0	0	20	177	591	
Apr	2,291	573	107	79	64	155	168	0	70	41	216	8	0	11	2	0	25	200	573	
May	2,956	665	105	97	63	224	176		85	41	235	9	0	21	64	0	18	199	672	
June	3,666	710	121	93	65	254	177	0	101	42	221	17	0	11	84	7	29	198	710	
July	4,355	689	98	82	58	271	180	0	87	48	224	8	0	3	97	4	20	203	694	
		4355	745	629	412	1350	1219	0	618	308	1576	71	4	48	250	11	149	1332	4367	
@Jun2016/2015	change	(85)	(101)	33	41	(53)	11	(10)	63	(29)	1	(35)	(6)	(218)	14	7	3	127	(73)	
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	
Feb	1,067	501	67	88	40	154	144	4	70	43	209	5		7	1		21	145	501	
Mar	1,690	623	139	85	50	168	179	0	120	45	234	14	1	38			23	148	623	
Apr	2,288	598	127	60	59	174	178	0	78	43	224	16	1	37			24	175	598	
May	3,048	760	178	92	50	238	197	5	76	54	232	23	1	103	62	2	20	187	760	
June	3,819	771	152	108	65	249	197	0	70	67	232	6	3	71	86	2	21	213	771	
July	4,440	621	95	70	56	231	169	0	39	50	225	19	4	6	86		19	173	621	
		4440	846	596	371	1403	1208	10	555	337	1575	106	10	266	236	4	146	1205	4440	
@Jun2015/2014	change	(6)	139	(38)	7	(52)	(78)	10	(74)	22	(94)	(1)	3	246	6	2	(8)	(108)	(6)	
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	
Feb	1,203	572	94	99	52	155	172	0	113	39	212	5	2	3	1		20	177	572	
Mar	1,820	617	106	99	47	178	187	0	92	47	239	16		2			23	198	617	
Apr	2,441	621	109	83	48	194	187	0	112	48	242	16		2			22	179	621	
May	3,106	665	93	94	48	247	183	0	67	43	257	19	2	8	61		23	185	665	
June	3,788	682	99	82	61	260	180	0	73	46	227	25		2	85	2	20	202	682	
July	4,446	658	93	81	52	253	179	0	79	41	240	10	3	1	82		25	177	658	
		4446	707	634	364	1455	1286	0	629	315	1669	107	7	20	230	2	154	1313	4446	
@Jun2014/2013	change	33	79	(42)	23	(66)	42	(2)	132	14	(21)	17	(1)	(39)	(4)	0	4	(69)	33	
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	
Feb	1,214	568	81	88	49	172	178		82	43	229	15	1		5		19	174	568	
Mar	1,822	608	95	101	49	175	185	2	91	42	228	14		4			26	203	608	
Apr	2,379	557	71	91	35	186	174		52	47	241	13	3	12			22	167	557	
May	cruise 3,031	652	93	94	48	239	178		64	42	245	21		7	59		23	191	652	
June	ship 3,705	674	84	81	56	286	167		62	44	246	8	1	9	89	2	21	192	674	
July	season 4,413	708	103	117	46	271	171	0	51	43	244	14	1	23	80		22	230	708	
		4413	628	676	341	1521	1244	2	497	301	1690	90	8	59	234	2	150	1382	4413	
@Jun2013/2012	change	(36)	(34)	98	6	(212)	115	(10)	(172)	(18)	94	10	6	(78)	(20)	(4)	6	140	(36)	

TONNAGE, NUMBER OF MOVES -- BY VESSEL TYPE

2017		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB & % of Month	Total Tonnage	#		
January		3,598,299	110	2,601,920	43	16,040,517	220	25,203	11	227,040	5	54,307	4	5,841	1	-	0	676,105	17	8,074,610	183	47	26%	31,303,842	594	
February		3,398,733	93	2,168,144	36	14,860,771	209	16,208	10			41,730	6	5,841	1			531,502	17	6,202,672	148	46	31%	27,225,601	520	
March		3,542,415	107	2,522,814	44	14,905,690	215	35,875	18	180,000	3	17,979	3	-	-	-		700,643	21	5,541,137	137	40	29%	27,446,553	548	
April		3,130,116	99	2,707,280	45	14,368,420	203	27,790	1	-		59,529	5	337,156	4	11,982	2	619,009	18	6,570,642	173	53	31%	27,831,924	550	
May	cruise	3,212,190	95	2,132,667	35	11,876,049	184	35,875	27	45,408	1	59,891	8	6,519,964	72	-	0	619,009	18	8,909,827	214	77	36%	33,410,880	654	
June	ship	1,805,769	60	2,127,447	36	12,052,228	186	28,338	4	9,540	2	117,802	19	8,771,132	89	32,301	5	813,532	23	8,447,766	201	64	32%	34,205,855	625	
July	season	2,810,633	87	2,463,698	42	12,856,242	195	26,098	18	-	1	3,803	3	9,293,308	##	-	#	619,009	18	8,177,932	193	67	35%	36,250,723	658	
		21,498,155	651	16,723,970	281	96,959,917	1,412	195,387	89	461,988	12	355,041	48	24,933,242	268	44,283	2	4,578,809	132	51,924,586	1,249	394	32%	217,675,378	4,149	
CHANGE FROM																										
@Jul 2017 to 2016		2,566,992	33	(764,063)	(27)	(12,599,556)	(164)	(28,217)	18	393,923	8	(160,795)	-	1,622,942	18	(31,905)	(9)	(895,654)	(17)	(253,818)	(83)	(110)	-233%	(10,150,151)	(218)	
2016		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB & % of Month	Total Tonnage	#		
January		2,889,849	88	2,147,863	39	16,476,854	232	26,127	14	68,065	4	17,845	1	5,841	1			577,345	19	7,399,317	191	76	40%	29,609,106	589	
February		2,897,135	90	2,568,737	45	14,899,795	212	36,179	7					11,682	2			712,456	18	6,704,320	164	54	33%	27,830,304	538	
March		2,893,605	97	2,906,891	52	16,033,799	236	35,890	8			17,845	1					701,124	20	7,077,922	177	67	38%	29,667,076	591	
April		1,924,414	70	2,281,522	41	15,156,659	216	35,845	8			52,792	11	172,546	2			810,206	25	8,242,214	200	64	32%	28,676,198	573	
May	cruise	2,329,137	85	2,358,483	41	16,271,648	235	25,411	9			369,555	21	6,114,668	64			678,044	18	7,749,381	199	71	36%	35,896,327	672	
June	ship	3,069,125	101	2,460,911	42	15,342,801	221	35,845	17			49,858	11	7,783,710	84	52,959	7	1,289,103	29	7,021,482	198	87	44%	37,105,794	710	
July	season	2,927,898	87	2,763,626	48	15,377,917	224	28,308	8			7,941	3	9,221,853	97	23,229	4	706,185	20	7,983,768	203	85	42%	39,040,725	694	
		18,931,163	618	17,488,033	308	109,559,473	1,576	223,604	71	68,065	4	515,836	48	23,310,300	250	76,188	11	5,474,463	149	52,178,404	1,332	504	264%	0	227,825,529	4,367
CHANGE FROM																										
@Jul 2016/2015		2,141,368	63	(1,469,409)	(29)	10,635,428	1	(2,258,102)	(35)	1,941	(6)	(1,376,046)	(218)	2,278,804	14	42,186	7	389,027	3	3,829,985	127	5	-21%	#	14,215,182	(73)
2015		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB	Total Tonnage	#		
January		3,331,935	102	2,071,601	35	13,748,321	219	436,506	23			61,474	4	5,841	1			600,566	18	7,332,020	164	63	38%	27,588,264	566	
February		2,392,118	70	2,490,846	43	12,417,478	209	136,892	5			125,628	7	5,841	1			648,961	21	6,454,064	145	51	35%	24,671,828	501	
March		3,812,507	120	2,584,770	45	14,696,583	234	347,064	14	-	1	279,395	38					812,290	23	6,502,000	148	53	36%	29,034,609	623	
April		2,339,148	78	2,376,205	43	13,620,086	224	471,902	16	3,900	1	363,108	37					878,565	24	6,044,508	175	68	39%	26,097,422	598	
May	cruise	1,988,912	76	2,942,123	54	14,601,739	232	551,593	23	4,100	1	516,239	103	5,788,128	62	17,575	2	706,554	20	6,719,512	187	83	44%	33,836,475	760	
June	ship	1,919,864	70	3,667,192	67	15,312,749	232	125,046	6	43,758	3	532,720	71	7,545,636	86	16,427	2	757,825	21	7,864,486	213	108	51%	37,785,703	771	
July	season	1,005,311	39	2,824,705	50	14,527,089	225	412,703	19	14,366	4	13,318	6	7,686,050	86			680,675	19	7,431,829	173	73	42%	34,596,046	621	
		16,789,795	555	18,957,442	337	98,924,045	1,575	2,481,706	106	66,124	10	1,891,882	266	21,031,496	236	34,002	4	5,085,436	146	48,348,419	1,205	499	286%	0	213,610,347	4,440
CHANGE FROM																										
@Jul 2015/2014		(2,109,608)	(74)	1,274,909	22	(9,190,334)	(94)	(63,549)	2	(10,617)	3	1,637,852	243	927,879	6	26,368	2	(210,733)	(8)	(8,795,744)	(108)	not tracked prev		(16,513,577)	(6)	
2014		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip	Total Tonnage	#		
January		3,050,105	93	2,728,105	51	16,200,977	252	409,431	15			31,570	3	5,841	1			753,337	21	8,728,129	195		31,907,495	631		
February		3,583,737	113	2,206,011	39	13,775,913	212	116,907	5	18,476	2	92,682	3	5,841	1			588,345	20	8,437,623	177		28,825,535	572		
March		2,888,985	92	2,577,958	47	15,421,032	239	411,209	16			30,737	2					930,900	23	8,365,395	198		30,626,216	617		
April		3,245,399	112	2,727,229	48	15,696,863	242	392,450	16			18,880	2					837,102	22	7,762,008	179		30,679,931	621		
May	cruise	1,882,829	67	2,413,632	43	16,837,792	257	461,196	18	58,265	2	56,515	9	5,645,741	61			720,663	23	7,941,394	185		36,018,027	665		
June	ship	2,024,841	73	2,618,459	46	14,804,286	227	505,202	24			22,611	3	7,424,969	85	7,634	2	613,164	20	8,273,650	202		36,294,816	682		
July	season	2,223,507	79	2,411,139	41	15,377,516	240	248,860	10			1,035	1	7,021,225	82			852,658	25	7,635,964	177		35,771,904	658		
		18,899,403	629	17,682,533	315	108,114,379	1,669	2,545,255	104	76,741	7	254,030	23	20,103,617	230	7,634	2	5,296,169	154	57,144,163	1,313	-	-	#	230,123,924	4,446
CHANGE FROM																										
@Jul 2014/2013		5,951,206	132	1,166,822	14	7,860,352	(21)	498,078	14	60,989	(1)	(113,046)	(36)	(882,555)	(4)	(12,772)	-	289,224	4	(4,354,353)	(69)	-	-	#	10,463,945	33