

Source of Revenue Breakdown
January - March 2018, 2017, 2016

Earned Revenue Rpt Puget Sound Pilots	Jan-18	Feb-18	Mar-18	2018 1st Qtr YTD		Jan-17	Feb-17	Mar-17	2017 1st Qtr YTD		Jan-16	Feb-16	Mar-16	2016 1st Qtr YTD
--Counters & Misc Totals--														
Seattle Assigns	123	134	125	382	-8.4%	148	132	137	417	0.5%	150	129	136	415
Ship Assigns	602	556	583	1,741	2.1%	606	529	570	1,705	-3.1%	605	547	607	1,759
Pilot Boat Assigns	418	397	426	1,241	1.9%	422	389	407	1,218	-2.9%	419	401	434	1,254
Tonnage Surcharge/Moves	567	531	563	1,661	-0.1%	594	520	548	1,662	-3.3%	589	538	591	1,718
Surcharge Revenue	\$1,364,136	\$1,306,390	\$1,350,510	\$4,021,037	1.2%	\$1,456,699	\$1,256,480	\$1,261,965	\$3,975,144	0.1%	\$1,329,440	\$1,296,111	\$1,345,308	\$3,970,859
--Source of Revenue Breakdown--					Qtr end change					Qtr end change				
LOA/Zone (*)	\$634,386	\$601,823	\$664,361	\$1,900,570	-0.3%	\$666,444	\$595,861	\$644,323	\$1,906,628	-3.3%	\$660,059	\$623,092	\$688,024	\$1,971,175
Harbor Shift (*)	65,727	57,104	53,699	176,530	-26.8%	88,169	74,490	78,573	241,232	-5.4%	96,559	74,268	84,302	255,129
Transportation (**)	101,155	93,630	94,363	289,148	19.1%	89,385	74,474	78,888	242,747	-6.2%	88,464	79,737	90,643	258,844
BC Surcharge (***)	23,177	52,675	56,889	132,741	70.3%	23,177	23,177	31,605	77,959	5.7%	23,177	18,963	31,605	73,745
Bridge Transit (***)	6,532	3,774	3,538	13,844	-30.0%	9,592	3,151	7,028	19,771	-18.2%	7,802	10,064	6,314	24,180
Waterway (***)	40,584	38,228	37,848	116,660	-26.2%	58,558	46,436	53,048	158,042	-15.0%	59,869	62,225	63,897	185,991
Tonnage Surcharge (***)	1,364,136	1,306,390	1,350,510	4,021,037	1.2%	1,456,699	1,256,480	1,261,965	3,975,144	0.1%	1,329,440	1,296,111	1,345,308	3,970,859
Cancellations (***)	14,530	8,872	12,763	36,165	32.2%	6,412	7,503	13,437	27,352	11.4%	11,167	5,228	8,153	24,548
Compass Adj (***)	359	0	359	718				718	718	-33.3%	718	359		1,077
Standby/Sail Delay (***)	18,924	20,294	18,394	57,612	-17.0%	18,358	23,088	27,966	69,412	-21.7%	46,059	25,244	17,307	88,610
Slow Down (***)	3,562	3,854	5,224	12,640	-13.0%	4,658	5,754	4,110	14,522	-73.2%	42,470	3,562	8,220	54,252
Salmon Bay (***)	211	1,899	422	2,532	1100.0%		211		211	0.5%	210			210
Lk Union/Washington (***)	164	0	164	328	100.0%		164		164	0.0%	164			164
Sea Trials (***)	48,672	38,194		86,866	2236.4%	1,183	2,535		3,718	0.0%	1,690		2,028	3,718
Delayed Arr & Dock Delay (***)	4,384	6,320	4,411	15,115	-43.7%	8,220	8,768	9,864	26,852	-38.0%	18,650	10,960	13,700	43,310
Miscellaneous (***)	696	1,662	696	3,054	5353.6%		42	14	56					0
Pilot Boat (***)	145,464	138,156	148,248	431,868	1.9%	146,856	135,372	141,636	423,864	-2.9%	145,812	139,548	151,032	436,392
Total-Source Section	\$2,472,664	\$2,372,875	\$2,451,889	\$7,297,428	1.5%	\$2,577,711	\$2,257,506	\$2,353,175	\$7,188,392	-2.8%	\$2,532,310	\$2,349,361	\$2,510,533	\$7,392,204
-----Revenue-----														
Mileage (LOA/Zone) (*)	\$700,113	\$658,927	\$718,060	\$2,077,100	-3.3%	\$754,613	\$670,351	\$722,896	\$2,147,860	-3.5%	\$756,618	\$697,360	\$772,326	\$2,226,304
Trans (**)	101,155	93,630	94,363	289,148	19.1%	89,385	74,474	78,888	242,747	-6.2%	88,464	79,737	90,643	258,844
Special (***)	1,671,395	1,620,318	1,639,466	4,931,179	2.8%	1,733,713	1,512,681	1,551,391	4,797,785	-2.2%	1,687,228	1,572,264	1,647,564	4,907,056
Total -Revenue Section	\$2,472,664	\$2,372,875	\$2,451,889	\$7,297,428	1.5%	\$2,577,711	\$2,257,506	\$2,353,175	\$7,188,392	-2.8%	\$2,532,310	\$2,349,361	\$2,510,533	\$7,392,204
RPA including transportation				\$4,192	-0.6%				\$4,216	0.3%				\$4,203
Revenue/Assignment, w/o Transp	\$3,939	\$4,099	\$4,044	\$4,025	-1.2%	\$4,106	\$4,127	\$3,990	\$4,074	0.5%	\$4,039	\$4,149	\$3,987	\$4,055
Other Stats	2,371,508	\$2,279,245		\$7,008,279		2,488,326	\$2,183,032	\$2,274,287	\$6,945,645		2,443,846.00	2,269,624.00		\$7,133,360
Pilot Boat Charges	\$145,464	\$138,156	\$148,248	\$431,868	1.9%	\$146,856	\$135,372	\$141,636	\$423,864	-2.9%	\$145,812	\$139,548	\$151,032	\$436,392
Pilot Boat Assignments	418	397	426	1,241	1.9%	422	389	407	1,218	-2.9%	419	401	434	1,254
Avg	348	348	348	348		348	\$348	\$348	348		348	348	348	348
Tonnage Surcharge Revenue	\$1,364,136	\$1,306,390	\$1,350,510	\$4,021,037	1.2%	\$1,456,699	\$1,256,480	\$1,261,965	\$3,975,144	0.1%	\$1,329,440	\$1,296,111	\$1,345,308	\$3,970,859
Tonnage Surcharge Charge # moves	567	531	563	1,661	-0.1%	594	520	548	1,662	-3.3%	589	538	591	1,718
Avg Tonnage Surcharge/Move	\$2,406	\$2,460	\$2,399	\$2,421	1.2%	\$2,452	\$2,416	\$2,303	\$2,392	3.5%	\$2,257	\$2,409	\$2,276	\$2,311

Just the Basics
2018-2015

MONTH								Year to Date							
2018	Month	Revenue(Trans)		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%		
	2018	0.9%	7,008,279	1741											
2017	Month	Revenue(Trans)		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%		
	Jul	-2.6%	3,235,074	664	-4.3%	4,872	1.8%	18,525,582	-2.8%	4,234	-4.5%	4,375	1.8%		
	Aug	-5.3%	3,089,703	657	-4.2%	4,703	-1.1%	21,615,285	-3.2%	4,891	-4.5%	4,419	1.4%		
	Sep	-2.4%	2,948,218	608	-6.9%	4,849	4.9%	24,563,503	-3.1%	5,500	-4.7%	4,466	1.7%		
	Oct	-8.3%	2,357,919	564	-8.6%	4,181	0.3%	26,921,423	-3.5%	6,064	-5.1%	4,440	1.6%		
	Nov	-9.6%	2,370,766	597	-9.7%	3,971	0.1%	29,292,188	-4.1%	6,661	-5.5%	4,398	1.5%		
	Dec	-2.5%	2,383,967	589	-3.4%	4,047	0.9%	31,676,155	-4.0%	7,249	-5.4%	4,370	1.5%		
	2017	-4.0%	31,676,155	7249	-5.4%										
2016	Month	Revenue(Trans)		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%		
	Jul	12.2%	3,320,803	694	9.8%	4,785	2.2%	19,059,052	6.6%	4,434	-2.5%	4,298	9.4%		
	Aug	-0.9%	3,261,886	686	-1.0%	4,755	0.1%	22,320,938	5.4%	5,120	-2.3%	4,360	8.0%		
	Sep	9.5%	3,019,483	653	8.7%	4,624	0.8%	25,340,421	5.9%	5,773	-1.2%	4,389	7.2%		
	Oct	-3.3%	2,571,409	617	-7.4%	4,168	4.4%	27,911,830	5.0%	6,390	-1.8%	4,368	7.0%		
	Nov	5.8%	2,622,922	661	2.6%	3,968	3.1%	30,534,752	5.1%	7,051	-1.4%	4,331	6.6%		
	Dec	-6.6%	2,446,187	610	-4.8%	4,010	-1.8%	32,980,939	4.1%	7,661	-1.7%	4,305	5.9%		
	2016	4.1%	32,980,939	7,661	-1.7%					(134)					
2015	Month	Revenue(Trans)		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%		
	Jul	-2.1%	2,960,243	632	-4.7%	4,684	2.7%	17,876,146	-4.8%	4,550	1.1%	3,929	-5.9%		
	Aug	2.2%	3,291,439	693	1.2%	4,750	1.1%	21,167,585	-3.8%	5,243	1.1%	4,037	-4.9%		
	Sep	3.8%	2,756,533	601	0.7%	4,587	3.1%	23,924,118	-3.0%	5,844	1.1%	4,094	-4.0%		
	Oct	9.4%	2,659,033	666	4.2%	3,993	5.0%	26,583,151	-1.8%	6,510	1.4%	4,083	-3.2%		
	Nov	13.9%	2,479,703	644	8.8%	3,850	4.7%	29,062,854	-0.7%	7,154	2.0%	4,062	-2.7%		
	Dec	20.2%	2,618,146	641	6.1%	4,084	13.3%	31,681,000	0.8%	7,795	2.4%	4,064	-1.5%		
	2015	0.8%	31,681,000	7,795	2.4%					179					

Selected Comparatives Summary

PSP 2018	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	3 mo to date	compared to previous year
Tariff Revenue-Trans	\$2,371,489	-4.7%	\$2,279,245	4.4%	\$2,357,526	3.7%	\$7,008,687	0.9%
RPA-Revenue per Assign	\$3,939	-4.1%	\$4,099	-0.7%	\$4,044	1.4%	\$4,027	-1.2%
# of licensed pilots w/o Pres	50		50		50		50	
Average Assgn/pilot on rotation	12.30		11.35		11.90		11.83	
# pilots with < 6 jobs (+1=Pres)	3 + 1		2 + 1		5 + 1			
Assignments	602	-0.7%	556	5.1%	583	2.3%	1741	2.1%
Assignment change	-4		27		13		36	
Moves	579	-2.5%	543	4.4%	563	2.7%	1685	1.4%
Moves change	-15		23		15		23	
Cancellations	23	91.7%	13	44.4%	20	-9.1%	56	30.2%
Tonnage Revenue	\$1,364,136	-6.4%	\$1,306,390	4.0%	\$1,350,510	7.0%	\$4,021,036	1.2%
Tonnage Revenue per Move	\$2,356	-3.9%	\$2,406	-0.4%	\$2,399	4.2%	\$2,386	
Gross Tonnage Moved	27,962,363	-10.7%	26,106,585	-4.1%	27,303,886	-0.5%	\$81,372,834	-5.4%
PSP 2017	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	3 mo to date	compared to previous year
Tariff Revenue-Trans	\$2,488,326	1.8%	\$2,183,031	-3.8%	\$2,273,861	-6.0%	\$6,945,218	-2.6%
RPA-Revenue per Assign	\$4,106	1.7%	\$4,127	-0.5%	\$3,989	0.1%	\$4,074	0.5%
# of licensed pilots w/o Pres	51		51		51		51	
Average Assgn/pilot on rotation	11.88		10.37		11.18		11.13	
# pilots with < 6 jobs (+1=Pres)	2 + 1		5 + 1		3 + 1			
Assignments	606	0.2%	529	-3.3%	570	-6.1%	1705	-3.1%
Assignment change	1		-18		-37		-54	
Moves	594	0.8%	520	-3.3%	548	-7.3%	1662	-3.3%
Moves change	5		-18		-43		-56	
Cancellations	12	-25.0%	9	0.0%	22	37.5%	43	4.9%
Tonnage Revenue	\$1,456,699	9.6%	\$1,256,480	-3.1%	\$1,261,965	-6.2%	\$3,975,144	0.1%
Tonnage Revenue per Move	\$2,452	8.7%	\$2,416	0.3%	\$2,303	1.2%	\$2,392	3.5%
Gross Tonnage Moved	31,303,842	5.7%	27,225,601	-2.2%	27,446,553	-7.5%	\$85,975,996	-1.3%
PSP 2016	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	3 mo to date	to previous year
Tariff Revenue-Trans	\$2,443,846	11.0%	\$2,269,624	12.1%	\$2,419,887	2.3%	\$7,133,357	8.2%
RPA-Revenue per Assign	\$4,039	5.8%	\$4,149	5.9%	\$3,987	7.7%	\$4,055	6.6%
# of licensed pilots w/o Pres	51		51		50		51	
Average Assgn/pilot	12.26		10.73		12.14		11.49	
# pilots with < 6 jobs(+1=Pres)	6 + 1		8 + 1		3 + 1			
Assignments	605	4.9%	547	5.8%	607	-5.0%	1759	1.5%
Assignment change	28		30		-32		26	
Moves	589	4.1%	538	7.4%	591	-5.1%	1718	1.7%
Moves change	23		37		-32	-0.061	28	57.0%
Cancellations	16		9		16		41	
Tonnage Revenue	\$1,329,440		\$1,296,111		\$1,345,308		\$3,970,859	9.9%
Tonnage Revenue per Move	\$2,257		\$2,409		\$2,276		\$2,311	8.1%
Gross Tonnage Moved	29,609,106	7.3%	27,830,304	12.8%	29,667,076	2.2%	87,106,486	7.1%
PSP 2015	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	3 mo to date	
Tariff Revenue-Trans	\$2,202,588	-13.8%	\$2,024,841	-10.5%	\$2,365,096	-1.6%	\$6,592,525	-58.2%
RPA-Revenue per Assign	\$3,817	-4.5%	\$3,917	1.0%	\$3,701	-4.1%	\$3,804	-7.4%
# of licensed pilots w/o Pres	53		53		52		53	
Average Assgn/pilot	10.89		9.75		12.29		10.32	
# pilots with < 6 jobs(+1=Pres)	7		9		4			
Assignments	577	-9.7%	517	-11.3%	639	2.6%	1733	-54.8%
Assignment change	-62		-66		16		-112	
Moves	566	-10.3%	501	-12.4%	623	1.0%	1690	-55.4%
Moves change	-65		-71	-0.131	6	-0.005	-130	
Cancellations	11		16		16		43	
Tonnage Revenue	\$1,216,397		\$1,132,850		\$1,263,220		\$3,612,467	-61.6%
Tonnage Revenue per Move	\$2,149		\$2,261		\$2,028	\$0	\$2,138	-14.0%
Gross Tonnage Moved	27,588,264	-13.5%	24,671,828	-14.4%	29,034,609	-5.2%	81,294,701	-58.2%

Pilot Code	2018			Jan	Feb	Mar	2018	2018
	Actual Trips	PSP Earned	Lic or Ret Date	Actual Assign	Actual Assign	Actual Assign	YTD Actual Assign	Average Assgn 145/12=12.1
5	ANA	Anacker, D.S.	Lic. 3/27/12	11	9	15	35	11.7
5	ANT	Anthony, Michael	Lic. 7/24/12	16	8	13	37	12.3
5	ARN	Arnold, J. E.		6	14	19	39	13.0
5	BOU	Bouma, Blair		16	15	0	31	10.3
4	BRO	Brouillard, Dan	Lic. 7/31/13	14	9	19	42	14.0
5	BRU	Brusco, David		10	5	12	27	9.0
5	BUJ	Bujacich, J.P.		12	11	9	32	10.7
5	CAW	Carley, W. Bud	Lic. 1/10/13	11	9	15	35	11.7
5	CAI	Carlson, I.J.		12	13	4	29	9.7
2	CAJ	Carstensen, J	Lic. 9/30/15	15	13	10	38	12.7
5	COE	Coe, F.A.		6	11	8	25	8.3
3	COL	Coleman, S	Lic. 8/27/14	11	6	9	26	8.7
4	COR	Coryell, T.D.	Lic. 12/13/13	17	8	16	41	13.7
5	EME	Emerson, L. P.		19	14	14	47	15.7
5	ENF	Engstrom, F. E.	Lic. 11/15/12	14	12	10	36	12.0
3	GAL	Galvin, Jamie	Lic. 11/11/14	13	9	16	38	12.7
5	GRD	Grobschmit, D.W.		15	11	15	41	13.7
5	HAJ	Hannuksela, J		0	0	8	8	2.7
5	HAR	Harris, J. B.		17	12	12	41	13.7
0	HEJ	Henderson, J. David	Lic. 7/6/17	11	7	5	23	7.7
5	HEN	Henshaw, B. F.		14	11	13	38	12.7
0	HUP	Hunter, P.V	Lic. 10/13/17	8	10	6	24	8.0
3	JEN	Jensen, Brian	Lic. 12/22/14	15	11	12	38	12.7
5	KAL	Kalvoy, J.E.		14	16	12	42	14.0
5	KEA	Kearns, J.		13	14	19	46	15.3
1	KEN	Kelleher, N.T.	Lic. 4/14/16	7	11	7	25	8.3
5	KEP	Kelly, P.S.		19	5	14	38	12.7
5	KLA	Klapperich, E.C.		10	11	15	36	12.0
3	LIC	Lichty, E.C.	Lic. 5/1/14	6	14	6	26	8.7
2	LOB	Lowe, Brad	Lic. 9/23/15	16	12	7	35	11.7
5	LOW	Lowery, W.W.	Lic. 2/11/13	17	14	8	39	13.0
5	MAR	Marmol, E.		9	11	12	32	10.7
5	MAY	Mayer, D. W.		13	12	20	45	15.0
5	MOT	Moreno, S.		13	19	10	42	14.0
0	MYE	Myers, R	Lic. 11/28/17	15	7	8	30	10.0
5	NEW	Newman, A. J.		3	17	23	43	14.3
0	ROU	Rounds, Chris	Lic. 7/11/17	12	10	8	30	10.0
5	SAN	Sanders, D. A.		18	12	8	38	12.7
5	SCO	Scoggins, J		14	14	17	45	15.0
5	SCR	Scragg, J.		11	5	9	25	8.3
5	SEM	Semler, J. R.		8	12	10	30	10.0
5	SES	Semler, S.		12	15	14	41	13.7
5	SEY	Seymour, L.		14	13	12	39	13.0
5	SHA	Shaffer, D. L.		10	15	22	47	15.7
5	SHJ	Shaffer, J. A.		13	16	16	45	15.0
5	SHU	Shuler, M.		2	6	2	10	3.3
5	SLI	Sliker, W.J.		14	9	13	36	12.0
5	SOR	Soriano, D. B.		7	14	14	35	11.7
5	THG	Thoreson, George		13	11	13	37	12.3
5	VON	vonBrandenfels, E. M.	president	0	0	0	0	0.0
5	WIG	Wildes, G. R.		16	13	4	33	11.0
Total Assignments/ Month				602	556	583	1741	871
Number of licensed PS pilots				51	51	51	51	
Pilots on rotation				49	49	49	49	12.1*12*51=
Average Assgn/pilot on rotation				12.3	11.35	11.90		=7405 assgns/y
PSP LOA Report (MOVES)				567	520	563	1650	
Move w/o tonnage charge				12	12		24	
Cancellations				23	24	20	67	
# of Pilots with < 6 jobs(+1=Pres)				3 + 1	2 + 1	5 + 1		
Pilots w/>5 trips & their avg # of trips				47 12.6	48 11.6	45 12.6		
Medical circumstances:				1	1	1		

GRAYS HARBOR

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	
2018 Grays Hbr	ARRIVALS (new stat)	8	9	9										26	
	D'Angelo	2	24	9											
	White	17	0	14											
GH Actual Assignments		19	24	23	0	0	0	0	0	0	0	0	0	66	Jan, Feb, Mar
		-24.0%	-4.0%	15.0%											22.9%
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total Assignments	
2017 Grays Hbr	ARRIVALS (new stat)	9	12	8	6	8	9	8	9	10	9	11		99	
	D'Angelo	25	10	20	0	18	1	13	19	0	21	0	26	153	
	White	0	15	0	13	0	21	6	0	22	0	28		105	
GH Actual Assignments		25	25	20	13	18	22	19	19	22	21	28	28	260	Jan- Dec
		92.3%	66.7%	25.0%	-18.8%	-5.3%	57.1%	18.8%	26.7%	22.2%	-30.0%	-3.4%	0.0%	13.5%	13.5%
2016 Grays Hbr	ARRIVALS (new stat)													99	
	D'Angelo	3	13	8	15	7	14	11	9	18				98	Jan- Dec
	White	10	2	8	1	12	0	5	6	0				44	
GH Actual Assignments		13	15	16	16	19	14	16	15	18	30	29	28	229	229 14.5%
		-35.0%	-40.0%	-46.7%	33.3%	58.3%	-46.2%	128.6%	-6.3%	80.0%	114.3%	70.6%	154.5%	14.5%	
2015 Grays Hbr	Cooke	0	3	Retired	2/7/15									3	
	D'Angelo	18	20	28	10	10	19	4	16	8	11	10	8	162	Jan- Dec
	White	2	2	2	2	2	7	3	0	2	3	7	3	35	
GH Actual Assignments		20	25	30	12	12	26	7	16	10	14	17	11	200	200 -27.8%
		-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	Jan- Dec
	GH Actual Assignments		28	26	30	38	9	21	17	16	18	17	30	27	277
		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	Jan- Dec
	GH Actual Assignments		22	20	27	10	22	16	9	20	16	28	20	36	246
		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%	GH Pilot Detail

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

	Bulkers		Car Carrier		Container		General		Naval		Other		Passenger		Ro-Ro		Tanker		ATB & % of Tankers		Total Tonnage	
	Tonnage	#	Tonnage	#	Tonnage	#	Tonnage	#	Tonnage	#	Tonnage	#	Tonnage	#	Tonnage	#	Tonnage	#	Tonnage	%	Tonnage	#
January	3,439,902	104	1,789,883	30	12,733,269	191	27,776	14	-	-	343,750	22	12,592	3	704,729	15	8,910,462	200	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	-	-	630,344	16	7,759,574	182	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	-	-	690,659	20	7,697,304	188	49	26%	27,303,886	563
2018	9,891,570	291	6,208,640	104	37,895,584	573	74,850	39	-	2	896,526	51	12,592	3	2,025,732	51	24,367,340	570	174	31%	81,372,835	1,684
Δ 2018/2017	(647,877)	(19)	(1,084,238)	(19)	(7,911,394)	(71)	(2,436)	-	(407,040)	(6)	782,510	38	910	1	117,482	(4)	4,548,921	102	41		(4,603,161)	22
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	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
2017	10,539,447	310	7,292,878	123	45,806,978	644	77,286	39	407,040	8	114,016	13	11,682	2	1,908,250	55	19,818,419	468	133	28%	85,975,996	1,662
Δ 2017/2016	1,860,524	35	(360,678)	(13)	(1,182,665)	(36)	(624,395)	10	338,975	4	78,326	11	(5,841)	(1)	(82,145)	(2)	(1,362,747)	(64)	(64)		(1,340,646)	(56)
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	191	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	164	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	177	67	38%	29,806,282	590
2016	8,678,923	275	7,653,556	136	46,989,643	680	701,681	29	68,065	4	35,690	2	17,523	3	1,990,395	57	21,181,166	532	197	37%	87,316,642	1,718
Δ 2016/2015	(857,637)	(17)	506,339	13	6,127,261	18	(218,781)	(13)	68,065	3	(430,807)	(47)	5,841	1	(71,422)	(5)	893,082	75	30		6,021,941	28

	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	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	ATB Memo	
Jan		579	34	108	99	65	150	157	0	104	30	191	14	0	22	3	0	15	200	69	579
Feb	1,121	542	34	89	94	69	156	134	0	90	33	184	17	0	20	0	0	16	182	56	542
Mar	1,684	563	35	74	90	64	165	170	0	97	41	198	8	2	9	0	0	20	188	49	563
2018		1684	103	271	283	198	471	461	0	291	104	573	39	2	51	3	0	51	570	174	1684
@2018/2017 Δ	change	22	(57)	(15)	(22)	42	34	(17)	0	(19)	(19)	(71)	0	(6)	38	1	0	(4)	102	41	22
Jan		594	63	111	114	53	150	166	0	110	43	220	11	5	4	1	0	17	183	47	594
Feb	1,114	520	46	80	101	52	144	143		93	36	209	10	0	6	1	0	17	148	46	520
Mar	1,662	548	51	95	90	51	143	169	0	107	44	215	18	3	3	0	0	21	137	40	548
2017		1662	160	286	305	156	437	478	0	310	123	644	39	8	13	2	0	55	468	133	1662
@2017/2016 Δ	change	(56)	(9)	(28)	27	(6)	(9)	(40)	0	35	(13)	(36)	10	4	11	(1)	0	(2)	(64)	(64)	(56)
Jan		589	57	121	84	61	157	166	0	88	39	232	14	4	1	1	0	19	191	76	589
Feb	1,127	538	54	91	102	43	139	163	0	90	45	212	7	0	0	2	0	18	164	54	538
Mar	1,718	591	58	102	92	58	150	189	0	97	52	236	8	0	1	0	0	20	177	67	591
2016		1718	169	314	278	162	446	518	0	275	136	680	29	4	2	3	0	57	532	197	1718
@2016/2015 Δ	change	28	incomplete data	20	12	21	(65)	51	(5)	(17)	13	18	(13)	3	(47)	1	0	(5)	75	30	28
2015	Moves YTD	Moves/ Month		IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6	Bulker	Car Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	ATB Memo	Totals
Jan		566		88	93	51	189	144	1	102	35	219	23		4	1		18	164	63	566
Feb	1,067	501		67	88	40	154	144	4	70	43	209	5		7	1		21	145	51	501
Mar	1,690	623		139	85	50	168	179	0	120	45	234	14	1	38			23	148	53	623
2015		1690		294	266	141	511	467	5	292	123	662	42	1	49	2	0	62	457	167	1690

Vessel Moves by Zone and LOA

2018		MARCH 2018						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
109	36	Up to 500	3	10	13	7	3	0
143	42	500-599	7	7	4	17	7	0
504	167	600-699	15	38	32	40	42	0
245	91	700-799	12	12	3	22	42	0
171	57	800-899	5	7	9	13	23	0
434	148	900-999	32	15	3	45	53	0
78	22	1000--	0	1	0	21	0	0
moves	563		74	90	64	165	170	0
2017 YTD totals	1684		271	283	198	471	461	0
YTD Averages	561.3		90.3	94.3	66.0	157.0	153.7	0.0

2018		FEBRUARY 2018						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
73	40	Up to 500	14	7	13	6	0	0
101	46	500-599	5	11	2	21	7	0
337	159	600-699	18	45	37	29	30	0
154	73	700-799	13	6	0	21	33	0
114	58	800-899	7	11	12	15	13	0
286	141	900-999	31	14	5	40	51	0
56	25	1000--	1	0	0	24	0	0
moves	542		89	94	69	156	134	0
YTD totals	1121		197	193	134	306	291	0
YTD Averages	560.5		98.5	96.5	67.0	153.0	145.5	0.0

2018		JANUARY 2018						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
	33	Up to 500	13	5	11	3	1	0
	55	500-599	11	16	3	16	9	0
	178	600-699	29	34	37	37	41	0
	81	700-799	14	14	1	18	34	0
	56	800-899	8	16	6	13	13	0
	145	900-999	31	14	7	36	57	0
	31	1000--	2	0	0	27	2	0
moves	579		108	99	65	150	157	0

2017		MARCH 2017						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
61	27	Up to 500	0	8	10	9	0	0
179	54	500-599	12	8	4	18	12	0
460	150	600-699	19	33	28	28	42	0
262	88	700-799	10	20	3	21	34	0
219	61	800-899	11	7	5	17	21	0
237	83	900-999	16	5	1	25	36	0
244	85	1000--	27	9		25	24	0
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

2017		FEBRUARY 2017						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
34	22	Up to 500	0	6	5	8	3	0
125	69	500-599	3	11	4	13	38	0
310	140	600-699	12	42	25	30	31	0
174	79	700-799	9	22	5	25	18	0
158	80	800-899	12	5	12	17	34	0
154	65	900-999	15	7	0	24	19	0
159	65	1000--	29	8	1	27	0	0
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

2017		JANUARY 2017						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 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		MARCH 2016						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 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

2016		FEBRUARY 2016						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
20	6	Up to 500	2	0	4	0	0	0
133	65	500-599	18	20	3	15	9	0
316	153	600-699	14	39	28	30	42	0
163	75	700-799	5	17	2	20	31	0
126	62	800-899	7	13	5	15	22	0
204	101	900-999	21	3	1	31	45	0
165	76	1000--	24	10	0	28	14	0
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

2016		JAN 2016 2016						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 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