

New Tariff Year Timeframe Comparison  
July 2012 - March 2016

Exh. JR-09

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
<b>AUGUST 2015 - 2012</b>	<b>Aug-15</b>	<b>YTD</b>		<b>Aug-14</b>	<b>YTD</b>		<b>Aug-13</b>	<b>YTD</b>		<b>Aug-12</b>	<b>YTD</b>
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	6,346,734
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
<b>SEPTEMBER 2015 - 2012</b>	<b>Sep-15</b>	<b>YTD</b>		<b>Sep-14</b>	<b>YTD</b>		<b>Sep-13</b>	<b>YTD</b>		<b>Sep-12</b>	<b>YTD</b>
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	9,213,455
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
<b>OCTOBER 2015 - 2012</b>	<b>Oct-15</b>	<b>YTD</b>		<b>Oct-14</b>	<b>YTD</b>		<b>Oct-13</b>	<b>YTD</b>		<b>Oct-12</b>	<b>YTD</b>
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	11,625,212
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
<b>NOVEMBER 2015 - 2012</b>	<b>Nov-15</b>	<b>YTD</b>		<b>Nov-14</b>	<b>YTD</b>		<b>Nov-13</b>	<b>YTD</b>		<b>Nov-12</b>	<b>YTD</b>
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	13,881,017
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
<b>DECEMBER 2015 - 2012</b>	<b>Dec-15</b>	<b>YTD</b>		<b>Dec-14</b>	<b>YTD</b>		<b>Dec-13</b>	<b>YTD</b>		<b>Dec-12</b>	<b>YTD</b>
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	16,170,610
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
<b>JANUARY 2016 - 2013</b>	<b>Jan-16</b>	<b>YTD</b>		<b>Jan-15</b>	<b>YTD</b>		<b>Jan-14</b>	<b>YTD</b>		<b>Jan-13</b>	<b>YTD</b>
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	18,664,311
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
<b>FEBRUARY 2016 - 2013</b>	<b>Feb-16</b>	<b>YTD</b>		<b>Feb-15</b>	<b>YTD</b>		<b>Feb-14</b>	<b>YTD</b>		<b>Feb-13</b>	<b>YTD</b>
Revenue (transportation) M/YTD	\$ 2,269,624	21,478,566	7.9%	2,024,842	19,912,180	-5.5%	2,261,575	21,070,371	0.8%	2,229,846	20,894,157
Assignments M / YTD	547	5029	3.2%	517	4874	-7.2%	583	5251	0.9%	579	5205
Revenue per assignment - M/YTD	\$ 4,149	4,271	4.5%	3,917	4,085	1.8%	3,879	4,013	0.0%	3,851	4,014
Vessel Moves	538	4935	3.0%	501	4791	-7.2%	572	5164	1.0%	567	5115
Revenue per vessel move - M/YTD	\$ 4,219	4,352	4.7%	4,042	4,156	1.9%	3,954	4,080	-0.1%	3,933	4,085
Tonnage Revenue - M/YTD	\$ 1,298,248	12,285,966	4.1%	1,132,850	11,799,100	-5.2%	1,311,311	12,445,131	-0.8%	1,285,372	12,540,087
Tonnage Revenue per move	\$ 2,413	2,490	1.1%	2,261	2,463	2.2%	2,293	2,410	-1.7%	2,267	2,452
<b>MARCH 2016 - 2013</b>	<b>Mar-16</b>	<b>YTD</b>		<b>Mar-15</b>	<b>YTD</b>		<b>Mar-14</b>	<b>YTD</b>		<b>Mar-13</b>	<b>YTD</b>
Revenue (transportation) M/YTD	\$ 2,419,890	23,898,457	7.3%	2,365,096	22,277,275	-5.1%	2,403,969	23,474,340	1.2%	2,311,037	23,205,194
Assignments M / YTD	607	5636	2.2%	639	5513	-6.1%	623	5874	0.8%	621	5826
Revenue per assignment - M/YTD	\$ 3,987	4,240	4.9%	3,701	4,041	1.1%	3,859	3,996	0.3%	3,721	3,983
Vessel Moves	591	5526	2.1%	622	5413	-6.4%	617	5781	3.4%	475	5590
Revenue per vessel move - M/YTD	\$ 4,095	4,325	5.1%	3,802	4,116	1.4%	3,896	4,061	-2.2%	4,865	4,151
Tonnage Revenue - M/YTD	\$ 1,345,308	13,631,275	4.3%	1,266,093	13,065,193	-5.6%	1,391,531	13,836,662	-0.1%	1,312,137	13,852,224
Tonnage Revenue per move	\$ 2,276	2,467	2.2%	2,036	2,414	0.8%	2,255	2,393	-3.4%	2,762	2,478

<b>PSP 2016</b>	January		February		March		3 mo to date	
Assignments	605	4.9%	547	5.8%	607	-5.0%	1759	1.5%
# of licensed pilots w/o Pres	51		51		51			
Average Assgn/pilot	11.86		10.73					
# of assignment change	28		30		-32		26	
Tariff Revenue-Trans	\$2,443,846	10.95%	\$2,269,624	12.09%	\$2,419,887	2.32%	\$7,133,357	8.20%
RPA-Revenue per Assign	\$4,039	5.82%	\$4,149	5.94%	\$3,986.63	7.71%	\$4,058	6.47%
Moves	589	4.1%	538	7.4%	591	-5.1%	1718	
Gross Tonnage	29,609,106	7.33%	27,830,304	12.80%	29,667,076	2.18%	87,106,486	7.15%

<b>PSP 2015</b>	January		February		March		3 mo to date	
Assignments	577	-9.7%	517	-11.3%	639	2.6%	1733	-6.1%
# of licensed pilots w/o Pres	53		54		53			
Average Assgn/pilot	10.89		9.75		12.29			
# of assignment change	-62		-66		16		-112	
Tariff Revenue-Trans	\$2,202,588	-13.78%	\$2,024,841	-10.47%	\$2,365,096	-1.62%	\$6,592,525	-8.69%
RPA-Revenue per Assign	\$3,817	-4.51%	\$3,917	0.96%	\$3,701.25	-4.08%	\$3,812	-2.56%
Moves	566	-10.3%	501	-12.4%	623	1.0%	1690	
Gross Tonnage	27,588,264	-13.54%	24,671,828	-14.41%	29,034,609	-5.20%	81,294,701	-11.02%

<b>PSP 2014</b>	January		February		March		3 mo to date	
Assignments	639	-3.47%	583	0.69%	623	0.32%	1845	-0.9%
# of licensed pilots w/o Pres	53		54	+1.5 p	54	+1 p		
Average Assgn/pilot	12.06		11.00		11.75			
# of assignment change	-23		530.5		570		1077.5	
Tariff Revenue-Trans	\$2,554,575	2.44%	\$2,261,575	1.42%	\$2,403,969	4.02%	\$7,220,119	2.64%
RPA-Revenue per Assign	\$3,998	6.13%	\$3,879	0.73%	\$3,858.70	3.69%	\$3,912	3.5%
Moves	631	-2.32%	572	0.70%	617	1.48%	1820	
Gross Tonnage	31,907,495	1.52%	28,825,535	5.87%	30,626,216	7.72%	91,359,246	4.90%

<b>PSP 2013</b>	January		February		March		3 mo to date	
Total Assignments/ Month	662	5.08%	579	1.40%	621	4.19%	1862	3.6%
# of licensed pilots w/o Pres	51.34		52.5		53			
Average Assgn/pilot	12.89		11.24		11.94			
# of assignment change	32		8		25		65	
Tariff Revenue-Trans	\$2,493,701	5.04%	\$2,229,846	4.98%	\$2,311,037	12.10%	\$7,034,584	3.59%
RPA-Revenue per Assign	\$3,767	-0.03%	\$3,851	3.53%	\$3,721	7.58%	\$3,780	3.76%
Moves	646	4.36%	568	1.61%	608	5.19%	1822	
Gross Tonnage	31,428,636	3.51%	27,228,140	4.49%	28,430,900	9.33%	87,087,676	5.66%

<b>PSP 2012</b>	January		February		March		3 mo to date	
Total Assignments/ Month	630	3.11%	571	0.53%	596	-3.25%	1797	0.1%
# of licensed pilots w/Pres	51		51		51.1			
Average Assgn/pilot	12.60		11.42		0.00			
# of assignment change	19		-2		-20		-3	
Tariff Revenue-Trans	\$2,373,948	7.85%	\$2,123,989	4.15%	\$2,061,646	-10.02%	\$6,559,583	0.32%
RPA-Revenue per Assign	\$3,768	4.59%	\$3,720	3.60%	\$3,459	-7.00%	\$3,649	0.32%
Moves	619	3.34%	559	0.18%	578	-3.99%	1756	
Gross Tonnage	30,363,264	8.47%	26,057,669	1.46%	26,005,418	-9.18%	82,426,351	0.14%

<b>PSP 2011</b>	January		February		March		3 mo to date	
Total Assignments/ Month	611		568		616		1795	
# of licensed pilots w/Pres	53		53		53			
Average Assgn/pilot	11.75		10.92		11.85			
# of assignment change	41		-4		-4		33	
Tariff Revenue-Trans	\$2,201,209		\$2,039,383		\$2,291,252		\$6,531,844	
RPA-Revenue per Assign	\$3,603		\$3,590		\$3,720		\$3,638	
Moves	599		558		602		1759	
Gross Tonnage	27,993,179		25,682,377		28,633,920		82,309,476	

## 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>16</b>										<b>44</b>	
		-35.0%	-40.0%	-46.7%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-78.0%	
2015 Grays Hbr	Cooke	0	3	Retired	2/7/15									<b>3</b>	
	D'Angelo	18	20	28	10	10	19	4	16	8	11	10	8	<b>162</b>	
	White	2	2	2	2	2	7	3	0	2	3	7	3	<b>35</b>	
<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>

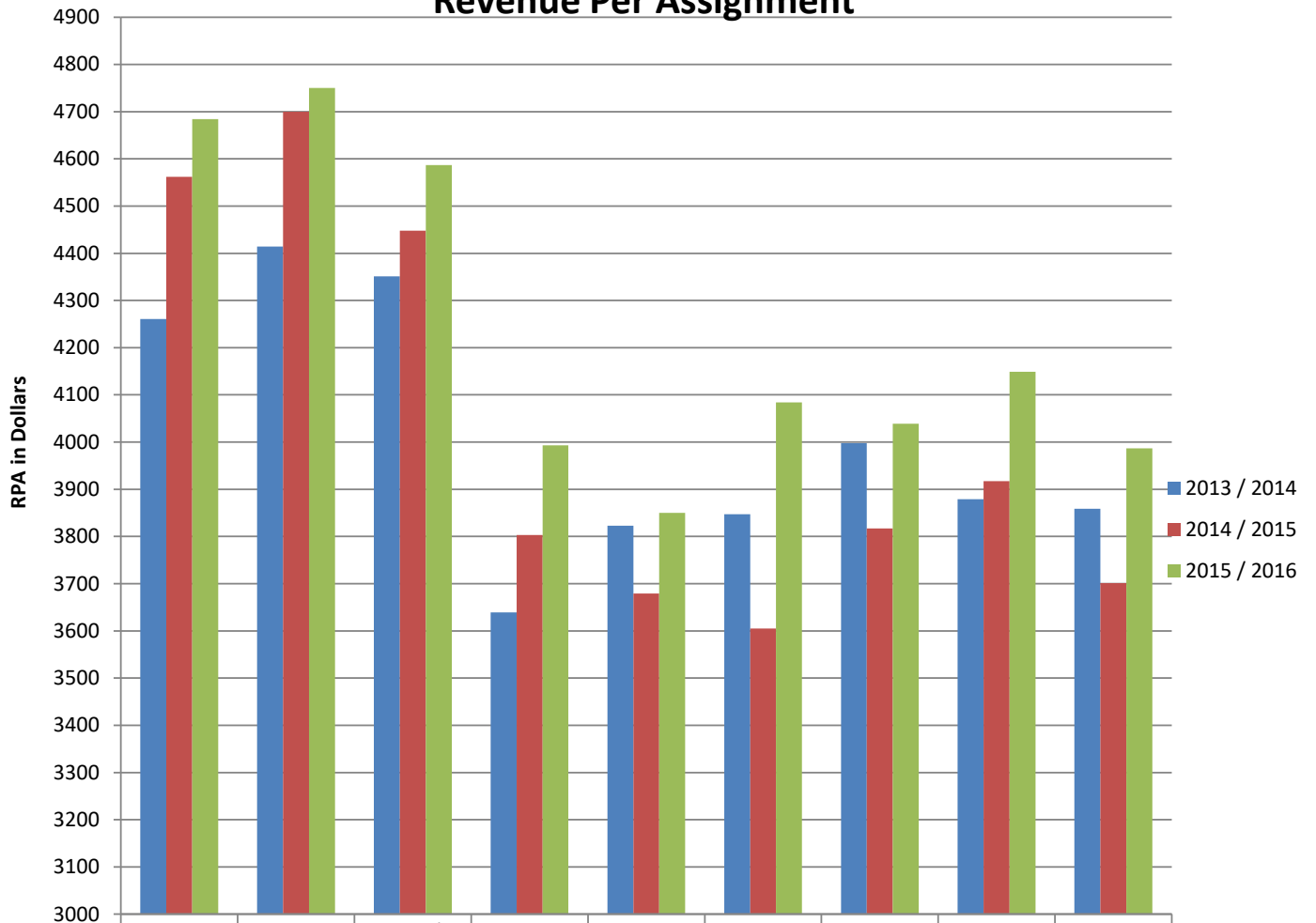
2016	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
February	\$ 4,055	\$ 4,149	2,269,624	79,737	2,349,361	547	9
March	\$ 4,203	\$ 3,987	2,419,890	90,643	2,510,533	607	16
ytd			\$ 7,133,360	\$ 258,844	\$ 7,392,204	1759	41
Δ YTD	Δ (5)		540,835	23,302	564,136	26	(2)

2015	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	\$ 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	67

2014	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	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)	(16)

2013	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		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
	97	184	\$ 955,959	145,073	\$ 1,101,032	50	(15)

## Revenue Per Assignment



	July	August	September	October	November	December	January	February	March
2013 / 2014	4261	4414	4351	3639	3823	3847	3998	3879	3859
2014 / 2015	4562	4700	4448	3803	3679	3605	3817	3917	3701
2015 / 2016	4684	4750	4587	3993	3850	4084	4039	\$4,149	3987

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										Wood Chip	
			1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip
Jan		589	121	84	61	157	166	0	88	39	232		14	4	1	1		19	191	
Feb	1,127	538	91	102	43	139	163	0	90	45	212		7		2		18	164		
Mar	1,718	591	102	92	58	150	189	0	97	52	236	0	8	0	1	0	0	20	177	
		1718	314	278	162	446	518	0	275	136	680	0	29	4	2	3	0	57	532	0
2015/2016 ytd Δ		28	20	12	21	(65)	51	(5)	(17)	13	18	0	(13)	3	(45)	1	0	(5)	75	(2)

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	
Nov	6,996	629	117	100	65	177	170	0	85	38	237		7		57		1	19	185	
Dec	7,627	631	136	100	78	144	171	2	71	42	231		9		67			22	189	
		7627	1427	1038	689	2361	2094	12	948	541	2732	0	161	10	428	389	8	253	2155	2
2014/2015 ytd Δ		111	202	(34)	22	(43)	(54)	12	(104)	17	(70)	(5)	(14)	(2)	382	20	(8)	(9)	(96)	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	0	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	IntraHbr						Car											
			≤ 30 mi 1	≤ 30 mi 2	≤ 50 mi 3	≤ 75 mi 4	≤ 100mi 5	101+ mi 6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
Jan		646	101	104	58	192	191	0	95	40	257		5	2	4	1		17	225	
Feb	1,214	568	81	88	49	172	178		82	43	229		15	1		5		19	174	
Mar	1,822	608	95	101	49	175	185	2	91	42	228		14		4			26	203	
Apr	2,379	557	71	91	35	186	174		52	47	241		13	3	12			22	167	
May cruise	3,031	652	93	94	48	239	178		64	42	245		21		7	59		23	191	
June ship	3,705	674	84	81	56	286	167		62	44	246		8	1	9	89	2	21	192	
July season	12,521	708	103	117	46	271	171	0	51	43	244		14	1	23	80		22	230	
August in	5,109	696	89	88	58	278	183	0	64	42	247		21	1	11	84		26	200	
Sept blue	5,758	649	78	92	59	237	183		48	46	239		28	2	5	59	4	18	200	
October	6,427	669	115	92	62	201	199		111	45	245		7		14		5	24	218	
November	7,061	634	106	92	60	182	194		104	50	245		11		2			21	201	
December	7,702	641	130	86	62	187	176		95	48	227	1	16	1	26			21	206	
		7702	1146	1126	642	2606	2179	2	919	532	2893	1	173	12	117	377	11	260	2407	0
2012/2013 ytd Δ	65		4	111	47	(211)	132	(19)	(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)

YTD	APRIL 2016								
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
35	0	Up to 500							
198	0	500-599							
492	0	600-699							
234	0	700-799							
204	0	800-899							
310	0	900-999							
245	0	1000--							
YTD totals			1718	314	278	162	446	518	0

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

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

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

YTD	MARCH 2016								
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
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	
YTD totals			591	102	92	58	150	189	0
2016 YTD totals			1718	314	278	162	446	518	0

YTD	MARCH 2015								
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
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
2015 YTD totals			1684	294	266	141	511	467	5

YTD	MARCH 2014								
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
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	
100	800-899	6	21	10	28	35	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
2014 YTD totals			1820	313	294	155	501	557	0

YTD	MARCH 2013								
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
56	22	Up to 500	3	4	3	9	3	0	
229	80	500-599	18	11	11	27	13	0	
480	164	600-699	23	43	22	47	29	0	
247	72	700-799	10	2	3	10	47	0	
265	93	800-899	4	24	8	21	34	2	
411	129	900-999	19	17	2	50	41	0	
133	47	1000--	18	0	0	11	18	0	
YTD totals			608	95	101	49	175	185	2
2013 YTD totals			1822	277	293	156	539	554	2

YTD	FEBRUARY 2016								
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
20	6	Up to 500	2	0	4	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		
YTD totals			538	91	102	43	139	163	0
2016 YTD totals			1127	212	186	104	296	329	0

YTD	FEBRUARY 2015								
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
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
2015 YTD totals			1063	155	181	91	343	288	5

YTD	FEBRUARY 2014								
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
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
2014 YTD totals			1203	207	195	108	323	370	0

YTD	FEBRUARY 2013								
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
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
2013 YTD totals			1214	182	192	107	364	369	0

YTD	JANUARY 2016								
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
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			
YTD totals			589	121	84	61	157	166	0

YTD	JANUARY 2015							
	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
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			