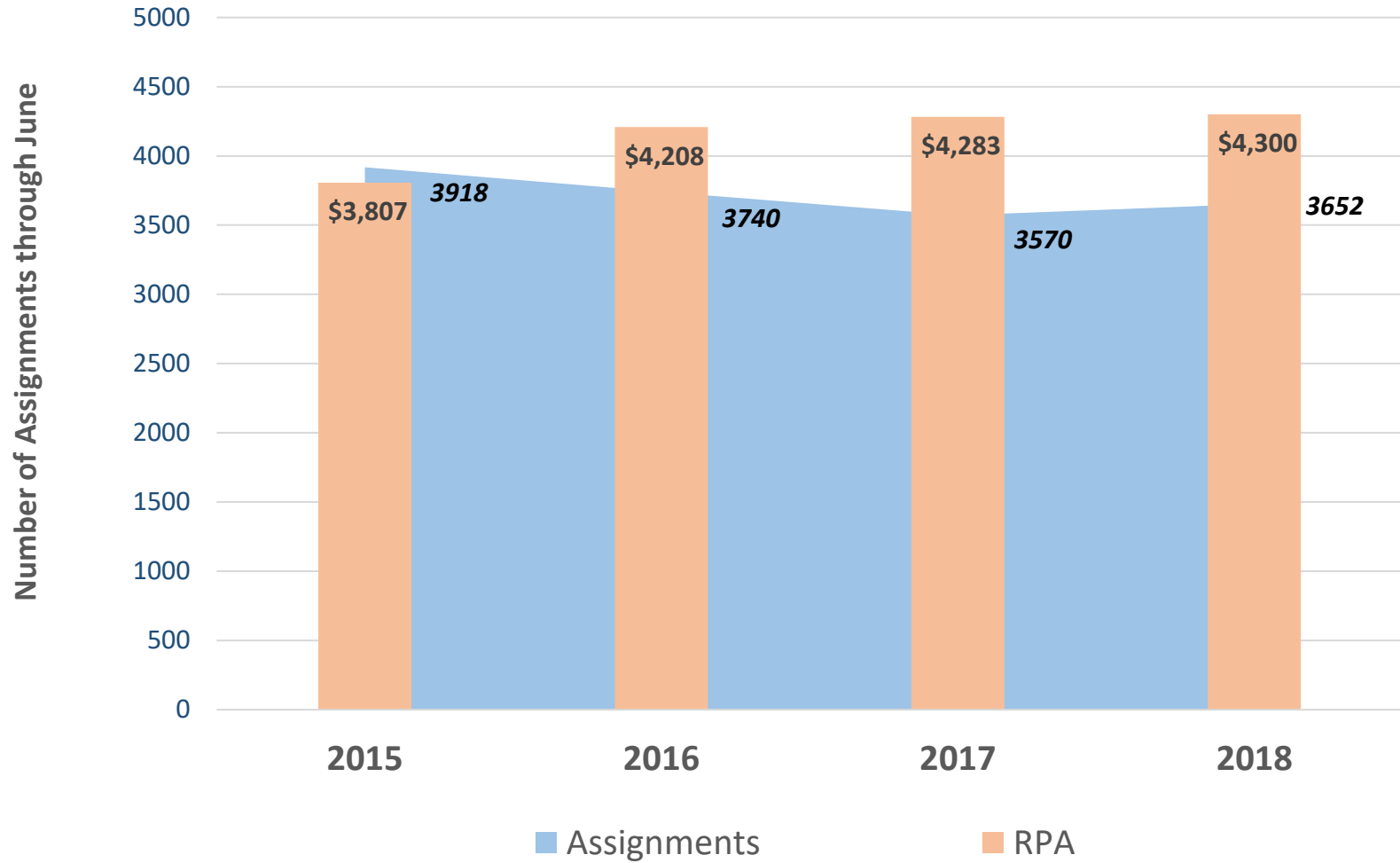


PSP 2018	January		February		March		April		(cruise season) May	(cruise season) June	Jun to prev Jun	6 mo to date	compared to previous year
Tariff Revenue-Trans	\$2,371,509	\$2,279,245	\$2,357,526	\$2,197,452	\$3,001,506	\$3,496,544	14.3%	\$15,703,782	2.7%				
RPA-Revenue per Assign	\$3,939	\$4,099	\$4,044	\$4,123	\$4,473	\$4,946	2.8%	\$4,301	0.4%				
# of licensed pilots w/o Pres	50	50	50	50	49	49	-3.9%						
Average Assgn/pilot on rotation	12.30	11.35	11.90	10.88	13.98	15.04		12.58					
# pilots with < 6 jobs (+1=Pres)	3 + 1	2 + 1	5 + 1	8 + 1	4 + 1	4 + 1							
Assignments	602	556	583	533	671	707	11.2%	3652	2.3%				
Assignment change	-4	27	13	-32	7	71		82					
Moves	579	542	563	525	656	700	12.0%	3565	2.1%				
Moves change	-15	22	15	-25	2	75		74					
Cancellations	23	14	20	8	15	7	-36.4%	87	10.1%				
Tonnage Revenue	\$1,364,136	\$1,306,390	\$1,350,510	\$1,278,904	\$1,836,056	\$2,219,302	14.9%	\$9,355,298	3.7%				
Tonnage Revenue per Move	\$2,356	\$2,410	\$2,399	\$2,436	\$2,799	\$3,170		\$2,624					
Gross Tonnage Moved	27,962,363	26,106,585	27,303,886	25,704,844	34,965,346	39,710,847	16.1%	181,753,871	0.2%				
PSP 2017	January		February		March		April		(cruise season) May	(cruise season) June	Jun to prev Jun	6 mo to date	compared to previous year
Tariff Revenue-Trans	\$2,488,326	\$2,183,031	\$2,273,861	\$2,315,825	\$2,968,949	\$3,060,089	-4.8%	\$15,290,081	-2.8%				
RPA-Revenue per Assign	\$4,106	\$4,127	\$3,989	\$4,099	\$4,471	\$4,811	8.5%	\$4,283	1.8%				
# of licensed pilots w/o Pres	51	51	51	51	51	51							
Average Assgn/pilot on rotation	11.88	10.37	11.18	11.08	13.02	12.72		11.71					
# pilots with < 6 jobs (+1=Pres)	2 + 1	5 + 1	3 + 1	5 + 1	7+1	2 + 1							
Assignments	606	529	570	565	664	636	-12.3%	3570	-4.5%				
Assignment change	1	-18	-37	-19	-8	-89		-170					
Moves	594	520	548	550	654	625	-12.0%	3491	-4.8%				
Moves change	5	-18	-43	-23	-11	-85		-175					
Cancellations	12	9	22	15	10	11	-26.7%	79	6.8%				
Tonnage Revenue	\$1,456,699	\$1,256,480	\$1,261,965	\$1,305,187	\$1,808,684	\$1,931,955	0.5%	\$9,020,970	-0.3%				
Tonnage Revenue per Move	\$2,452	\$2,416	\$2,303	\$2,373	\$2,766	\$3,091	14.1%	\$2,584	4.7%				
Gross Tonnage Moved	31,303,842	27,225,601	27,446,553	27,831,924	33,410,880	34,205,855	-7.8%	181,424,655	-3.9%				
PSP 2016	January		February		March		April		(cruise season) May	(cruise season) June	Jun to prev Jun	6 mo to date	to previous year
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	\$3,039,515	\$3,215,179	0.1%	\$15,738,245	5.5%				
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	\$4,523	\$4,435	9.2%	\$4,208	10.5%				
# of licensed pilots w/o Pres	51	51	50	51	51	51							
Average Assgn/pilot	12.26	10.73	12.14	11.45	13.18	14.22		12.33					
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1							
Assignments	605	547	607	584	672	725	-8.3%	3740	-4.5%				
Assignment change	28	30	-32	-36	-102	-66		-178					
Moves	589	538	591	573	665	710	-7.9%	3666	-4.0%				
Moves change	23	37	-32	-25	-95	-61		-153	-27.0%				
Cancellations	16	9	16	11	7	15	-0.4%	74					
Tonnage Revenue	\$1,329,440	\$1,296,111	\$1,345,308	\$1,322,435	\$1,832,625	\$1,923,132	5.9%	\$9,049,051	12.1%				
Tonnage Revenue per Move	\$2,257	\$2,409	\$2,276	\$2,308	\$2,756	\$2,709	15.0%	\$2,468	16.8%				
Gross Tonnage Moved	29,609,106	27,830,304	29,667,076	28,676,198	35,896,326	37,105,794	-1.8%	188,784,804	5.5%				

**Puget Sound Pilots**  
**Revenue Per Assignment and Number of Assignments**  
**Through June 2015 - 2018**



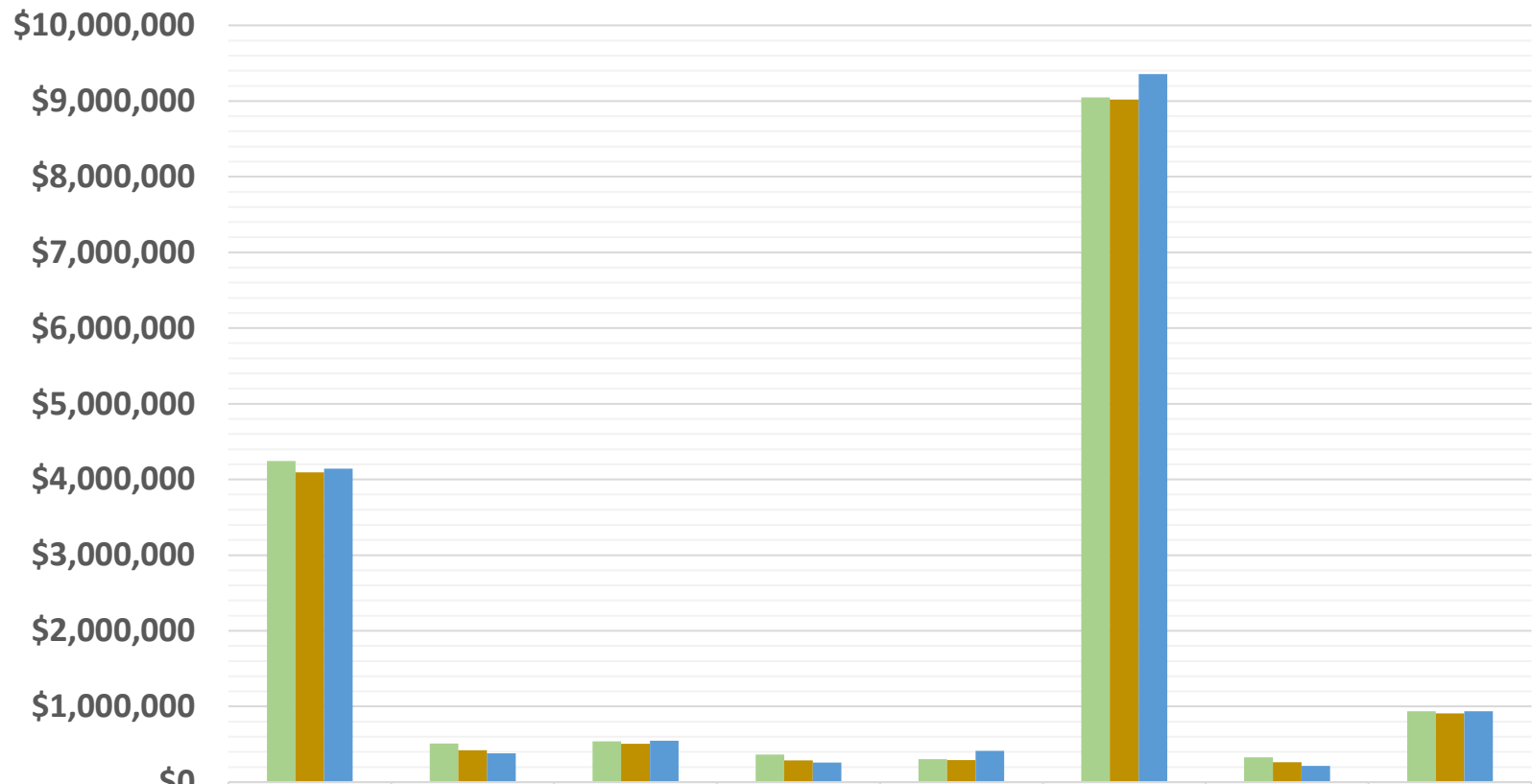
Just the Basics  
2018-2015

MONTH								Year to Date						
2018 Month Revenue minus Transp				Assignments		RPA for month		YTD Revenue		YTD Assgn		YTD RPA		
	Jan	-4.7%	2,371,508	602	-0.7%	3,939	-4.1%						-0.7%	
	Feb	4.4%	2,279,245	556	5.1%	4,099	-0.7%	\$	4,650,753	-0.4%	1,158	2.0%	4,016	-2.4%
	Mar	3.7%	2,357,526	583	2.3%	4,044	1.3%		7,008,279	0.9%	1,741	2.1%	4,025	-1.2%
	Apr	-5.1%	2,197,452	533	-5.7%	4,123	0.6%		9,205,731	-0.6%	2,274	0.2%	4,048	-0.8%
	May	1.1%	3,001,506	671	1.1%	4,473	0.0%		12,207,237	-0.2%	2,945	0.4%	4,145	-0.6%
	Jun	14.3%	3,496,544	707	11.2%	4,946	2.8%		15,703,781	2.7%	3,652	2.3%	4,300	0.4%
2017 Month Revenue minus Transp				Assignments		RPA for month		YTD Revenue		YTD Assgn		YTD RPA		
	Jan	1.8%	2,488,326	606	0.2%	4,106	1.7%							
	Feb	-3.8%	2,183,032	529	-3.3%	4,127	-0.5%	\$	4,671,358	-0.9%	1,135	-1.5%	4,116	0.6%
	Mar	-6.0%	2,274,287	570	-6.1%	3,990	0.1%		6,945,645	-2.6%	1,705	-3.1%	4,074	0.5%
	Apr	-1.5%	2,315,825	565	-3.3%	4,099	1.9%		9,261,470	-2.3%	2,270	-3.1%	4,080	0.8%
	May	-2.3%	2,968,949	664	-1.2%	4,471	-1.1%		12,230,419	-2.3%	2,934	-2.7%	4,169	0.4%
	Jun	-4.8%	3,060,089	636	-12.3%	4,811	8.5%		15,290,508	-2.8%	3,570	-4.5%	4,283	1.8%
2016 Month Revenue minus Transp				Assignments		RPA for month		YTD Revenue		YTD Assgn		YTD RPA		
	Jan	11.0%	2,443,846	605	4.9%	4,039	5.8%							
	Feb	12.1%	2,269,624	547	5.8%	4,149	5.9%	\$	4,713,470	11.5%	1,152	5.3%	4,092	5.9%
	Mar	2.3%	2,419,890	607	-5.0%	3,987	7.7%		7,133,360	8.2%	1,759	1.5%	4,055	6.6%
	Apr	9.2%	2,350,195	584	-5.8%	4,024	15.9%		9,483,555	8.4%	2,343	-0.4%	4,048	8.9%
	May	2.7%	3,039,515	672	-13.2%	4,523	18.3%		12,523,070	7.0%	3,015	-3.6%	4,154	11.0%
	Jun	0.1%	3,215,179	725	-8.3%	4,435	9.2%		15,738,249	5.5%	3,740	-4.5%	4,208	10.5%
2015 Month Revenue minus Transp				Assignments		RPA for month		YTD Revenue		YTD Assgn		YTD RPA		
	Jan	-13.8%	2,202,588	577	-9.7%	3,817	-4.5%							
	Feb	-10.5%	2,024,842	517	-11.3%	3,917	1.0%	\$	4,227,430	-12.2%	1,094	-10.5%	3,864	-2.0%
	Mar	-1.6%	2,365,096	639	2.6%	3,701	-4.1%		6,592,526	-8.7%	1,733	-6.1%	3,804	-2.8%
	Apr	-12.6%	2,153,086	620	-1.6%	3,473	-11.2%		8,745,612	-9.7%	2,353	-4.9%	3,717	-5.0%
	May	-2.5%	2,959,296	774	15.4%	3,823	-15.5%		11,704,908	-8.0%	3,127	-0.6%	3,743	-7.4%
	Jun	5.8%	3,210,995	791	14.6%	4,059	-7.7%		14,915,903	-5.3%	3,918	2.1%	3,807	-7.3%

PSP Source of Revenue  
Jan-June 2018-2016

SUMMARY OF PSP															
Earned Revenue Rpt															
<u>Calendar Year</u>															
	2018 1st Qtr YTD		2018 2nd Qtr YTD		2018 YTD		2017 1st Qtr YTD		2017 2nd Qtr YTD		2017 YTD		2016 1st Qtr YTD	2016 2nd Qtr YTD	2016 YTD
						YTD Change						YTD Change			
<b>--Counters &amp; Misc Totals--</b>															
Seattle Assigns	382	-8.4%	621	1.6%	1,003	-2.4%	417	0.5%	611	0.7%	1,028	0.6%	415	607	1,022
Ship Assigns	1,741	2.1%	1,911	2.4%	3,652	2.3%	1,705	-3.1%	1,866	-5.8%	3,571	-4.5%	1,759	1,981	3,740
Pilot Boat Assigns	1,241	1.9%	1,451	4.2%	2,692	3.1%	1,218	-2.9%	1,393	-3.3%	2,611	-3.1%	1,254	1,440	2,694
Tonnage Surcharge/Moves	1,661	-0.1%	1,881	2.8%	3,566	2.1%	1,662	-3.3%	1,829	-6.1%	3,491	-4.8%	1,718	1,948	3,666
Surcharge Revenue	\$4,021,037	1.2%	\$5,334,262	5.7%	\$9,355,299	3.7%	\$3,975,144	0.1%	\$5,045,826	-0.6%	\$9,020,970	-0.3%	\$3,970,859	\$5,078,192	\$9,049,051
<b>--Source of Revenue Breakdown--</b>															
		Qtr end change				YTD Change		Qtr end change		Qtr end change	Revenue	YTD Change			
LOA/Zone (*)	\$1,900,570	-0.3%	\$2,242,724	2.5%	\$4,143,294	1.2%	\$1,906,628	-3.3%	2,187,021	-3.8%	\$4,093,649	-3.5%	\$1,971,175	\$2,272,257	\$4,243,432
Harbor Shift (*)	176,530	-26.8%	204,143	13.4%	380,673	-9.6%	241,232	-5.4%	179,973	-29.5%	421,205	-17.5%	255,129	255,161	510,290
Transportation (**)	289,148	19.1%	257,330	-3.0%	546,478	7.6%	242,747	-6.2%	265,285	-5.3%	508,032	-5.7%	258,844	279,996	538,840
BC Surcharge (***)	132,741	70.3%	88,494	-17.6%	221,235	19.3%	77,959	5.7%	107,457	-8.9%	185,416	-3.3%	73,745	117,992	191,737
Bridge Transit (***)	13,844	-30.0%	23,388	0.6%	37,232	-13.5%	19,771	-18.2%	23,252	-15.2%	43,023	-16.6%	24,180	27,428	51,608
Waterway (***)	116,660	-26.2%	142,652	8.9%	259,312	-10.3%	158,042	-15.0%	130,986	-26.6%	289,028	-20.7%	185,991	178,429	364,420
Tonnage Surcharge (***)	4,021,037	1.2%	5,334,262	5.7%	9,355,299	3.7%	3,975,144	0.1%	5,045,826	-0.6%	9,020,970	-0.3%	3,970,859	5,078,192	9,049,051
Cancellations (***)	36,165	32.2%	17,503	-19.2%	53,668	9.5%	27,352	11.4%	21,649	10.6%	49,001	11.1%	24,548	19,570	44,118
Compass Adj (***)	718		2,513	600.0%	3,231	200.0%	718	-33.3%	359	-85.7%	1,077	-70.0%	1,077	2,513	3,590
Standby/Sail Delay (***)	57,612	-17.0%	68,298	-11.8%	125,910	-14.3%	69,412	-21.7%	77,466	8.2%	146,878	-8.3%	88,610	71,604	160,214
Slow Down (***)	12,640	-13.0%	44,716	13.3%	57,356	6.3%	14,522	-73.2%	39,456	-9.5%	53,978	-44.8%	54,252	43,611	97,863
Salmon Bay (***)	2,532	1100.0%	2,321	83.3%	4,853	228.6%	211	0.5%	1,266	0.0%	1,477	0.1%	210	1,266	1,476
Lk Union/Washington (***)	328	100.0%	1,312	33.3%	1,640	42.9%	164	0.0%	984		1,148	-7.6%	164	1,078	1,242
Sea Trials (***)	86,866	2236.4%	1,014		87,880	2263.6%	3,718	0.0%	0		3,718	-66.2%	3,718	7,267	10,985
Delayed Arr & Dock Delay (***)	15,115	-43.7%	16,476	-55.1%	31,591	-50.3%	26,852	-38.0%	36,716	34.0%	63,568	-10.1%	43,310	27,400	70,710
Miscellaneous (***)	3,054	5354%	738	-90.8%	3,792	-53.1%	56		8,036		8,092		0	0	0
Pilot Boat (***)	431,868	1.9%	504,948	4.2%	936,816	3.1%	423,864	-2.9%	484,416	-3.3%	908,280	-3.1%	436,392	501,120	937,512
Total-Source Section	\$7,297,428	1.5%	\$8,952,832	4.0%	\$16,250,260	2.9%	\$7,188,392	-2.8%	8,610,148	-3.1%	\$15,798,540	-2.9%	\$7,392,204	\$8,884,884	\$16,277,088
<b>-----Revenue-----</b>															
						YTD Change					Revenue	YTD Change			
Mileage (LOA/Zone) (*)	\$2,077,100	-3.3%	\$2,446,867	3.4%	\$4,523,967	0.2%	\$2,147,860	-3.5%	2,366,994	-6.3%	\$4,514,854	-5.0%	\$2,226,304	\$2,527,418	\$4,753,722
Trans (**)	289,148	19.1%	257,330	-3.0%	546,478	7.6%	242,747	-6.2%	265,285	-5.3%	508,032	-5.7%	258,844	279,996	538,840
Special (***)	4,931,179	2.8%	6,248,635	4.5%	11,179,814	3.8%	4,797,785	-2.2%	5,977,868	-1.6%	10,775,654	-1.9%	4,907,056	6,077,470	10,984,526
Total -Revenue Section	\$7,297,428	1.5%	\$8,952,832	4.0%	\$16,250,260	2.9%	\$7,188,392	-2.8%	8,610,148	-3.1%	\$15,798,540	-2.9%	\$7,392,204	\$8,884,884	\$16,277,088
RPA including transportation	\$4,192	0.0%	\$4,095	-2.4%	\$8,287	97.3%	\$4,192	0.0%	\$4,619	10.9%	\$4,224	-3.1%	\$4,192	\$4,344	\$8,536
Revenue/Assignment, w/o Transp	\$4,025		\$4,550		\$4,300	0.4%	\$4,074		\$4,472		\$4,282	1.8%	\$4,055	\$4,344	4,208
<b>Other Stats</b>															
						YTD Change					Revenue	YTD Change			
Pilot Boat Charges	\$431,868	1.9%	\$504,948	4.2%	\$936,816	3.1%	\$423,864	-2.9%	\$484,416	-3.3%	\$908,280	-3.1%	\$436,392	\$501,120	\$937,512
Pilot Boat Assignments	1,241	1.9%	1,451	4.2%	2,692	3.1%	1,218	-2.9%	1,393	-3.3%	2,611	-3.1%	1,254	1,440	2,694
Avg	348		348		\$348		348		348		\$348		348	\$348	\$348
Tonnage Surcharge Revenue	\$4,021,037	1.2%	\$5,334,262	5.7%	\$9,355,299	3.7%	\$3,975,144	0.1%	\$5,045,826	-0.6%	\$9,020,970	-0.3%	\$3,970,859	\$5,078,192	\$9,049,051
Tonnage Surcharge Charge # moves	1,661	-0.1%	1,881	2.8%	3,566	2.1%	1,662	-3.3%	1,829	-6.1%	3,491	-4.8%	1,718	1,948	3,666
Avg Tonnage Surcharge/Move	\$2,421	1.2%	\$2,836	2.8%	\$2,623	1.5%	\$2,392	3.5%	\$2,759	5.8%	\$2,584	4.7%	\$2,311	\$2,607	\$2,468

## PSP Source of Revenue by Tariff Category at June 30 2016, 2017, 2018



	LOA/Zone	Harbor Shift	Transp	Waterwy	BC/Bridge /Cancels	Tonnage Surcharge	Slow/Stby/Delay	Pilot Boat
June YTD 2016	4,243,432	510,290	538,840	364,420	304,756	9,049,051	328,787	937,512
June YTD 2017	4,093,649	421,205	508,032	289,028	292,952	9,020,970	264,424	908,280
June YTD 2018	4,143,294	380,673	546,478	259,312	413,531	9,355,299	214,857	936,816

TONNAGE, NUMBER OF MOVES -- BY VESSEL TYPE  
2018 - 2015

	<u>Bulker</u>		<u>Car Carrier</u>		<u>Container</u>		<u>General</u>		<u>Naval</u>		<u>Other</u>		<u>Passenger</u>		<u>Reefer #</u>		<u>Ro-Ro</u>		<u>Tanker</u>		<u>ATB</u>		<u>Total Tonnage #</u>	
	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	# moves	% all Tankers	Tonnage	# moves
April	4,056,297	120	1,912,131	31	11,645,863	171	35,906	8	9,800	2	55,338	7	649,109	7	-	0	573,200	16	6,767,200	128	35	21%	25,704,844	525
May cruise	3,644,061	112	2,570,354	41	15,328,921	226	141,781	10	-	-	36,038	7	5,838,208	77	-	0	726,153	22	6,679,830	125	36	22%	34,965,346	656
June ship	3,240,141	98	2,475,740	44	14,958,593	218	35,936	10	-	-	77,550	20	9,618,293	95	32,412	3	644,850	18	8,627,332	151	43	22%	39,710,847	700
<b>2018</b>	<b>20,832,069</b>	<b>621</b>	<b>13,166,865</b>	<b>220</b>	<b>79,828,961</b>	<b>1,188</b>	<b>288,473</b>	<b>67</b>	<b>9,800</b>	<b>4</b>	<b>1,065,452</b>	<b>85</b>	<b>16,118,202</b>	<b>182</b>	<b>32,412</b>	<b>3</b>	<b>3,969,935</b>	<b>107</b>	<b>46,441,702</b>	<b>800</b>	<b>288</b>	<b>26%</b>	<b>181,753,871</b>	<b>3,565</b>
YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg
YTD Avg/Month	3,472,012	104	2,194,478	37	13,304,827	198	48,079	11	1,960	1	177,575	14	2,686,367	30	6,482	1	661,656	18	7,740,284	133	48		30,292,312	594
CHANGE FROM																								
Δ 2018/2017	2,144,547	57	(1,093,407)	(19)	(4,274,714)	(29)	119,184	(4)	(452,188)	(7)	714,214	40	478,268	15	(11,871)	(4)	10,135	(7)	2,695,048	71	(39)		329,216	74
April	3,130,116	99	2,707,280	45	14,368,420	203	27,790	1	-	0	59,529	5	337,156	4	11,982	2	619,009	18	6,570,642	120	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	137	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	137	64	32%	34,205,855	625
<b>2017</b>	<b>18,687,522</b>	<b>564</b>	<b>14,260,272</b>	<b>239</b>	<b>84,103,675</b>	<b>1,217</b>	<b>169,289</b>	<b>71</b>	<b>461,988</b>	<b>11</b>	<b>351,238</b>	<b>45</b>	<b>15,639,934</b>	<b>167</b>	<b>44,283</b>	<b>7</b>	<b>3,959,800</b>	<b>114</b>	<b>43,746,654</b>	<b>729</b>	<b>327</b>	<b>31%</b>	<b>181,424,655</b>	<b>3,491</b>
YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg
YTD Avg/Month	3,114,587	94	2,376,712	40	14,017,279	203	28,215	12	92,398	2	58,540	8	2,606,656	28	8,857	1	659,967	19	7,291,109	122	55		30,237,443	582
CHANGE FROM																								
Δ 2017/2016	2,685,923	34	(494,200)	(21)	(9,656,964)	(132)	(1,376,656)	8	393,923	7	(156,657)	1	1,551,239	14	(8,676)	-	(807,948)	(15)	(435,169)	(66)	(92)		(8,305,185)	(262)
April	1,924,414	70	2,281,522	41	15,156,547	216	246,272	8	-	-	52,792	11	172,546	2	-	-	810,206	25	8,242,214	136	64	32%	28,886,513	573
May cruise	2,329,137	84	2,358,483	41	16,271,648	232	189,699	9	-	-	369,555	20	6,114,916	64	-	-	678,044	18	7,749,381	126	71	36%	36,060,863	665
June ship	3,069,125	101	2,460,911	42	15,342,801	221	408,293	17	-	-	49,858	11	7,783,710	84	52,959	7	1,289,103	29	7,009,062	198	87	31%	37,465,822	797
<b>2016</b>	<b>16,001,599</b>	<b>530</b>	<b>14,754,472</b>	<b>260</b>	<b>93,760,639</b>	<b>1,349</b>	<b>1,545,945</b>	<b>63</b>	<b>68,065</b>	<b>4</b>	<b>507,895</b>	<b>44</b>	<b>14,088,695</b>	<b>153</b>	<b>52,959</b>	<b>7</b>	<b>4,767,748</b>	<b>129</b>	<b>44,181,823</b>	<b>795</b>	<b>419</b>	<b>35%</b>	<b>189,729,840</b>	<b>3,753</b>
YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg	YTD Avg
YTD Avg	2,666,933	88	2,459,079	43	15,626,773	225	257,658	11	68,065	4	84,649	7	2,348,116	26	8,827	1	794,625	22	7,363,637	133	70		31,621,640	626
CHANGE FROM																								
Δ 2016/2015	217,115	14	(1,378,265)	(27)	9,363,683	(1)	(523,058)	(24)	16,307	(2)	(1,370,669)	(216)	743,249	3	18,957	3	362,987	2	3,265,233	81	(7)		10,715,539	(174)

	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE								SHIP MOVES BY TYPE											Totals	Totals	
			MEMO 2 Pilot jobs	MEMO Pilot Reposition	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker			ATB
Apr	2,209	525	34	120	77	87	52	160	149	0	120	31	171		8	2	7	7	0	16	128	35		525
May	2,865	656	53	147	110	80	48	239	178	1	112	41	226		10	0	7	77	0	22	125	36		656
June	3,565	700	51	134	103	78	60	276	183		98	44	218		10	0	20	95	3	18	151	43		700
<b>2018</b>		<b>3565</b>	<b>241</b>	<b>642</b>	<b>561</b>	<b>528</b>	<b>358</b>	<b>1146</b>	<b>971</b>	<b>0</b>	<b>621</b>	<b>220</b>	<b>1188</b>	<b>0</b>	<b>67</b>	<b>4</b>	<b>85</b>	<b>182</b>	<b>3</b>	<b>107</b>	<b>800</b>	<b>288</b>		<b>3565</b>
@2018/2017 Δ	change	74	(35)		27	(39)	31	37	17	0	57	(19)	(29)	0	(4)	(7)	40	15	(4)	(7)	71	(39)	0	74

	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE								SHIP MOVES BY TYPE											Totals		
			NEW! 2 Pilot jobs		IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker		ATB Memo	Wood Chip
Apr	2,212	550	52	NR	97	75	49	166	163		99	45	203		1	0	5	4	2	18	120	53		550
May	2,866	654	29	NR	75	104	61	251	163		95	35	184		27	1	8	72	0	18	137	77		654
June	3,491	625	35	NR	76	83	61	255	150		60	36	186		4	2	19	89	5	23	137	64		625
<b>2017</b>		<b>3491</b>	<b>276</b>	<b>NR</b>	<b>534</b>	<b>567</b>	<b>327</b>	<b>1109</b>	<b>954</b>	<b>0</b>	<b>564</b>	<b>239</b>	<b>1217</b>	<b>0</b>	<b>71</b>	<b>11</b>	<b>45</b>	<b>167</b>	<b>7</b>	<b>114</b>	<b>729</b>	<b>327</b>	<b>0</b>	<b>3491</b>
@2017/2016 Δ	change	(175)	(70)		(113)	20	(27)	30	(85)	0	34	(21)	(132)	0	8	7	1	14	0	(15)	21	(92)	0	(175)

	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE								SHIP MOVES BY TYPE											Totals		
			NEW! 2 Pilot jobs		IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker		ATB Memo	Wood Chip
Apr	2,291	573	55	NR	107	79	64	155	168	0	70	41	216		8	0	11	2	0	25	136	64		573
May	2,956	665	62	NR	105	97	63	224	176		84	41	232		9	0	20	64	0	18	126	71		665
June	3,666	710	60	NR	121	93	65	254	177	0	101	42	221	0	17	0	11	84	7	29	111	87		710
<b>2016</b>		<b>3666</b>	<b>346</b>	<b>NR</b>	<b>647</b>	<b>547</b>	<b>354</b>	<b>1079</b>	<b>1039</b>	<b>0</b>	<b>530</b>	<b>260</b>	<b>1349</b>	<b>0</b>	<b>63</b>	<b>4</b>	<b>44</b>	<b>153</b>	<b>7</b>	<b>129</b>	<b>708</b>	<b>419</b>	<b>0</b>	<b>3666</b>
@2016/2015 Δ	change	(153)	incomplete data		(104)	21	39	(93)	0	(10)	14	(27)	(1)	0	(24)	(2)	(216)	3	3	2	102	(7)	0	(153)

	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE								SHIP MOVES BY TYPE											Totals		
					IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	mi 6	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker		ATB Memo	Wood Chip
Apr	2,288	598			127	60	59	174	178	0	78	43	224		16	1	37			24	107	68		598
May	3,048	760			178	92	50	238	197	5	76	54	232		23	1	103	62	2	20	104	83		760
June	3,819	771			152	108	65	249	197	0	70	67	232		6	3	71	86	2	21	105	108		771
<b>2015</b>		<b>3819</b>			<b>751</b>	<b>526</b>	<b>315</b>	<b>1172</b>	<b>1039</b>	<b>10</b>	<b>516</b>	<b>287</b>	<b>1350</b>	<b>0</b>	<b>87</b>	<b>6</b>	<b>260</b>	<b>150</b>	<b>4</b>	<b>127</b>	<b>606</b>	<b>426</b>	<b>0</b>	<b>3819</b>
@2015/2014 Δ	change	111	incomplete data		137	(27)	3	(30)	(68)	10	(34)	13	(79)	0	(10)	2	241	2	2	(2)	(530)	0	0	111

**REVENUE BY VESSEL TYPE**  
**Jan - June**  
**2018 and 2017**

Type of vessel	Revenue	Moves	Jan-18			Feb-18			Mar-18			Apr-18			May-18			Jun-18		
	2018	2018	Jan-18			Feb-18			Mar-18		Avg Mar	Apr-18			May-18			Jun-18		
	Totals	Totals	Revenue	Moves	Tonnage	Revenue	Moves	Tonnage	Revenue	Moves	\$ / move	Revenue	Moves	Tonnage	Revenue	Moves	Tonnage	Revenue	Moves	Tonnage
Bulker	\$1,580,303	621	\$ 247,217	104	3,439,902	\$ 237,832	90	2,998,709	\$ 268,260	97	\$2,766	\$ 301,937	120	4,056,297	\$ 271,258	112	3,644,061	\$ 253,799	98	3,240,141
Car Carrier	\$1,225,926	220	\$ 173,216	30	1,789,883	\$ 193,799	33	1,983,484	\$ 228,934	41	\$5,584	\$ 171,035	31	1,912,131	\$ 225,730	41	2,570,354	\$ 233,212	44	2,475,740
Container	\$6,836,650	1,188	\$ 1,105,464	191	12,733,269	\$ 1,044,454	184	12,346,595	\$ 1,103,605	198	\$5,574	\$ 1,033,697	171	11,645,863	\$ 1,287,097	226	15,328,921	\$ 1,262,333	218	14,958,593
General Purpose	\$435,851	67	\$ 106,365	14	27,776	\$ 114,404	17	35,464	\$ 38,762	8	\$4,845	\$ 55,749	8	35,906	\$ 55,251	10	141,781	\$ 65,320	10	35,936
Naval		4	\$ -	0	0	\$ -	0	0	\$ -	2	\$0	NR	2	9,800		0	0		0	0
Passenger	\$1,590,298	182	\$ 4,539	3	12,592	\$ -	0		\$ -	0		\$ 66,525	7	649,109	\$ 591,321	77	5,838,208	\$ 927,913	95	9,618,293
Reefer		3	\$ -	0		\$ -	0		\$ -	0		\$ -	0			0	0		3	32,412
Ro-Ro	\$403,808	107	\$ 66,351	15	704,729	\$ 56,149	16	630,344	\$ 73,614	20	\$3,681	\$ 60,535	16	573,200	\$ 78,030	22	726,153	\$ 69,129	18	644,850
Tanker	\$3,622,378	1,088	\$ 661,848	200	8,910,462	\$ 627,963	182	7,759,574	\$ 639,901	188	\$3,404	\$ 511,079	163	6,767,200	\$ 492,253	161	6,679,830	\$ 689,334	194	8,627,332
PSP Rpt	\$15,695,214		\$ 2,365,000	557	27,618,613	\$ 2,274,601	522	25,754,170	\$ 2,353,076	554	\$4,247	\$ 2,200,557	518	25,649,506	\$ 3,000,940	649	34,929,308	\$ 3,501,040	680	39,633,297
Revenue Rpt	\$15,703,782		\$ 2,371,509	579	27,962,363	\$ 2,279,245	542	26,106,585	\$ 2,357,526	563	\$4,187	\$ 2,197,452	525	25,704,844	\$ 3,001,506	656	34,965,346	\$ 3,496,544	700	39,710,847
Type of vessel	Revenue	Moves	Jan-17			Feb-17			Mar-17			Apr-17			May-17			Jun-17		
	2017	2017	Jan-17			Feb-17			Mar-17		Avg Ma	Apr-17			May-17			Jun-17		
	Totals	Totals	Revenue	Moves	Tonnage	Revenue	Moves	Tonnage	Revenue	Moves	\$ / move	Revenue	Moves	Tonnage	Revenue	Moves	Tonnage	Revenue	Moves	Tonnage
Bulker	\$1,472,091	564	\$ 278,216	110	3,598,299	\$ 265,054	93	2,601,920	\$ 284,837	107	\$2,662	\$ 257,474	99	3,130,116	\$ 249,825	95	3,212,190	\$ 136,685	60	1,805,769
Car Carrier	\$1,308,604	239	\$ 237,945	43	2,601,920	\$ 201,209	36	2,168,144	\$ 242,161	44	\$5,504	\$ 237,063	45	2,707,280	\$ 200,121	35	2,132,667	\$ 190,105	36	2,127,447
Container	\$6,881,505	1,217	\$ 1,263,325	220	16,040,517	\$ 1,161,460	209	14,860,771	\$ 1,184,431	215	\$5,509	\$ 1,155,363	203	14,368,420	\$ 1,055,760	184	11,876,049	\$ 1,061,166	186	12,052,228
General Purpose	\$317,463	71	\$ 53,488	11	25,203	\$ 36,449	10	16,208	\$ 76,020	18	\$4,223	\$ 15,318	1	27,790	\$ 82,154	27	35,875	\$ 54,034	4	28,338
Naval		11	NR	5	227,040	\$ -	0	0	NR	3		\$ -	0	0		1	45,408		2	9,540
Passenger	\$1,504,936	167	\$ 1,150	1	5,841	\$ 1,150	1	5,841	\$ -			\$ 33,054	4	337,156	\$ 619,536	72	6,519,964	\$ 850,046	89	8,771,132
Reefer		7	\$ -	0		\$ -	0		\$ -	0		NR	2	11,982		0	0	NR	5	32,301
Ro-Ro	\$424,846	114	\$ 68,966	17	676,105	\$ 62,405	17	531,502	\$ 76,754	21	\$3,655	\$ 65,280	18	619,009	\$ 65,827	18	619,009	\$ 85,614	23	813,532
Tanker	\$3,313,331	1,056	\$ 575,241	183	8,074,610	\$ 445,345	148	6,202,672	\$ 394,443	137	\$2,879	\$ 538,565	173	6,570,642	\$ 686,570	214	8,909,827	\$ 673,167	201	8,447,766
PSP Rpt	\$15,222,776		\$ 2,478,331	590	31,249,535	\$ 2,173,072	514	26,387,058	\$ 2,258,645	545	\$4,144	\$ 2,302,117	545	27,772,395	\$ 2,959,793	646	33,350,989	\$ 3,050,817	606	34,088,053
Revenue Rpt	\$15,290,081		\$ 2,488,326	594	31,303,842	\$ 2,183,031	520	26,428,788	\$ 2,273,861	548	\$ 4,149	\$ 2,315,825	550	27,831,924	\$ 2,968,949	654	33,410,880	\$ 3,060,089	625	34,205,855