

| <b>PSP 2019</b>                         | January     | February    | March       | April       | (cruise season)<br>May | May to prev<br>May | <b>5 mo to date</b> | 2019 to 2018 |
|---|-------------|-------------|-------------|-------------|------------------------|--------------------|---------------------|--------------|
| Tariff Revenue-Trans                    | \$2,587,013 | \$2,338,516 | \$2,331,254 | \$2,351,437 | \$3,086,404            | 2.8%               | \$12,694,624        | 4.0%         |
| RPA-Revenue per Assign                  | \$4,385     | \$4,074     | \$4,399     | \$4,647     | \$5,035                | 12.6%              | \$4,514             | 8.9%         |
| # of licensed pilots w/o Pres           | 49          | 49          | 48          | 48          | 48                     |                    |                     |              |
| Average Assgn/available pilot           | 12.30       | 12.20       | 11.50       | 10.77       | 13.33                  |                    | 15.03               |              |
| # pilots with < 6 jobs (≠Pres,<br>NFFD) | 5<br>1      | 5<br>2      | 5<br>2      | 8<br>1      | 3<br>1                 |                    |                     |              |
| 2nd pilot jobs                          | 37          | 44          | 33          | 34          | 40                     | -24.5%             | 188                 | -1.1%        |
| Repos                                   | 112         | 100         | 95          | 124         | 115                    | -21.8%             | 546                 | -11.8%       |
| Assignments                             | 590         | 574         | 530         | 506         | 613                    | -8.6%              | 2813                | -4.5%        |
| Assignment change                       | (12)        | 18          | (53)        | (27)        | -58                    |                    | -132                |              |
| Moves                                   | 572         | 560         | 522         | 495         | 604                    | -7.9%              | 2753                | -3.9%        |
| Moves change                            | (7)         | 18          | (41)        | (30)        | -52                    |                    | -112                |              |
| Cancellations                           | 18          | 14          | 8           | 11          | 9                      | -40.0%             | 60                  | -25.0%       |
| Tonnage Revenue                         | \$1,534,254 | \$1,346,824 | \$1,393,714 | \$1,402,349 | \$1,940,532            | 5.7%               | \$7,617,673         | 6.7%         |
| Tonnage Revenue per Move                | \$2,682     | \$2,405     | \$2,670     | \$2,833     | \$3,213                | 14.8%              | \$2,767             |              |
| Gross Tonnage Moved                     | 30,531,919  | 28,337,270  | 28,080,518  | 26,968,499  | 34,486,121             | -1.4%              | 148,404,327         | 4.5%         |

| <b>PSP 2018</b>                         | January     | February    | March       | April       | (cruise season)<br>May | May to prev<br>May | <b>5 mo to date</b> | 2018 to 2017 |
|---|-------------|-------------|-------------|-------------|------------------------|--------------------|---------------------|--------------|
| Tariff Revenue-Trans                    | \$2,371,509 | \$2,279,245 | \$2,357,526 | \$2,197,452 | \$3,001,506            | 1.1%               | \$12,207,238        | -0.2%        |
| RPA-Revenue per Assign                  | \$3,939     | \$4,099     | \$4,044     | \$4,123     | \$4,473                | 0.0%               | \$4,145             | -0.6%        |
| # of licensed pilots w/o Pres           | 50          | 50          | 50          | 50          | 49                     |                    |                     |              |
| Average Assgn/available pilot           | 12.30       | 11.35       | 11.90       | 10.88       | 13.98                  |                    | 11.61               |              |
| # pilots with < 6 jobs (≠Pres,<br>NFFD) | 2<br>1      | 3<br>1      | 4<br>1      | 7<br>1      | 3<br>1                 |                    |                     |              |
| 2nd pilot jobs                          | 34          | 34          | 35          | 34          | 53                     |                    | 190                 |              |
| Repos                                   | 111         | 112         | 129         | 120         | 147                    |                    | 619                 | 11.3%        |
| Assignments                             | 602         | 556         | 583         | 533         | 671                    | 1.1%               | 2945                | 0.4%         |
| Assignment change                       | (4)         | 27          | 13          | (32)        | 7                      |                    | 11                  |              |
| Moves                                   | 579         | 542         | 563         | 525         | 656                    | 0.3%               | 2865                | 0.0%         |
| Moves change                            | (15)        | 22          | 15          | (25)        | 2                      |                    | -1                  |              |
| Cancellations                           | 23          | 14          | 20          | 8           | 15                     | 50.0%              | 80                  | 17.6%        |
| Tonnage Revenue                         | \$1,364,136 | \$1,306,390 | \$1,350,510 | \$1,278,904 | \$1,836,056            | 1.5%               | \$7,135,996         | 0.7%         |
| Tonnage Revenue per Move                | \$2,356     | \$2,410     | \$2,399     | \$2,436     | \$2,799                | 1.2%               | \$2,491             |              |
| Gross Tonnage Moved                     | 27,962,363  | 26,106,585  | 27,303,886  | 25,704,844  | 34,965,346             | 4.7%               | 142,043,024         | -3.5%        |

| <b>PSP 2017</b>               | January     | February    | March       | April       | (cruise season)<br>May | May to prev<br>May | <b>5 mo to date</b> | 2017 to 2016 |
|-------------------------------|-------------|-------------|-------------|-------------|------------------------|--------------------|---------------------|--------------|
| Tariff Revenue-Trans          | \$2,488,326 | \$2,183,031 | \$2,273,861 | \$2,315,825 | \$2,968,949            | -2.3%              | \$12,229,992        | -2.3%        |
| RPA-Revenue per Assign        | \$4,106     | \$4,127     | \$3,989     | \$4,099     | \$4,471                | -1.1%              | \$4,168             | 0.4%         |
| # of licensed pilots w/o Pres | 51          | 51          | 51          | 51          | 51                     |                    |                     |              |
| Average Assgn/available pilot | 11.88       | 10.37       | 11.18       | 11.08       | 13.02                  |                    | 11.13               |              |
| ≠NFFD)                        | 2           | 5           | 3           | 5           | 6.6                    |                    |                     |              |
| NFFD                          |             |             |             |             |                        |                    |                     |              |
| 2nd pilot jobs                |             |             |             |             |                        |                    |                     |              |
| Repos                         | 114         | 102         | 94          | 104         | 142                    |                    | 556                 | 3.0%         |
| Assignments                   | 606         | 529         | 570         | 565         | 664                    | -1.2%              | 2934                | -2.7%        |
| Assignment change             | 1           | (18)        | (37)        | (19)        | (8)                    |                    | -81                 |              |
| Moves                         | 594         | 520         | 548         | 550         | 654                    | -1.7%              | 2866                | -3.0%        |
| Moves change                  | 5           | (18)        | (43)        | (23)        | (11)                   |                    | -90                 |              |
| Cancellations                 | 12          | 9           | 22          | 15          | 10                     | 42.9%              | 68                  | 15.3%        |
| Tonnage Revenue               | \$1,456,699 | \$1,256,480 | \$1,261,965 | \$1,305,187 | \$1,808,684            | -1.3%              | \$7,089,015         | -0.5%        |
| Tonnage Revenue per Move      | \$2,452     | \$2,416     | \$2,303     | \$2,373     | \$2,766                | 0.4%               | \$2,473             | 2.6%         |
| Gross Tonnage Moved           | 31,303,842  | 27,225,601  | 27,446,553  | 27,831,924  | 33,410,880             | -6.9%              | 147,218,800         | -2.9%        |

| COMP DAY CUMULATIVE             |           |         |        |       |         |
|---------------------------------|-----------|---------|--------|-------|---------|
| 2016 Month                      |           | Beg Bal | Earned | Taken | 2726    |
| Taken Directly from PSP Reports | January   | 2726    | 64     | 43    | 2747    |
|                                 | February  | 2747    | 49     | 51    | 2745    |
|                                 | March     | 2745    | 42     | 44    | 2743    |
|                                 | April     | 2743    | 40     | 42    | 2741    |
|                                 | May       | 2741    | 80     | 58    | 2763    |
|                                 | June      | 2765    | 99     | 66    | 2798    |
|                                 | July      | 2798    | 77     | 66    | 2809    |
|                                 | August    | 2807    | 71     | 69    | 2811    |
|                                 | September | 2811    | 93     | 70    | 2834    |
|                                 | October   | 2834    | 81     | 63    | 2852    |
|                                 | November  | 2849    | 88     | 54    | 2883    |
|                                 | December  | 2881    | 51     | 48    | 2884    |
| 2016                            |           |         | 835    | 674   |         |
| 2017 Month                      |           | Beg Bal | Earned | Taken | 2884    |
| Taken Directly from PSP Reports | January   | 2884    | 58     | 53    | 2889    |
|                                 | February  | 2889    | 34     | 39    | 2884    |
|                                 | March     | 2884    | 41     | 50    | 2875    |
|                                 | April     | 2883    | 59     | 45    | 2897    |
|                                 | May       | 2898    | 99     | 84    | 2913    |
|                                 | June      | 2913    | 83     | 80    | 2916    |
|                                 | July      | 2915    | 61     | 81    | 2895    |
|                                 | August    | 2897    | 80     | 125   | 2852    |
|                                 | September | 2852    | 70     | 83    | 2839    |
|                                 | October   | 2839    | 69     | 88    | 2820    |
|                                 | November  | 2820    | 53     | 62    | 2811    |
|                                 | December  | 2813    | 58     | 48    | 2823    |
| 2017                            |           |         | 765    | 838   | PSP Rpt |
| 2018 Month                      |           | Beg Bal | Earned | Taken | 2811    |
| Taken Directly from PSP Reports | January   | 2825    | 76     | 69    | 2832    |
|                                 | February  | 2832    | 69     | 50    | 2851    |
|                                 | March     | 2851    | 81     | 79    | 2853    |
|                                 | April     | 2851    | 70     | 78    | 2843    |
|                                 | May       | 2844    | 88     | 52    | 2880    |
|                                 | June      | 2880    | 140    | 43    | 2977    |
|                                 | July      | 2977    | 133    | 88    | 3022    |
|                                 | August    | 3023    | 107    | 78    | 3052    |
|                                 | September | 3051    | 94     | 63    | 3082    |
|                                 | October   | 3083    | 126    | 77    | 3132    |
|                                 | November  | 3132    | 101    | 85    | 3148    |
|                                 | December  | 3148    | 85     | 90    | 3143    |
| 2018                            |           |         | 1170   | 852   | PSP Rpt |
| 2019 Month                      |           | Beg Bal | Earned | Taken | 3143    |
| Taken Directly from PSP Reports | January   | 3143    | 101    | 62    | 3182    |
|                                 | February  | 3181    | 121    | 55    | 3248    |
|                                 | March     |         | 78     | 81    | 3245    |
|                                 | April     |         | 76     | 63    | 3258    |
|                                 | May       |         | 104    | 54    | 3308    |
|                                 | June      |         |        |       |         |
|                                 | July      |         |        |       |         |
|                                 | August    |         |        |       |         |
|                                 | September |         |        |       |         |
|                                 | October   |         |        |       |         |
|                                 | November  |         |        |       |         |
|                                 | December  |         |        |       |         |
|                                 |           |         |        |       | PSP Rpt |

| 2019  |   | Jan                | Feb              | Mar              | Apr              | May              | 2019             |  |                         |  |                  |
|---|---|--------------------|------------------|------------------|------------------|------------------|------------------|--|-------------------------|--|------------------|
| Pilot Level                                 | Actual Trips PSP<br>Earned Revenue<br>Report Detail | Lic or Ret<br>Date | Actual<br>Assign | Actual<br>Assign | Actual<br>Assign | Actual<br>Assign | Actual<br>Assign | CE=Cont Ed<br>M=Meetings<br>PSP=Internal<br>Committees<br>BPC=Board/TEC<br>ETO=Earned Time Off | YTD<br>Actual<br>Assign | Average<br>Assgn<br>145/12=12.1<br>>12.1 in Bold |                  |
| U   |   |                    | 4                | 0                | 0                | 0                | 0                | NFFD (31)  | 4                       | 0.8  | NFFD             |
| U   |   |                    | 2                | 1                | 1                | 0                | 2                | PSP (5)<br>ETO (12)  | 6                       | 1.2  | PSP V.P.         |
| U   |   |                    | 15               | 14               | 13               | 12               | 3                | ETO (7)  | 57                      | 11.4   |                  |
| 5   |   |                    | 15               | 15               | 13               | 13               | 5                | ETO (7)  | 61                      | 12.2   |                  |
| U   |   |                    | 0                | 0                | 0                | 3                | 5                |  | 8                       | 1.6  | President        |
| U   |   |                    | 15               | 15               | 17               | 15               | 7                | ETO (7)  | 69                      | 13.8   |                  |
| U   |   |                    | 11               | 14               | 16               | 13               | 7                | PSP (6)<br>ETO (7)   | 61                      | 12.2   |                  |
| 5   |   |                    | 12               | 12               | 5                | 11               | 9                | PSP (6)  | 49                      | 9.8  | PSP Sec/Treas    |
| U   |   |                    | 14               | 7                | 14               | 16               | 10               |  | 61                      | 12.2   |                  |
| 2   |   |                    | 9                | 11               | 13               | 14               | 10               |  | 57                      | 11.4   |                  |
| U   |   |                    | 11               | 10               | 10               | 10               | 11               | ETO (4)  | 52                      | 10.4   |                  |
| 2   |   |                    | 12               | 16               | 11               | 10               | 11               | ETO (5)  | 60                      | 12.0   |                  |
| 2   |   |                    | 15               | 12               | 11               | 11               | 11               |  | 60                      | 12.0   |                  |
| 2   |   |                    | 12               | 14               | 12               | 12               | 11               |  | 61                      | 12.2   |                  |
| U   |   |                    | 11               | 11               | 9                | 10               | 11               | PSP (1)<br>BPC (2)<br>ETO (4)  | 52                      | 10.4   | BPC/TEC          |
| U   |   |                    | 10               | 7                | 4                | 8                | 12               | BPC (4)  | 41                      | 8.2  | BPC/TEC          |
| 1   |   |                    | 9                | 13               | 5                | 11               | 12               |  | 50                      | 10.0   |                  |
| 1   |   |                    | 6                | 6                | 9                | 8                | 12               | CE (5)   | 35                      | 8.8  | New pilot        |
| U   |   |                    | 10               | 13               | 6                | 10               | 12               |  | 51                      | 10.2   |                  |
| U   |   |                    | 6                | 16               | 9                | 12               | 12               | ETO(4)   | 55                      | 11.0   |                  |
| U   |   |                    | 19               | 10               | 6                | 10               | 12               | BPC (1)<br>ETO (7)   | 57                      | 11.4   | TEC              |
| U   |   |                    | 19               | 13               | 10               | 12               | 13               | PSP (1)  | 67                      | 13.4   | PSP Bd           |
| U   |   |                    | 18               | 18               | 16               | 11               | 13               | ETO (4)  | 76                      | 15.2   |                  |
| 4   |   |                    | 16               | 12               | 9                | 0                | 13               |  | 50                      | 10.0   |                  |
| U   |   |                    | 19               | 20               | 13               | 13               | 13               | PSP (1)<br>ETO (5)   | 78                      | 15.6   | PSP Board        |
| U   |   |                    | 14               | 15               | 10               | 14               | 13               |  | 66                      | 13.2   |                  |
| 4   |   |                    | 8                | 18               | 14               | 8                | 14               |  | 62                      | 12.4   |                  |
| U   |   |                    | 14               | 16               | 14               | 14               | 14               | ETO (4)  | 72                      | 14.4   |                  |
| U   |   |                    | 17               | 11               | 9                | 16               | 14               |  | 67                      | 13.4   |                  |
| U   |   |                    | 14               | 21               | 18               | 17               | 14               | ETO (5)  | 84                      | 16.8   |                  |
| U   |   |                    | 12               | 17               | 14               | 11               | 14               | ETO (5)  | 68                      | 13.6   |                  |
| U   |   |                    | 11               | 13               | 19               | 16               | 14               |  | 73                      | 14.6   | PSP Board        |
| U   |   |                    | 14               | 5                | 11               | 11               | 15               | PSP (1)  | 56                      | 11.2   |                  |
| 5   |   |                    | 15               | 10               | 13               | 14               | 15               |  | 67                      | 13.4   |                  |
| U   |   |                    | 16               | 19               | 15               | 12               | 15               | ETO (5)  | 77                      | 15.4   |                  |
| U   |   |                    | 14               | 8                | 11               | 2                | 16               |  | 51                      | 10.2   |                  |
| U   |   |                    | 19               | 12               | 14               | 15               | 16               |  | 76                      | 15.2   |                  |
| 4   |   |                    | 6                | 16               | 10               | 14               | 16               |  | 62                      | 12.4   |                  |
| U   |   |                    | 13               | 13               | 12               | 11               | 16               | PSP (5)  | 65                      | 13.0   |                  |
| U   |   |                    | 16               | 16               | 15               | 5                | 16               | PSP (1)  | 68                      | 13.6   | PSP Board        |
| U   |   |                    | 22               | 14               | 12               | 15               | 17               |  | 80                      | 16.0   |                  |
| U   |   |                    | 13               | 12               | 16               | 4                | 17               |  | 62                      | 12.4   |                  |
| U   |   |                    | 15               | 5                | 14               | 17               | 18               |  | 69                      | 13.8   |                  |
| U   |   |                    | 8                | 14               | 14               | 10               | 19               |  | 65                      | 13.0   |                  |
| U   |   |                    | 13               | 10               | 19               | 1                | 20               |  | 63                      | 12.6   |                  |
| U   |   |                    | 21               | 12               | 9                | 17               | 20               |  | 79                      | 15.8   |                  |
| 1   |   |                    |                  |                  |                  | 1                | 20               |  | 21                      | 10.5   | New pilot        |
| U   |   |                    | 11               | 17               | 15               | 16               | 23               |  | 82                      | 16.4   |                  |
| U   |   |                    | 0                | 0                | 0                |                  |                  | Lic exp'd 3/18   | 0                       | 0.0  | NFFD             |
| U   |   |                    | 0                | 0                | 0                | 0                |                  | Ret 4/25   | 0                       | 0.0  | comp days→retire |
| U   |   |                    | 0                | 0                |                  |                  |                  |  | 0                       | 0.0  | comp days→retire |
| U   |   |                    | 0                | 0                |                  |                  |                  |  | 0                       | 0.0  | comp days→retire |
| <b>Total Assignments/ Month</b>             |   |                    | <b>590</b>       | <b>574</b>       | <b>530</b>       | <b>506</b>       | <b>613</b>       |  | <b>2813</b>             |  |                  |
| <b>TOTAL DAYS Meetings/NFFD/ETO</b>         |   |                    |                  |                  |                  |                  |                  | <b>75</b>  |                         |  |                  |
| Number of licensed PS pilots                |   |                    | 50               | 50               | 49               | 49               | 48               |  |                         |  |                  |
| President                                   |   |                    | 1                | 1                | 1                | 1                | 1                |  |                         |  |                  |
| Medical circumstances:                      |   |                    | 1                | 2                | 2                | 1                | 1                |  |                         |  |                  |
| Available to pilot                          |   |                    | 48               | 47               | 46               | 47               | 46               |  |                         |  |                  |
| Pilots taking comp days→retirement          |   |                    | 3                | 2                | 1                | 1                | 0                |  |                         |  |                  |
| # of Pilots with < 6 jobs<br>(#Pres; #NFFD) |   |                    | 5                | 5                | 5                | 8                | 3                |  |                         |  |                  |
| Pilots w/>5 assgns & their avg # of trips   |   |                    | 43P; 13.6        | 42p; 13.4        | 41p; 12.5        | 39p; 12.5        | 43p; 13.9        |  |                         |  |                  |
| Average Assgn/available pilot               |   |                    | 12.3             | 12.21            | 11.52            | 10.77            | 13.33            |  |                         |  |                  |
| Cancellations                               |   |                    | 18               | 14               | 8                | 11               | 7                |  | <b>58</b>               |  |                  |
| <b>PSP LOA Report (MOVES)</b>               |   |                    | <b>572</b>       | <b>560</b>       | <b>522</b>       | <b>495</b>       | <b>606</b>       |  | <b>2755</b>             |  |                  |
| Avg moves/pilot on rotation                 |   |                    | 11.92            | 11.91            | 11.35            | 10.53            | 13.17            |  |                         |  |                  |

|   |   | 2019          |               |               |               |                | 2019   |                   |   |                  |
|---|---|---------------|---------------|---------------|---------------|----------------|--|-------------------|---|------------------|
|   |   | Jan           | Feb           | Mar           | Apr           | May            |  |                   |   |                  |
| Pilot Level                                 | Actual Trips PSP<br>Earned Revenue Report<br>Detail | Actual Assign | Actual Assign | Actual Assign | Actual Assign | Actual Assign  | CE=Cont Ed<br>M=Meetings<br>PSP=Internal<br>Committees<br>BPC=Board/TEC<br>ETO=Earned Time Off | YTD Actual Assign | Average Assgn<br>145/12=12.1<br>>12.1 in Bold |                  |
|   | Lic or Ret Date                                     |               |               |               |               |                |  |                   |   |                  |
| U   |   | 0             | 0             | 0             |               | Lic exp'd 3/18 |  | 0                 | 0.0   | NFFD             |
| U   |   | 0             | 0             | 0             | 0             | Ret 4/25       |  | 0                 | 0.0   | comp days→retire |
| U   |   | 0             |               |               |               |                |  | 0                 | 0.0   | comp days→retire |
| U   |   | 0             | 0             |               |               |                |  | 0                 | 0.0   | comp days→retire |
| U   |   | 4             | 0             | 0             | 0             |                | NFFD (31)  | 4                 | 0.8   | NFFD             |
| U   |   | 2             | 1             | 1             | 0             |                | PSP (5)<br>ETO (12)  | 6                 | 1.2   | PSP V.P.         |
| U   |   | 0             | 0             | 0             | 3             |                |  | 8                 | 1.6   | President        |
| 1   |   |               |               |               | 1             |                |  | 20                | 10.5  | New pilot        |
| 1   |   |               | 6             | 9             | 8             |                | CE (5)   | 35                | 8.8   | New pilot        |
| U   |   | 10            | 7             | 4             | 8             |                | BPC (4)  | 41                | 8.2   | BPC/TEC          |
| 5   |   | 12            | 12            | 5             | 11            |                | PSP (6)  | 49                | 9.8   | PSP Sec/Treas    |
| 1   |   | 9             | 13            | 5             | 11            |                |  | 50                | 10.0  |                  |
| 4   |   | 16            | 12            | 9             | 0             |                |  | 50                | 10.0  |                  |
| U   |   | 14            | 8             | 11            | 2             |                |  | 51                | 10.2  |                  |
| U   |   | 10            | 13            | 6             | 10            |                |  | 51                | 10.2  |                  |
| U   |   | 11            | 10            | 10            | 10            |                | ETO (4)  | 52                | 10.4  |                  |
| U   |   | 11            | 11            | 9             | 10            |                | PSP (1)<br>BPC (2)<br>ETO (4)  | 52                | 10.4  | BPC/TEC          |
| U   |   | 6             | 16            | 9             | 12            |                | ETO (4)  | 55                | 11.0  |                  |
| U   |   | 14            | 5             | 11            | 11            |                | PSP (1)  | 56                | 11.2  |                  |
| 2   |   | 9             | 11            | 13            | 14            |                |  | 57                | 11.4  |                  |
| U   |   | 19            | 10            | 6             | 10            |                | BPC (1)<br>ETO (7)   | 57                | 11.4  | TEC              |
| U   |   | 15            | 14            | 13            | 12            |                | ETO (7)  | 57                | 11.4  |                  |
| 2   |   | 12            | 16            | 11            | 10            |                | ETO (5)  | 60                | 12.0  |                  |
| 2   |   | 15            | 12            | 11            | 11            |                |  | 60                | 12.0  |                  |
| U   |   | 14            | 7             | 14            | 16            |                |  | 61                | 12.2  |                  |
| 5   |   | 15            | 15            | 13            | 13            |                | ETO (7)  | 61                | 12.2  |                  |
| U   |   | 11            | 14            | 16            | 13            |                | PSP (6)<br>ETO (7)   | 61                | 12.2  |                  |
| 2   |   | 12            | 14            | 12            | 12            |                |  | 61                | 12.2  |                  |
| 4   |   | 8             | 18            | 14            | 8             |                |  | 62                | 12.4  |                  |
| 4   |   | 6             | 16            | 10            | 14            |                |  | 62                | 12.4  |                  |
| U   |   | 13            | 12            | 16            | 4             |                |  | 62                | 12.4  |                  |
| U   |   | 13            | 10            | 19            | 1             |                |  | 63                | 12.6  |                  |
| U   |   | 8             | 14            | 14            | 10            |                |  | 65                | 13.0  |                  |
| U   |   | 13            | 13            | 12            | 11            |                | PSP (5)  | 65                | 13.0  |                  |
| U   |   | 14            | 15            | 10            | 14            |                |  | 66                | 13.2  |                  |
| U   |   | 19            | 13            | 10            | 12            |                | PSP (1)  | 67                | 13.4  | PSP Bd           |
| U   |   | 17            | 11            | 9             | 16            |                |  | 67                | 13.4  |                  |
| 5   |   | 15            | 10            | 13            | 14            |                |  | 67                | 13.4  |                  |
| U   |   | 16            | 16            | 15            | 5             |                | PSP (1)  | 68                | 13.6  | PSP Board        |
| U   |   | 12            | 17            | 14            | 11            |                | ETO (5)  | 68                | 13.6  |                  |
| U   |   | 15            | 15            | 17            | 15            |                | ETO (7)  | 69                | 13.8  |                  |
| U   |   | 15            | 5             | 14            | 17            |                |  | 69                | 13.8  |                  |
| U   |   | 14            | 16            | 14            | 14            |                | ETO (4)  | 72                | 14.4  |                  |
| U   |   | 11            | 13            | 19            | 16            |                |  | 73                | 14.6  | PSP Board        |
| U   |   | 18            | 18            | 16            | 11            |                | ETO (4)  | 76                | 15.2  |                  |
| U   |   | 19            | 12            | 14            | 15            |                |  | 76                | 15.2  |                  |
| U   |   | 16            | 19            | 15            | 12            |                | ETO (5)  | 77                | 15.4  |                  |
| U   |   | 19            | 20            | 13            | 13            |                | PSP (1)<br>ETO (5)   | 78                | 15.6  | PSP Board        |
| U   |   | 21            | 12            | 9             | 17            |                |  | 79                | 15.8  |                  |
| U   |   | 22            | 14            | 12            | 15            |                |  | 80                | 16.0  |                  |
| U   |   | 11            | 17            | 15            | 16            |                |  | 82                | 16.4  |                  |
| U   |   | 14            | 21            | 18            | 17            |                | ETO (5)  | 84                | 16.8  |                  |
| <b>Total Assignments/ Month</b>             |   | <b>590</b>    | <b>574</b>    | <b>530</b>    | <b>506</b>    | <b>613</b>     |  | <b>2813</b>       |   |                  |
| <b>TOTAL DAYS Meetings/NFFD/ETO</b>         |   |               |               |               |               |                | <b>75</b>  |                   |   |                  |
| Number of licensed PS pilots                |   | 50            | 50            | 49            | 49            | 48             |  |                   |   |                  |
| President                                   |   | 1             | 1             | 1             | 1             | 1              |  |                   |   |                  |
| Medical circumstances:                      |   | 1             | 2             | 2             | 1             | 1              |  |                   |   |                  |
| Available to pilot                          |   | 48            | 47            | 46            | 47            | 46             |  |                   |   |                  |
| Pilots taking comp days→retirement          |   | 3             | 2             | 1             | 1             | 0              |  |                   |   |                  |
| # of Pilots with < 6 jobs<br>(#Pres; #NFFD) |   | 5             | 5             | 5             | 8             | 3              |  |                   |   |                  |
| Pilots w/>5 assgns & their avg # of trips   |   | 43P; 13.6     | 42p; 13.4     | 41p; 12.5     | 39p; 12.6     | 43p; 13.9      |  |                   |   |                  |
| Average Assgn/available pilot               |   | 12.3          | 12.21         | 11.52         | 10.77         | 13.33          |  |                   |   |                  |
| Cancellations                               |   | 18            | 14            | 8             | 11            | 7              |  | <b>58</b>         |   |                  |
| PSP LOA Report (MOVES)                      |   | 572           | 560           | 522           | 495           | 606            |  | <b>2755</b>       |   |                  |
| Avg moves/pilot on rotation                 |   | 11.92         | 11.91         | 11.35         | 10.53         | 13.17          |  |                   |   |                  |

|                   | SHIP MOVES BY ZONE/DISTANCE |              |             |             |             |              | SHIP MOVES BY TYPE - 2019 |                |             |           |          |           |           |          |           |            |            | Totals      |
|-------------------|-----------------------------|--------------|-------------|-------------|-------------|--------------|---------------------------|----------------|-------------|-----------|----------|-----------|-----------|----------|-----------|------------|------------|-------------|
|                   | IntraHbr<br>1               | ≤ 30 mi<br>2 | ≤50 mi<br>3 | ≤75 mi<br>4 | ≤100mi<br>5 | 101+ mi<br>6 | Bulker                    | Car<br>Carrier | Container   | General   | Naval    | Other     | Passngr   | Reefer   | Ro-Ro     | Tanker     | ATB        |             |
| <b>2019</b>       |                             |              |             |             |             |              |                           |                |             |           |          |           |           |          |           |            |            |             |
| January           | 90                          | 78           | 52          | 191         | 161         | 0            | 97                        | 57             | 212         | 15        | 1        | 2         | 1         | 0        | 16        | 127        | 44         | 572         |
| February          | 93                          | 76           | 54          | 190         | 147         | 0            | 118                       | 51             | 193         | 18        | 0        | 6         | 1         | 0        | 20        | 104        | 49         | 560         |
| March             | 76                          | 73           | 50          | 167         | 156         | 0            | 76                        | 53             | 194         | 12        | 1        | 12        | 0         | 0        | 24        | 114        | 36         | 522         |
| April             | 72                          | 52           | 47          | 166         | 158         | 0            | 85                        | 49             | 189         | 12        | 1        | 5         | 5         | 0        | 17        | 94         | 38         | 495         |
| May               | 89                          | 52           | 52          | 243         | 170         | 0            | 83                        | 42             | 216         | 21        | 2        | 16        | 63        | 0        | 20        | 63         | 80         | 606         |
| <b>2019</b>       | <b>420</b>                  | <b>331</b>   | <b>255</b>  | <b>957</b>  | <b>792</b>  | <b>0</b>     | <b>459</b>                | <b>252</b>     | <b>1004</b> | <b>78</b> | <b>5</b> | <b>41</b> | <b>70</b> | <b>0</b> | <b>97</b> | <b>502</b> | <b>247</b> | <b>2755</b> |
| Δ May 19 - May 18 | (38)                        | (119)        | (43)        | 87          | 4           | (1)          | (64)                      | 76             | 34          | 21        | 1        | (24)      | (17)      | 0        | 8         | (147)      | 2          | (110)       |

|              | SHIP MOVES BY ZONE/DISTANCE |              |             |             |             |              | SHIP MOVES BY TYPE - 2018 |                |            |           |          |           |           |          |           |            |            | Totals      |
|--------------|-----------------------------|--------------|-------------|-------------|-------------|--------------|---------------------------|----------------|------------|-----------|----------|-----------|-----------|----------|-----------|------------|------------|-------------|
|              | IntraHbr<br>1               | ≤ 30 mi<br>2 | ≤50 mi<br>3 | ≤75 mi<br>4 | ≤100mi<br>5 | 101+ mi<br>6 | Bulker                    | Car<br>Carrier | Container  | General   | Naval    | Other     | Passngr   | Reefer   | Ro-Ro     | Tanker     | ATB        |             |
| <b>2018</b>  |                             |              |             |             |             |              |                           |                |            |           |          |           |           |          |           |            |            |             |
| January      | 108                         | 99           | 65          | 150         | 157         | 0            | 104                       | 30             | 191        | 14        | 0        | 22        | 3         | 0        | 15        | 131        | 69         | 579         |
| February     | 89                          | 94           | 69          | 156         | 134         | 0            | 90                        | 33             | 184        | 17        | 0        | 20        | 0         | 0        | 16        | 126        | 56         | 542         |
| March        | 74                          | 90           | 64          | 165         | 170         | 0            | 97                        | 41             | 198        | 8         | 2        | 9         | 0         | 0        | 20        | 139        | 49         | 563         |
| April        | 77                          | 87           | 52          | 160         | 149         | 0            | 120                       | 31             | 171        | 8         | 2        | 7         | 7         | 0        | 16        | 128        | 35         | 525         |
| May          | 110                         | 80           | 48          | 239         | 178         | 1            | 112                       | 41             | 226        | 10        | 0        | 7         | 77        | 0        | 22        | 125        | 36         | 656         |
| <b>2018</b>  | <b>458</b>                  | <b>450</b>   | <b>298</b>  | <b>870</b>  | <b>788</b>  | <b>1</b>     | <b>523</b>                | <b>176</b>     | <b>970</b> | <b>57</b> | <b>4</b> | <b>65</b> | <b>87</b> | <b>0</b> | <b>89</b> | <b>649</b> | <b>245</b> | <b>2865</b> |
| @2018/2017 Δ | 0                           | (34)         | 32          | 16          | (16)        | 1            | 19                        | (27)           | (61)       | (10)      | (5)      | 39        | 9         | (2)      | (2)       | 57         | (18)       | (1)         |

|              | SHIP MOVES BY ZONE/DISTANCE |              |             |             |             |              | SHIP MOVES BY TYPE - 2017 |                |             |           |          |           |           |          |           |            |            | Totals      |
|--------------|-----------------------------|--------------|-------------|-------------|-------------|--------------|---------------------------|----------------|-------------|-----------|----------|-----------|-----------|----------|-----------|------------|------------|-------------|
|              | IntraHbr<br>1               | ≤ 30 mi<br>2 | ≤50 mi<br>3 | ≤75 mi<br>4 | ≤100mi<br>5 | 101+ mi<br>6 | Bulker                    | Car<br>Carrier | Container   | General   | Naval    | Other     | Passngr   | Reefer   | Ro-Ro     | Tanker     | ATB        |             |
| <b>2017</b>  |                             |              |             |             |             |              |                           |                |             |           |          |           |           |          |           |            |            |             |
| January      | 111                         | 114          | 53          | 150         | 166         | 0            | 110                       | 43             | 220         | 11        | 5        | 4         | 1         | 0        | 17        | 136        | 47         | 594         |
| February     | 80                          | 101          | 52          | 144         | 143         | 0            | 93                        | 36             | 209         | 10        | 0        | 6         | 1         | 0        | 17        | 102        | 46         | 520         |
| March        | 95                          | 90           | 51          | 143         | 169         | 0            | 107                       | 44             | 215         | 18        | 3        | 3         | 0         | 0        | 21        | 97         | 40         | 548         |
| April        | 97                          | 75           | 49          | 166         | 163         | 0            | 99                        | 45             | 203         | 1         | 0        | 5         | 4         | 2        | 18        | 120        | 53         | 550         |
| May          | 75                          | 104          | 61          | 251         | 163         | 0            | 95                        | 35             | 184         | 27        | 1        | 8         | 72        | 0        | 18        | 137        | 77         | 654         |
| <b>2017</b>  | <b>458</b>                  | <b>484</b>   | <b>266</b>  | <b>854</b>  | <b>804</b>  | <b>0</b>     | <b>504</b>                | <b>203</b>     | <b>1031</b> | <b>67</b> | <b>9</b> | <b>26</b> | <b>78</b> | <b>2</b> | <b>91</b> | <b>592</b> | <b>263</b> | <b>2866</b> |
| @2017/2016 Δ | (68)                        | 30           | (23)        | 29          | (58)        | 0            | 75                        | (15)           | (97)        | 21        | 5        | (7)       | 9         | 2        | (9)       | (5)        | (69)       | (90)        |

|              | SHIP MOVES BY ZONE/DISTANCE |              |             |             |             |              | SHIP MOVES BY TYPE - 2016 |                |             |           |          |           |           |          |            |            |            | Totals      |
|--------------|-----------------------------|--------------|-------------|-------------|-------------|--------------|---------------------------|----------------|-------------|-----------|----------|-----------|-----------|----------|------------|------------|------------|-------------|
|              | IntraHbr<br>1               | ≤ 30 mi<br>2 | ≤50 mi<br>3 | ≤75 mi<br>4 | ≤100mi<br>5 | 101+ mi<br>6 | Bulker                    | Car<br>Carrier | Container   | General   | Naval    | Other     | Passngr   | Reefer   | Ro-Ro      | Tanker     | ATB        |             |
| <b>2016</b>  |                             |              |             |             |             |              |                           |                |             |           |          |           |           |          |            |            |            |             |
| January      | 121                         | 84           | 61          | 157         | 166         | 0            | 88                        | 39             | 232         | 14        | 4        | 1         | 1         | 0        | 19         | 115        | 76         | 589         |
| February     | 91                          | 102          | 43          | 139         | 163         | 0            | 90                        | 45             | 212         | 7         | 0        | 0         | 2         | 0        | 18         | 110        | 54         | 538         |
| March        | 102                         | 92           | 58          | 150         | 189         | 0            | 97                        | 52             | 236         | 8         | 0        | 1         | 0         | 0        | 20         | 110        | 67         | 591         |
| April        | 107                         | 79           | 64          | 155         | 168         | 0            | 70                        | 41             | 216         | 8         | 0        | 11        | 2         | 0        | 25         | 136        | 64         | 573         |
| May          | 105                         | 97           | 63          | 224         | 176         | 0            | 84                        | 41             | 232         | 9         | 0        | 20        | 64        | 0        | 18         | 126        | 71         | 665         |
| <b>2016</b>  | <b>526</b>                  | <b>454</b>   | <b>289</b>  | <b>825</b>  | <b>862</b>  | <b>0</b>     | <b>429</b>                | <b>218</b>     | <b>1128</b> | <b>46</b> | <b>4</b> | <b>33</b> | <b>69</b> | <b>0</b> | <b>100</b> | <b>597</b> | <b>332</b> | <b>2956</b> |
| @2016/2015 Δ | (73)                        | 36           | 39          | (98)        | 20          | (10)         | (17)                      | (2)            | 10          | (35)      | 1        | (156)     | 5         | (2)      | (6)        | 96         | 14         | (92)        |

TONNAGE, NUMBER OF MOVES -- BY VESSEL TYPE  
Jan - May 2019 - 2017

|               | Bulk              |            | Car Carrier       |            | Container         |              | General        |           | Naval          |          | Other          |           | Passenger        |           | Reefe         |          | 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       | 3,294,361         | 97         | 3,409,983         | 57         | 15,977,088        | 212          | 35,509         | 15        | -              | 1        | 32,122         | 2         | 5,841            | 1         | -             | 0        | 547,359          | 16        | 7,229,656         | 127        | 44         | 26%          | 30,531,919         | 572          |
| February      | 3,823,827         | 118        | 3,255,921         | 51         | 14,617,495        | 193          | 35,951         | 18        | -              | -        | 28,468         | 6         | 5,841            | 1         | -             | 0        | 636,804          | 20        | 5,932,963         | 104        | 49         | 32%          | 28,337,270         | 560          |
| March         | 2,798,119         | 76         | 3,552,017         | 53         | 13,728,560        | 194          | 11,654         | 12        | 3,104          | 1        | 313,061        | 12        | -                | -         | -             | 0        | 897,465          | 24        | 6,776,537         | 114        | 36         | 24%          | 28,080,517         | 522          |
| April         | 2,663,491         | 85         | 2,938,951         | 49         | 14,038,077        | 189          | 35,966         | 12        | 3,104          | 1        | 16,169         | 5         | 746,931          | 5         | -             | 0        | 606,103          | 17        | 5,919,707         | 94         | 38         | 29%          | 26,968,499         | 495          |
| May cruise    | 2,738,361         | 83         | 2,534,227         | 42         | 15,121,929        | 216          | 11,670         | 21        | 10,470         | 2        | 105,064        | 16        | 7,702,663        | 63        | -             | 0        | 738,393          | 20        | 5,523,345         | 63         | 80         | 56%          | 34,486,122         | 606          |
| <b>2019</b>   | <b>15,318,159</b> | <b>459</b> | <b>15,691,099</b> | <b>252</b> | <b>73,483,149</b> | <b>1,004</b> | <b>130,750</b> | <b>78</b> | <b>16,678</b>  | <b>5</b> | <b>494,884</b> | <b>41</b> | <b>8,461,276</b> | <b>70</b> | <b>-</b>      | <b>-</b> | <b>3,426,124</b> | <b>97</b> | <b>31,382,208</b> | <b>502</b> | <b>247</b> | <b>33%</b>   | <b>148,404,327</b> | <b>2,755</b> |
| YTD Avg/Month | 3,063,632         | 92         | 3,138,220         | 50         | 14,696,630        | 201          | 26,150         | 16        | 3,336          | 1        | 98,977         | 8         | 1,692,255        | 14        | -             | -        | 685,225          | 19        | 6,276,442         | 100        | 49         |              | 12,367,027         | 230          |
| CHANGE FROM   |                   |            |                   |            |                   |              |                |           |                |          |                |           |                  |           |               |          |                  |           |                   |            |            |              |                    |              |
| Δ 2019/2018   | (2,273,769)       | (64)       | 4,999,974         | 76         | 8,612,781         | 34           | (121,787)      | 21        | 6,878          | 1        | (493,018)      | (24)      | 1,961,367        | (17)      | -             | -        | 101,039          | 8         | (6,432,162)       | (147)      | 2          | (1)          | 6,361,304          | (110)        |
| 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         | 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        | -                | -         | -             | -        | 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          | 11,609         | 8         | -              | 2        | 200,361        | 9         | -                | -         | -             | -        | 690,659          | 20        | 7,697,304         | 139        | 49         | 26%          | 27,303,885         | 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        | -             | -        | 726,153          | 22        | 6,679,830         | 125        | 36         | 22%          | 34,965,346         | 656          |
| <b>2018</b>   | <b>17,591,928</b> | <b>523</b> | <b>10,691,125</b> | <b>176</b> | <b>64,870,368</b> | <b>970</b>   | <b>252,536</b> | <b>57</b> | <b>9,800</b>   | <b>4</b> | <b>987,902</b> | <b>65</b> | <b>6,499,909</b> | <b>87</b> | <b>-</b>      | <b>-</b> | <b>3,325,085</b> | <b>89</b> | <b>37,814,370</b> | <b>649</b> | <b>245</b> | <b>135%</b>  | <b>142,043,023</b> | <b>2,865</b> |
| YTD Avg/Month | 3,518,386         | 105        | 2,138,225         | 35         | 12,974,074        | 194          | 50,507         | 11        | 1,960          | 1        | 197,580        | 13        | 1,299,982        | 17        | -             | -        | 665,017          | 18        | 7,562,874         | 130        | 49         | 0            | 28,408,605         | 573          |
| CHANGE FROM   |                   |            |                   |            |                   |              |                |           |                |          |                |           |                  |           |               |          |                  |           |                   |            |            |              |                    |              |
| Δ 2018/2017   | 710,175           | 19         | (1,441,700)       | (27)       | (7,181,079)       | (61)         | 111,585        | (10)      | (442,648)      | (5)      | 754,466        | 39        | (368,893)        | 9         | (11,982)      | (2)      | 178,817          | (2)       | 2,515,482         | 57         | (18)       |              | (5,175,777)        | (1)          |
| 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          |
| <b>2017</b>   | <b>16,881,753</b> | <b>504</b> | <b>12,132,825</b> | <b>203</b> | <b>72,051,447</b> | <b>1,031</b> | <b>140,951</b> | <b>67</b> | <b>452,448</b> | <b>9</b> | <b>233,436</b> | <b>26</b> | <b>6,868,802</b> | <b>78</b> | <b>11,982</b> | <b>2</b> | <b>3,146,268</b> | <b>91</b> | <b>35,298,888</b> | <b>592</b> | <b>263</b> | <b>31%</b>   | <b>147,218,800</b> | <b>2,866</b> |
| YTD Avg/Month | 3,376,351         | 101        | 2,426,565         | 41         | 14,410,289        | 206          | 28,190         | 13        | 113,112        | 2        | 46,687         | 5         | 1,373,760        | 16        | 2,996         | 0        | 629,254          | 18        | 7,059,778         | 118        | 53         | 0            | 29,443,760         | 573          |
| CHANGE FROM   |                   |            |                   |            |                   |              |                |           |                |          |                |           |                  |           |               |          |                  |           |                   |            |            |              |                    |              |
| Δ 2017/2016   | 3,949,279         | 75         | (160,736)         | (15)       | (6,366,391)       | (97)         | (996,701)      | 21        | 384,383        | 5        | (224,601)      | (7)       | 563,817          | 9         | 11,982        | 2        | (332,377)        | (9)       | (1,873,873)       | (5)        | (69)       |              | (5,045,218)        | (90)         |

Puget Sound District  
Vessel Moves by LOA and Zone  
2019-2017

| 2018         | MAY 2019 |           |      |          |         |        |        |        |         |
|--------------|----------|-----------|------|----------|---------|--------|--------|--------|---------|
|              | YTD      | Totals    | LOA  | IntraHbr | ≤ 30 mi | ≤50 mi | ≤75 mi | ≤100mi | 101+ mi |
|              |          |           | 1    | 2        | 3       | 4      | 5      | 6      |         |
| 94           | 24       | Up to 500 | 5    | 5        | 0       | 12     | 2      | 0      |         |
| 244          | 55       | 500-599   | 15   | 7        | 5       | 16     | 12     | 0      |         |
| 780          | 145      | 600-699   | 17   | 24       | 34      | 35     | 35     | 0      |         |
| 400          | 78       | 700-799   | 17   | 6        | 1       | 14     | 40     | 0      |         |
| 349          | 69       | 800-899   | 4    | 5        | 10      | 25     | 25     | 0      |         |
| 465          | 118      | 900-999   | 10   | 5        | 2       | 80     | 21     | 0      |         |
| 191          | 73       | 1000-1099 | 11   | 0        | 0       | 40     | 22     | 0      |         |
| 179          | 44       | 1100-1199 | 10   | 0        | 0       | 21     | 13     | 0      |         |
| 53           | 0        | 1200----- | 0    | 0        | 0       | 0      | 0      | 0      |         |
|              | 606      |           | 89   | 52       | 52      | 243    | 170    | 0      |         |
| YTD totals   |          | 2755      | 420  | 331      | 255     | 957    | 792    | 0      |         |
| YTD Averages |          | 551.0     | 84.0 | 66.2     | 51.0    | 191.4  | 158.4  | 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     |        |         |
| 60           | 38       | 1000-1099 | 6    | 0        | 0       | 19     | 13     |        |         |
| 71           | 19       | 1100-1199 | 1    | 0        | 0       | 18     | 0      |        |         |
| 43           | 8        | 1200----- | 0    | 0        | 0       | 8      | 0      |        |         |
|              | 659      |           | 110  | 80       | 48      | 242    | 178    | 1      |         |
| YTD totals   |          | 2869      | 458  | 451      | 298     | 873    | 788    | 1      |         |
| YTD Averages |          | 573.8     | 91.6 | 90.2     | 59.6    | 174.6  | 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      |         |
| 118          | 32       | Up to 500 | 3    | 7        | 9       | 10     | 3      |        |         |
| 264          | 68       | 500-599   | 8    | 18       | 4       | 25     | 13     |        |         |
| 796          | 169      | 600-699   | 16   | 43       | 36      | 38     | 36     |        |         |
| 449          | 92       | 700-799   | 15   | 7        | 4       | 29     | 37     |        |         |
| 350          | 79       | 800-899   | 12   | 16       | 8       | 21     | 22     |        |         |
| 520          | 177      | 900-999   | 20   | 12       |         | 93     | 52     |        |         |
| 132          | 13       | 1000-1099 | 0    | 0        | 0       | 13     | 0      |        |         |
| 233          | 20       | 1100-1199 | 1    | 1        | 0       | 18     | 0      |        |         |
| 14           | 14       | 1200----- | 0    | 0        | 0       | 14     | 0      |        |         |
|              | 664      |           | 75   | 104      | 61      | 261    | 163    | 0      |         |
| YTD totals   |          | 2876      | 458  | 484      | 266     | 864    | 804    | 0      |         |
| YTD Averages |          | 575.2     | 91.6 | 96.8     | 53.2    | 172.8  | 160.8  | 0.0    |         |

| 2019         | APRIL 2019 |           |      |          |         |        |        |        |         |
|--------------|------------|-----------|------|----------|---------|--------|--------|--------|---------|
|              | YTD        | Totals    | LOA  | IntraHbr | ≤ 30 mi | ≤50 mi | ≤75 mi | ≤100mi | 101+ mi |
|              |            |           | 1    | 2        | 3       | 4      | 5      | 6      |         |
| 70           | 6          | Up to 500 | 2    | 1        | 0       | 3      | 0      | 0      |         |
| 189          | 42         | 500-599   | 13   | 4        | 0       | 13     | 12     | 0      |         |
| 635          | 150        | 600-699   | 20   | 23       | 32      | 34     | 41     | 0      |         |
| 322          | 78         | 700-799   | 9    | 13       | 6       | 15     | 35     | 0      |         |
| 280          | 60         | 800-899   | 4    | 7        | 9       | 23     | 17     | 0      |         |
| 347          | 78         | 900-999   | 5    | 3        | 0       | 39     | 31     | 0      |         |
| 118          | 38         | 1000-1099 | 7    | 0        | 0       | 19     | 12     | 0      |         |
| 135          | 28         | 1100-1199 | 6    | 1        | 0       | 14     | 7      | 0      |         |
| 53           | 15         | 1200----- | 6    | 0        | 0       | 6      | 3      | 0      |         |
| moves        | 495        |           | 72   | 52       | 47      | 166    | 158    | 0      |         |
|              |            | 2149      | 331  | 279      | 203     | 714    | 622    | 0      |         |
| YTD Averages |            | 537.3     | 82.8 | 69.8     | 50.8    | 178.5  | 155.5  | 0.0    |         |

| 2018         | APRIL 2018 |           |      |          |         |        |        |        |         |
|--------------|------------|-----------|------|----------|---------|--------|--------|--------|---------|
|              | YTD        | Totals    | LOA  | IntraHbr | ≤ 30 mi | ≤50 mi | ≤75 mi | ≤100mi | 101+ mi |
|              |            |           | 1    | 2        | 3       | 4      | 5      | 6      |         |
| 135          | 26         | Up to 500 | 5    | 8        | 9       | 3      | 1      | 0      |         |
| 189          | 46         | 500-599   | 9    | 6        | 3       | 22     | 6      | 0      |         |
| 660          | 156        | 600-699   | 18   | 41       | 28      | 33     | 36     | 0      |         |
| 333          | 88         | 700-799   | 15   | 14       | 3       | 23     | 33     | 0      |         |
| 235          | 64         | 800-899   | 7    | 13       | 5       | 19     | 20     | 0      |         |
| 549          | 115        | 900-999   | 22   | 5        | 4       | 33     | 51     | 0      |         |
| 22           | 6          | 1000-1099 | 0    | 0        | 0       | 4      | 2      | 0      |         |
| 52           | 13         | 1100-1199 | 0    | 0        | 0       | 13     | 0      | 0      |         |
| 35           | 11         | 1200----- | 1    | 0        | 0       | 10     | 0      | 0      |         |
| moves        | 525        |           | 77   | 87       | 52      | 160    | 149    | 0      |         |
|              |            | 2210      | 348  | 371      | 250     | 631    | 610    | 0      |         |
| YTD Averages |            | 552.5     | 87.0 | 92.8     | 62.5    | 157.8  | 152.5  | 0.0    |         |

| 2017         | APRIL 2017 |           |      |          |         |        |        |        |         |
|--------------|------------|-----------|------|----------|---------|--------|--------|--------|---------|
|              | YTD        | Totals    | LOA  | IntraHbr | ≤ 30 mi | ≤50 mi | ≤75 mi | ≤100mi | 101+ mi |
|              |            |           | 1    | 2        | 3       | 4      | 5      | 6      |         |
| 86           | 28         | Up to 500 | 1    | 6        | 10      | 11     | 0      | 0      |         |
| 196          | 52         | 500-599   | 17   | 6        | 1       | 18     | 10     | 0      |         |
| 627          | 160        | 600-699   | 18   | 33       | 29      | 38     | 42     | 0      |         |
| 357          | 82         | 700-799   | 10   | 10       | 3       | 26     | 33     | 0      |         |
| 271          | 68         | 800-899   | 10   | 8        | 6       | 22     | 22     | 0      |         |
| 343          | 91         | 900-999   | 19   | 5        |         | 28     | 39     | 0      |         |
| 119          | 13         | 1000-1099 | 2    | 1        | 0       | 7      | 3      | 0      |         |
| 213          | 56         | 1100-1199 | 20   | 6        | 0       | 16     | 14     | 0      |         |
| 0            | 0          | 1200----- | 0    | 0        | 0       | 0      | 0      | 0      |         |
|              | 550        |           | 97   | 75       | 49      | 166    | 163    | 0      |         |
| YTD totals   |            | 2212      | 383  | 380      | 205     | 603    | 641    | 0      |         |
| YTD Averages |            | 553.0     | 95.8 | 95.0     | 51.3    | 150.8  | 160.3  | 0.0    |         |

| 2019         | MARCH 2019 |           |      |          |         |        |        |        |         |
|--------------|------------|-----------|------|----------|---------|--------|--------|--------|---------|
|              | YTD        | Totals    | LOA  | IntraHbr | ≤ 30 mi | ≤50 mi | ≤75 mi | ≤100mi | 101+ mi |
|              |            |           | 1    | 2        | 3       | 4      | 5      | 6      |         |
| 64           | 9          | Up to 500 | 2    | 2        | 0       | 5      | 0      | 0      |         |
| 147          | 31         | 500-599   | 6    | 5        | 4       | 13     | 3      | 0      |         |
| 485          | 150        | 600-699   | 16   | 23       | 33      | 33     | 45     | 0      |         |
| 244          | 96         | 700-799   | 17   | 24       | 5       | 16     | 34     | 0      |         |
| 220          | 81         | 800-899   | 7    | 13       | 8       | 26     | 27     | 0      |         |
| 269          | 83         | 900-999   | 10   | 4        | 0       | 45     | 24     | 0      |         |
| 80           | 28         | 1000-1099 | 6    | 1        | 0       | 9      | 12     | 0      |         |
| 107          | 39         | 1100-1199 | 10   | 1        | 0       | 18     | 10     | 0      |         |
| 38           | 5          | 1200----- | 2    | 0        | 0       | 2      | 1      | 0      |         |
| moves        | 522        |           | 76   | 73       | 50      | 167    | 156    | 0      |         |
| YTD totals   |            | 1654      | 259  | 227      | 156     | 548    | 464    | 0      |         |
| YTD Averages |            | 551.3     | 86.3 | 75.7     | 52.0    | 182.7  | 154.7  | 0.0    |         |

| 2018         | MARCH 2018 |           |      |          |         |        |        |        |         |
|--------------|------------|-----------|------|----------|---------|--------|--------|--------|---------|
|              | YTD        | Totals    | LOA  | IntraHbr | ≤ 30 mi | ≤50 mi | ≤75 mi | ≤100mi | 101+ mi |
|              |            |           | 1    | 2        | 3       | 4      | 5      | 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      |         |
| 16           | 4          | 1000-1099 | 0    | 0        | 0       | 4      | 0      | 0      |         |
| 39           | 9          | 1100-1199 | 0    | 1        | 0       | 8      | 0      | 0      |         |
| 24           | 9          | 1200----- | 0    | 0        | 0       | 9      | 0      | 0      |         |
| moves        | 563        |           | 74   | 90       | 64      | 165    | 170    | 0      |         |
| YTD totals   |            | 1685      | 271  | 284      | 198     | 471    | 461    | 0      |         |
| YTD Averages |            | 561.7     | 90.3 | 94.7     | 66.0    | 157.0  | 153.7  | 0.0    |         |

| 2017         | MARCH 2017 |           |      |          |         |        |        |        |         |
|--------------|------------|-----------|------|----------|---------|--------|--------|--------|---------|
|              | YTD        | Totals    | LOA  | IntraHbr | ≤ 30 mi | ≤50 mi | ≤75 mi | ≤100mi | 101+ mi |
|              |            |           | 1    | 2        | 3       | 4      | 5      | 6      |         |
| 58           | 27         | Up to 500 | 0    | 8        | 10      | 9      | 0      | 0      |         |
| 144          | 54         | 500-599   | 12   | 8        | 4       | 18     | 12     | 0      |         |
| 467          | 150        | 600-699   | 19   | 33       | 28      | 28     | 42     | 0      |         |
| 275          | 88         | 700-799   | 10   | 20       | 3       | 21     | 34     | 0      |         |
| 203          | 61         | 800-899   | 11   | 7        | 5       | 17     | 21     | 0      |         |
| 252          | 83         | 900-999   | 16   | 5        | 1       | 25     | 36     | 0      |         |
| 106          | 43         | 1000-1099 | 8    | 9        | 0       | 15     | 11     | 0      |         |
| 157          | 42         | 1100-1199 | 19   | 0        | 0       | 10     | 13     | 0      |         |
| 0            | 0          | 1200----- | 0    | 0        | 0       | 0      | 0      | 0      |         |
| moves        | 548        |           | 95   | 90       | 51      | 143    | 169    | 0      |         |
| 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    |         |

Puget Sound District  
Vessel Moves by LOA and Zone  
2019-2017

| 2019                |            | FEBRUARY 2019 |               |              |             |              |              |              |
|---------------------|------------|---------------|---------------|--------------|-------------|--------------|--------------|--------------|
| YTD                 | Totals     | LOA           | IntraHbr<br>1 | ≤ 30 mi<br>2 | ≤50 mi<br>3 | ≤75 mi<br>4  | ≤100mi<br>5  | 101+ mi<br>6 |
| 55                  | 32         | Up to 500     | 0             | 8            | 10          | 14           | 0            | 0            |
| 116                 | 69         | 500-599       | 20            | 11           | 9           | 24           | 5            | 0            |
| 335                 | 160        | 600-699       | 26            | 22           | 30          | 37           | 45           | 0            |
| 148                 | 77         | 700-799       | 11            | 12           | 0           | 22           | 32           | 0            |
| 139                 | 68         | 800-899       | 3             | 12           | 5           | 26           | 22           | 0            |
| 186                 | 84         | 900-999       | 11            | 6            | 0           | 43           | 24           | 0            |
| 52                  | 23         | 1000-1099     | 6             | 0            | 0           | 7            | 10           | 0            |
| 68                  | 28         | 1100-1199     | 7             | 4            | 0           | 11           | 6            | 0            |
| 33                  | 19         | 1200----      | 9             | 1            | 0           | 6            | 3            | 0            |
| <b>moves</b>        | <b>560</b> |               | <b>93</b>     | <b>76</b>    | <b>54</b>   | <b>190</b>   | <b>147</b>   | <b>0</b>     |
| <b>YTD totals</b>   |            | <b>1132</b>   | <b>183</b>    | <b>154</b>   | <b>106</b>  | <b>381</b>   | <b>308</b>   | <b>0</b>     |
| <b>YTD Averages</b> |            | <b>566.0</b>  | <b>91.5</b>   | <b>77.0</b>  | <b>53.0</b> | <b>190.5</b> | <b>154.0</b> | <b>0.0</b>   |

| 2018                |            | FEBRUARY 2018 |               |              |             |              |              |              |
|---------------------|------------|---------------|---------------|--------------|-------------|--------------|--------------|--------------|
| YTD                 | Totals     | LOA           | IntraHbr<br>1 | ≤ 30 mi<br>2 | ≤50 mi<br>3 | ≤75 mi<br>4  | ≤100mi<br>5  | 101+ mi<br>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            |
| 12                  | 3          | 1000-1099     | 0             | 0            | 0           | 3            | 0            | 0            |
| 30                  | 16         | 1100-1199     | 1             | 1            | 0           | 14           | 0            | 0            |
| 15                  | 7          | 1200----      | 0             | 0            | 0           | 7            | 0            | 0            |
| <b>moves</b>        | <b>543</b> |               | <b>89</b>     | <b>95</b>    | <b>69</b>   | <b>156</b>   | <b>134</b>   | <b>0</b>     |
| <b>YTD totals</b>   |            | <b>1122</b>   | <b>197</b>    | <b>194</b>   | <b>134</b>  | <b>306</b>   | <b>291</b>   | <b>0</b>     |
| <b>YTD Averages</b> |            | <b>561.0</b>  | <b>98.5</b>   | <b>97.0</b>  | <b>67.0</b> | <b>153.0</b> | <b>145.5</b> | <b>0.0</b>   |

| 2017                |            | FEBRUARY 2017 |               |              |             |              |              |              |
|---------------------|------------|---------------|---------------|--------------|-------------|--------------|--------------|--------------|
| YTD                 | Totals     | LOA           | IntraHbr<br>1 | ≤ 30 mi<br>2 | ≤50 mi<br>3 | ≤75 mi<br>4  | ≤100mi<br>5  | 101+ mi<br>6 |
| 31                  | 19         | Up to 500     | 0             | 6            | 5           | 8            | 0            | 0            |
| 90                  | 34         | 500-599       | 3             | 11           | 4           | 13           | 3            | 0            |
| 317                 | 147        | 600-699       | 12            | 42           | 25          | 30           | 38           | 0            |
| 187                 | 92         | 700-799       | 9             | 22           | 5           | 25           | 31           | 0            |
| 142                 | 64         | 800-899       | 12            | 5            | 12          | 17           | 18           | 0            |
| 169                 | 80         | 900-999       | 15            | 7            | 0           | 24           | 34           | 0            |
| 63                  | 33         | 1000-1099     | 8             | 2            | 0           | 14           | 9            | 0            |
| 115                 | 51         | 1100-1199     | 21            | 6            | 1           | 13           | 10           | 0            |
| 0                   | 0          | 1200----      | 0             | 0            | 0           | 0            | 0            | 0            |
| <b>moves</b>        | <b>520</b> |               | <b>80</b>     | <b>101</b>   | <b>52</b>   | <b>144</b>   | <b>143</b>   | <b>0</b>     |
| <b>YTD totals</b>   |            | <b>1114</b>   | <b>191</b>    | <b>215</b>   | <b>105</b>  | <b>294</b>   | <b>309</b>   | <b>0</b>     |
| <b>YTD Averages</b> |            | <b>557.0</b>  | <b>95.5</b>   | <b>107.5</b> | <b>52.5</b> | <b>147.0</b> | <b>154.5</b> | <b>0.0</b>   |

| 2019         |            | JANUARY 2019 |               |              |             |             |             |              |
|--------------|------------|--------------|---------------|--------------|-------------|-------------|-------------|--------------|
| YTD          | Totals     | LOA          | IntraHbr<br>1 | ≤ 30 mi<br>2 | ≤50 mi<br>3 | ≤75 mi<br>4 | ≤100mi<br>5 | 101+ mi<br>6 |
|              | 23         | Up to 500    | 1             | 5            | 12          | 5           | 0           | 0            |
|              | 47         | 500-599      | 12            | 7            | 7           | 16          | 5           | 0            |
|              | 175        | 600-699      | 25            | 37           | 20          | 42          | 51          | 0            |
|              | 71         | 700-799      | 12            | 7            | 5           | 15          | 32          | 0            |
|              | 71         | 800-899      | 9             | 9            | 8           | 28          | 17          | 0            |
|              | 102        | 900-999      | 9             | 11           | 0           | 54          | 28          | 0            |
|              | 29         | 1000-1099    | 6             | 1            | 0           | 5           | 17          | 0            |
|              | 40         | 1100-1199    | 12            | 0            | 0           | 18          | 10          | 0            |
|              | 14         | 1200----     | 4             | 1            | 0           | 8           | 1           | 0            |
| <b>moves</b> | <b>572</b> |              | <b>90</b>     | <b>78</b>    | <b>52</b>   | <b>191</b>  | <b>161</b>  | <b>0</b>     |

| 2018         |            | JANUARY 2018 |               |              |             |             |             |              |
|--------------|------------|--------------|---------------|--------------|-------------|-------------|-------------|--------------|
| YTD          | Totals     | LOA          | IntraHbr<br>1 | ≤ 30 mi<br>2 | ≤50 mi<br>3 | ≤75 mi<br>4 | ≤100mi<br>5 | 101+ mi<br>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            |
|              | 9          | 1000-1099    | 2             | 0            | 0           | 5           | 2           | 0            |
|              | 14         | 1100-1199    | 0             | 0            | 0           | 14          | 0           | 0            |
|              | 8          | 1200----     | 0             | 0            | 0           | 8           | 0           | 0            |
| <b>moves</b> | <b>579</b> |              | <b>108</b>    | <b>99</b>    | <b>65</b>   | <b>150</b>  | <b>157</b>  | <b>0</b>     |

| 2017         |            | JANUARY 2017 |               |              |             |             |             |              |
|--------------|------------|--------------|---------------|--------------|-------------|-------------|-------------|--------------|
| YTD          | Totals     | LOA          | IntraHbr<br>1 | ≤ 30 mi<br>2 | ≤50 mi<br>3 | ≤75 mi<br>4 | ≤100mi<br>5 | 101+ mi<br>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          |              |
|              | 30         | 1000-1099    | 7             | 3            | 0           | 11          | 9           |              |
|              | 64         | 1100-1199    | 24            | 9            | 0           | 16          | 15          |              |
|              | 0          | 1200----     | 0             | 0            | 0           | 0           | 0           |              |
| <b>moves</b> | <b>594</b> |              | <b>111</b>    | <b>114</b>   | <b>53</b>   | <b>150</b>  | <b>166</b>  | <b>0</b>     |

Revenue by Type of Vessel  
January - May  
2019-2017

| Revenue              |       |               |       |             |              |       |              |       |              |       |              |       | May-19       |       |
|----------------------|-------|---------------|-------|-------------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|
| Type of vessel       | @5/31 | 2019          | 2019  | 2019        | Jan-19       |       | Feb-19       |       | Mar-19       |       | Apr-19       |       | May-19       |       |
|                      |       | 2019 Revenue  | Moves | Avg \$/move | Revenue      | Moves | Revenue      | Moves | Revenue      | Moves | Revenue      | Moves | Revenue      | Moves |
| Bulker               |       | \$ 1,151,969  | 459   | \$2,510     | \$ 246,305   | 97    | \$ 298,057   | 118   | \$ 200,160   | 76    | \$ 207,298   | 85    | \$ 200,149   | 83    |
| Car Carrier          |       | \$ 1,401,335  | 252   | \$5,561     | \$ 290,530   | 57    | \$ 273,086   | 51    | \$ 334,959   | 53    | \$ 272,319   | 49    | \$ 230,441   | 42    |
| Container            |       | \$ 6,187,782  | 1004  | \$6,163     | \$ 1,346,835 | 212   | \$ 1,164,962 | 193   | \$ 1,156,583 | 194   | \$ 1,218,259 | 189   | \$ 1,301,143 | 216   |
| General Purpose      |       | \$ 325,039    | 78    | \$2,621     | \$ 80,253    | 15    | \$ 49,329    | 18    | \$ 54,942    | 12    | \$ 72,228    | 12    | \$ 68,287    | 21    |
| Other, Reefer, Naval |       | \$ 15,458     | 46    |             |              | 3     |              | 6     | \$ -         | 13    |              | 6     |              | 18    |
| Passenger            |       | \$ 819,970    | 70    | \$11,714    | \$ 1,166     | 1     | \$ 1,166     | 1     | \$ -         | 0     | \$ 60,199    | 5     | \$ 757,439   | 63    |
| Ro-Ro                |       | \$ 357,164    | 97    | \$3,682     | \$ 58,617    | 16    | \$ 68,026    | 20    | \$ 90,515    | 24    | \$ 62,514    | 17    | \$ 77,492    | 20    |
| Tanker               |       | \$ 2,435,907  | 749   | \$3,252     | \$ 563,306   | 171   | \$ 483,890   | 153   | \$ 494,095   | 150   | \$ 458,622   | 132   | \$ 435,994   | 143   |
| PSP Earned Rev Rpt   | @5/31 | \$ 12,694,624 | 2,755 | \$4,608     | \$ 2,587,012 | 572   | \$ 2,338,516 | 560   | \$ 2,331,254 | 522   | \$ 2,351,439 | 495   | \$ 3,070,945 | 606   |

  

| Revenue              |       |               |       |             |              |       |              |       |              |       |              |       | May-18       |       |
|----------------------|-------|---------------|-------|-------------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|
| Type of vessel       | @5/31 | 2018          | 2018  | 2018        | Jan-18       |       | Feb-18       |       | Mar-18       |       | Apr-18       |       | May-18       |       |
|                      |       | 2018 Revenue  | Moves | Avg \$/move | Revenue      | Moves | Revenue      | Moves | Revenue      | Moves | Revenue      | Moves | Revenue      | Moves |
| Bulker               |       | \$ 1,326,504  | 523   | \$2,536     | \$ 247,217   | 104   | \$ 237,832   | 90    | \$ 268,260   | 97    | \$ 301,937   | 120   | \$ 271,258   | 112   |
| Car Carrier          |       | \$ 992,714    | 176   | \$5,640     | \$ 173,216   | 30    | \$ 193,799   | 33    | \$ 228,934   | 41    | \$ 171,035   | 31    | \$ 225,730   | 41    |
| Container            |       | \$ 5,574,317  | 970   | \$5,747     | \$ 1,105,464 | 191   | \$ 1,044,454 | 184   | \$ 1,103,605 | 198   | \$ 1,033,697 | 171   | \$ 1,287,097 | 226   |
| General Purpose      |       | \$ 383,028    | 57    | \$3,040     | \$ 112,873   | 14    | \$ 119,048   | 17    | \$ 43,212    | 8     | \$ 52,644    | 8     | \$ 55,251    | 10    |
| Other, Reefer, Naval |       | \$ -          | 69    |             |              | 22    |              | 20    |              | 11    |              | 9     |              | 7     |
| Passenger            |       | \$ 662,385    | 87    | \$7,614     | \$ 4,539     | 3     |              |       |              |       | \$ 66,525    | 7     | \$ 591,321   | 77    |
| Ro-Ro                |       | \$ 334,679    | 89    | \$3,760     | \$ 66,351    | 15    | \$ 56,149    | 16    | \$ 73,614    | 20    | \$ 60,535    | 16    | \$ 78,030    | 22    |
| Tanker               |       | \$ 2,933,044  | 894   | \$3,281     | \$ 661,848   | 200   | \$ 627,963   | 182   | \$ 639,901   | 188   | \$ 511,079   | 163   | \$ 492,253   | 161   |
| PSP Earned Rev Rpt   | @5/31 | \$ 12,206,671 | 2,865 | \$4,261     | \$ 2,371,508 | 579   | \$ 2,279,245 | 542   | \$ 2,357,526 | 563   | \$ 2,197,452 | 525   | \$ 3,000,940 | 656   |

  

| Revenue              |       |               |       |             |              |       |              |       |              |       |              |       | May-17       |       |
|----------------------|-------|---------------|-------|-------------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|
| Type of vessel       | @5/31 | 2017          | 2017  | 2017        | Jan-17       |       | Feb-17       |       | Mar-17       |       | Apr-17       |       | May-17       |       |
|                      |       | 2017 Revenue  | Moves | Avg \$/move | Revenue      | Moves | Revenue      | Moves | Revenue      | Moves | Revenue      | Moves | Revenue      | Moves |
| Bulker               |       | \$ 1,335,406  | 504   | \$2,650     | \$ 278,216   | 110   | \$ 265,054   | 93    | \$ 284,837   | 107   | \$ 257,474   | 99    | \$ 249,825   | 95    |
| Car Carrier          |       | \$ 1,118,499  | 203   | \$5,510     | \$ 237,945   | 43    | \$ 201,209   | 36    | \$ 242,161   | 44    | \$ 237,063   | 45    | \$ 200,121   | 35    |
| Container            |       | \$ 5,820,339  | 1,031 | \$5,645     | \$ 1,263,325 | 220   | \$ 1,161,460 | 209   | \$ 1,184,431 | 215   | \$ 1,155,363 | 203   | \$ 1,055,760 | 184   |
| General Purpose      |       | \$ 312,733    | 67    | \$3,007     | \$ 63,483    | 11    | \$ 46,409    | 10    | \$ 91,662    | 18    | \$ 29,025    | 1     | \$ 82,154    | 27    |
| Other, Reefer, Naval |       | \$ -          | 37    |             |              | 9     |              | 6     |              | 6     |              | 7     |              | 9     |
| Passenger            |       | \$ 654,890    | 78    | \$8,396     | \$ 1,150     | 1     | \$ 1,150     | 1     |              |       | \$ 33,054    | 4     | \$ 619,536   | 72    |
| Ro-Ro                |       | \$ 339,232    | 91    | \$3,728     | \$ 68,966    | 17    | \$ 62,405    | 17    | \$ 76,754    | 21    | \$ 65,280    | 18    | \$ 65,827    | 18    |
| Tanker               |       | \$ 2,640,164  | 855   | \$3,088     | \$ 575,241   | 183   | \$ 445,345   | 148   | \$ 394,443   | 137   | \$ 538,565   | 173   | \$ 686,570   | 214   |
| PSP Earned Rev Rpt   | @5/31 | \$ 12,221,263 | 2,866 | 4,264       | \$ 2,488,326 | 594   | \$ 2,183,032 | 520   | \$ 2,274,288 | 548   | \$ 2,315,824 | 550   | \$ 2,959,793 | 654   |

Revenue/Assignments/RPA

| MONTH |             | January - May<br>2019 - 2016 |            |             |        |               |       | Year to Date  |       |           |       |         |       |
|-------|-------------|------------------------------|------------|-------------|--------|---------------|-------|---------------|-------|-----------|-------|---------|-------|
| 2019  | Month       | Revenue minus Transp         |            | Assignments |        | RPA for month |       | YTD Revenue   |       | YTD Assgn |       | YTD RPA |       |
|       | Jan         | 9.1%                         | 2,587,013  | 590         | -2.0%  | 4,385         | 11.3% |               |       |           |       |         |       |
|       | Feb         | 2.6%                         | 2,338,516  | 574         | 3.2%   | 4,074         | -0.6% | \$ 4,925,529  | 5.9%  | 1,164     | 0.5%  | 4,232   | 5.4%  |
|       | Mar         | -1.1%                        | 2,331,254  | 530         | -9.1%  | 4,399         | 8.8%  | 7,256,782     | 3.5%  | 1,694     | -2.7% | 4,284   | 6.4%  |
|       | Apr         | 7.0%                         | 2,351,431  | 506         | -5.1%  | 4,647         | 12.7% | 9,608,214     | 4.4%  | 2,200     | -3.3% | 4,367   | 7.9%  |
|       | May         | 2.8%                         | 3,086,404  | 613         | -8.6%  | 5,035         | 12.6% | 12,694,618    | 4.0%  | #####     | -4.5% | #####   | 8.9%  |
|       | 2019        |                              | 12,694,618 | 2813        |        |               |       |               |       |           | (132) | @May 31 |       |
|       | <b>2018</b> |                              |            |             |        |               |       |               |       |           |       |         |       |
|       | Jan         | -4.7%                        | 2,371,508  | 602         | -0.7%  | 3,939         | -4.1% |               |       |           |       |         |       |
|       | 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% | #####     | 0.4%  | #####   | -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%  |
|       | Jul         | 5.7%                         | 3,419,901  | 680         | 2.4%   | 5,029         | 3.2%  | 19,123,682    | 3.2%  | 4,332     | 2.3%  | 4,415   | 0.9%  |
|       | Aug         | 4.8%                         | 3,237,698  | 660         | 0.5%   | 4,906         | 4.3%  | 22,361,381    | 3.5%  | 4,992     | 2.1%  | 4,479   | 1.4%  |
|       | Sep         | 7.6%                         | 3,172,712  | 623         | 2.5%   | 5,093         | 5.0%  | 25,534,093    | 4.0%  | 5,616     | 2.1%  | 4,547   | 1.8%  |
|       | Oct         | 8.7%                         | 2,563,816  | 584         | 3.5%   | 4,390         | 5.0%  | 28,097,909    | 4.4%  | 6,200     | 2.2%  | 4,532   | 2.1%  |
|       | Nov         | 1.4%                         | 2,402,816  | 554         | -7.2%  | 4,337         | 9.2%  | 30,500,725    | 4.1%  | 6,754     | 1.4%  | 4,516   | 2.7%  |
|       | Dec         | 3.2%                         | 2,459,913  | 571         | -3.1%  | 4,308         | 6.4%  | 32,960,638    | 4.1%  | 7,324     | 1.0%  | 4,500   | 3.0%  |
|       | 2018        |                              | 32,960,638 | 7324        |        |               |       |               |       |           | + 11  | @May 31 |       |
|       | <b>2017</b> |                              |            |             |        |               |       |               |       |           |       |         |       |
|       | 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% | #####     | -2.7% | #####   | 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%  |               |       |               |       |           | (81)  | @May 31 |       |
|       | <b>2016</b> |                              |            |             |        |               |       |               |       |           |       |         |       |
|       | 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%  | #####     | -3.6% | #####   | 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%  |               |       |               |       |           | (112) | @May 31 |       |

PSP Source of Revenue-detail  
1st Qtr, April, May, and  
YTD 2019, 2018, 2017

SUMMARY OF PSP  
Earned Revenue Rpt  
Calendar Year

|  | 2019<br>1st Qtr    |              | Apr-19             | May-19             | 2019<br>2nd Qtr    |              | 2019<br>YTD         |              | 2018<br>1st Qtr  |                    | Apr-18       | May-18             | 2018<br>2nd Qtr    |                    | 2018<br>YTD      |                     | 2017<br>1st Qtr  |              | Apr-17             | May-17       | 2017<br>2nd Qtr    |                    | 2017<br>YTD        |              |                     |              |              |
|--|--------------------|--------------|--------------------|--------------------|--------------------|--------------|---------------------|--------------|------------------|--------------------|--------------|--------------------|--------------------|--------------------|------------------|---------------------|------------------|--------------|--------------------|--------------|--------------------|--------------------|--------------------|--------------|---------------------|--------------|--------------|
|  | Qtr end<br>19/18   | %            |                    |                    | Qtr end<br>19/18   | %            | Qtr end<br>18/17    | %            | Qtr end<br>18/17 | %                  |              |                    | Qtr end<br>17/16   | %                  | Qtr end<br>17/16 | %                   | Qtr end<br>17/16 | %            |                    |              | Qtr end<br>17/16   | %                  |                    |              |                     |              |              |
| <b>--Counters &amp; Misc Totals--</b>  |                    |              |                    |                    |                    |              |                     |              |                  |                    |              |                    |                    |                    |                  |                     |                  |              |                    |              |                    |                    |                    |              |                     |              |              |
| Seattle Assigns                        | 449                | 17.5%        | 140                | 224                | 364                | 1.7%         | 813                 | 9.9%         | 382              | -8.4%              | 147          | 211                | 358                | -7.5%              | 740              | -8.0%               | 417              | 0.5%         | 152                | 234          | 387                | 10.6%              | 804                | 5.1%         |                     |              |              |
| Ship Assigns                           | 1,694              | -2.7%        | 506                | 613                | 1,119              | -7.1%        | 2,813               | -4.5%        | 1,741            | 2.1%               | 533          | 671                | 1,204              | -2.1%              | 2,945            | 0.3%                | 1,705            | -3.1%        | 565                | 664          | 1,230              | -2.1%              | 2,935              | -2.7%        |                     |              |              |
| Pilot Boat Assigns                     | 1,318              | 6.2%         | 403                | 480                | 883                | -3.2%        | 2,201               | 2.2%         | 1,241            | 1.9%               | 422          | 490                | 912                | 1.9%               | 2,153            | 1.9%                | 1,218            | -2.9%        | 377                | 518          | 895                | -3.3%              | 2,113              | -3.1%        |                     |              |              |
| Tonnage Surcharge/Moves                | 1,654              | -0.4%        | 495                | 604                | 1,099              | -6.9%        | 2,753               | -3.1%        | 1,661            | -0.1%              | 525          | 656                | 1,181              | -1.9%              | 2,842            | -1.6%               | 1,662            | -3.3%        | 550                | 654          | 1,204              | -2.7%              | 2,866              | -3.0%        |                     |              |              |
| + non tonnage moves                    |                    |              |                    |                    | 0                  | -100.0%      |                     |              | 23               |                    | 0            | 0                  | 0                  |                    | 23               |                     | 0                |              | 0                  | 0            | 0                  |                    | 0                  |              |                     |              |              |
| Surcharge Revenue                      | \$4,274,791        | 6.3%         | \$1,402,349        | \$1,940,532        | \$3,342,881        | 7.3%         | \$7,617,672         | 6.7%         | \$4,021,037      | 1.2%               | \$1,278,904  | \$1,836,056        | \$3,114,960        | 0.0%               | \$7,135,997      | 0.7%                | \$3,975,144      | 0.1%         | \$1,305,187        | \$1,808,684  | \$3,113,871        | -1.3%              | \$7,089,015        | -0.5%        |                     |              |              |
| <b>--Source of Revenue Breakdown--</b> |                    |              |                    |                    |                    |              |                     |              |                  |                    |              |                    |                    |                    |                  |                     |                  |              |                    |              |                    |                    |                    |              |                     |              |              |
|  |                    | % of Revenue |                    |                    |                    | % of Revenue |                     | % of Revenue |                  | % of Revenue       |              |                    |                    | % of Revenue       |                  | % of Revenue        |                  | % of Revenue |                    |              |                    | % of Revenue       |                    | % of Revenue |                     | % of Revenue |              |
| LOA/Zone (*)                           | 1,977,017          | 4.0%         | \$629,626          | \$780,975          | \$1,410,601        | 1.6%         | \$3,387,618         | 25.9%        | 3.0%             | 1,900,570          | -0.3%        | \$611,691          | \$776,155          | \$1,387,846        | -2.5%            | \$3,288,416         | 26.0%            | -1.2%        | 1,906,628          | -3.3%        | \$638,346          | \$784,651          | \$1,422,997        | -1.7%        | \$3,329,625         | 26.3%        | -2.6%        |
| Harbor Shift (*)                       | 200,498            | 13.6%        | 53,887             | 65,057             | 118,944            | -9.9%        | 319,442             | 2.4%         | 3.5%             | 176,530            | -26.8%       | 51,876             | 80,189             | 132,065            | 2.7%             | 308,595             | 2.4%             | -16.5%       | 241,232            | -5.4%        | 76,805             | 51,747             | 128,552            | -21.2%       | 369,784             | 2.9%         | -11.6%       |
| Transportation (**)                    | 224,421            | -22.4%       | 64,470             | 72,561             | 137,030            | -15.9%       | 361,451             | 2.8%         | -20.1%           | 289,148            | 19.1%        | 71,519             | 91,487             | 163,006            | -7.9%            | 452,154             | 3.6%             | 7.7%         | 242,747            | -6.2%        | 85,882             | 91,165             | 177,047            | -1.6%        | 419,794             | 3.3%         | -4.3%        |
| BC Surcharge (***)                     | 54,782             | -58.7%       | 18,963             | 14,749             | 33,712             | -33.3%       | 88,494              | 0.7%         | -51.7%           | 132,741            | 70.3%        | 23,177             | 27,391             | 50,568             | -29.4%           | 183,309             | 1.4%             | 22.5%        | 77,959             | 5.7%         | 40,033             | 31,605             | 71,638             | 9.7%         | 149,597             | 1.2%         | 7.6%         |
| Bridge Transit (***)                   | 19,596             | 41.5%        | 8,032              | 7,294              | 15,326             | 7.8%         | 34,922              | 0.3%         | 24.5%            | 13,844             | -30.0%       | 6,163              | 8,050              | 14,213             | -12.3%           | 28,057              | 0.2%             | -22.0%       | 19,771             | -18.2%       | 9,795              | 6,417              | 16,212             | 2.2%         | 35,983              | 0.3%         | -10.1%       |
| Waterway (***)                         | 130,796            | 12.1%        | 47,652             | 44,992             | 92,644             | 4.5%         | 223,440             | 1.7%         | 8.8%             | 116,660            | -26.2%       | 36,879             | 51,756             | 88,635             | -4.0%            | 205,295             | 1.6%             | -18.0%       | 158,042            | -15.0%       | 56,088             | 36,214             | 92,302             | -23.9%       | 250,344             | 2.0%         | -18.5%       |
| Tonnage Surcharge (***)                | 4,274,791          | 6.3%         | 1,402,349          | 1,940,532          | 3,342,881          | 7.3%         | 7,617,672           | 58.3%        | 6.7%             | 4,021,037          | 1.2%         | 1,278,904          | 1,836,056          | 3,114,960          | 0.0%             | 7,135,997           | 56.4%            | 0.7%         | 3,975,144          | 0.1%         | 1,305,187          | 1,808,684          | 3,113,871          | -1.3%        | 7,089,015           | 56.0%        | -0.5%        |
| Cancellations (***)                    | 33,004             | -8.7%        | 8,196              | 4,763              | 12,959             | -4.8%        | 45,963              | 0.4%         | -7.7%            | 36,165             | 32.2%        | 5,296              | 8,321              | 13,617             | -14.5%           | 49,782              | 0.4%             | 15.0%        | 27,352             | 11.4%        | 9,417              | 6,506              | 15,923             | 64.7%        | 43,275              | 0.3%         | 26.5%        |
| Compass Adj (***)                      | 359                | -50%         | 0                  | 359                | 359                | -66.7%       | 718                 | 0.0%         | -60.0%           | 718                | 0%           | 1,077              | 0                  | 1,077              | 200%             | 1,795               | 0.0%             | 66.7%        | 718                | -33%         | 359                | 0                  | 359                | -75.0%       | 1,077               | 0.0%         | -57.1%       |
| Standby/Sail Delay (***)               | 74,254             | 28.9%        | 29,062             | 34,843             | 63,905             | 51.2%        | 138,159             | 1.1%         | 38.3%            | 57,612             | -17.0%       | 21,152             | 21,116             | 42,268             | -19.5%           | 99,880              | 0.8%             | -18.1%       | 69,412             | -21.7%       | 19,827             | 32,678             | 52,505             | 32.9%        | 121,917             | 1.0%         | -4.8%        |
| Slow Down (***)                        | 9,608              | -24.0%       | 7,124              | 16,714             | 23,838             | 0.0%         | 33,446              | 0.3%         | -8.3%            | 12,640             | -13.0%       | 5,206              | 18,632             | 23,838             | 11.5%            | 36,478              | 0.3%             | 1.6%         | 14,522             | -73.2%       | 1,644              | 19,728             | 21,372             | -7.3%        | 35,894              | 0.3%         | -53.6%       |
| Salmon Bay (***)                       | 1,055              | -58.3%       | 0                  | 844                | 844                | 300%         | 1,899               | 0.0%         | -30.8%           | 2,532              | 1100%        | 211                |                    | 211                | -66.7%           | 2,743               | 0.0%             | 225%         | 211                | 0.5%         |                    | 633                | 633                | 50.0%        | 844                 | 0.0%         | 33.5%        |
| Lk Union/Washington (***)              | 820                | 150%         | 0                  | 328                | 328                | 100%         | 1,148               | 0.0%         | 133.3%           | 328                | 100.0%       | 164                |                    | 164                | -66.7%           | 492                 | 0.0%             | -25.0%       | 164                | 0.0%         |                    | 492                | 492                |              | 656                 | 0.0%         | 300.0%       |
| Sea Trials (***)                       | 0                  | -100%        | 0                  | 1,521              | 1,521              |              | 1,521               | 0.0%         | -98.2%           | 86,866             | 2236%        | 0                  | 0                  | 0                  |                  | 86,866              | 0.7%             | 2236%        | 3,718              | 0.0%         |                    | 0                  |                    | 3,718        | 0.0%                | -66.2%       |              |
| Delayed Arr & Dock Delay (***)         | 20,842             | 37.9%        | 6,302              | 4,950              | 11,252             | -6.9%        | 32,094              | 0.2%         | 18.0%            | 15,115             | -43.7%       | 8,786              | 3,306              | 12,092             | -58.0%           | 27,207              | 0.2%             | -51.1%       | 26,852             | -38.0%       | 19,454             | 9,316              | 28,770             | 66.7%        | 55,622              | 0.4%         | -8.2%        |
| Miscellaneous (***)                    | 696                | -77.2%       | 0                  | 1,443              | 1,443              | 5055%        | 2,139               | 0.0%         | -30.6%           | 3,054              | 5354%        | 14                 | 14                 | 28                 | -99.7%           | 3,082               | 0.0%             | -61.9%       | 56                 |              | 8,022              | 14                 | 8,036              |              | 8,092               | 0.1%         |              |
| Pilot Boat (***)                       | 458,664            | 6.2%         | 140,244            | 167,040            | 307,284            | -3.2%        | 765,948             | 5.9%         | 2.2%             | 431,868            | 1.9%         | 146,856            | 170,520            | 317,376            | 2.0%             | 749,244             | 5.9%             | 1.9%         | 423,864            | -2.9%        | 130,848            | 180,264            | 311,112            | -3.5%        | 734,976             | 5.8%         | -3.1%        |
| <b>Total-Source Section</b>            | <b>\$7,481,203</b> | <b>2.5%</b>  | <b>\$2,415,907</b> | <b>\$3,158,965</b> | <b>\$5,574,872</b> | <b>4.0%</b>  | <b>\$13,056,076</b> | <b>100%</b>  | <b>3.1%</b>      | <b>\$7,297,428</b> | <b>1.5%</b>  | <b>\$2,268,971</b> | <b>\$3,092,993</b> | <b>\$5,361,964</b> | <b>-1.8%</b>     | <b>\$12,659,392</b> | <b>100%</b>      | <b>0.1%</b>  | <b>\$7,188,392</b> | <b>-2.8%</b> | <b>\$2,401,707</b> | <b>\$3,060,114</b> | <b>\$5,461,821</b> | <b>-1.9%</b> | <b>\$12,650,213</b> | <b>100%</b>  | <b>-2.4%</b> |
| <b>-----Revenue-----</b>               |                    |              |                    |                    |                    |              |                     |              |                  |                    |              |                    |                    |                    |                  |                     |                  |              |                    |              |                    |                    |                    |              |                     |              |              |
| Mileage (LOA/Zone) (*)                 | 2,177,515          | 4.8%         | \$683,513          | \$846,032          | \$1,529,545        | 0.6%         | \$3,707,060         |              | 3.1%             | 2,077,100          | -3.3%        | \$663,567          | \$856,344          | \$1,519,911        | -2.0%            | \$3,597,011         |                  | -2.8%        | 2,147,860          | -3.5%        | \$715,151          | \$836,398          | 1,551,549          | -3.7%        | \$3,699,409         |              | -3.6%        |
| Transportation (**)                    | 224,422            | -22.4%       | 64,470             | 72,561             | 137,030            | -15.9%       | 361,452             |              | -20.1%           | 289,148            | 19.1%        | 71,519             | 91,487             | \$163,006          | -7.9%            | 452,154             |                  | 7.7%         | 242,747            | -6.2%        | 85,882             | 91,165             | 177,047            | -1.6%        | 419,794             |              | -4.3%        |
| Special (***)                          | 5,079,267          | 3.0%         | 1,667,924          | 2,240,372          | 3,908,296          | 6.2%         | 8,987,564           |              | 4.4%             | 4,931,179          | 2.8%         | 1,533,885          | 2,145,162          | \$3,679,047        | -1.5%            | 8,610,226           |                  | 0.9%         | 4,797,785          | -2.2%        | 1,600,673          | 2,132,551          | 3,733,224          | -1.2%        | 8,531,010           |              | -1.8%        |
| <b>Total -Revenue Section</b>          | <b>\$7,481,204</b> | <b>2.5%</b>  | <b>\$2,415,907</b> | <b>\$3,158,965</b> | <b>\$5,574,872</b> | <b>4.0%</b>  | <b>\$13,056,077</b> |              | <b>3.1%</b>      | <b>\$7,297,428</b> | <b>1.5%</b>  | <b>\$2,268,971</b> | <b>\$3,092,993</b> | <b>\$5,361,964</b> | <b>-1.8%</b>     | <b>\$12,659,392</b> |                  | <b>0.1%</b>  | <b>\$7,188,392</b> | <b>-2.8%</b> | <b>\$2,401,707</b> | <b>\$3,060,114</b> | <b>\$5,461,821</b> | <b>-1.9%</b> | <b>\$12,650,213</b> |              | <b>-2.4%</b> |
| <b>Revenue without Transportation</b>  | <b>\$7,256,782</b> | <b>3.5%</b>  | <b>\$2,351,437</b> | <b>\$3,086,404</b> | <b>\$5,437,841</b> |              | <b>\$12,694,625</b> |              | <b>4.0%</b>      | <b>\$7,008,279</b> | <b>0.9%</b>  | <b>\$2,197,452</b> | <b>\$4,610</b>     | <b>\$4,453</b>     | <b>0.3%</b>      | <b>\$12,207,237</b> |                  | <b>-0.2%</b> | <b>\$6,945,645</b> | <b>-2.6%</b> | <b>\$2,315,824</b> |                    | <b>\$4,441</b>     | <b>0.1%</b>  | <b>\$12,230,419</b> |              | <b>-2.3%</b> |
| <b>Revenue/Assignment, w/o Transp</b>  | <b>\$4,284</b>     | <b>6.4%</b>  | <b>\$4,647</b>     | <b>\$5,035</b>     | <b>\$4,860</b>     | <b>12.5%</b> | <b>\$4,513</b>      |              | <b>8.9%</b>      | <b>\$4,025</b>     | <b>-1.2%</b> | <b>\$4,123</b>     | <b>\$4,473</b>     | <b>\$4,318</b>     | <b>0.5%</b>      | <b>\$4,145</b>      |                  | <b>-0.5%</b> | <b>\$4,074</b>     | <b>0.5%</b>  | <b>\$4,099</b>     | <b>\$4,471</b>     | <b>\$4,297</b>     |              | <b>\$4,167</b>      |              | <b>0.3%</b>  |
| <b>Other Stats</b>                     |                    |              |                    |                    |                    |              |                     |              |                  |                    |              |                    |                    |                    |                  |                     |                  |              |                    |              |                    |                    |                    |              |                     |              |              |
| Tonnage Surcharge Revenue              | 4,274,791          | 6.3%         | \$1,402,349        | \$1,940,532        | \$3,342,881        | 7.3%         | \$7,617,672         |              | 6.7%             | 4,021,037          | 1.2%         | \$1,278,904        | \$1,836,056        | \$3,114,960        | 0.0%             | \$7,135,997         |                  | 0.7%         | 3,975,144          | 0.1%         | \$1,305,187        | \$1,808,684        | \$3,113,871        | -1.3%        | \$7,089,015         |              | -0.5%        |
| Tonnage Surcharge Charge # moves       | 1,654              | -0.4%        | 495                | 604                | 1,099              | -6.9%        | 2,753               |              | -3.1%            | 1,661              | -0.1%        | 525                | 656                | 1,181              | -1.9%            | 2,842               |                  | -0.8%        | 1,662              | -3.3%        | 550                | 654                | 1,204              | -2.7%        | 2,866               |              | -3.0%        |
| Avg Tonnage Surcharge/Move             | \$2,585            | 6.8%         | \$2,833            | \$3,213            | \$3,042            | 15.3%        | \$2,767             |              | 10.2%            | \$2,421            | 1.2%         | \$2,436            | \$2,799            | \$2,638            | 2.0%             | \$2,511             |                  | 1.5%         | \$2,392            | 3.5%         | \$2,373            | \$2,766            | \$2,586            | 1.5%         | \$2,473             |              | 2.6%         |