

Selected Comparatives Summary

PSP 2018	January	February	March	April	(cruise season) May	(cruise season) June	6 mo to date	July	August	Aug to prev Aug	8 months to date	
	Tariff Revenue-Trans	\$2,371,509	\$2,279,245	\$2,357,526	\$2,197,452	\$3,001,506	\$3,496,544	\$15,703,782	\$3,419,901	\$3,237,698	4.8%	\$22,361,382
RPA-Revenue per Assign	\$3,939	\$4,099	\$4,044	\$4,123	\$4,473	\$4,946	\$4,301	\$5,029	\$4,906	4.3%	\$4,479	2.5%
# of licensed pilots w/o Pres	50	50	50	50	49	49		49	49			
Average Assgn/pilot on rotation	12.30	11.35	11.90	10.88	13.98	15.04	12.58	14.38	14.04			
# pilots with < 6 jobs (+1=Pres)	3 + 1	2 + 1	5 + 1	8 + 1	4 + 1	4 + 1		4 + 1	5 + 1			
2nd pilot jobs	34	34	35	34	53	51	241	44	48		333	new
Repos	111	112	129	120	147	134	753	159	155		1067	new
Assignments	602	556	583	533	671	707	3652	680	660	2.6%	4992	2.1%
Assignment change	-4	27	13	-32	7	71	82	16	3		101	
Moves	579	542	563	525	656	700	3565	670	654	1.7%	4889	2.0%
Moves change	-15	22	15	-25	2	75	74	12	11		97	
Cancellations	23	14	20	8	15	7	87	10	6		103	
Tonnage Revenue	\$1,364,136	\$1,306,390	\$1,350,510	\$1,278,904	\$1,836,056	\$2,219,302	\$9,355,298	\$2,196,708	\$2,057,530	7.5%	13,609,536	5.0%
Tonnage Revenue per Move	\$2,356	\$2,410	\$2,399	\$2,436	\$2,799	\$3,170	\$2,624	\$3,279	\$3,146	5.7%	\$2,784	
Gross Tonnage Moved	27,962,363	26,106,585	27,303,886	25,704,844	34,965,346	39,710,847	181,753,871	38,776,957	36,491,140	6.8%	257,021,968	2.1%
PSP 2017	January	February	March	April	(cruise season) May	(cruise season) June	6 mo to date	July	August	Aug to prev Aug	Full Year to date	
	Tariff Revenue-Trans	\$2,488,326	\$2,183,031	\$2,273,861	\$2,315,825	\$2,968,949	\$3,060,089	\$15,290,081	\$3,235,074	\$3,089,703	-5.3%	\$31,675,728
RPA-Revenue per Assign	\$4,106	\$4,127	\$3,989	\$4,099	\$4,471	\$4,811	\$4,283	\$4,872	\$4,703	-1.0%	\$4,370	9.6%
# of licensed pilots w/o Pres	51	51	51	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	13.02	13.14			
# pilots with < 6 jobs (+1=Pres)	2 + 1	5 + 1	3 + 1	5 + 1	7+1	2 + 1		1 + 1	2 + 1			
Assignments	606	529	570	565	664	636	3570	664	657	-4.4%	7249	-5.4%
Assignment change	1	-18	-37	-19	-8	-89	-170	-30	-30		-392	
Moves	594	520	548	550	654	625	3491	658	643	-5.6%	7093	-5.7%
Moves change	5	-18	-43	-23	-11	-85	-175	-31	-38		-423	
Cancellations	12	9	22	15	10	11	79	6	14		156	33.3%
Tonnage Revenue	\$1,456,699	\$1,256,480	\$1,261,965	\$1,305,187	\$1,808,684	\$1,931,955	\$9,020,970	\$2,027,024	\$1,914,728	-4.8%	\$17,583,658	-2.0%
Tonnage Revenue per Move	\$2,452	\$2,416	\$2,303	\$2,373	\$2,766	\$3,091	\$2,584	\$3,081	\$2,978	0.8%	\$2,479	4.0%
Gross Tonnage Moved	31,303,842	27,225,601	27,446,553	27,831,924	33,410,880	34,205,855	181,424,655	36,250,722	34,174,789	-8.0%	339,403,259	-6.5%
PSP 2016	January	February	March	April	(cruise season) May	(cruise season) June	6 mo to date	July	August	Aug to prev Aug	Full Year to date	
	Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	\$3,039,515	\$3,215,179	\$15,738,245	\$3,320,803	\$3,261,886	-0.9%	\$30,534,748
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	\$4,523	\$4,435	\$4,208	\$4,785	\$4,748	0.0%	\$3,985	6.9%
# of licensed pilots w/o Pres	51	51	50	51	51	51		51	51		51	
Average Assgn/pilot	12.26	10.73	12.14	11.45	13.18	14.22	12.33	13.61	13.47			
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1		1 + 1	1+1			
Assignments	605	547	607	584	672	725	3740	694	687	-0.9%	7,662	-1.7%
Assignment change	28	30	-32	-36	-102	-66	-178	62	-6		-102	
Moves	589	538	591	573	665	710	3666	689	681	-0.4%	7,525	7.6%
Moves change	23	37	-32	-25	-95	-61	-153	68	-3		-61	
Cancellations	16	9	16	11	7	15	74	5	6		117	-25.9%
Tonnage Revenue	\$1,329,440	\$1,296,111	\$1,345,308	\$1,322,435	\$1,832,625	\$1,923,132	\$9,049,051	\$2,062,503	\$2,012,001	0.2%	\$17,941,176	9.9%
Tonnage Revenue per Move	\$2,257	\$2,409	\$2,276	\$2,308	\$2,756	\$2,709	\$2,468	\$2,993	\$2,954	0.6%	\$2,384.21	2.1%
Gross Tonnage Moved	29,609,106	27,830,304	29,667,076	28,676,198	35,896,326	37,105,794	188,784,804	39,040,725	37,131,259	-3.7%	363,057,644	5.1%

		2018		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	2018	Average Assgn 145/12=12.1 >12.1 in Bold	(under) over TAL			
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Lic or Ret Date	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	YTD Actual Assgn		8*12.1=96.8			
5	ANA	Anacker, D.S.	Lic. 3/27/12	11	9	15	5	15	17	18	15	105	13.1	8			
5	ANT	Anthony, Michael	Lic. 7/24/12	16	8	13	10	2	17	12	10	88	11.0	(9)	BPC/TEC		
5	ARN	Arnold, J. E.		6	14	19	15	15	4	21	14	108	13.5	11			
5	BOU	Bouma, Blair		16	15	0	0	0	0	5	13	49	6.1	(48)	PSP Bd 4.75NFFD		
5	BRO	Brouillard, Dan	Lic. 7/31/13	14	9	19	13	5	17	14	17	108	13.5	11			
5	BRU	Brusco, David		10	5	12	11	17	5	12	11	83	10.4	(14)			
5	BUJ	Bujacich, J.P.		12	11	9	14	19	19	25	22	131	16.4	34			
5	CAW	Carley, W. Bud	Lic. 1/10/13	11	9	15	3	16	20	10	13	97	12.1	0			
5	CAI	Carlson, I.J.		12	13	4	4	3	15	16	7	74	9.3	(23)	PSP V.P.		
2	CAJ	Carstensen, J	Lic. 9/30/15	15	13	10	13	13	14	16	10	104	13.0	7			
5	COE	Coe, F.A.	Ret. 5/1/18	6	11	8	1	Retired 5/1/18				26	6.5	(22)			
3	COL	Coleman, S	Lic. 8/27/14	11	6	9	6	12	14	13	12	83	10.4	(14)	PSP Sec/Treas		
4	COR	Coryell, T.D.	Lic. 12/13/13	17	8	16	17	13	17	8	18	114	14.3	17			
5	EME	Emerson, L. P.		19	14	14	13	17	20	23	25	145	18.1	48			
5	ENF	Engstrom, F. E.	Lic. 11/15/12	14	12	10	14	15	17	17	12	111	13.9	14			
3	GAL	Galvin, Jamie	Lic. 11/11/14	13	9	16	11	15	15	11	19	109	13.6	12			
5	GRD	Grobschmit, D.W.		15	11	15	16	18	16	12	15	118	14.8	21			
5	HAI	Hannuksela, J		0	0	8	15	14	17	11	16	81	10.1	(16)	2 mo NFFD		
5	HAR	Harris, J. B.		17	12	12	11	19	16	14	19	120	15.0	23			
1	HEJ	Henderson, J. David	Lic. 7/6/17	11	7	5	14	12	9	12	9	79	9.9	(18)			
5	HEN	Henshaw, B. F.		14	11	13	12	16	16	3	14	99	12.4	2			
0	HUP	Hunter, P.V	Lic. 10/13/17	8	10	6	6	8	11	10	12	71	8.9	(26)			
3	JEN	Jensen, Brian	Lic. 12/22/14	15	11	12	6	10	17	13	14	98	12.3	1			
5	KAL	Kalvo, J.E.		14	16	12	2	18	16	20	20	118	14.8	21	Exam Com		
5	KEA	Kearns, J.		13	14	19	10	17	0	0	0	73	9.1	(24)	3 mo NFFD		
2	KEN	Kelleher, N.T.	Lic. 4/14/16	7	11	7	12	19	6	19	17	98	12.3	1			
5	KEP	Kelly, P.S.		19	5	14	9	14	17	16	14	108	13.5	11			
5	KLA	Klapperich, E.C.		10	11	15	11	15	13	10	30	115	14.4	18			
4	LIC	Lichty, E.C.	Lic. 5/1/14	6	14	6	16	18	15	17	6	98	12.3	1			
2	LOB	Lowe, Brad	Lic. 9/23/15	16	12	7	13	17	18	15	5	103	12.9	6			
5	LOW	Lowery, W.W.	Lic. 2/11/13	17	14	8	20	17	23	9	2	110	13.8	13			
5	MAR	Marmol, E.		9	11	12	11	11	11	6	0	71	8.9	(26)	TEC		
5	MAY	Mayer, D. W.		13	12	20	11	10	18	13	14	111	13.9	14	TEC		
5	MOT	Moreno, S.		13	19	10	10	10	18	17	16	113	14.1	16			
0	MYE	Myers, R	Lic. 11/28/17	15	7	8	4	12	11	12	13	82	10.3	(15)			
5	NEW	Newman, A. J.		3	17	23	15	14	15	17	22	126	15.8	29	PSP Board		
1	ROU	Rounds, Chris	Lic. 7/11/17	12	10	8	13	11	13	16	11	94	11.8	(3)			
5	SAN	Sanders, D. A.		18	12	8	11	12	18	8	0	87	10.9	(10)	1.67 mo NFFD		
5	SCO	Scoggins, J		14	14	17	12	6	16	16	17	112	14.0	15			
5	SCR	Scragg, J.		11	5	9	8	12	10	6	11	72	9.0	(25)	BPC/TEC		
5	SEM	Semler, J. R.		8	12	10	9	17	22	16	15	109	13.6	12	PSP Board		
5	SES	Semler, S.		12	15	14	11	16	20	14	16	118	14.8	21			
5	SEY	Seymour, L.		14	13	12	12	16	14	23	17	121	15.1	24			
5	SHA	Shaffer, D. L.		10	15	22	15	22	12	14	13	123	15.4	26			
5	SHJ	Shaffer, J. A.		13	16	16	9	20	13	17	20	124	15.5	27			
5	SHU	Shuler, M.		2	6	2	3	14	15	17	12	71	8.9	(26)			
5	SLI	Sliker, W.J.		14	9	13	13	14	13	13	15	104	13.0	7			
5	SOR	Soriano, D. B.		7	14	14	12	17	6	19	16	105	13.1	8			
5	THG	Thoreson, George		13	11	13	16	14	17	14	14	112	14.0	15	PSP Board		
5	VON	vonBrandenfels, E. M.	president	0	0	0	0	0	5	3	0	8			PSP President		
5	WIG	Wildes, G. R.		16	13	4	15	14	19	17	7	105	13.1	8			
Total Assignments/ Month				602	556	583	533	671	707	680	660	4992	#####				
Number of licensed PS pilots				51	51	51	51	50	50	50	50	51					
Medical circumstances: memo (no pres or NFFD)				1	1	1	1	1	2	3	2						
Pilots on rotation				49	49	49	49	48	47	47.3	47						
# of Pilots with < 6 jobs(+1=Pres)				3 + 1	4 + 1	5 + 1	8 + 1	4 + 1	4 + 1	3 + 1	5 + 1						
Pilots w/>5 assgns & their avg # of trips				47P 12.6	46P 11.76	45P 12.6	42P 12.2	45P 14.7	45P 15.4	46P; 14.5	44P; 14.8						
Average Assgn/pilot on rotation				12.3	11.35	11.90	10.88	13.98	15.04	14.38	14.04	12.60					
Cancellations				23	13	20	8	15	8	10	6	103					
PSP LOA Report (MOVES)				579	543	563	525	656	699	670	654	4889	#####				
Avg moves/pilot on rotation				11.82	11.08	11.49	10.71	13.67	14.87	14.16	13.91						

Just the Basics

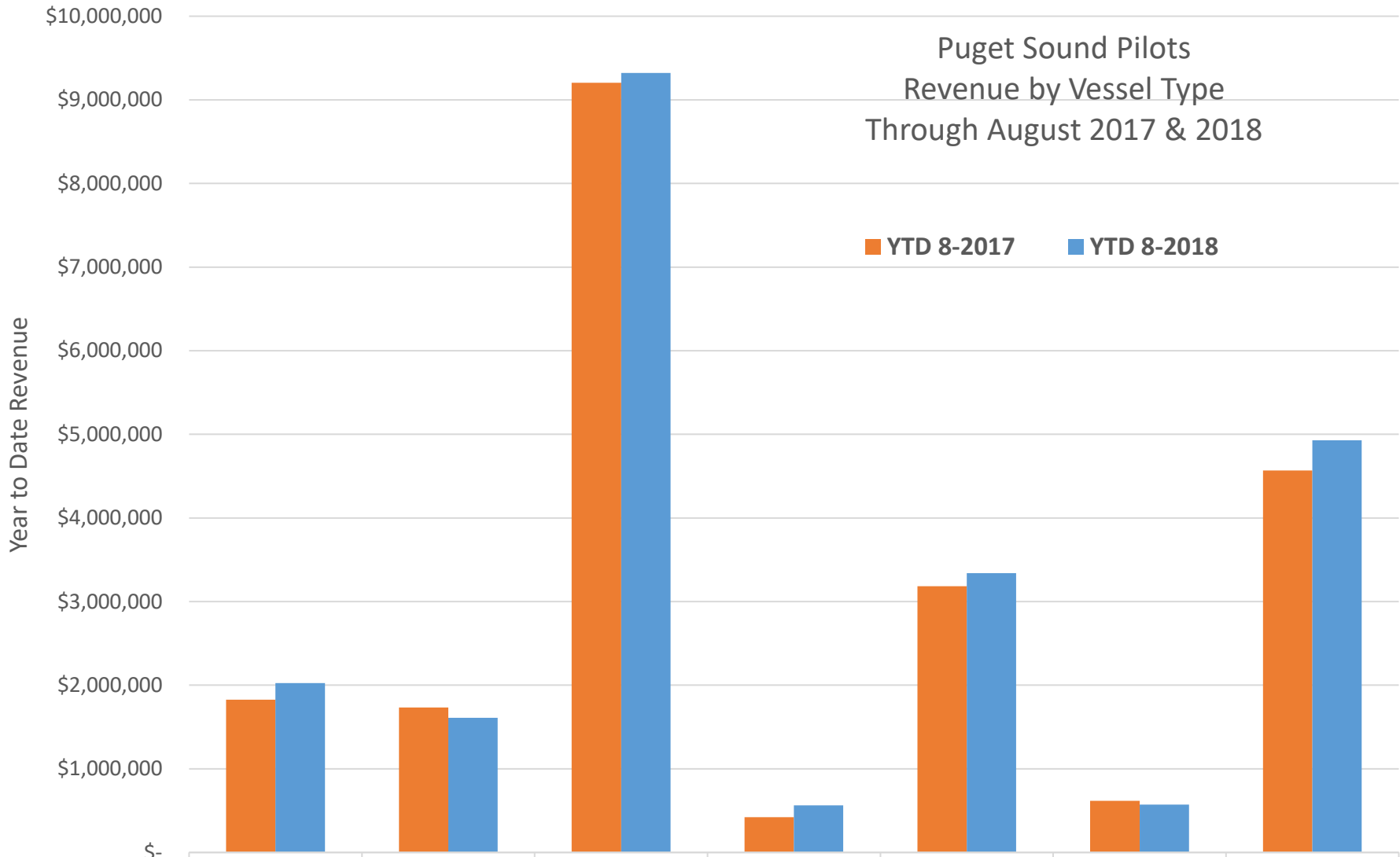
MONTH				2018-2015				Year to Date						
2018 Month Revenue minus Transp				Assignments		RPA for month		YTD Revenue		YTD Assgn		YTD RPA		
	Jan	-4.7%	2,371,508	602	-0.7%	3,939	-4.1%						-0.7%	
	Feb	4.4%	2,279,245	556	5.1%	4,099	-0.7%	\$	4,650,753	-0.4%	#####	2.0%	4,016	-2.4%
	Mar	3.7%	2,357,526	583	2.3%	4,044	1.3%		7,008,279	0.9%	#####	2.1%	4,025	-1.2%
	Apr	-5.1%	2,197,452	533	-5.7%	4,123	0.6%		9,205,731	-0.6%	#####	0.2%	4,048	-0.8%
	May	1.1%	3,001,506	671	1.1%	4,473	0.0%		12,207,237	-0.2%	#####	0.4%	4,145	-0.6%
	Jun	14.3%	3,496,544	707	11.2%	4,946	2.8%		15,703,781	2.7%	#####	2.3%	4,300	0.4%
	Jul	5.7%	3,419,901	680	2.4%	5,029	3.2%		19,123,682	3.2%	#####	2.3%	4,415	0.9%
	Aug	4.8%	3,237,698	660	0.5%	4,906	4.3%		22,361,381	3.5%	#####	2.1%	4,479	1.4%
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%	#####	-1.5%	4,116	0.6%
	Mar	-6.0%	2,274,287	570	-6.1%	3,990	0.1%		6,945,645	-2.6%	#####	-3.1%	4,074	0.5%
	Apr	-1.5%	2,315,825	565	-3.3%	4,099	1.9%		9,261,470	-2.3%	#####	-3.1%	4,080	0.8%
	May	-2.3%	2,968,949	664	-1.2%	4,471	-1.1%		12,230,419	-2.3%	#####	-2.7%	4,169	0.4%
	Jun	-4.8%	3,060,089	636	-12.3%	4,811	8.5%		15,290,508	-2.8%	#####	-4.5%	4,283	1.8%
	Jul	-2.6%	3,235,074	664	-4.3%	4,872	1.8%		18,525,582	-2.8%	#####	-4.5%	4,375	1.8%
	Aug	-5.3%	3,089,703	657	-4.2%	4,703	-1.1%		21,615,285	-3.2%	#####	-4.5%	4,419	1.4%
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%	#####	5.3%	4,092	5.9%
	Mar	2.3%	2,419,890	607	-5.0%	3,987	7.7%		7,133,360	8.2%	#####	1.5%	4,055	6.6%
	Apr	9.2%	2,350,195	584	-5.8%	4,024	15.9%		9,483,555	8.4%	#####	-0.4%	4,048	8.9%
	May	2.7%	3,039,515	672	-13.2%	4,523	18.3%		12,523,070	7.0%	#####	-3.6%	4,154	11.0%
	Jun	0.1%	3,215,179	725	-8.3%	4,435	9.2%		15,738,249	5.5%	#####	-4.5%	4,208	10.5%
	Jul	12.2%	3,320,803	694	9.8%	4,785	2.2%		19,059,052	6.6%	#####	-2.5%	4,298	9.4%
	Aug	-0.9%	3,261,886	686	-1.0%	4,755	0.1%		22,320,938	5.4%	#####	-2.3%	4,360	8.0%
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%	#####	-10.5%	3,864	-2.0%
	Mar	-1.6%	2,365,096	639	2.6%	3,701	-4.1%		6,592,526	-8.7%	#####	-6.1%	3,804	-2.8%
	Apr	-12.6%	2,153,086	620	-1.6%	3,473	-11.2%		8,745,612	-9.7%	#####	-4.9%	3,717	-5.0%
	May	-2.5%	2,959,296	774	15.4%	3,823	-15.5%		11,704,908	-8.0%	#####	-0.6%	3,743	-7.4%
	Jun	5.8%	3,210,995	791	14.6%	4,059	-7.7%		14,915,903	-5.3%	#####	2.1%	3,807	-7.3%
	Jul	-2.1%	2,960,243	632	-4.7%	4,684	2.7%		17,876,146	-4.8%	#####	1.1%	3,929	-5.9%
	Aug	2.2%	3,291,439	693	1.2%	4,750	1.1%		21,167,585	-3.8%	#####	1.1%	4,037	-4.9%

REVENUE BY VESSEL TYPE
Jan - Aug
2018 and 2017

Type of vessel	2018		Jan-18			Feb-18			Mar-18			Apr-18			May-18			Jun-18			Jul-18			Aug-18		
	Revenue	Moves	Revenue	Moves	Tonnage	Revenue	Moves	Tonnage	Revenue	Moves	\$ / move	Revenue	Moves	\$ / move	Revenue	Moves	\$ / move	Revenue	Moves	\$ / move	Revenue	Moves	\$ / move	Revenue	Moves	\$ / move
	Totals	Totals																								
Bulker	\$ 2,026,503	798	\$ 247,217	104	3,439,902	\$ 237,832	90	2,998,709	\$ 268,260	97	\$2,766	\$ 301,937	120	\$2,516	\$ 271,258	112	\$2,422	\$ 253,799	98	\$2,590	\$ 228,873	86	\$2,661	\$ 217,327	91	\$2,388
Car Carrier	\$ 1,611,514	288	\$ 173,216	30	1,789,883	\$ 193,799	33	1,983,484	\$ 228,934	41	\$5,584	\$ 171,035	31	\$5,517	\$ 225,730	41	\$5,506	\$ 233,212	44	\$5,300	\$ 194,976	34	\$5,735	\$ 190,612	34	\$5,606
Container	\$ 9,321,636	1,616	\$ 1,105,464	191	12,733,269	\$ 1,044,454	184	12,346,595	\$ 1,103,605	198	\$5,574	\$ 1,033,697	171	\$6,045	\$ 1,287,097	226	\$5,695	\$ 1,262,333	218	\$5,791	\$ 1,275,601	221	\$5,772	\$ 1,209,385	207	\$5,842
General Purpose	\$ 563,891	90	\$ 106,365	14	27,776	\$ 114,404	17	35,464	\$ 38,762	8	\$4,845	\$ 55,749	8	\$6,969	\$ 55,251	10	\$5,525	\$ 65,320	10	\$6,532	\$ 61,480	10	\$6,148	\$ 66,560	13	\$5,120
Other		104		22			20			9			7		7			20			10			9		
Naval		6	\$ -	0	0	\$ -	0	0	\$ -	2	\$0	NR	2		0			0			2			0		
Passenger	\$ 3,341,441	366	\$ 4,539	3	12,592	\$ -	0		\$ -	0		\$ 66,525	7	\$9,504	\$ 591,321	77	\$7,679	\$ 927,913	95	\$9,768	\$ 888,446	94	\$9,452	\$ 862,697	90	\$9,586
Reefer		3	\$ -	0		\$ -	0		\$ -	0		\$ -	0		0			3			0			0		
Ro-Ro	\$ 572,314	153	\$ 66,351	15	704,729	\$ 56,149	16	630,344	\$ 73,614	20	\$3,681	\$ 60,535	16	\$3,783	\$ 78,030	22	\$3,547	\$ 69,129	18	\$3,841	\$ 87,255	22	\$3,966	\$ 81,251	24	\$3,385
Tanker	\$ 4,927,222	1,465	\$ 661,848	200	8,910,462	\$ 627,963	182	7,759,574	\$ 639,901	188	\$3,404	\$ 511,079	163	\$3,135	\$ 492,253	161	\$3,057	\$ 689,334	194	\$3,553	\$ 688,251	191	\$3,603	\$ 616,593	186	\$3,315
PSP Vsl Rev Rpt	\$ 22,364,521	4,889	\$ 2,365,000	579	27,618,613	\$ 2,274,601	542	25,754,170	\$ 2,353,076	563	\$4,180	\$ 2,200,557	525	\$4,192	\$ 3,000,940	656	\$4,575	\$ 3,501,040	700	\$5,001	\$ 3,424,882	670	\$5,112	\$ 3,244,425	654	\$4,961

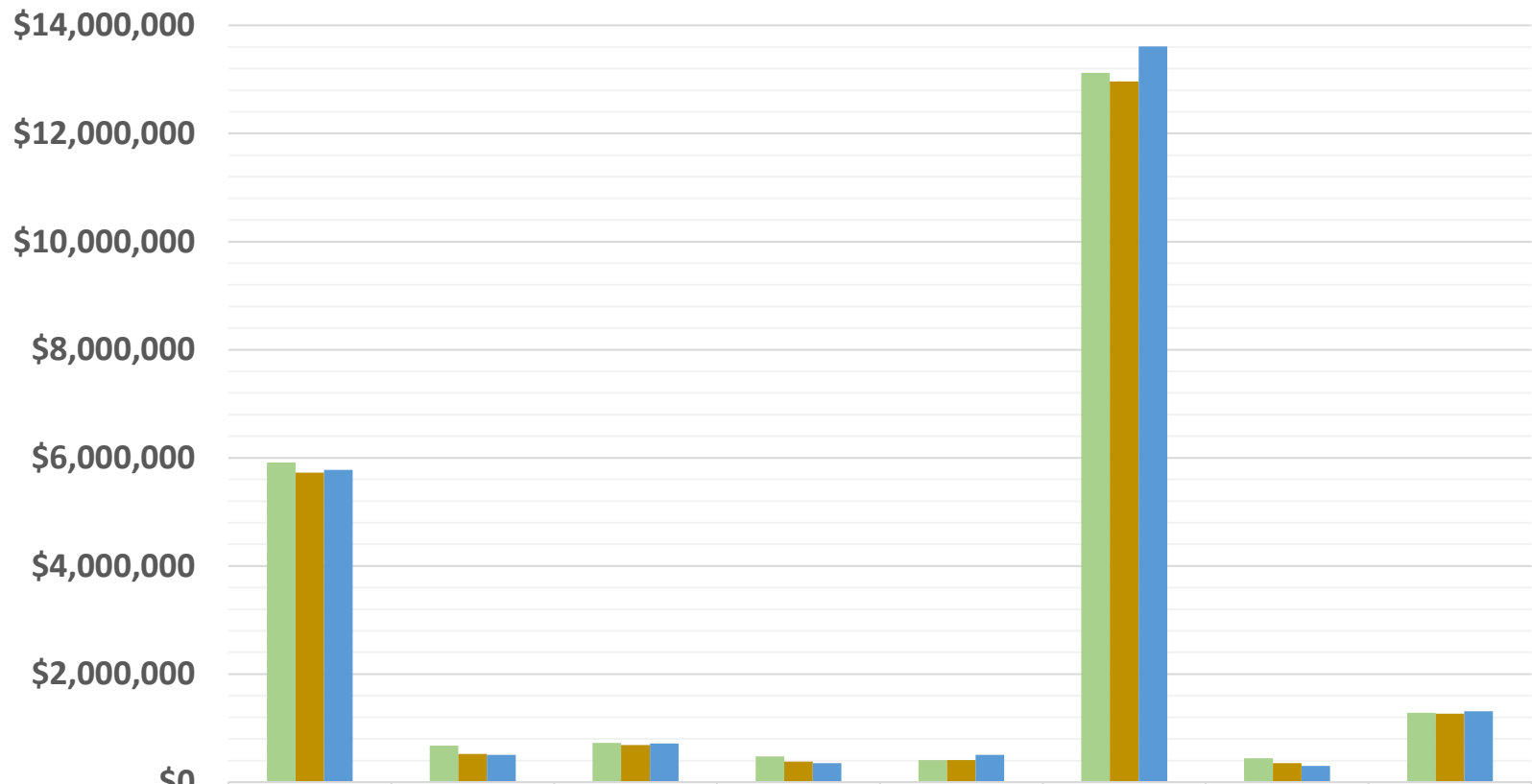
Type of vessel	2017		Jan-17			Feb-17			Mar-17			Apr-17			May-17			Jun-17			Jul-17			Aug-17		
	Revenue	Moves	Revenue	Moves	Tonnage	Revenue	Moves	Tonnage	Revenue	Moves	\$ / move	Revenue	Moves	\$ / move	Revenue	Moves	\$ / move	Revenue	Moves	\$ / move	Revenue	Moves	\$ / move	Revenue	Moves	\$ / move
	Totals	Totals																								
Bulker	\$ 1,827,408	708	\$ 278,216	110	3,598,299	\$ 265,054	93	2,601,920	\$ 284,837	107	\$2,662	\$ 257,474	99	\$2,601	\$ 249,825	95	\$2,630	\$ 136,685	60	\$2,278	\$ 218,537	87	\$2,512	\$ 136,780	57	\$2,400
Car Carrier	\$ 1,733,044	317	\$ 237,945	43	2,601,920	\$ 201,209	36	2,168,144	\$ 242,161	44	\$5,504	\$ 237,063	45	\$5,268	\$ 200,121	35	\$5,718	\$ 190,105	36	\$5,281	\$ 237,829	42	\$5,663	\$ 186,611	36	\$5,184
Container	\$ 9,202,673	1,626	\$ 1,263,325	220	16,040,517	\$ 1,161,460	209	14,860,771	\$ 1,184,431	215	\$5,509	\$ 1,155,363	203	\$5,691	\$ 1,055,760	184	\$5,738	\$ 1,061,166	186	\$5,705	\$ 1,123,128	195	\$5,760	\$ 1,198,040	214	\$5,598
General Purpose	\$ 422,712	105	\$ 53,488	11	25,203	\$ 36,449	10	16,208	\$ 76,020	18	\$4,223	\$ 15,318	1	\$15,318	\$ 82,154	27	\$3,043	\$ 54,034	4	\$13,509	\$ 51,784	18	\$2,877	\$ 53,465	16	\$3,342
Other		61		4			6			3		5			8			19			3			13		
Naval		12	NR	5	227,040	\$ -	0	0	NR	3		\$ -	0		1	\$0		2	\$0		1	\$0		0		
Passenger	\$ 3,182,568	353	\$ 1,150	1	5,841	\$ 1,150	1	5,841	\$ -			\$ 33,054	4		\$ 619,536	72	\$8,605	\$ 850,046	89	\$9,551	\$ 895,337	101	\$8,865	\$ 782,295	85	\$9,203
Reefer		7	\$ -	0		\$ -	0		\$ -	0		NR	2		0		NR	5		NR	0			0		
Ro-Ro	\$ 618,218	164	\$ 68,966	17	676,105	\$ 62,405	17	531,502	\$ 76,754	21	\$3,655	\$ 65,280	18	\$3,627	\$ 65,827	18	\$3,657	\$ 85,614	23	\$3,722	\$ 68,033	18	\$3,780	\$ 125,339	32	\$3,917
Tanker	\$ 4,566,247	1,440	\$ 575,241	183	8,074,610	\$ 445,345	148	6,202,672	\$ 394,443	137	\$2,879	\$ 538,565	173	\$3,113	\$ 686,570	214	\$3,208	\$ 673,167	201	\$3,349	\$ 645,987	193	\$3,347	\$ 606,929	191	\$3,178
PSP Vsl Rev Rpt	\$ 21,552,870	4,793	\$ 2,478,331	594	31,249,535	\$ 2,173,072	520	26,387,058	\$ 2,258,645	548	\$4,122	\$ 2,302,117	550	\$4,186	\$ 2,959,793	654	\$4,526	\$ 3,050,817	625	\$4,881	\$ 3,240,635	658	\$4,925	\$ 3,089,460	644	\$4,797

Puget Sound Pilots
Revenue by Vessel Type
Through August 2017 & 2018



	Bulker	Car Carrier	Container	General	Passenger	RoRo	Tanker&ATB
YTD 8-2017	\$1,827,408	\$1,733,044	\$9,202,673	\$422,712	\$3,182,568	\$618,218	\$4,566,247
YTD 8-2018	\$2,026,503	\$1,611,514	\$9,321,636	\$563,891	\$3,341,441	\$572,314	\$4,927,222

PSP Source of Revenue by Tariff Category at August 31, 2016, 2017, 2018



	LOA/Zone	Harbor Shift	Transp	Waterwy	BC/Bridge /Cancel	Tonnage Surcharge	Slow/Stby /Delay	Pilot Boat
■ Aug YTD 2016	5,913,313	673,192	725,387	476,976	407,363	13,123,555	440,678	1,285,860
■ Aug YTD 2017	5,724,239	522,780	685,619	381,881	408,174	12,962,722	349,454	1,265,676
■ Aug YTD 2018	5,775,501	506,152	718,163	353,020	506,660	13,609,537	299,595	1,310,916

	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE								SHIP MOVES BY TYPE - 2018												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	
Jan		579	34	111	108	99	65	150	157	0	104	30	191		14	0	22	3	0	15	131	69	579
Feb	1,121	542	34	112	89	94	69	156	134	0	90	33	184		17	0	20	0	0	16	126	56	542
Mar	1,684	563	35	129	74	90	64	165	170	0	97	41	198		8	2	9	0	0	20	139	49	563
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
July	4,235	670	44	159	86	88	61	276	159	0	86	34	221		10	2	10	94	0	22	140	51	670
Aug	4,889	654	48	155	85	82	62	265	160		91	34	207		13	0	9	90	0	24	143	43	654
2018		4889	333	1067	732	698	481	1687	1290	0	798	288	1616	0	90	6	104	366	3	153	1083	382	4889
@2018/2017 Δ	change	97	(24)		54	(56)	45	72	(19)	0	90	(29)	(10)	0	(15)	(6)	43	13	(4)	(11)	117	(92)	96
2017	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE								SHIP MOVES BY TYPE - 2017												Totals
			NEW! 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	
Jan		594	63	NR	111	114	53	150	166	0	110	43	220		11	5	4	1	0	17	136	47	594
Feb	1,114	520	46	NR	80	101	52	144	143		93	36	209		10	0	6	1	0	17	102	46	520
Mar	1,662	548	51	NR	95	90	51	143	169	0	107	44	215		18	3	3	0	0	21	97	40	548
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
July	4,149	658	41	NR	74	98	57	257	172	0	87	42	195		18	1	3	101	0	18	126	67	658
Aug	4,792	643	40		70	89	52	249	183		57	36	214		16	0	13	85	0	32	111	80	644
2017		4792	357	NR	678	754	436	1615	1309	0	708	317	1626	0	105	12	61	353	7	164	966	474	4793
@2017/2016 Δ	change	(244)	(101)		(173)	37	(32)	18	(94)	0	(13)	(29)	(175)	0	17	7	(1)	18	(3)	(6)	39	(97)	(243)
2016	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE								SHIP MOVES BY TYPE - 2016												Totals
			NEW! 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	
Jan		589	57	NR	121	84	61	157	166	0	88	39	232		14	4	1	1	0	19	115	76	589
Feb	1,127	538	54	NR	91	102	43	139	163	0	90	45	212		7	0	0	2	0	18	110	54	538
Mar	1,718	591	58	NR	102	92	58	150	189	0	97	52	236	0	8	0	1	0	0	20	110	67	591
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
July	4,355	689	52	NR	98	82	58	271	180	0	86	47	223	0	8	0	3	97	3	20	117	85	689
Aug	5,036	681	60		106	88	56	247	184		105	39	229		17	1	15	85	0	21	102	67	681
2016		5036	458	NR	851	717	468	1597	1403	0	721	346	1801	0	88	5	62	335	10	170	927	571	5036
@2016/2015 Δ	change	(88)	incomplete data		(112)	49	38	(53)	6	(10)	98	(38)	(15)	0	(20)	(5)	(215)	9	6	5	101	(14)	(88)

2018		AUGUST 2018						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
291	37	Up to 500	3	13	13	8	0	0
457	76	500-599	18	10	7	27	14	0
1238	141	600-699	17	26	25	38	35	0
714	88	700-799	7	12	2	33	34	0
559	74	800-899	6	12	14	19	23	0
1200	152	900-999	23	9	1	82	37	0
430	86	1000--	11	0	0	58	17	0
	654		85	82	62	265	160	0
YTD totals		4889	732	698	481	1687	1290	1
YTD Averages		698	105	100	69	241	184	0

2017		AUGUST 2017						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
218	30	Up to 500	3	7	8	10	2	
511	65	500-599	11	10	1	29	14	
1239	163	600-699	11	41	29	34	48	
643	63	700-799	6	5	3	19	30	
587	73	800-899	4	20	10	19	20	
1108	206	900-999	35	6	1	95	69	
486	43	1000--				43		
	643		70	89	52	249	183	0
YTD totals		4792	678	754	436	1615	1309	0
YTD Averages		599	85	94	55	202	164	0

2016		AUGUST 2016						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
195	39	Up to 500	11	8	11	7	2	
569	73	500-599	23	8	3	27	12	
1330	153	600-699	12	29	31	35	46	
646	97	700-799	7	19	3	24	44	
605	65	800-899	7	9	5	25	19	
1005	155	900-999	18	6	3	89	39	
686	99	1000--	28	9		40	22	
	681		106	88	56	247	184	0
YTD totals		5036	851	717	468	1597	1403	0
YTD Averages		630	106	90	59	200	175	0

2018		JULY 2018						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
254	32	Up to 500	4	10	10	8	0	0
381	57	500-599	16	4	7	23	7	0
1097	145	600-699	8	36	29	34	38	0
626	95	700-799	13	3	1	45	33	0
485	85	800-899	5	23	12	21	24	0
1048	171	900-999	27	12	2	93	37	0
344	85	1000--	13	0	0	52	20	0
	670		86	88	61	276	159	0
YTD totals		4235	647	616	419	1422	1130	1
YTD Averages		605.0	92.4	88.0	59.9	203.1	161.4	0.1

2017		JULY 2017						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
188	22	Up to 500	0	6	8	8	0	0
446	86	500-599	14	23	8	29	12	0
1076	142	600-699	9	31	28	30	44	0
580	82	700-799	12	8	2	23	37	0
514	76	800-899	7	23	9	18	19	0
902	206	900-999	32	7	2	105	60	0
443	44	1000--	0	0	0	44	0	0
	658		74	98	57	257	172	0
YTD totals		4149	608	665	384	1366	1126	0
YTD Averages		592.7	86.9	95.0	54.9	195.1	160.9	0.0

2016		JULY 2016						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
156	28	Up to 500	2	4	11	4	7	
496	102	500-599	8	9	3	21	61	
1177	148	600-699	15	35	28	40	30	
549	90	700-799	14	7	5	44	20	
540	104	800-899	12	12	9	30	41	
850	142	900-999	22	8	2	89	21	
587	75	1000--	25	7		43		
	689		98	82	58	271	180	0
YTD totals		4355	745	629	412	1350	1219	0
YTD Averages		622.1	106.4	58.9	192.9	174.1	0.0	

2018		JUNE 2018						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
222	45	Up to 500	10	10	11	10	4	
324	74	500-599	21	8	8	23	14	
952	143	600-699	10	28	27	28	50	
531	94	700-799	12	7	2	38	35	
400	88	800-899	11	15	12	29	21	
877	167	900-999	26	10		91	40	
259	89	1000--	13			57	19	
	700		103	78	60	276	183	0
YTD totals		3565	561	528	358	1146	971	1
YTD Averages		594.2	93.5	88.0	59.7	191.0	161.8	0.2

2017		JUNE 2017						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
166	45	Up to 500	6	9	8	20	2	
360	61	500-599	12	10	5	23	11	
934	145	600-699	15	29	32	35	34	
498	62	700-799	6	9	5	19	23	
438	72	800-899	12	12	8	16	24	
696	191	900-999	24	14	3	94	56	
399	49	1000--	1			48		
	625		76	83	61	255	150	0
YTD totals		3491	534	567	327	1109	954	0
YTD Averages		581.8	89.0	94.5	54.5	184.8	159.0	0.0

2016		JUNE 2016						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
128	39	Up to 500	7	7	11	13	1	
394	67	500-599	20	11	4	25	7	
1029	194	600-699	25	43	37	39	50	
459	87	700-799	11	4	3	31	38	
436	77	800-899	9	12	8	26	22	
708	152	900-999	24	7	2	78	41	
512	94	1000--	25	9		42	18	
	710		121	93	65	254	177	0
YTD totals		3666	647	547	354	1079	1039	0
YTD Averages		611.0	107.8	91.2	59.0	179.8	173.2	0.0

2018		MAY 2018						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
177	42	Up to 500	3	12	6	15	6	
250	61	500-599	16	13	2	25	4	1
809	149	600-699	20	30	31	28	40	
437	104	700-799	16	11	2	35	40	
312	77	800-899	13	12	6	21	25	
710	161	900-999	35	2	1	73	50	
170	62	1000--	7			42	13	
	656		110	80	48	239	178	1
YTD totals		2865	458	450	298	870	788	1
YTD Averages		573.0	91.6	90.0	59.6	174.0	157.6	0.2

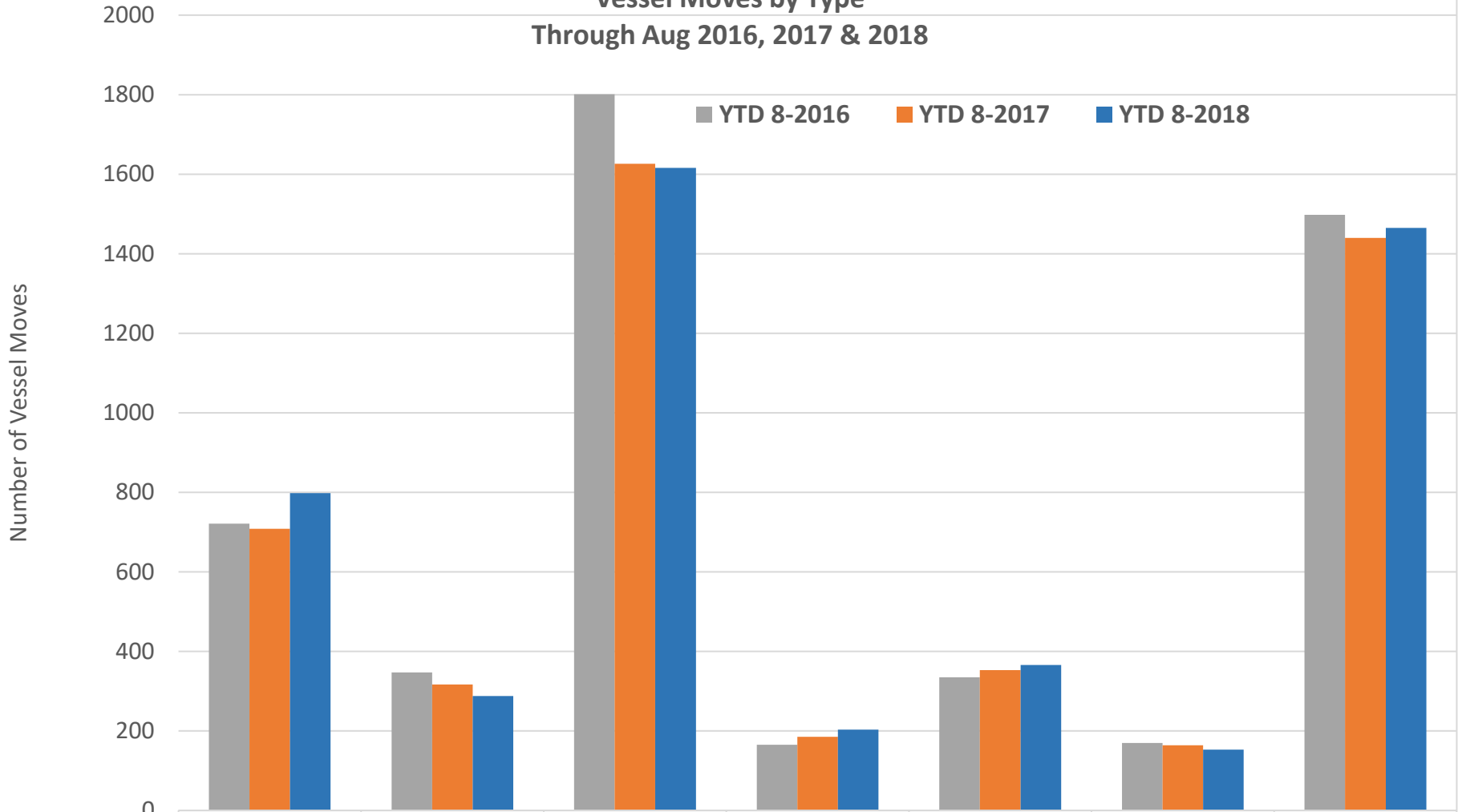
2017		MAY 2017						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
121	32	Up to 500	3	7	9	10	3	
299	68	500-599	8	18	4	25	13	
789	169	600-699	16	43	36	38	36	
436	92	700-799	15	7	4	29	37	
366	79	800-899	12	16	8	21	22	
505	177	900-999	20	12		93	52	
350	37	1000--	1	1		35		
	654		75	104	61	251	163	0
YTD totals		2866	458	484	266	854	804	0
YTD Averages		573.2	91.6	96.8	53.2	170.8	160.8	0.0

2016		MAY 2016						
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
89	26	Up to 500	3	5	6	11	1	0
327	74	500-599	20	15	4	26	9	0
835	175	600-699	18	41	37	34	45	0
372	69	700-799	7	9	5	18	30	0
359	83	800-899	9	12	8	28	26	0
556	142	900-999	18	6	3	68	47	0
418	96	1000--	30	9				

TONNAGE, NUMBER OF MOVES -- BY VESSEL TYPE
2018 - 2016

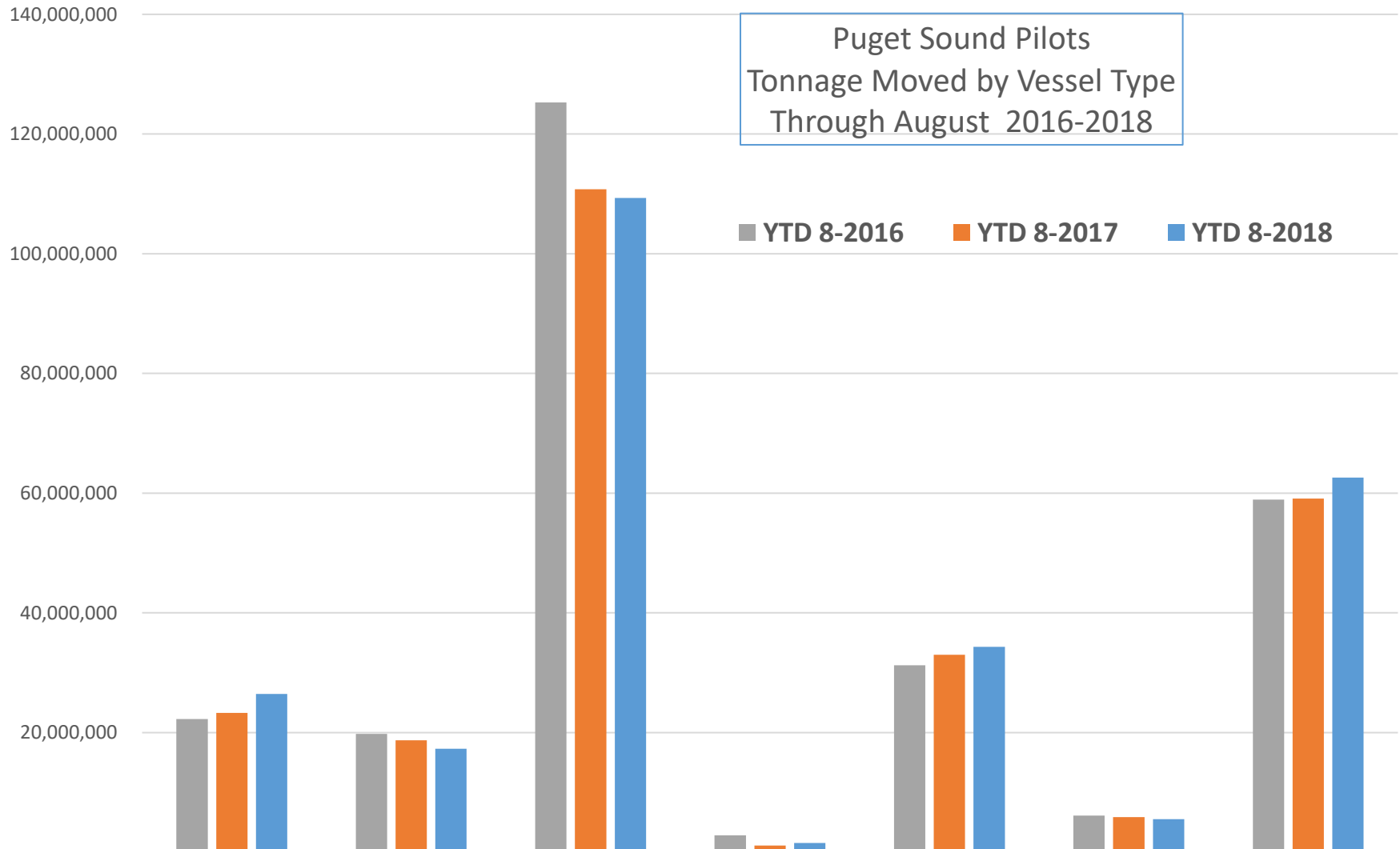
	Bulk		Car Carrier		Container		General		Naval		Other		Passenger		Reefer #		Ro-Ro		Tanker		ATB		Total Tonnage #	
	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	# moves	% all Tankers	Tonnage	# moves
January	3,439,902	104	1,789,883	30	12,733,269	191	27,776	14	-	-	343,750	22	12,592	3	-	0	704,729	15	8,910,462	131	69	35%	27,962,363	579
February	2,998,709	90	1,983,484	33	12,346,595	184	35,464	17	-	-	352,415	20	-	-	-	0	630,344	16	7,759,574	126	56	31%	26,106,585	542
March	3,452,959	97	2,435,273	41	12,815,720	198	11,610	8	-	2	200,361	9	-	-	-	0	690,659	20	7,697,304	139	49	26%	27,303,886	563
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	-	-	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
July season	2,972,867	86	2,020,285	34	15,262,936	221	34,884	10	-	2	38,229	10	9,233,278	94	-	-	815,658	22	8,398,820	140	51	27%	38,776,957	670
August in	2,653,236	91	2,083,928	34	14,236,149	207	35,921	13	-	-	49,547	9	8,948,090	90	-	-	730,595	24	7,753,674	143	43	23%	36,491,140	654
2018	26,458,172	798	17,271,078	288	109,328,046	1,616	359,278	90	9,800	6	1,153,228	104	34,299,570	366	32,412	3	5,516,188	153	62,594,196	1,083	382	26%	257,021,968	4,889
YTD Avg/Month	3,307,272	100	2,158,885	36	13,666,006	202	44,910	11	1,960	1	144,154	13	4,287,446	46	5,402	1	689,524	19	7,824,275	135	48		32,127,746	611
CHANGE FROM																								
Δ 2018/2017	3,179,337	90	(1,444,827)	(29)	(1,465,098)	(10)	128,000	(15)	(452,188)	(6)	781,399	43	1,318,865	13	(11,871)	(4)	(349,289)	(11)	3,487,473	117	(92)		5,171,801	96
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	-	-	676,105	17	8,074,610	136	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	102	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	97	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	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	-	-	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
July season	2,810,633	87	2,463,698	42	12,856,242	195	26,098	18	-	1	3,803	3	9,293,308	101	-	-	619,009	18	8,177,932	126	67	35%	36,250,723	658
August in	1,780,680	57	1,991,935	36	13,833,227	214	35,891	16	-	-	16,788	13	8,047,463	85	-	-	1,286,668	32	7,182,137	111	80	42%	34,174,789	644
2017	23,278,835	708	18,715,905	317	110,793,144	1,626	231,278	105	461,988	12	371,829	61	32,980,705	353	44,283	7	5,865,477	164	59,106,723	966	474	261%	251,850,167	4,793
YTD Avg/Month	2,909,854	89	2,339,488	40	13,849,143	203	28,910	13	65,998	2	46,479	8	4,122,588	44	6,326	1	733,185	21	7,388,340	121	59	0	31,481,271	599
CHANGE FROM																								
Δ 2017/2016	1,024,809	(13)	(1,053,768)	(30)	(14,502,345)	(175)	(1,925,929)	17	392,448	7	(165,138)	(1)	1,738,972	18	(31,905)	(3)	(257,417)	(6)	173,437	39	(97)		(14,606,836)	(244)
January	2,919,918	89	2,194,663	40	16,169,580	232	338,644	14	68,065	4	17,845	1	5,841	1	-	-	577,341	19	7,399,311	115	76	40%	29,691,208	591
February	2,896,362	90	2,552,002	44	14,781,234	212	162,009	7	-	-	-	-	11,682	2	-	-	711,930	18	6,703,933	110	54	33%	27,819,152	537
March	2,862,643	96	2,906,891	52	16,038,829	236	201,028	8	-	-	17,845	1	-	-	-	-	701,124	20	7,077,922	110	67	38%	29,806,282	590
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	111	87	44%	37,465,822	710
July season	2,927,898	86	2,763,626	48	15,377,917	223	211,788	8	-	-	7,941	3	9,221,853	97	23,229	3	706,185	20	7,983,768	117	85	42%	39,224,205	690
August in	3,324,529	105	2,251,575	39	16,156,933	229	399,474	17	1,475	1	21,131	15	7,931,185	85	-	-	648,961	21	6,767,695	102	67	40%	37,502,958	681
2016	22,254,026	721	19,769,673	347	125,295,489	1,801	2,157,207	88	69,540	5	536,967	62	31,241,733	335	76,188	10	6,122,894	170	58,933,286	927	571	304%	266,457,003	5,037
YTD Avg	2,781,753	90	2,471,209	43	15,661,936	225	269,651	11	34,770	3	67,121	8	3,905,217	42	9,524	1	765,362	21	7,366,661	116	71	0	33,307,125	630
CHANGE FROM																								
Δ 2016/2015	3,794,744	98	(1,905,890)	(37)	9,688,180	(15)	(372,359)	(20)	3,416	(5)	(1,375,162)	(215)	1,950,757	9	42,186	6	312,997	5	2,143,065	(166)	(14)		14,281,934	(354)

**Puget Sound Pilots
Vessel Moves by Type
Through Aug 2016, 2017 & 2018**



	Bulker	Car Carrier	Container	General+Other	Passenger	RoRo	Tanker&ATB
YTD 8-2016	721	347	1801	165	335	170	1498
YTD 8-2017	708	317	1626	185	353	164	1440
YTD 8-2018	798	288	1616	203	366	153	1465

Puget Sound Pilots
Tonnage Moved by Vessel Type
Through August 2016-2018



	Bulker	Car Carrier	Container	General+Other	Passenger	RoRo	Tanker&ATB
■ YTD 8-2016	22,254,026	19,769,673	125,295,489	2,839,902	31,241,733	6,122,894	58,933,286
■ YTD 8-2017	23,278,835	18,715,905	110,793,144	1,109,378	32,980,705	5,865,477	59,106,723
■ YTD 8-2018	26,458,172	17,271,078	109,328,046	1,554,718	34,299,570	5,516,188	62,594,196