

Exh. JR-9r
Docket TP-190976
Witness: Jordan Royer

BEFORE THE WASHINGTON
UTILITIES AND TRANSPORTATION COMMISSION

WASHINGTON UTILITIES AND
TRANSPORTATION COMMISSION,

Complainant,

v.

PUGET SOUND PILOTS,

Respondent.

DOCKET TP-190976

**EXHIBIT TO
TESTIMONY OF
Jordan Royer
ON BEHALF OF
PACIFIC MERCHANT SHIPPING ASSOCIATION**

Board Meetings January 2015-December 2019

May 27, 2020

Revised July 8, 2020

JANUARY	2015	% diff prev yr	2014	% diff prev yr	2013	% diff prev yr	2012	% diff prev yr	2011
Number of pilot Assignments	577	-9.7%	639	-3.5%	662	5.1%	630	3.1%	611
Number of ship Moves	566	-10.3%	631	-2.0%	644	3.9%	620	3.7%	598
Total Tariff Charges Invoiced to Industry	2,311,551	-14.7%	2,710,847	3.7%	2,613,281	4.5%	2,500,485	8.5%	2,304,523
Surcharges invoiced (Non PSP revenue)	30,150	-47.6%	57,510	150.3%	22,980	-45.0%	41,790		18,330
PSP Tariff Revenue	\$ 2,281,401	-14.0%	\$ 2,653,337	2.4%	\$ 2,590,301	5.4%	\$ 2,458,695	7.5%	\$ 2,286,193
Avg Gross Revenue/ Assign	3,954	-4.8%	4,152	6.1%	3,913	0.3%	3,903	4.3%	3,742
Avg Gross Revenue/ Move	4,031	-4.1%	4,205	4.5%	4,022	1.4%	3,966	3.7%	3,823
(Transportation Invoiced)	(78,814)	-20.2%	(98,762)	2.2%	(96,600)	14.0%	(84,747)	-0.3%	(84,984)
Revenue w/o Transportation Costs	\$ 2,202,588	-13.8%	\$ 2,554,575	2.4%	\$ 2,493,701	5.0%	\$ 2,373,949	7.8%	\$ 2,201,209
Avg Rev/ Assign (w/o Trans)	3,817	-4.5%	3,998	6.1%	3,767	0.0%	3,768	4.6%	3,603
Avg Rev/ Move (w/o Trans)	3,891	-3.9%	4,048	4.6%	3,872	1.1%	3,829	4.0%	3,681
Gross Tonnage	27,588,264	-13.5%	31,907,495	1.5%	31,428,636	3.5%	30,363,264	8.5%	27,993,179
By vessel type: YTD # of MOVES									
Bulker	102	9.7%	93	-2.1%	95	4.4%	91	-19.5%	113
Car Carrier	35	-31.4%	51	27.5%	40	-7.0%	43	87.0%	23
Container	219	-13.1%	252	-1.9%	257	7.5%	239	11.2%	215
Other	27	50.0%	18	100.0%	9	-40.0%	15	150.0%	6
Naval	0	#DIV/0!	0	-100.0%	2	#DIV/0!		-100.0%	1
Passenger	1	0.0%	1	0.0%	1	0.0%	1	0.0%	1
Reefer	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0
Ro-Ro	18	-14.3%	21	23.5%	17	0.0%	17	-22.7%	22
Tanker	164	-15.9%	195	-13.3%	225	5.1%	214	-1.8%	218
Total	566	-10.3%	631	-2.3%	646	4.2%	620	3.5%	599

SUMMARY OF Puget Sound Pilots Earned Revenue Report

	January 2015	Jan-14	Jan-13
--Counters & Miscellaneous Totals--			
Seattle Assigns	200	165	168
Ship Assigns	577	639	662
Pilot Boat Assigns	411	460	513
Tonnage Surcharge	566	631	644
Surcharge Revenue	\$ 1,216,396.78	\$ 1,478,353.28	\$ 1,426,963.55
--Source of Revenue Breakdown--			
LOA/Zone	647,911.00	789,582.00	804,180.00
Harbor Shift	67,821.00	91,173.00	76,642.00
Transportation	78,813.50	98,761.50	96,600.00
BC Surcharge	40,033.00	52,675.00	34,720.00
Bridge Transit	6,677.00	6,302.00	9,314.00
Waterway	42,503.00	65,265.00	59,147.00
Tonnage Surcharge	1,216,396.78	1,478,353.28	1,426,963.55
Cancellations	7,335.00	4,247.00	6,155.00
Compass Adj	359.00	359.00	718.00
Standby	18,358.00	38,594.00	37,572.00
Slow Down	5,206.00	1,918.00	6,028.00
Salmon Bay		211.00	
Sea Trials	2,028.00	1,352.00	
Miscellaneous	35,082.00	57,674.00	30,104.00
(Stipend Surcharge Report)	(30,150.00)	(57,510.00)	(22,980.00)
= Delayed Arrival &/or Lk Union	4,932.00	164.00	7,124.00
Pilot Boat	143,028.00	24,380.00	25,137.00
Total-Source Section	\$ 2,281,401.28	\$ 2,653,336.78	\$ 2,590,300.55
-----Revenue-----			
Mileage	715,732.00	880,755.00	880,822.00
Trans	78,813.50	98,761.50	96,600.00
Special	1,486,855.78	1,673,820.28	1,612,878.55
Total -Revenue Section	\$ 2,281,401.28	\$ 2,653,336.78	\$ 2,590,300.55
Other Stats			
Pilot Boat Charges	\$ 143,028.00	\$ 24,380.00	\$ 25,137.00
Pilot Boat Assignments	411	460	513
Avg	348.00	53.00	49.00
Tonnage Surcharge Revenue	\$ 1,216,396.78	\$ 1,478,353.28	\$ 1,426,963.55
Tonnage Surcharge Assignments	566	631	644
Avg Tonnage Surcharge/Assgn	\$ 2,149.11	\$ 2,342.87	\$ 2,215.78

2015 Jan

Pilot Code	Actual Trips PSP Earned Revenue Report Detail		Actual Assign	Actual Assign	<i>Italicized average = < < < over TAL</i>
2	ANA	Anacker, D.S. Lic 3/27/12	12	12	
2	ANT	Anthony, Michael Lic 7/24/12	2	2	
5	ARN	Arnold, J. E.	9	9	
5	BLA	Blake, M.E.	13	13	TEC
3	BOU	Bouma, Blair Lic 7/28/11	5	5	
1	BRO	Brouillard, Dan Lic 7/31/13	12	12	
4	BRU	Brusco, David Lic 3/11/10	10	10	
5	BUJ	Bujacich, J.P.	15	15	
5	CAI	Carlson, I.J.	12	12	
2	CAW	Carley, W. Bud Lic 1/10/13	12	12	
5	COE	Coe, F.A.	15	15	
0	COL	Coleman, S Lic. 8/27/14	4	0	
1	COR	Coryell, T.D. Lic. 12/13/13	12	12	
5	EME	Emerson, L. P.	17	17	
2	ENF	Engstrom, F. E. Lic 11/15/12	15	15	
5	ENV	Engstrom, V.	17	17	
0	GAL	Galvin, Jamie Lic 11/11/14	12	0	
5	GIE	Giese, P. A.	12	12	PSP Director
5	GRD	Grobschmit, D.W.	2	2	PSP President
5	HAI	Hannuksela, J	13	13	
5	HAR	Harris, J. B.	12	12	
5	HEN	Henshaw, B. F.	14	14	
5	HUR	Hurt, G. D.	6	6	
0	JEN	Jensen, Brian Lic. 12/22/14	15	15	
5	JUS	Justice, V. K.	11	11	
5	KAL	Kalvoy, J.E.	7	7	
3	KEA	Kearns, J. Lic. 1/12/12	14	14	
5	KEP	Kelly, P.S.	9	9	PSP Director
5	KLA	Klapperich, E.C.	10	10	PSP Sec/Treas
0	LIC	Lichty, E.C. Lic. 5/1/14	10	10	
1	LOW	Lowery, W.W. Lic. 2/11/13	14	14	
5	MAR	Marmol, E.	13	13	BPC/TEC Apr13
5	MAY	Mayer, D. W.	10	10	BPC/TEC/Exam
5	MIB	Michelson, B. L.	3	3	
5	MOR	Mork, S. E.	7	7	
5	MOT	Moreno, S.	13	13	
5	NEW	Newman, A. J.	7	7	
5	SAN	Sanders, D. A.	9	9	
5	SCO	Scoggins, J	10	10	
4	SCR	Scragg, J. Lic. 7/8/10	11	11	PSP Director
5	SEM	Semler, J. R.	13	13	
5	SES	Semler, S.	11	11	
5	SEY	Seymour, L.	16	16	
5	SHA	Shaffer, D. L.	15	15	
5	SHJ	Shaffer, J. A.	13	13	
5	SHU	Shuler, M.	16	16	
5	SLI	Sliker, W.J.	13	13	
5	SOR	Soriano, D. B.	14	14	
5	THG	Thoreson, George	17	17	PSP Director
5	VON	vonBrandenfels, E. M.	9	9	PSP V.P./Director
5	WAJ	Ward, John K.	0	0	
5	WAR	Ward, Jonathan E	0	0	
5	WIG	Wildes, G. R.	11	11	
5	WOO	Wood, M.	3	3	
Total Assignments/ Month			577	561	
Number of licensed PS pilots			54		
Pilots on rotation			52		
Average Assgn/pilot on rotation			11.10		Target TAL: 12.1

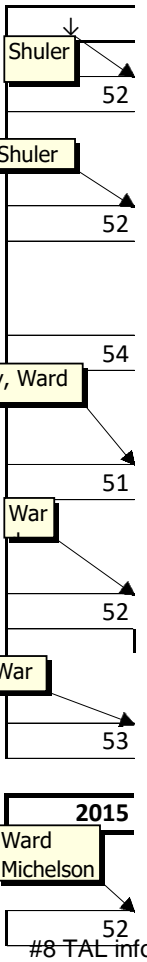
		2015	Jan		
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Actual Assign	Actual Assign	<i>Italicized average = <<< over TAL</i>	
	PSP LOA Report (MOVES)	566	566		
	Average Moves/pilot on rotation	10.88			
	Cancellations	11	11		
	# of Pilots with < 6 jobs(+1=Pres)	7+1			# of Pilots with < 6 jobs
	Pilots w/>5 trips & their avg # of trips	46P; 12.1			
	Training during duty				
	Medical circumstances:	1			
2014	PSP Assignments from Earned Revenue Report	639	7616		
	PSP LOA Report	631	7515		
	Cancellations	8	101		
2013	PSP Assignments from Earned Revenue Report	662	7819		
	PSP LOA Report	646	7702		
	Cancellations	16	116		
2012	PSP Assignments from Earned Revenue Report	630	7769		
	PSP LOA Report	619	7637		
	Cancellations	11	132		
2011	PSP Assignments from Earned Revenue Report	611	7619		

2014 Summary TAL & Assignments

working roster
 * annual TAL 145
 / (365/days in month) Actual assignments
 minus Target Assgns

TAL	MONTH	Actual Assignments	Target Assignments	MONTH Over (under)	# pilots over (needed)	Cumulative Year over (under) TAL	Ideal # of pilots available for dispatch	# of pilots that were dispatched to 6 or more jobs
JANUARY 31								
	Actual Assignments	639		639-652.7				
12.1	Working roster (no president)	53	652.7	-13.7	-1.1	-13.7	51.9	48
FEBRUARY 28								
	Actual Assignments	583		583-589.5				
12.1	Working roster (no president)	53	589.5	-6.5	-0.5	-20.2	52.5	47
MARCH 31								
	Actual Assignments	623		623-652.7				
12.1	Working roster (no president)	53	652.7	-29.7	-2.5	-49.9	50.5	48
APRIL 30								
	Actual Assignments	630						
12.1	Working roster (no president)	53	631.6	-1.6	-0.1	-51.6	52.9	51
MAY 31								
	Actual Assignments	671						
12.1	Working roster (no president)	53	652.7	18.3	1.5	-33.3	54.5	49
JUNE 30								
	Actual Assignments	690						
12.1	Working roster (no president)	53	631.6	58.4	4.8	25.1	57.8	48
JULY 31								
	Actual Assignments	663						
12.1	Working roster (no president)	53	652.7	10.3	0.9	35.4	53.9	48
AUGUST 31								
	Actual Assignments	685						
12.1	Working roster (no president)	53	652.7	32.3	2.7	67.7	55.7	49
SEPTEMBER 30								
	Actual Assignments	597						
12.1	Working roster (no president)	54	643.6	-46.6	-3.8	21.1	50.2	51
OCTOBER 31								
	Actual Assignments	639						
12.1	Working roster (no president)	53	652.7	-13.7	-1.1	7.4	51.9	48
NOVEMBER 30								
	Actual Assignments	592						
12.1	Working roster (no president)	53	631.6	-39.6	-3.3	-32.2	49.7	47
DECEMBER 31								
	Actual Assignments	604						
12.1	Working roster (no president)	54	665.0	-61.0	-5.0	-93.2	49.0	48
		avg # pilots w/o president 53.2	7616	7709			52.5 avg	
2015								
JANUARY 31								
	Actual Assignments	577		-236.6				
12.1	Working roster (no president)	53	652.7	-75.7	-6.3	-75.7	46.7	46

w/medical &
on way to retirement



2015 January	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected
	3,891	3,891		3,817	2,202,588	78,813	\$ 2,281,401	566	577	30,150	43,110

2014	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected
January	4,048	4,048		3,998	2,554,575	98,762	\$ 2,653,337	631	639	57,510	68,400
February	4,003	3,954	3,941	3,879	2,261,575	82,889	\$ 2,344,464	572	583	45,660	50,730
March	3,896	3,896	3,913	3,859	2,403,969	90,895	\$ 2,494,864	617	623	74,760	57,915
April	3,968	3,968	3,913	3,911	2,464,091	85,345	\$ 2,549,436	621	630	75,600	70,080
May	4,566	4,566	4,043	4,525	3,036,561	85,787	\$ 3,122,348	665	671	60,390	72,915
June	4,448	4,448	4,107	4,397	3,033,723	95,193	\$ 3,128,916	682	690	48,120	59,850
July	4,596	4,596	4,174	4,562	3,024,434	88,977	\$ 3,113,411	658	663	78,270	50,040
August	4,756	4,756	4,244	4,700	3,219,531	97,072	\$ 3,316,603	677	685	77,400	76,410
September	4,486	4,486	4,265	4,448	2,655,500	91,878	\$ 2,747,378	592	597	50,700	71,715
October	3,876	3,876	4,219	3,803	2,430,062	98,126	\$ 2,528,188	627	639	66,990	61,635
November	3,748	3,748	4,173	3,679	2,177,805	81,264	\$ 2,259,069	581	592	54,405	60,300
December	3,678	3,678	4,128	3,605	2,177,417	87,363	\$ 2,264,780	592	604	55,455	57,750
ytd					\$ 31,439,243	1,083,551	\$32,522,794	7515	7616	745,260	757,740
Δ					\$90	(\$242)	(\$187,662)	(187)	(203)		

2013	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected
January	3,860	3,860		3,767	2,493,701	96,600	\$ 2,590,301	646	662	22,980	39,420
February	3,891	3,926	3,806	3,851	2,229,846	82,426	\$ 2,312,272	568	579	12,840	14,955
March	3,801	3,801	3,778	3,721	2,311,037	95,730	\$ 2,406,767	608	621	14,370	15,270
April	3,973	3,973	3,820	3,958	2,212,733	74,842	\$ 2,287,575	557	559	12,585	13,260
May	4,326	4,326	3,914	4,261	2,820,632	95,699	\$ 2,916,331	652	662	19,860	15,255
June	4,494	4,494	4,013	4,461	3,028,751	90,527	\$ 3,119,278	674	679	47,745	21,390
July	4,303	4,303	4,052	4,261	3,046,277	100,482	\$ 3,146,759	708	715	53,280	58,380
August	4,471	4,471	4,102	4,414	3,112,078	93,144	\$ 3,205,222	696	705	42,300	49,125
September	4,404	4,404	4,130	4,351	2,858,510	99,071	\$ 2,957,581	649	657	39,420	36,240
October	3,710	3,710	4,078	3,639	2,481,925	105,812	\$ 2,587,737	669	682	61,200	49,575
November	3,889	3,889	4,055	3,823	2,465,837	97,211	\$ 2,563,048	634	645	57,960	54,825
December	3,919	3,919	4,038	3,847	2,512,313	105,272	\$ 2,617,585	641	653	68,460	63,135
ytd					\$ 31,573,640	1,136,816	\$32,710,456	7,702	7,819	453,000	430,830

2012	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected
ytd					\$ 30,617,681	991,743	\$31,609,425	7,637	7,769	#####	#####

2011	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected
ytd					\$ 29,738,724	955,188	\$30,693,913	7,490	7,619	#####	#####

2010	MOVE	ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	YTD	YTD	minus		(Revenue)	Moved	Earned Rev
	\$3,867.61	\$ 3,828.08	Transportation		\$\$ Billed	LOA-2	Detail
			\$ 28,086,612	901,140	\$28,987,752	7,262	7,337

2009	MOVE	ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	YTD	YTD	minus		(Revenue)	Moved	Earned Rev
	\$3,769.86	\$ 3,715.37	Transportation		\$\$ Billed	LOA-2	Detail
			\$ 28,530,324	911,618	\$29,441,942	7,568	7,679

2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHb					
			1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
Jan		566	88	93	51	189	144	1

SHIP MOVES BY TYPE											
Car											
Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip
102	35	219		23		4	1		18	164	

2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHb					
			1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
Jan		631	113	96	56	168	198	0
Feb	1,203	572	94	99	52	155	172	0
Mar	1,820	617	106	99	47	178	187	0
Apr	2,441	621	109	83	48	194	187	0
May	3,106	665	93	94	48	247	183	0
June	3,788	682	99	82	61	260	180	0
July	4,446	658	93	81	52	253	179	0
Aug	5,124	678	101	90	65	234	188	0
Sept	5,716	592	73	82	64	203	170	0
Oct	6,343	627	115	85	60	165	202	0
Nov	6,924	581	117	88	50	174	152	
Dec	7,516	592	112	93	64	173	150	0
		7516	1225	1072	667	2404	2148	0
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	(2)

SHIP MOVES BY TYPE											
Car											Wood
Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip
93	51	252	1	15		2	1		21	195	
113	39	212		5	2	1	1		20	177	2
92	47	239		16		2			23	198	
112	48	242		16		2			22	179	
67	43	257	1	18	2	8	61		23	185	
73	46	227	1	24		2	85	2	20	202	
79	41	240		10	3	1	82		25	177	
66	41	236		19	3	8	85		19	201	
48	29	218		10		8	54	1	27	197	
93	43	242	2	16		8		9	23	191	
126	44	206		6		1		4	18	176	
90	52	231		20	2	3			21	173	
1052	524	2802	5	175	12	46	369	16	262	2251	2
133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2

2013	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHb					
			1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
Jan		646	101	104	58	192	191	0
Feb	1,214	568	81	88	49	172	178	
Mar	1,822	608	95	101	49	175	185	2
Apr	2,379	557	71	91	35	186	174	
May	cruise 3,031	652	93	94	48	239	178	
June	ship 3,705	674	84	81	56	286	167	
July	season 12,521	708	103	117	46	271	171	0
August	in 5,109	696	89	88	58	278	183	0
Sept	blue 5,758	649	78	92	59	237	183	
October		669	115	92	62	201	199	
November		634	106	92	60	182	194	
December		641	130	86	62	187	176	
		7702	1146	1126	642	2606	2179	2
2012/2013 ytd Δ	#REF!		#REF!	#REF!	#REF!	#REF!	#REF!	#REF!

SHIP MOVES BY TYPE												
Car											Wood	
Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip	
95	40	257		5	2	4	1		17	225		
82	43	229		15	1		5		19	174		
91	42	228		14		4			26	203		
52	47	241		13	3	12			22	167		
64	42	245		21		7	59		23	191		
62	44	246		8	1	9	89	2	21	192		
51	43	244		14	1	23	80		22	230		
64	42	247		21	1	11	84		26	200		
48	46	239		28	2	5	59	4	18	200		
111	45	245		7		14		5	24	218		
104	50	245		11		2			21	201		
95	48	227	1	16	1	26			21	206		
919	532	2893	1	173	12	117	377	11	260	2407	0	
(101)	(12)		76	1	35	(4)	(45)	(33)	(4)	12	143	(3)

2012	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHb					
			1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
		#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
2011/2012 ytd Δ	#REF!		#REF!	#REF!	#REF!	#REF!	#REF!	#REF!

SHIP MOVES BY TYPE											
Car											Wood
Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip
1020	544	2817	0	138	16	162	410	15	248	2264	3
#REF!	#REF!	#REF!	(14)	(23)	4	89	15	(4)	(29)	50	3

2011	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHb					
			1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
		7490	1041	1022	554	2998	1836	39
2010/2011 ytd Δ	228		46	169	87	(60)	(13)	(1)

SHIP MOVES BY TYPE											
Car											Wood
Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip
#REF!	#REF!	#REF!	14	161	12	73	395	19	277	2214	0
#REF!	#REF!	#REF!	14	27	(17)	(4)	(59)	9	(18)	173	(11)

SUMMARY OF Puget Sound Pilots Earned Revenue Report

CORRECTED

	Jan-15	February 2015	2015 Jan & Feb		Jan-14	February 2014	2014 Jan & Feb		Jan-13	February 2012	2013 Jan & Feb
--Counters & Miscellaneous Totals--											
Seattle Assigns	200	150	350	17%	165	135	300	-5%	168	147	315
Ship Assigns	577	517	1,094	-10%	639	583	1,222	-2%	662	579	1,241
Pilot Boat Assigns	411	365	776	-15%	460	448	908	-6%	513	453	966
Tonnage Surcharge	566	501	1,067	-11%	631	572	1,203	-1%	644	567	1,211
Surcharge Revenue	\$ 1,216,396.78	\$ 1,132,849.63	\$ 2,349,246.41	-16%	\$ 1,478,353.28	\$ 1,311,310.64	\$ 2,789,663.92	3%	\$ 1,426,963.55	\$ 1,285,372.42	\$ 2,712,335.97
--Source of Revenue Breakdown--											
LOA/Zone	647,911.00	596,544.00	1,244,455.00	-17%	789,582.00	710,883.00	1,500,465.00	-2%	804,180.00	722,055.00	1,526,235.00
Harbor Shift	67,821.00	52,138.00	119,959.00	-29%	91,173.00	76,683.00	167,856.00	21%	76,642.00	62,206.00	138,848.00
Transportation	78,813.50	72,628.00	151,441.50	-17%	98,761.50	82,889.25	181,650.75	1%	96,600.00	82,426.00	179,026.00
BC Surcharge	40,033.00	29,498.00	69,531.00	-11%	52,675.00	25,284.00	77,959.00	13%	34,720.00	34,405.00	69,125.00
Bridge Transit	6,677.00	3,768.00	10,445.00	-15%	6,302.00	6,036.00	12,338.00	-18%	9,314.00	5,788.00	15,102.00
Waterway	42,503.00	35,891.00	78,394.00	-34%	65,265.00	53,770.00	119,035.00	9%	59,147.00	50,141.00	109,288.00
Tonnage Surcharge	1,216,396.78	1,132,849.63	2,349,246.41	-16%	1,478,353.28	1,311,310.64	2,789,663.92	3%	1,426,963.55	1,285,372.42	2,712,335.97
Cancellations	7,335.00	10,603.00	17,938.00	74%	4,247.00	6,085.00	10,332.00	-17%	6,155.00	6,223.00	12,378.00
Compass Adj	359.00	718.00	1,077.00	50%	359.00	359.00	718.00	-33%	718.00	359.00	1,077.00
Standby	18,358.00	24,934.00	43,292.00	-44%	38,594.00	38,104.00	76,698.00	6%	37,572.00	35,072.00	72,644.00
Slow Down	5,206.00	3,562.00	8,768.00	28%	1,918.00	4,932.00	6,850.00	-29%	6,028.00	3,562.00	9,590.00
Salmon Bay			0.00	-100%	211.00	-	211.00				0.00
Sea Trials	2,028.00	1,014.00	3,042.00	125%	1,352.00	-	1,352.00				0.00
Miscellaneous	35,082.00	44,462.00	79,544.00		57,674.00	50,044.00	107,718.00		30,104.00	15,306.00	45,410.00
(Stipend Surcharge Report)	(30,150.00)	(38,160.00)	(68,310.00)		(57,510.00)	(45,660.00)	(103,170.00)		(22,980.00)	(12,840.00)	(35,820.00)
= Delayed Arrival &/or Lk Union	4,932.00	6,302.00	11,234.00	147%	164.00	4,384.00	4,548.00	-53%	7,124.00	2,466.00	9,590.00
Pilot Boat	143,028.00	127,020.00	270,048.00	461%	24,380.00	23,744.00	48,124.00	2%	25,137.00	22,197.00	47,334.00
Total-Source Section	\$ 2,281,401.28	\$ 2,097,469.63	\$ 4,378,870.91	-12%	\$ 2,653,336.78	\$ 2,344,463.89	\$ 4,997,800.67	2%	\$ 2,590,300.55	\$ 2,312,272.42	\$ 4,902,572.97
-----Revenue-----											
Mileage	715,732.00	648,682.00	1,364,414.00	-18%	880,755.00	787,566.00	1,668,321.00	0%	880,822.00	784,261.00	1,665,083.00
Trans	78,813.50	72,628.00	151,441.50	-17%	98,761.50	82,889.25	181,650.75	1%	96,600.00	82,426.00	179,026.00
Special	1,486,855.78	1,376,159.63	2,863,015.41	-9%	1,673,820.28	1,474,008.64	3,147,828.92	3%	1,612,878.55	1,445,585.42	3,058,463.97
Total -Revenue Section	\$ 2,281,401.28	\$ 2,097,469.63	\$ 4,378,870.91	-12%	\$ 2,653,336.78	\$ 2,344,463.89	\$ 4,997,800.67	2%	\$ 2,590,300.55	\$ 2,312,272.42	\$ 4,902,572.97
Other Stats											
Pilot Boat Charges	\$ 143,028.00	\$ 127,020.00	\$ 270,048.00	461%	\$ 24,380.00	\$ 23,744.00	\$ 48,124.00	2%	\$ 25,137.00	\$ 22,197.00	\$ 47,334.00
Pilot Boat Assignments	411	365	776	-15%	460	448	908	-6%	513	453	966
Avg	348.00	348.0	\$ 348.00	557%	53.00	53.00	\$ 53.00	8%	49.00	49.00	\$ 49.00
Tonnage Surcharge Revenue	\$ 1,216,396.78	\$ 1,132,849.63	\$ 2,349,246.41	-16%	\$ 1,478,353.28	\$ 1,311,310.64	\$ 2,789,663.92	3%	\$ 1,426,963.55	\$ 1,285,372.42	\$ 2,712,335.97
Tonnage Surcharge Assignments	566	501	1,067	-11%	631	572	1,203	-1%	644	567	1,211
Avg Tonnage Surcharge/Assgn	\$ 2,149.11	\$ 2,261.18	\$ 2,205.14	-5%	\$ 2,342.87	\$ 2,292.50	\$ 2,317.69	3%	\$ 2,215.78	\$ 2,266.97	\$ 2,241.38

2015	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected
January		3,891		3,817	2,202,588	78,813	2,281,401	566	577	30,150	43,110
February	3,962	4,042	3,864	3,917	2,024,842	72,628	2,097,470	501	517	38,160	30,975
-41 ytd					4,227,430	\$151,441	4,378,871	1067	1094	68,310	74,085
Δ -77					(\$588,720)	(\$30,210)	(\$618,930)				

2014	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected
January	4,048	4,048		3,998	2,554,575	98,762	2,653,337	631	639	57,510	68,400
February	4,003	3,954	3,941	3,879	2,261,575	82,889	2,344,464	572	583	45,660	50,730
March	3,896	3,896	3,913	3,859	2,403,969	90,895	2,494,864	617	623	74,760	57,915
April	3,968	3,968	3,913	3,911	2,464,091	85,345	2,549,436	621	630	75,600	70,080
May	4,566	4,566	4,043	4,525	3,036,561	85,787	3,122,348	665	671	60,390	72,915
June	4,448	4,448	4,107	4,397	3,033,723	95,193	3,128,916	682	690	48,120	59,850
July	4,596	4,596	4,174	4,562	3,024,434	88,977	3,113,411	658	663	78,270	50,040
August	4,756	4,756	4,244	4,700	3,219,531	97,072	3,316,603	677	685	77,400	76,410
September	4,486	4,486	4,265	4,448	2,655,500	91,878	2,747,378	592	597	50,700	71,715
October	3,876	3,876	4,219	3,803	2,430,062	98,126	2,528,188	627	639	66,990	61,635
November	3,748	3,748	4,173	3,679	2,177,805	81,264	2,259,069	581	592	54,405	60,300
December	3,678	3,678	4,128	3,605	2,177,417	87,363	2,264,780	592	604	55,455	57,750
ytd					\$31,439,243	1,083,551	32,522,794	7515	7616	745,260	757,740
Δ \$90 (\$242)					(\$134,397)	(\$53,265)	(\$187,662)	(187)	(203)		

2013	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected
January	3,860	3,860		3,767	2,493,701	96,600	2,590,301	646	662	22,980	39,420
February	3,891	3,926	3,806	3,851	2,229,846	82,426	2,312,272	568	579	12,840	14,955
March	3,801	3,801	3,778	3,721	2,311,037	95,730	2,406,767	608	621	14,370	15,270
April	3,973	3,973	3,820	3,958	2,212,733	74,842	2,287,575	557	559	12,585	13,260
May	4,326	4,326	3,914	4,261	2,820,632	95,699	2,916,331	652	662	19,860	15,255
June	4,494	4,494	4,013	4,461	3,028,751	90,527	3,119,278	674	679	47,745	21,390
July	4,303	4,303	4,052	4,261	3,046,277	100,482	3,146,759	708	715	53,280	58,380
August	4,471	4,471	4,102	4,414	3,112,078	93,144	3,205,222	696	705	42,300	49,125
September	4,404	4,404	4,130	4,351	2,858,510	99,071	2,957,581	649	657	39,420	36,240
October	3,710	3,710	4,078	3,639	2,481,925	105,812	2,587,737	669	682	61,200	49,575
November	3,889	3,889	4,055	3,823	2,465,837	97,211	2,563,048	634	645	57,960	54,825
December	3,919	3,919	4,038	3,847	2,512,313	105,272	2,617,585	641	653	68,460	63,135
ytd					\$31,573,640	1,136,816	32,710,456	7,702	7,819	453,000	430,830

2012	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected
ytd					\$30,617,681	991,743	31,609,425	7,637	7,769	434,820	441,330

2011	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected
ytd					\$29,738,724	955,188	30,693,913	7,490	7,619	356,910	330,635

2010	MOVE	ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge	
	YTD	YTD	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
			Transportation		\$\$ Billed	LOA-2	Detail	Billed	Collected
			\$28,086,612	901,140	28,987,752	7,262	7,337		

2009	MOVE	ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge	
	YTD	YTD	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15
			Transportation		\$\$ Billed	LOA-2	Detail	Billed	Collected
			\$28,530,324	911,618	29,441,942	7,568	7,679		

2015				Jan	Feb		
Pilot Code	Actual Trips PSP Earned Revenue Report Detail			Actual Assign	Actual Assign	Actual Assign	<i>Italicized average =</i> ∟∟∟ over TAL
2	ANA	Anacker, D.S.	Lic 3/27/12	12	10	11	
2	ANT	Anthony, Michael	Lic 7/24/12	2	14	8	
5	ARN	Arnold, J. E.		9	12	10.5	
5	BLA	Blake, M.E.		13	14	13.5	TEC
3	BOU	Bouma, Blair	Lic 7/28/11	5	11	8	
1	BRO	Brouillard, Dan	Lic 7/31/13	12	12	12	
4	BRU	Brusco, David	Lic 3/11/10	10	14	12	
5	BUJ	Bujacich, J.P.		15	12	13.5	
5	CAI	Carlson, I.J.		12	8	10	
2	CAW	Carley, W. Bud	Lic 1/10/13	12	19	15.5	
5	COE	Coe, F.A.		15	3	9	
0	COL	Coleman, S	Lic. 8/27/14	4	7	5.5	
1	COR	Coryell, T.D.	Lic. 12/13/13	12	12	12	
5	EME	Emerson, L. P.		17	14	15.5	
2	ENF	Engstrom, F. E.	Lic 11/15/12	15	14	14.5	
5	ENV	Engstrom, V.		17	14	15.5	
0	GAL	Galvin, Jamie	Lic 11/11/14	12	5	8.5	
5	GIE	Giese, P. A.		12	3	7.5	PSP Director
5	GRD	Grobschmit, D.W.		2	0	2	PSP President
5	HAI	Hannuksela, J		13	10	11.5	
5	HAR	Harris, J. B.		12	16	14	
5	HEN	Henshaw, B. F.		14	12	13	
5	HUR	Hurt, G. D.		6	5	5.5	
0	JEN	Jensen, Brian	Lic. 12/22/14	15	10	12.5	
5	JUS	Justice, V. K.		11	12	11.5	
5	KAL	Kalvoy, J.E.		7	16	11.5	
3	KEA	Kearns, J.	Lic. 1/12/12	14	10	12	
5	KEP	Kelly, P.S.		9	9	9	PSP Director
5	KLA	Klapperich, E.C.		10	8	9	PSP Sec/Treas
0	LIC	Lichty, E.C.	Lic. 5/1/14	10	10	10	
1	LOW	Lowery, W.W.	Lic. 2/11/13	14	10	12	
5	MAR	Marmol, E.		13	9	11	BPC/TEC Apr13
5	MAY	Mayer, D. W.		10	8	9	BPC/TEC/Exam
5	MIB	Michelson, B. L.		3	0	1.5	
5	MOR	Mork, S. E.		7	12	9.5	
5	MOT	Moreno, S.		13	12	12.5	
5	NEW	Newman, A. J.		7	12	9.5	
5	SAN	Sanders, D. A.		9	10	9.5	
5	SCO	Scoggins, J		10	9	9.5	
4	SCR	Scragg, J.	Lic. 7/8/10	11	11	11	PSP Director
5	SEM	Semler, J. R.		13	5	9	
5	SES	Semler, S.		11	7	9	
5	SEY	Seymour, L.		16	10	13	
5	SHA	Shaffer, D. L.		15	5	10	
5	SHJ	Shaffer, J. A.		13	8	10.5	
5	SHU	Shuler, M.		16	14	15	
5	SLI	Slizer, W.J.		13	9	11	
5	SOR	Soriano, D. B.		14	7	10.5	
5	THG	Thoreson, George		17	12	14.5	PSP Director
5	VON	vonBrandenfels, E. M.		9	7	8	PSP V.P./Director
5	WAJ	Ward, John K.		0	0	0	
5	WAR	Ward, Jonathan E		0	1		
5	WIG	Wildes, G. R.		11	12	11.5	
5	WOO	Wood, M.		3	11	7	
Total Assignments/ Month				577	517	547.5	
Number of licensed PS pilots				54	54		
Pilots on rotation				52	52		
Average Assgn/pilot on rotation				11.10	9.94		Target TAL: 12.1

		2015		Jan	Feb	
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Actual Assign	Actual Assign	Actual Assign	<i>Italicized average = <<< over TAL</i>	
	PSP LOA Report (MOVES)	566	501	1067		
	Average Moves/pilot on rotation	10.88	9.63			
	Cancellations	11	16	27		
	# of Pilots with < 6 jobs(+1=Pres)	7+1	9+1			# of Pilots with < 6 jobs
	Pilots w/>5 trips & their avg # of trips	46P; 12.1	44P; 11.1			
	Training during duty					
	Medical circumstances:	1	1			
2014	PSP Assignments from Earned Revenue Report	639	583	7616		
	PSP LOA Report	631	572	7515		
	Cancellations	8	11	101		
2013	PSP Assignments from Earned Revenue Report	662	579	7819		
	PSP LOA Report	646	568	7702		
	Cancellations	16	11	116		
2012	PSP Assignments from Earned Revenue Report	630	571	7769		
	PSP LOA Report	619	559	7637		
	Cancellations	11	12	132		
2011	PSP Assignments from Earned Revenue Report	611	568	7619		

2015	Bulker	#	Car Carrier	#	Container	#	Fishing	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip	#	Total Tonnage	#
January	3,331,935	102	2,071,601	35	13,748,321	219			436,506	23			61,474	4	5,841	1			600,566	18	7,332,020	164			27,588,264	566
February	23,921,178	70	2,490,846	43	12,417,478	209			136,892	5			45,826	5	5,841	1			648,961	21	6,454,064	145	79,802	2	46,200,888	501
average	13,626,557	86	2,281,224	39	13,082,900	214			286,699	14			53,650	5	5,841				624,764	20	6,893,042	155			36,894,576	534

2014	Bulker	#	Car Carrier	#	Container	#	Fishing	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip	#	Total Tonnage	#	
January	3,050,105	93	2,728,105	51	16,200,977	252	833	1	409,431	15			30,737	2	5,841	1			753,337	21	8,728,129	195			31,907,495	631	
February	3,583,737	113	2,206,011	39	13,775,913	212			116,907	5	18,476	2	12,892	1	5,841	1			588,345	20	8,437,623	177	79,790	2	28,825,535	572	
Jan-Dec	31,845,493	1,052	29,413,760	524	181,095,875	2,802	4,165	5	4,236,543	175	251,509	12	413,844	46	33,109,175	369	120,008	16	9,179,980	262	97,079,373	2,251	79,790	2	386,829,515	7,516	
average	2,653,791	88	2,451,147	44	15,091,323	234			353,045	15	62,877		34,487	4	4,729,882		30,002		764,998	22	8,089,948	188			32,235,793	626	
															Cruise Season May-Sept Average	6,619,499	73				Cruise Season May-Sept avg					35,576,829	655
															Cruise Season May-Sept total	33,097,493											

2013	Bulker	#	Car Carrier	#	Container	#	Fishing	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip	#	Total Tonnage	#	
January	2,759,567	95	2,232,371	40	15,483,660	257			114,163	5	15,752	2	43,514	4	5,841	1			557,373	17	10,216,395	225			31,428,636	646	
February	2,330,407	82	2,222,529	43	13,587,705	229			338,693	15	-	1			121,873	5			603,183	19	8,023,750	174			27,228,140	568	
Jan-Dec	25,424,570	919	29,165,760	532	174,206,444	2,893	833	1	3,881,792	173	41,304	12	804,615	117	34,435,465	377	105,526	11	8,739,445	260	104,292,019	2,407	-	-	381,097,773	7,702	
average	2,118,714	77	2,430,480	44	14,517,204	241			323,483	14	10,326	2	73,147	11	4,919,352	54	35,175		728,287	22	8,691,002	201			31,758,148	642	
															Cruise Season May-Sept Average	6,861,550	74				Cruise Season May-Sept avg					35,086,034	676
															Cruise Season May-Sept total	34,307,751											

2012	Bulker	#	Car Carrier	#	Container	#	Fishing	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip	#	Total Tonnage	#	
January	2,969,517	91	2,232,766	43	13,393,563	239			261,985	10			57,724	5	5,841	1			557,373	17	10,884,495	214			30,363,264	619	
February	3,401,076	106	2,274,107	44	11,442,160	207			145,859	7	-	1	21,450	6	5,841	1	7,988	1	725,984	21	8,033,204	165			26,057,669	559	
Jan-Dec	30,314,262	1,020	29,366,035	544	164,249,194	2,817			3,081,933	138	145,985	16	1,239,038	162	36,170,737	410	118,789	15	8,224,168	248	108,731,289	2,264	152,842	4	381,794,272	7,638	
average	2,526,189	85	2,447,170	45	13,687,433	235			256,828	12	24,331	3	112,640	15	4,521,342	51	13,199	2	685,347	21	9,060,941	189	1		31,816,189	636	
															Cruise Season May-Sept Average	7,198,889	81				Cruise Season May-Sept avg					36,647,551	694
															Cruise Season May-Sept total	35,994,445	406										

2011	Bulker	Car Carrier	Container	Fishing	General	Naval	Other	Passenger	Reefer	Ro-Ro	Tanker	Wood Chip	Total Tonnage	#													
Jan-Dec	37,127,870	1,232	21,033,369	411	151,013,645	2,682	13,447	##	3,063,865	161	-	12	717,453	73	34,865,650	395	186,384	19	9,226,586	277	109,221,907	2,214	-	-	366,470,176	7,490	
avg	3,093,989	103	1,752,781	34	12,584,470	224	3,362	4	255,322	13			2	65,223	7	4,358,206	49	37,277	4	768,882	23	9,101,826	185			30,539,181	624
															Cruise Season May-Sept Average	6,929,958	78				Cruise Season May-Sept avg					34,856,361	680
															Cruise Season May-Sept total	34,649,792	389										

2010	Bulker	Car Carrier	Container	Fishing	General	Naval	Other	Passenger	Reefer	Ro-Ro	Tanker	Wood Chip	Total Tonnage	#													
Jan-Dec	36,493,261	1,212	19,273,750	399	142,136,289	2,600		2,897,245	134	80,444	29	403,495	77	37,292,696	454	91,625	10	9,566,005	295		95,588,906	2,041	353,590	11	344,177,295	7,262	
avg	3,041,105	101	1,606,146	33	11,844,691	217		241,437	11	16,089	3	40,350	8	4,143,633	50	22,906	3	797,167	25		7,965,742	170	353,590	11	28,681,441	605	
															Cruise Season May-Sept Average	7,394,994	89				Cruise Season May-Sept avg					32,559,875	646
															Cruise Season May-Sept total	36,974,970	446										

2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
Jan		566	88	93	51	189	144	1
Feb		501	67	88	40	154	144	4
2014/2015 ytd Δ		1067	155	181	91	343	288	5

SHIP MOVES BY TYPE												
Bulk	Car			Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
	Carrier	Container	Carrier									
102	35	219			23		4	1		18	164	
70	43	209			5		5	1		21	145	2
172	78	428	0		28	0	9	2	0	39	309	2

2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
Jan		631	113	96	56	168	198	0
Feb	1,203	572	94	99	52	155	172	0
Mar	1,820	617	106	99	47	178	187	0
Apr	2,441	621	109	83	48	194	187	0
May	3,106	665	93	94	48	247	183	0
June	3,788	682	99	82	61	260	180	0
July	4,446	658	93	81	52	253	179	0
Aug	5,124	678	101	90	65	234	188	0
Sept	5,716	592	73	82	64	203	170	0
Oct	6,343	627	115	85	60	165	202	0
Nov	6,924	581	117	88	50	174	152	0
Dec	7,516	592	112	93	64	173	150	0
		7516	1225	1072	667	2404	2148	0
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	(2)

SHIP MOVES BY TYPE												
Bulk	Car			Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
	Carrier	Container	Carrier									
93	51	252	1	15		2	1			21	195	
113	39	212		5	2	1	1			20	177	2
92	47	239		16		2				23	198	
112	48	242		16		2				22	179	
67	43	257	1	18	2	8	61			23	185	
73	46	227	1	24		2	85	2		20	202	
79	41	240		10	3	1	82			25	177	
66	41	236		19	3	8	85			19	201	
48	29	218		10		8	54	1		27	197	
93	43	242	2	16		8			9	23	191	
126	44	206		6		1			4	18	176	
90	52	231		20	2	3				21	173	
1052	524	2802	5	175	12	46	369	16	262	2251	2	
133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2	

2013	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
Jan		646	101	104	58	192	191	0
Feb	1,214	568	81	88	49	172	178	
Mar	1,822	608	95	101	49	175	185	2
Apr	2,379	557	71	91	35	186	174	
May cruise	3,031	652	93	94	48	239	178	
June ship	3,705	674	84	81	56	286	167	
July season	12,521	708	103	117	46	271	171	0
August in	5,109	696	89	88	58	278	183	0
Sept blue	5,758	649	78	92	59	237	183	
October	6,427	669	115	92	62	201	199	
November	7,061	634	106	92	60	182	194	
December	7,702	641	130	86	62	187	176	
		7702	1146	1126	642	2606	2179	2
2012/2013 ytd Δ	65		4	111	47	(211)	132	(19)

SHIP MOVES BY TYPE												
Bulk	Car			Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
	Carrier	Container	Carrier									
95	40	257		5	2	4	1			17	225	
82	43	229		15	1		5			19	174	
91	42	228		14		4				26	203	
52	47	241		13	3	12				22	167	
64	42	245		21		7	59			23	191	
62	44	246		8	1	9	89	2		21	192	
51	43	244		14	1	23	80			22	230	
64	42	247		21	1	11	84			26	200	
48	46	239		28	2	5	59	4		18	200	
111	45	245		7		14			5	24	218	
104	50	245		11		2				21	201	
95	48	227	1	16	1	26				21	206	
919	532	2893	1	173	12	117	377	11	260	2407	0	
(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)	

2012	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
		7637	1142	1015	595	2817	2047	21
2011/2012 ytd Δ	147		101	(7)	41	(181)	211	(18)

SHIP MOVES BY TYPE												
Bulk	Car			Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
	Carrier	Container	Carrier									
1020	544	2817	0	138	16	162	410	15	248	2264	3	
(212)	133	135	(14)	(23)	4	89	15	(4)	(29)	50	3	

2011	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
		7490	1041	1022	554	2998	1836	39
2010/2011 ytd Δ	228		46	169	87	(60)	(13)	(1)

SHIP MOVES BY TYPE												
Bulk	Car			Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
	Carrier	Container	Carrier									
1232	411	2682	14	161	12	73	395	19	277	2214	0	
20	12	82	14	27	(17)	(4)	(59)	9	(18)	173	(11)	

SUMMARY OF Puget Sound Pilots Earned Revenue Report

	2015 1st Qtr Totals		2014 1st Qtr Totals		2013 1st Qtr Totals		2012 1st Qtr Totals		2011 1st Qtr Totals
	Revenue Neutral		+0% @ 1/1/14		+3% @ 1/1/13		+0% @ 1/1/12		+0% @ 1/1/11
--Counters & Miscellaneous Totals--									
Seattle Assigns	533	16%	461	-1%	468	-32%	686	6%	649
Ship Assigns	1,733	-6%	1,845	-1%	1,862	4%	1,797	0%	1,795
Pilot Boat Assigns	1,220	-12%	1,380	-4%	1,441	2%	1,414	-1%	1,434
Tonnage Surcharge	1,689	-7%	1,820	0%	1,819	4%	1,756	0%	1,757
Surcharge Revenue	\$3,612,466.14	-14%	4,181,195	4%	\$4,024,472.90	6%	\$3,798,454.81	-1%	\$3,817,805.60
--Source of Revenue Breakdown--									
LOA/Zone	1,921,017.00	-16%	2,274,763	-1%	2,287,415.00	7%	2,128,691.00	1%	2,101,135.00
Harbor Shift	210,821.00	-16%	252,124	22%	207,380.00	20%	173,532.00	8%	160,057.00
Transportation	235,543.00	-14%	272,546	-1%	274,756.25	25%	220,130.00	-8%	238,695.50
BC Surcharge	82,173.00	-9%	90,601	-20%	113,372.00	49%	75,852.00	-23%	99,029.00
Bridge Transit	20,763.00	-4%	21,628.00	-9%	23,678.00	66%	14,303.00	-2%	14,561.00
Waterway	136,781.00	-24%	180,937.00	11%	162,621.00	64%	99,330.00	-1%	100,048.00
Tonnage Surcharge	3,612,466.14	-14%	4,181,194.76	4%	4,024,472.90	6%	3,798,454.81	-1%	3,817,805.60
Cancellations	24,587.00	81%	13,621.00	-35%	20,896.00	-18%	25,638.00	17%	21,834.00
Compass Adj	1,436.00	33%	1,077.00	-25%	1,436.00	37%	1,047.00	0%	1,047.00
Standby	104,668.00	-7%	112,318.00	21%	92,920.00	-27%	126,667.00	19%	106,706.00
Slow Down	29,866.00	173%	10,960.00	-22%	13,974.00	-16%	16,543.00	5%	15,745.00
Salmon Bay	0.00	-100%	211.00		0.00	-100%	410.00	-33%	615.00
Sea Trials	5,577.00	313%	1,352.00	33%	1,014.00	-78%	4,592.00	-28%	6,396.00
Miscellaneous	135,005.00	-27%	184,122.00	183%	64,986.00	-50%	129,477.00	33%	97,013.00
(Stipend Surcharge Report)	(117,105.00)	-34%	(177,930.00)	255%	(50,190.00)	-51%	(102,825.00)	30%	(79,020.00)
= Delayed Arrival &/or Lk Union	17,900.00	189%	6,192.00	-58%	14,796.00	-44%	26,652.00	48%	17,993.00
Pilot Boat	424,560.00	480%	73,140.00	4%	70,609.00	4%	67,872.00	-1%	68,832.00
Total-Source Section	\$ 6,876,953.14	-8%	\$ 7,492,664.76	3%	\$ 7,309,340.15	8%	\$ 6,779,713.81	0%	\$ 6,770,499.10
-----Revenue-----									
Mileage	2,131,838.00	-16%	2,526,887	1%	2,494,795.00	8%	2,302,223.00	2%	2,261,192.00
Trans	235,543.00	-14%	272,546	-1%	274,756.25	25%	220,130.00	-8%	238,695.50
Special	4,460,687.14	-5%	4,693,232	3%	4,539,788.90	7%	4,257,360.81	0%	4,270,651.60
Total -Revenue Section	\$ 6,828,068.14	-9%	\$ 7,492,664.76	3%	\$ 7,309,340.15	8%	\$ 6,779,713.81	0%	\$ 6,770,539.10
Other Stats									
Pilot Boat Charges	\$ 424,560.00	480%	\$ 73,140.00	4%	\$ 70,609.00	4%	\$ 67,872.00	-1%	\$ 68,832.00
Pilot Boat Assignments	1220	-12%	1380	-4%	1,441	2%	1,414	-1%	1,434
Avg	\$ 348.00	557%	\$ 53.00	8%	\$ 49.00	2%	\$ 48.00	0%	\$ 48.00
Tonnage Surcharge Revenue	\$ 3,612,466.14	-14%	\$ 4,181,194.76	4%	\$ 4,024,472.90	6%	\$3,798,454.81	-1%	\$3,817,805.60
Tonnage Surcharge Assignments	1,689	-7%	1,820	0%	1,819	4%	1,756	0%	1,757
Avg Tonnage Surcharge/Assgn	\$ 2,205.14	-5%	\$ 2,317.69	3%	\$ 2,241.38	4%	\$ 2,163.13	0%	\$ 2,172.91

			2015												Average Assgn 145/12=12.1	<i>Italicized average = ∟∟∟ over TAL</i>	
Pilot Code	Actual Trips PSP Earned Revenue Report Detail		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			Actual Assgn
2	ANA	Anacker, D.S. Lic 3/27/12	12	10	11										33	11.0	
2	ANT	Anthony, Michael Lic 7/24/12	2	14	16										32	10.7	
5	ARN	Arnold, J. E.	9	12	2										23	7.7	
5	BLA	Blake, M.E.	13	14	8										35	11.7	TEC
3	BOU	Bouma, Blair Lic 7/28/11	5	11	16										32	10.7	
1	BRO	Brouillard, Dan Lic 7/31/13	12	12	15										39	13.0	
4	BRU	Brusco, David Lic 3/11/10	10	14	4										28	9.3	
5	BUJ	Bujacich, J.P.	15	12	19										46	15.3	
5	CAI	Carlson, I.J.	12	8	12										32	10.7	
2	CAW	Carley, W. Bud Lic 1/10/13	12	19	14										45	15.0	
5	COE	Coe, F.A.	15	3	11										29	9.7	
0	COL	Coleman, S Lic 8/27/14	4	7	12										23	7.7	
1	COR	Coryell, T.D. Lic 12/13/13	12	12	5										29	9.7	
5	EME	Emerson, L. P.	17	14	17										48	16.0	
2	ENF	Engstrom, F. E. Lic 11/15/12	15	14	8										37	12.3	
5	ENV	Engstrom, V.	17	14	11										42	14.0	
0	GAL	Galvin, Jamie Lic 11/11/14	12	5	13										30	10.0	
5	GIE	Giese, P. A.	12	3	15										30	10.0	PSP Director
5	GRD	Grobschmit, D.W.	2	0	0										2	2.0	PSP President
5	HAI	Hannuksela, J	13	10	12										35	11.7	
5	HAR	Harris, J. B.	12	16	12										40	13.3	
5	HEN	Henshaw, B. F.	14	12	19										45	15.0	
5	HUR	Hurt, G. D.	6	5	15										26	8.7	
0	JEN	Jensen, Brian Lic 12/22/14	15	10	14										39	13.0	
5	JUS	Justice, V. K.	11	12	13										36	12.0	
5	KAL	Kalvoy, J.E.	7	16	11										34	11.3	
3	KEA	Kearns, J. Lic 1/12/12	14	10	13										37	12.3	
5	KEP	Kelly, P.S.	9	9	6										24	8.0	PSP Director
5	KLA	Klapperich, E.C.	10	8	11										29	9.7	PSP Sec/Treas
0	LIC	Lichty, E.C. Lic 5/1/14	10	10	13										33	11.0	
1	LOW	Lowery, W.W. Lic 2/11/13	14	10	14										38	12.7	
5	MAR	Marmol, E.	13	9	14										36	12.0	BPC/TEC Apr13
5	MAY	Mayer, D. W.	10	8	9										27	9.0	BPC/TEC/Exam
5	MIB	Michelson, B. L.	3	0	Retired										3	1.5	
5	MOR	Mork, S. E.	7	12	13										32	10.7	
5	MOT	Moreno, S.	13	12	12										37	12.3	
5	NEW	Newman, A. J.	7	12	12										31	10.3	

		2015												Average Assgn	Italicized average =
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	145/12=12.1	∟∟∟ over TAL
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	
5	SAN Sanders, D. A.	9	10	14										33	11.0
5	SCO Scoggins, J	10	9	12										31	10.3
4	SCR Scragg, J. Lic. 7/8/10	11	11	8										30	10.0 <i>PSP Director</i>
5	SEM Semler, J. R.	13	5	15										33	11.0
5	SES Semler, S.	11	7	14										32	10.7
5	SEY Seymour, L.	16	10	18										44	14.7
5	SHA Shaffer, D. L.	15	5	16										36	12.0
5	SHJ Shaffer, J. A.	13	8	12										33	11.0
5	SHU Shuler, M.	16	14	14										44	14.7
5	SLI Sliker, W.J.	13	9	15										37	12.3
5	SOR Soriano, D. B.	14	7	12										33	11.0
5	THG Thoreson, George	17	12	21										50	16.7 <i>PSP Director</i>
5	VON vonBrandenfels, E. M.	9	7	11										27	9.0 <i>PSP V.P./Director</i>
5	WAJ Ward, John K.	0	0	0										0	0.0
5	WAR Ward, Jonathan E	0	1	9										10	3.3
5	WIG Wildes, G. R.	11	12	15										38	12.7
5	WOO Wood, M.	3	11	11										25	8.3
Total Assignments/ Month		577	517	639	0	0	0	0	0	0	0	0	0	1733	
Number of licensed PS pilots		54	54	53	0	0	0	0	0	0	0	0	0		
Pilots on rotation		52	52	51											
Average Assgn/pilot on rotation		11.10	9.94	12.53											
PSP LOA Report (MOVES)		566	501	623											1690
Average Moves/pilot on rotation		10.88	9.63	12.22											
Cancellations		11	16	16	0	0	0	0	0	0	0	0	0		43
# of Pilots with < 6 jobs(+1=Pres)		7+1	9+1	3+1											
Pilots w/>5 trips & their avg # of trips		46P; 12.1	44P; 11.1	48P; 13											
Training during duty															
Medical circumstances:		1	1	1											
2014	PSP Assignments from Earned Revenue Report	639	583	623	630	671	690	663	685	597	639	592	604		7616
	PSP LOA Report	631	572	617	621	665	682	658	677	592	627	581	592		7515
	Cancellations	8	11	6	9	6	8	5	8	5	12	11	12		101

Target TAL: 12.1

of Pilots with < 6 jobs

		2015	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average Assgn	<i>Italicized average =</i>
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	Actual Assgn	145/12=12.1	<i>∟∟∟ over TAL</i>
2013	PSP Assignments from Earned Revenue Report	662	579	621	559	662	679	715	705	657	682	645	653	7819		
	PSP LOA Report	646	568	608	557	652	674	708	696	649	669	634	641	7702		
	Cancellations	16	11	13	2	10	5	7	9	8	13	11	11	116		
2012	PSP Assignments from Earned Revenue Report	630	571	596	605	656	747	728	721	661	629	600	625	7769		
	PSP LOA Report	619	559	578	590	646	735	722	716	653	616	593	610	7637		
	Cancellations	11	12	18	15	10	12	6	5	8	13	7	15	132		
2011	PSP Assignments from Earned Revenue Report	611	568	616	564	669	689	749	716	626	589	588	634	7619		

GRAYS HARBOR															
2015	Grays Hbr	20	25	30										75	
		-28.6%	-3.8%	0.0%											
2014	Grays Hbr	Cooke	23	0	26	2	9	0	10	16	0	10	0	26	122
		D'Angelo	5	26	4	36	0	21	7	0	18	7	30	1	155
		GH Actual Assignments	28	26	30	38	9	21	17	16	18	17	30	27	277
		27.3%	30.0%	11.1%	280.0%	-59.1%	31.3%	88.9%	-20.0%	12.5%	-39.3%	50.0%	-25.0%	12.6%	
2013	Grays Hbr	Cooke	2	4	2	10	1	16	9	0	12	0	20	0	76
		D'Angelo	20	16	25	0	21	0	0	20	4	28	0	36	170
		GH Actual Assignments	22	20	27	10	22	16	9	20	16	28	20	36	246
		144.4%	-9.1%	107.7%	-37.5%	69.2%	33.3%	-43.8%	81.8%	14.3%	75.0%	-23.1%	300.0%	39.0%	
2012	Grays Hbr	Cooke	8	0	13	0	10	0	1	10	8	16	0	9	75
		D'Angelo	1	22	0	16	3	12	15	1	6	0	26	0	102
		GH Actual Assignments	9	22	13	16	13	12	16	11	14	16	26	9	177
		-30.8%	100.0%	-27.8%	33.3%	44.4%	9.1%	0.0%	-15.4%	27.3%	-20.0%	160.0%	-18.2%	14.2%	
2011	Grays Hbr	Cooke	0	10	1	12	0	11	9	0	11	1	10	1	66
		D'Angelo	13	1	17	0	9	0	7	13	0	19	0	10	89
		GH Actual Assignments	13	11	18	12	9	11	16	13	11	20	10	11	155

2015	Avg Rev per MOVE	Avg Rev per MOVE	Avg Rev per ASSIGN	Avg Rev per ASSIGN	Billed minus	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge		"Stipend"	"Stipend"	"Training"	"Training"	Legal	
	YTD	this Month	YTD	this Month	Transportation		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only		(\$5) only
January		3,891		3,817	2,202,588	78,813	\$ 2,281,401	566	577	30,150	43,110	20,100	28,740	24,420	10,050	14,370	1,146
February	3,962	4,042	3,864	3,917	2,024,842	72,628	\$ 2,097,470	501	517	38,160	30,975	25,440	20,650	34,908	12,720	10,325	1,221
March	3,901	3,796	3,804	3,701	2,365,096	84,102	\$ 2,449,197	623	639	48,795	49,560	32,530	33,040	33,180	16,265	16,520	not yet rcd
ytd					6,592,526	\$ 235,543	\$ 6,828,068	1690	1733	\$117,105	\$123,645	\$78,070	\$82,430	\$92,508	\$39,035	\$41,215	\$2,367
Δ	5		(109)		(627,593)	(30,210)	(618,930)								702,365	691,540	619,164

2014	Avg Rev per MOVE	Avg Rev per MOVE	Avg Rev per ASSIGN	Avg Rev per ASSIGN	Billed minus	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge		"Stipend"	"Stipend"	"Training"	"Training"	Legal	
	YTD	this Month	YTD	this Month	Transportation		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only		(\$5) only
January	4,048	4,048		3,998	2,554,575	98,762	\$ 2,653,337	631	639	57,510	68,400	38,340	45,600	38,400	19,170	22,800	5,510
February	4,003	3,954	3,941	3,879	2,261,575	82,889	\$ 2,344,464	572	583	45,660	50,730	30,440	33,820	30,667	15,220	16,910	2,837
March	3,896	3,896	3,913	3,859	2,403,969	90,895	\$ 2,494,864	617	623	74,760	57,915	49,840	38,610	48,000	24,920	19,305	9,740
April	3,968	3,968	3,913	3,911	2,464,091	85,345	\$ 2,549,436	621	630	75,600	70,080	50,400	46,720	48,000	25,200	23,360	20,889
May	4,566	4,566	4,043	4,525	3,036,561	85,787	\$ 3,122,348	665	671	60,390	72,915	40,260	48,610	36,000	20,130	24,305	1,891
June	4,448	4,448	4,107	4,397	3,033,723	95,193	\$ 3,128,916	682	690	48,120	59,850	32,080	39,900	26,854	16,040	19,950	76,692
July	4,596	4,596	4,174	4,562	3,024,434	88,977	\$ 3,113,411	658	663	78,270	50,040	52,180	33,360	47,400	26,090	16,680	4,652
August	4,756	4,756	4,244	4,700	3,219,531	97,072	\$ 3,316,603	677	685	77,400	76,410	51,600	50,940	46,652	25,800	25,470	78,621
September	4,486	4,486	4,265	4,448	2,655,500	91,878	\$ 2,747,378	592	597	50,700	71,715	33,800	47,810	33,660	16,900	23,905	2,257
October	3,876	3,876	4,219	3,803	2,430,062	98,126	\$ 2,528,188	627	639	66,990	61,635	44,660	41,090	42,240	22,330	20,545	2,239
November	3,748	3,748	4,173	3,679	2,177,805	81,264	\$ 2,259,069	581	592	54,405	60,300	36,270	40,200	39,787	18,135	20,100	4,549
December	3,678	3,678	4,128	3,605	2,177,417	87,363	\$ 2,264,780	592	604	55,455	57,750	36,970	38,500	38,520	18,485	19,250	420
ytd					\$31,439,243	1,083,551	\$ 32,522,794	7515	7616	745,260	757,740	496,840	505,160	476,180	248,420	252,580	210,296
Δ	90		(242)		(134,397)		(187,662)	(187)	(203)							650,325	616,798

2013	Avg Rev per MOVE	Avg Rev per MOVE	Avg Rev per ASSIGN	Avg Rev per ASSIGN	Billed minus	(Transpt'n)	Total Tariff	Ships	Assignmtns	Total Surcharge		"Stipend"	"Stipend"	"Training"	"Training"	Legal	
	YTD	this Month	YTD	this Month	Transportation		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only		(\$5) only
January	3,860	3,860		3,767	2,493,701	96,600	\$ 2,590,301	646	662	22,980	39,420	15,320	26,280	14,120	7,660	13,140	10,724
February	3,891	3,926	3,806	3,851	2,229,846	82,426	\$ 2,312,272	568	579	12,840	14,955	8,560	9,970	10,333	4,280	4,985	8,178
March	3,801	3,801	3,778	3,721	2,311,037	95,730	\$ 2,406,767	608	621	14,370	15,270	9,580	10,180	9,667	4,790	5,090	5,882
April	3,973	3,973	3,820	3,958	2,212,733	74,842	\$ 2,287,575	557	559	12,585	13,260	8,390	8,840	12,000	4,195	4,420	3,461
May	4,326	4,326	3,914	4,261	2,820,632	95,699	\$ 2,916,331	652	662	19,860	15,255	13,240	10,170	18,000	6,620	5,085	5,170
June	4,494	4,494	4,013	4,461	3,028,751	90,527	\$ 3,119,278	674	679	47,745	21,390	31,830	14,260	34,800	15,915	7,130	11,335
July	4,303	4,303	4,052	4,261	3,046,277	100,482	\$ 3,146,759	708	715	53,280	58,380	35,520	38,920	36,000	17,760	19,460	5,569
August	4,471	4,471	4,102	4,414	3,112,078	93,144	\$ 3,205,222	696	705	42,300	49,125	28,200	32,750	36,000	14,100	16,375	5,256
September	4,404	4,404	4,130	4,351	2,858,510	99,071	\$ 2,957,581	649	657	39,420	36,240	26,280	24,160	36,000	13,140	12,080	1,276
October	3,710	3,710	4,078	3,639	2,481,925	105,812	\$ 2,587,737	669	682	61,200	49,575	40,800	33,050	36,000	20,400	16,525	3,052
November	3,889	3,889	4,055	3,823	2,465,837	97,211	\$ 2,563,048	634	645	57,960	54,825	38,640	36,550	36,000	19,320	18,275	8,424
December	3,919	3,919	4,038	3,847	2,512,313	105,272	\$ 2,617,585	641	653	68,460	63,135	45,640	42,090	44,400	22,820	21,045	2,615
ytd					\$31,573,640	1,136,816	\$ 32,710,456	7,702	7,819	453,000	430,830	302,000	287,220	323,320	151,000	143,610	\$70,942

			2015												Average Assgn 145/12=12.1	Italicized average = ∟∟∟ over TAL	
Pilot Code	Actual Trips PSP Earned Revenue Report Detail		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			Actual Assgn
2	ANA	Anacker, D.S. Lic 3/27/12	12	10	11	14									47	11.8	
2	ANT	Anthony, Michael Lic 7/24/12	2	14	16	15									47	11.8	
5	ARN	Arnold, J. E.	9	12	2	14									37	9.3	
5	BLA	Blake, M.E.	13	14	8	13									48	12.0	TEC
3	BOU	Bouma, Blair Lic 7/28/11	5	11	16	14									46	11.5	
1	BRO	Brouillard, Dan Lic 7/31/13	12	12	15	13									52	13.0	
4	BRU	Brusco, David Lic 3/11/10	10	14	4	15									43	10.8	
5	BUJ	Bujacich, J.P.	15	12	19	9									55	13.8	
5	CAI	Carlson, I.J.	12	8	12	15									47	11.8	
2	CAW	Carley, W. Bud Lic 1/10/13	12	19	14	14									59	14.8	
5	COE	Coe, F.A.	15	3	11	12									41	10.3	
0	COL	Coleman, S Lic 8/27/14	4	7	12	10									33	8.3	
1	COR	Coryell, T.D. Lic 12/13/13	12	12	5	15									44	11.0	
5	EME	Emerson, L. P.	17	14	17	15									63	15.8	
2	ENF	Engstrom, F. E. Lic 11/15/12	15	14	8	13									50	12.5	
5	ENV	Engstrom, V.	17	14	11	12									54	13.5	
0	GAL	Galvin, Jamie Lic 11/11/14	12	5	13	11									41	10.3	
5	GIE	Giese, P. A.	12	3	15	15									45	11.3	PSP Director
5	GRD	Grobschmit, D.W.	2	0	0	0									2	2.0	PSP President
5	HAI	Hannuksela, J	13	10	12	16									51	12.8	
5	HAR	Harris, J. B.	12	16	12	10									50	12.5	
5	HEN	Henshaw, B. F.	14	12	19	15									60	15.0	
5	HUR	Hurt, G. D.	6	5	15	13									39	9.8	
0	JEN	Jensen, Brian Lic 12/22/14	15	10	14	6									45	11.3	
5	JUS	Justice, V. K.	11	12	13	10									46	11.5	
5	KAL	Kalvoy, J.E.	7	16	11	12									46	11.5	
3	KEA	Kearns, J. Lic 1/12/12	14	10	13	12									49	12.3	
5	KEP	Kelly, P.S.	9	9	6	17									41	10.3	PSP Director
5	KLA	Klapperich, E.C.	10	8	11	7									36	9.0	PSP Sec/Treas
0	LIC	Lichty, E.C. Lic 5/1/14	10	10	13	6									39	9.8	
1	LOW	Lowery, W.W. Lic 2/11/13	14	10	14	8									46	11.5	
5	MAR	Marmol, E.	13	9	14	6									42	10.5	BPC/TEC Apr13
5	MAY	Mayer, D. W.	10	8	9	8									35	8.8	BPC/TEC/Exam
5	MIB	Michelson, B. L.	3	0	Retired										3	1.5	Retired
5	MOR	Mork, S. E.	7	12	13	9									41	10.3	
5	MOT	Moreno, S.	13	12	12	13									50	12.5	
5	NEW	Newman, A. J.	7	12	12	15									46	11.5	

		2015												Average Assgn 145/12=12.1	Italicized average = ∟∟∟ over TAL	
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
5	SAN Sanders, D. A.	9	10	14	7									40	10.0	
5	SCO Scoggins, J	10	9	12	12									43	10.8	
4	SCR Scragg, J. Lic. 7/8/10	11	11	8	12									42	10.5	PSP Director
5	SEM Semler, J. R.	13	5	15	11									44	11.0	
5	SES Semler, S.	11	7	14	16									48	12.0	
5	SEY Seymour, L.	16	10	18	17									61	15.3	
5	SHA Shaffer, D. L.	15	5	16	15									51	12.8	
5	SHJ Shaffer, J. A.	13	8	12	16									49	12.3	
5	SHU Shuler, M.	16	14	14	16									60	15.0	
5	SLI Sliker, W.J.	13	9	15	14									51	12.8	
5	SOR Soriano, D. B.	14	7	12	10									43	10.8	
5	THG Thoreson, George	17	12	21	8									58	14.5	PSP Director
5	VON vonBrandenfels, E. M.	9	7	11	1									28	7.0	PSP V.P./Director
5	WAJ Ward, John K.	0	0	0	0									0	0.0	
5	WAR Ward, Jonathan E	0	1	9	15									25	6.3	
5	WIG Wildes, G. R.	11	12	15	12									50	12.5	
5	WOO Wood, M.	3	11	11	16									41	10.3	
Total Assignments/ Month		577	517	639	620	0	0	0	0	0	0	0	0	2353		
Number of licensed PS pilots		54	54	53	53	0	0	0	0	0	0	0	0			
Pilots on rotation		52	52	51	51											
Average Assgn/pilot on rotation		11.10	9.94	12.53	12.16											
PSP LOA Report (MOVES)		566	501	623	598											2288
Average Moves/pilot on rotation		10.88	9.63	12.22	11.73											
Cancellations		11	16	16	22	0	0	0	0	0	0	0	0			65
# of Pilots with < 6 jobs(+1=Pres)		7+1	9+1	3+1	2+1											
Pilots w/>5 trips & their avg # of trips		46P; 12.1	44P; 11.1	48P; 13	50P; 12.4											
Training during duty																
Medical circumstances:		1	1	1	1											
2014	PSP Assignments from Earned Revenue Report	639	583	623	630	671	690	663	685	597	639	592	604	7616		
	PSP LOA Report	631	572	617	621	665	682	658	677	592	627	581	592	7515		
	Cancellations	8	11	6	9	6	8	5	8	5	12	11	12	101		

Target TAL: 12.1

of Pilots with < 6 jobs

		2015													
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average Assgn	<i>Italicized average =</i>
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	145/12=12.1	∟∟∟ over TAL
2013	PSP Assignments from Earned Revenue Report	662	579	621	559	662	679	715	705	657	682	645	653	7819	
	PSP LOA Report	646	568	608	557	652	674	708	696	649	669	634	641	7702	
	Cancellations	16	11	13	2	10	5	7	9	8	13	11	11	116	
2012	PSP Assignments from Earned Revenue Report	630	571	596	605	656	747	728	721	661	629	600	625	7769	
	PSP LOA Report	619	559	578	590	646	735	722	716	653	616	593	610	7637	
	Cancellations	11	12	18	15	10	12	6	5	8	13	7	15	132	
2011	PSP Assignments from Earned Revenue Report	611	568	616	564	669	689	749	716	626	589	588	634	7619	

GRAYS HARBOR

2015 Grays Hbr	D'Angelo			28	10										
	White			2	2										
	20	25	30	12										87	
		-28.6%	-3.8%	0.0%	-68.4%										
2014 Grays Hbr	Cooke	23	0	26	2	9	0	10	16	0	10	0	26	122	
	D'Angelo	5	26	4	36	0	21	7	0	18	7	30	1	155	
	28	26	30	38	9	21	17	16	18	17	30	27	277		
		27.3%	30.0%	11.1%	280.0%	-59.1%	31.3%	88.9%	-20.0%	12.5%	-39.3%	50.0%	-25.0%	12.6%	
2013 Grays Hbr	Cooke	2	4	2	10	1	16	9	0	12	0	20	0	76	
	D'Angelo	20	16	25	0	21	0	0	20	4	28	0	36	170	
	GH Actual Assignments	22	20	27	10	22	16	9	20	16	28	20	36	246	
		144.4%	-9.1%	107.7%	-37.5%	69.2%	33.3%	-43.8%	81.8%	14.3%	75.0%	-23.1%	300.0%	39.0%	
2012 Grays Hbr	Cooke	8	0	13	0	10	0	1	10	8	16	0	9	75	
	D'Angelo	1	22	0	16	3	12	15	1	6	0	26	0	102	
	GH Actual Assignments	9	22	13	16	13	12	16	11	14	16	26	9	177	
		-30.8%	100.0%	-27.8%	33.3%	44.4%	9.1%	0.0%	-15.4%	27.3%	-20.0%	160.0%	-18.2%	14.2%	
2011 Grays Hbr	Cooke	0	10	1	12	0	11	9	0	11	1	10	1	66	
	D'Angelo	13	1	17	0	9	0	7	13	0	19	0	10	89	
	GH Actual Assignments	13	11	18	12	9	11	16	13	11	20	10	11	155	

	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail
2015									
January		\$3,891		\$3,817	2,202,588	78,813	\$ 2,281,401	566	577
February	\$3,962	\$4,042	\$3,864	\$3,917	2,024,842	72,628	\$ 2,097,470	501	517
March	\$3,901	\$3,796	\$3,855	\$3,701	2,365,096	84,102	\$ 2,449,197	623	639
April	\$3,822	\$3,600	\$3,717	\$3,473	2,153,086	89,666	\$ 2,242,751	598	620
			ytd		\$8,745,611	\$ 325,208	\$ 9,070,820	2288	2353
Δ	(146)		(196)			(32,683)	(971,281)	(153)	(122)

	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail
2014									
January	4,048	4,048		3,998	2,554,575	98,762	\$ 2,653,337	631	639
February	4,003	3,954	3,941	3,879	2,261,575	82,889	\$ 2,344,464	572	583
March	3,896	3,896	3,913	3,859	2,403,969	90,895	\$ 2,494,864	617	623
April	3,968	3,968	3,913	3,911	2,464,091	85,345	\$ 2,549,436	621	630
May	4,566	4,566	4,043	4,525	3,036,561	85,787	\$ 3,122,348	665	671
June	4,448	4,448	4,107	4,397	3,033,723	95,193	\$ 3,128,916	682	690
July	4,596	4,596	4,174	4,562	3,024,434	88,977	\$ 3,113,411	658	663
August	4,756	4,756	4,244	4,700	3,219,531	97,072	\$ 3,316,603	677	685
September	4,486	4,486	4,265	4,448	2,655,500	91,878	\$ 2,747,378	592	597
October	3,876	3,876	4,219	3,803	2,430,062	98,126	\$ 2,528,188	627	639
November	3,748	3,748	4,173	3,679	2,177,805	81,264	\$ 2,259,069	581	592
December	3,678	3,678	4,128	3,605	2,177,417	87,363	\$ 2,264,780	592	604
			ytd		\$ 31,439,243	1,083,551	\$ 32,522,794	7515	7616
Δ		\$90		(\$242)			(\$187,662)	(187)	(203)

	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail
2013									
January	3,860	3,860		3,767	2,493,701	96,600	\$ 2,590,301	646	662
February	3,891	3,926	3,806	3,851	2,229,846	82,426	\$ 2,312,272	568	579
March	3,801	3,801	3,778	3,721	2,311,037	95,730	\$ 2,406,767	608	621
April	3,973	3,973	3,820	3,958	2,212,733	74,842	\$ 2,287,575	557	559
May	4,326	4,326	3,914	4,261	2,820,632	95,699	\$ 2,916,331	652	662
June	4,494	4,494	4,013	4,461	3,028,751	90,527	\$ 3,119,278	674	679
July	4,303	4,303	4,052	4,261	3,046,277	100,482	\$ 3,146,759	708	715
August	4,471	4,471	4,102	4,414	3,112,078	93,144	\$ 3,205,222	696	705
September	4,404	4,404	4,130	4,351	2,858,510	99,071	\$ 2,957,581	649	657
October	3,710	3,710	4,078	3,639	2,481,925	105,812	\$ 2,587,737	669	682
November	3,889	3,889	4,055	3,823	2,465,837	97,211	\$ 2,563,048	634	645
December	3,919	3,919	4,038	3,847	2,512,313	105,272	\$ 2,617,585	641	653
			ytd		\$ 31,573,640	1,136,816	\$ 32,710,456	7,702	7,819

	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail
2012									
			ytd		\$ 30,617,681	991,743	\$ 31,609,425	7,637	7,769

	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail
2011									
			ytd		\$ 29,738,724	955,188	\$ 30,693,913	7,490	7,619

2015		Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
Moves YTD	IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car												Wood Chip
	1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip		
Jan		566	88	93	51	189	144	1	102	35	219		23		4	1		18	164	
Feb	1,067	501	67	88	40	154	144	4	70	43	209		5		5	1		21	145	2
Mar	1,690	623	139	85	50	168	179	0	120	45	234		14	1	38			23	148	
Apr	2,288	598	127	60	59	174	178	0	78	43	224		16	1	37			24	175	
2014/2015 ytd Δ	(153)	2288	421	326	200	685	645	5	370	166	886	0	58	2	84	2	0	86	632	2
			-1	-51	-3	-10	-99	5	-40	-19	-59	-1	6	0	77	0	0	0	-117	0

2014		Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
Moves YTD	IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car												Wood Chip
	1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip		
Jan		631	113	96	56	168	198	0	93	51	252	1	15		2	1		21	195	
Feb	1,203	572	94	99	52	155	172	0	113	39	212		5	2	1	1		20	177	2
Mar	1,820	617	106	99	47	178	187	0	92	47	239		16		2			23	198	
Apr	2,441	621	109	83	48	194	187	0	112	48	242		16		2			22	179	
May	3,106	665	93	94	48	247	183	0	67	43	257	1	18	2	8	61		23	185	
June	3,788	682	99	82	61	260	180	0	73	46	227	1	24		2	85	2	20	202	
July	4,446	658	93	81	52	253	179	0	79	41	240		10	3	1	82		25	177	
Aug	5,124	678	101	90	65	234	188	0	66	41	236		19	3	8	85		19	201	
Sept	5,716	592	73	82	64	203	170	0	48	29	218		10		8	54	1	27	197	
Oct	6,343	627	115	85	60	165	202	0	93	43	242	2	16		8		9	23	191	
Nov	6,924	581	117	88	50	174	152		126	44	206		6		1		4	18	176	
Dec	7,516	592	112	93	64	173	150	0	90	52	231		20	2	3			21	173	
2013/2014 ytd Δ	(186)	7516	1225	1072	667	2404	2148	0	1052	524	2802	5	175	12	46	369	16	262	2251	2
			79	(54)	25	(202)	(31)	(2)	133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2

2013		Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
Moves YTD	IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car												Wood Chip
	1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip		
Jan		646	101	104	58	192	191	0	95	40	257		5	2	4	1		17	225	
Feb	1,214	568	81	88	49	172	178		82	43	229		15	1		5		19	174	
Mar	1,822	608	95	101	49	175	185	2	91	42	228		14		4			26	203	
Apr	2,379	557	71	91	35	186	174		52	47	241		13	3	12			22	167	
May cruise	3,031	652	93	94	48	239	178		64	42	245		21		7	59		23	191	
June ship	3,705	674	84	81	56	286	167		62	44	246		8	1	9	89	2	21	192	
July season	12,521	708	103	117	46	271	171	0	51	43	244		14	1	23	80		22	230	
August in	5,109	696	89	88	58	278	183	0	64	42	247		21	1	11	84		26	200	
Sept blue	5,758	649	78	92	59	237	183		48	46	239		28	2	5	59	4	18	200	
October	6,427	669	115	92	62	201	199		111	45	245		7		14		5	24	218	
November	7,061	634	106	92	60	182	194		104	50	245		11		2			21	201	
December	7,702	641	130	86	62	187	176		95	48	227	1	16	1	26			21	206	
2012/2013 ytd Δ	65	7702	1146	1126	642	2606	2179	2	919	532	2893	1	173	12	117	377	11	260	2407	0
			4	111	47	(211)	132	(19)	(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)

2012		Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
Moves YTD	IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car												Wood Chip
	1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip		
		7637	1142	1015	595	2817	2047	21	1020	544	2817	0	138	16	162	410	15	248	2264	3
2011/2012 ytd Δ	147		101	(7)	41	(181)	211	(18)	(212)	133	135	(14)	(23)	4	89	15	(4)	(29)	50	3

2011		Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
Moves YTD	IntraHbr		≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car												Wood Chip
	1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip		
		7490	1041	1022	554	2998	1836	39	1232	411	2682	14	161	12	73	395	19	277	2214	0
2010/2011 ytd Δ	228		46	169	87	(60)	(13)	(1)	20	12	82	14	27	(17)	(4)	(59)	9	(18)	173	(11)

SUMMARY OF Puget So										
		2012 1st Qtr Totals	2012 2nd Qtr Totals	2012 3rd Qtr Totals (July/August)	2012 YTD		2011 1st Qtr Totals	2011 2nd Qtr Totals	2011 3rd Qtr Totals (July & August)	2011 YTD
--Counters & Miscellaneous T					+0% @ 1/1/12					+0% @ 1/1/11
Seattle Assigns	-25.6%	686	922	541	2,149	3%	649	822	609	2,080
Ship Assigns	-1.4%	1,797	2,008	1,449	5,254	1%	1,795	1,922	1,465	5,182
Pilot Boat Assigns	-2.1%	1,414	1,550	1,147	4,111	0%	1,434	1,492	1,185	4,111
Tonnage Surcharge	-1.2%	1,756	1,970	1,436	5,162	1%	1,757	1,888	1,443	5,088
Surcharge Revenue	1.0%	\$ 3,798,454.81	\$ 4,871,926.62	\$ 4,024,704.07	\$12,695,085.50	2%	\$3,817,805.60	\$ 4,676,379.16	\$ 3,966,653.11	\$12,460,837.87
--Source of Revenue Breakdo										
LOA/Zone (*)	3.0%	2,128,691.00	2,404,587.00	1,828,446.00	6,361,724.00	2%	2,101,135.00	2,352,968.00	1,803,736.00	6,257,839.00
Harbor Shift (*)	8.1%	173,532.00	175,769.00	141,735.00	491,036.00	12%	160,057.00	164,692.00	113,219.00	437,968.00
Transportation (**)	14.7%	220,130.00	228,086.50	187,922.00	636,138.50	-2%	238,695.50	231,665.75	180,164.75	650,526.00
BC Surcharge (***)	33.8%	75,852.00	67,424.00	80,066.00	223,342.00	-12%	99,029.00	96,922.00	56,889.00	252,840.00
Bridge Transit (***)	22.7%	14,303.00	23,690.00	14,188.00	52,181.00	6%	14,561.00	18,600.00	16,255.00	49,416.00
Waterway (***)	42.6%	99,330.00	110,954.00	92,974.00	303,258.00	4%	100,048.00	108,652.00	82,990.00	291,690.00
Tonnage Surcharge (***)	1.0%	3,798,454.81	4,871,926.62	4,024,704.07	12,695,085.50	2%	3,817,805.60	4,676,379.16	3,966,653.11	12,460,837.87
Cancellations (***)	-10.8%	25,638.00	16,935.00	5,832.00	48,405.00	-4%	21,834.00	17,497.00	10,841.00	50,172.00
Compass Adj (***)	30.9%	1,047.00	2,094.00	698.00	3,839.00	-35%	1,047.00	2,792.00	2,094.00	5,933.00
Standby (***)	-27.4%	126,667.00	90,859.00	67,417.00	284,943.00	31%	106,706.00	62,697.00	47,648.00	217,051.00
Slow Down (***)	-25.8%	16,543.00	29,045.00	28,298.00	73,886.00	31%	15,745.00	17,375.00	23,408.00	56,528.00
Salmon Bay (***)		410.00	2,255.00		2,665.00	-13%	615.00	820.00	1,640.00	3,075.00
Sea Trials (***)	97.3%	4,592.00	7,872.00	984.00	13,448.00	-42%	6,396.00	0.00	16,728.00	23,124.00
Miscellaneous		129,477.00	111,932.00	77,949.00	319,358.00		97,013.00	119,589.00	60,304.00	276,906.00
(Stipend Surcharge Report)		(102,825.00)	(102,255.00)	(71,565.00)	(276,645.00)		(79,020.00)	(107,900.00)	(54,510.00)	(241,430.00)
= Delayed Arr &/or Lk Union (***)	-51.1%	26,652.00	9,677.00	6,384.00	42,713.00	20%	17,993.00	11,689.00	5,794.00	35,476.00
Pilot Boat (***)	0.0%	67,872.00	74,400.00	55,008.00	197,280.00	0%	68,832.00	71,616.00	56,880.00	197,328.00
Total-Source Section	2.6%	\$ 6,779,713.81	\$ 8,115,574.12	\$ 6,534,656.07	\$ 21,429,944.00	2%	\$ 6,770,499.10	\$ 7,834,364.91	\$ 6,384,939.86	\$ 20,989,803.87
-----Revenue-----										
Mileage (*)	3.3%	2,302,223.00	2,580,356.00	1,970,181.00	6,852,760.00	2%	2,261,192.00	2,517,660.00	1,916,955.00	6,695,807.00
Trans (**)	14.7%	220,130.00	228,086.50	187,922.00	636,138.50	-2%	238,695.50	231,665.75	180,164.75	650,526.00
Special (***)	1.7%	4,257,360.81	5,307,131.62	4,376,553.07	13,941,045.50	2%	4,270,651.60	5,084,999.16	4,287,820.11	13,643,470.87
Total -Revenue Section	2.6%	6,779,713.81	8,115,574.12	6,534,656.07	21,429,944.00	2%	6,770,539.10	7,834,324.91	6,384,939.86	20,989,803.87
Other Stats										
Pilot Boat Charges	0.0%	67,872.00	74,400.00	55,008.00	\$ 197,280.00	0%	\$ 68,832.00	\$ 71,616.00	56,880.00	\$ 197,328.00
Pilot Boat Assignments	-2.1%	1,414	1,550	1,147	4,111	0%	1,434	1,492	1,185	4,111
Avg	2.1%	\$ 48.00	\$ 48.00	\$ 48.00	\$ 48.00	0%	\$ 48.00	\$ 48.00	\$ 48.00	\$ 48.00
Tonnage Surcharge Revenue	1.0%	\$ 3,798,454.81	\$ 4,871,926.62	\$ 4,024,704.07	\$ 12,695,085.50	2%	\$3,817,805.60	\$ 4,676,379.16	\$ 3,966,653.11	\$ 12,460,837.87
Tonnage Surcharge Assignments	-1.2%	1,756	1,970	1,436	5,162	1%	1,757	1,888	1,443	5,088
Avg Tonnage Surcharge/Assgn	2.2%	\$ 2,163.13	\$ 2,473.06	\$ 2,802.72	\$ 2,459.33	0%	\$ 2,172.91	\$ 2,476.90	\$ 2,748.89	\$ 2,449.06

			2015												Average Assgn 145/12=12.1	Italicized average = ⚡⚡⚡ over TAL	under (over) TAL	
Pilot Code	Actual Trips PSP Earned Revenue Report Detail		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec				
3	ANA	Anacker, D.S. Lic 3/27/12	12	10	11	14	16	11	13	11					98	12.3		(1)
2	ANT	Anthony, Michael Lic 7/24/12	2	14	16	15	20	5	9	19					100	12.5		(3)
5	ARN	Arnold, J. E.	9	12	2	14	16	18	9	16					96	12.0		1
5	BLA	Blake, M.E.	13	14	8	13	14	23	16	9					110	13.8	TEC	(13)
3	BOU	Bouma, Blair Lic 7/28/11	5	11	16	14	16	6	13	7					88	11.0		9
1	BRO	Brouillard, Dan Lic 7/31/13	12	12	15	13	12	13	12	16					105	13.1		(8)
5	BRU	Brusco, David Lic 3/11/10	10	14	4	15	21	14	8	7					93	11.6		4
5	BUJ	Bujacich, J.P.	15	12	19	9	18	18	13	23					127	15.9		(30)
5	CAI	Carlson, I.J.	12	8	12	15	10	19	15	8					99	12.4		(2)
2	CAW	Carley, W. Bud Lic 1/10/13	12	19	14	14	12	13	12	10					106	13.3		(9)
5	COE	Coe, F.A.	15	3	11	12	13	17	16	7					94	11.8		3
0	COL	Coleman, S Lic. 8/27/14	4	7	12	10	13	2	11	16					75	9.4		22
1	COR	Coryell, T.D. Lic. 12/13/13	12	12	5	15	17	13	13	6					93	11.6		4
5	EME	Emerson, L. P.	17	14	17	15	6	17	16	13					115	14.4		(18)
2	ENF	Engstrom, F. E. Lic 11/15/12	15	14	8	13	19	16	11	16					112	14.0		(15)
5	ENV	Engstrom, V.	17	14	11	12	16	15	13	11					109	13.6		(12)
0	GAL	Galvin, Jamie Lic 11/11/14	12	5	13	11	19	20	10	10					100	12.5		(3)
5	GIE	Giese, P. A.	12	3	15	15	17	14	3	17					96	12.0	PSP Director	1
5	GRD	Grobschmit, D.W.	2	0	0	0	0	0	0	0					2	2.0	PSP President	x
5	HAI	Hannuksela, J	13	10	12	16	18	22	15	9					115	14.4		(18)
5	HAR	Harris, J. B.	12	16	12	10	18	18	17	17					120	15.0		(23)
5	HEN	Henshaw, B. F.	14	12	19	15	7	16	19	21					123	15.4		(26)
5	HUR	Hurt, G. D.	6	5	15	13	22	6	17	18					102	12.8		(5)
0	JEN	Jensen, Brian Lic. 12/22/14	15	10	14	6	9	16	6	13					89	11.1		8
5	JUS	Justice, V. K.	11	12	13	10	16	17	16	10					105	13.1		(8)
5	KAL	Kalvoy, J.E.	7	16	11	12	17	17	13	15					108	13.5		(11)
3	KEA	Kearns, J. Lic. 1/12/12	14	10	13	12	12	15	16	11					103	12.9		(6)
5	KEP	Kelly, P.S.	9	9	6	17	15	16	6	5					83	10.4	PSP Director	14
5	KLA	Klapperich, E.C.	10	8	11	7	14	16	14	12					92	11.5	PSP Sec/Treas	5
1	LIC	Lichty, E.C. Lic. 5/1/14	10	10	13	6	16	20	12	19					106	13.3		(9)
2	LOW	Lowery, W.W. Lic. 2/11/13	14	10	14	8	20	19	20	17					122	15.3		(25)
5	MAR	Marmol, E.	13	9	14	6	16	18	14	17					107	13.4	BPC/TEC Apr13	(10)
5	MAY	Mayer, D. W.	10	8	9	8	7	14	14	14					84	10.5	BPC/TEC/Exam	13
5	MIB	Michelson, B. L.	3	0	Retired 2/19										3	1.5	Retired	x
5	MOR	Mork, S. E.	7	12	13	9	11	16	9	12					89	11.1		8
5	MOT	Moreno, S.	13	12	12	13	12	12	15	12					101	12.6		(4)
5	NEW	Newman, A. J.	7	12	12	15	12	20	14	12					104	13.0		(7)
5	SAN	Sanders, D. A.	9	10	14	7	21	8	11	18					98	12.3		(1)
5	SCO	Scoggins, J	10	9	12	12	17	16	14	15					105	13.1		(8)
5	SCR	Scragg, J. Lic. 7/8/10	11	11	8	12	13	12	14	5					86	10.8	PSP Director	11

		2015															
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Actual Assign	Average Assgn 145/12=12.1	<i>Italicized average =</i> ↙↙↙ over TAL	under (over) TAL
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign			
5	SEM Semler, J. R.	13	5	15	11	19	20	6	13					102	12.8		(5)
5	SES Semler, S.	11	7	14	16	26	21	4	22					121	15.1		(24)
5	SEY Seymour, L.	16	10	18	17	10	17	14	16					118	14.8		(21)
5	SHA Shaffer, D. L.	15	5	16	15	24	23	4	12					114	14.3		(17)
5	SHJ Shaffer, J. A.	13	8	12	16	16	17	12	21					115	14.4		(18)
5	SHU Shuler, M.	16	14	14	16	11	20	13	16					120	15.0		(23)
5	SLI Sliker, W.J.	13	9	15	14	13	18	13	15					110	13.8		(13)
5	SOR Soriano, D. B.	14	7	12	10	13	15	14	17					102	12.8		(5)
5	THG Thoreson, George	17	12	21	8	17	15	13	16					119	14.9	PSP Director	(22)
5	VON vonBrandenfels, E. M.	9	7	11	1	7	14	11	9					69	8.6	PSP V.P./Director	28
5	WAJ Ward, John K.	0	0	0	0	0	0	0	Retired 8/1					0	0.0		x
5	WAR Ward, Jonathan E	0	1	9	15	15	14	9	9					72	10.3	Pres Jan only	13
5	WIG Wilder, G. R.	11	12	15	12	19	21	13	20					123	15.4		(26)
5	WOO Wood, M.	3	11	11	16	16	8	17	13					95	11.9		2
Total Assignments/ Month		577	517	639	620	774	791	632	693	0	0	0	0	5243	avg 650		
Number of licensed PS pilots		54	54	53	53	53	53	53	52	0	0	0	0				avg # pilo
Pilots on rotation		52	52	51	51	51	51	51	51								
Average Assgn/pilot on rotation		11.10	9.94	12.53	12.16	15.18	15.51	12.39	13.59							Target TAL: 12.1	
PSP LOA Report (MOVES)		566	501	623	598	760	771	621	684					5124	avg 640		
Average Moves/pilot on rotation		10.88	9.63	12.22	11.73	15.20	15.12	12.18	13.41								
Cancellations		11	16	16	22	14	20	11	9	0	0	0	0	119	avg 14.9		
# of Pilots with < 6 jobs(+1=Pres)		7+1	9+1	4+1	2+1	1+1	3+1	4+1	2+1							# of Pilots with < 6 jobs	
Pilots w/>5 trips & their avg # of trips		46P; 12.1	44P; 11.1	48P; 13	50P; 12.4	51P; 15.2	49P; 16.0	48P; 12.9	49P; 13.9								avg # trip
Training during duty																	
Medical circumstances:		1	1	1	1	1	1	1	0								
2014	PSP Assignments from Earned Revenue Report	639	583	623	630	671	690	663	685	597	639	592	604	7616			
	PSP LOA Report	631	572	617	621	665	682	658	677	592	627	581	592	7515			
	Cancellations	8	11	6	9	6	8	5	8	5	12	11	12	101			
2013	PSP Assignments from Earned Revenue Report	662	579	621	559	662	679	715	705	657	682	645	653	7819			
	PSP LOA Report	646	568	608	557	652	674	708	696	649	669	634	641	7702			
	Cancellations	16	11	13	2	10	5	7	9	8	13	11	11	116			

		2015												Average Assgn 145/12=12.1	<i>Italicized average =</i> ↙↙↙ over TAL	under (over) TAL
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
2012	PSP Assignments from Earned Revenue Report	630	571	596	605	656	747	728	721	661	629	600	625	7769		
	PSP LOA Report	619	559	578	590	646	735	722	716	653	616	593	610	7637		
	Cancellations	11	12	18	15	10	12	6	5	8	13	7	15	132		
2011	PSP Assignments from Earned Revenue Report	611	568	616	564	669	689	749	716	626	589	588	634	7619		
GRAYS HARBOR																
2015 Grays Hbr	D'Angelo			28	10	10		4								
	White			2	2	2		3								
		20	25	30	12	12	26	7	16						148	
		-28.6%	-3.8%	0.0%	-68.4%	33.3%	23.8%	-58.8%	0.0%						-20.0%	
2014 Grays Hbr	Cooke	23	0	26	2	9	0	10	16	0	10	0	26	122		
	D'Angelo	5	26	4	36	0	21	7	0	18	7	30	1	155		
		28	26	30	38	9	21	17	16	18	17	30	27	277		
		27.3%	30.0%	11.1%	280.0%	-59.1%	31.3%	88.9%	-20.0%	12.5%	-39.3%	50.0%	-25.0%	12.6%		
2013 Grays Hbr	Cooke	2	4	2	10	1	16	9	0	12	0	20	0	76		
	D'Angelo	20	16	25	0	21	0	0	20	4	28	0	36	170		
	GH Actual Assignments	22	20	27	10	22	16	9	20	16	28	20	36	246		
		144.4%	-9.1%	107.7%	-37.5%	69.2%	33.3%	-43.8%	81.8%	14.3%	75.0%	-23.1%	300.0%	39.0%		
2012 Grays Hbr	Cooke	8	0	13	0	10	0	1	10	8	16	0	9	75		
	D'Angelo	1	22	0	16	3	12	15	1	6	0	26	0	102		
	GH Actual Assignments	9	22	13	16	13	12	16	11	14	16	26	9	177		
		-30.8%	100.0%	-27.8%	33.3%	44.4%	9.1%	0.0%	-15.4%	27.3%	-20.0%	160.0%	-18.2%	14.2%		
2011 Grays Hbr	Cooke	0	10	1	12	0	11	9	0	11	1	10	1	66		
	D'Angelo	13	1	17	0	9	0	7	13	0	19	0	10	89		
	GH Actual Assignments	13	11	18	12	9	11	16	13	11	20	10	11	155		

2015	Avg Rev per MOVE	Avg Rev per MOVE	Avg Rev per ASSIGN	Avg Rev per ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	YTD	this Month	YTD	this Month	minus		(Revenue)	Moved	Earned Rev
					Transportation		\$\$ Billed	LOA Rpts	Detail
January		\$ 3,891		\$ 3,817	2,202,588	78,813	2,281,401	566	577
February	\$ 3,962	\$ 4,042	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	501	517
March	\$ 3,901	\$ 3,796	\$ 4,176	\$ 3,701	2,365,096	84,102	2,449,197	623	639
April	\$ 3,822	\$ 3,600	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	598	620
May	\$ 3,840	\$ 3,894	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	760	774
June	\$ 3,906	\$ 4,165	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	771	791
July	\$ 4,026	\$ 4,767	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	621	632
August	\$ 4,131	\$ 4,812	\$ 4,037	\$ 4,750	3,291,439	98,290	\$ 3,389,728	684	693
ytd					\$ 21,167,584	\$ 728,307	\$ 21,895,891	5124	5243
Δ	(163)	\$ 56	(206)	\$ 50	(830,876)	(60,901)	(827,489)	1	59

2014	Avg Rev per MOVE	Avg Rev per MOVE	Avg Rev per ASSIGN	Avg Rev per ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	YTD	this Month	YTD	this Month	minus		(Revenue)	Moved	Earned Rev
					Transportation		\$\$ Billed	LOA Rpts	Detail
January	4,048	4,048		3,998	2,554,575	98,762	2,653,337	631	639
February	4,003	3,954	3,941	3,879	2,261,575	82,889	2,344,464	572	583
March	3,967	3,896	3,913	3,859	2,403,969	90,895	2,494,864	617	623
April	3,967	3,968	3,913	3,911	2,464,091	85,345	2,549,436	621	630
May	4,096	4,566	4,043	4,525	3,036,561	85,787	3,122,348	665	671
June	4,159	4,448	4,107	4,397	3,033,723	95,193	3,128,916	682	690
July	4,224	4,596	4,174	4,562	3,024,434	88,977	3,113,411	658	663
August	4,294	4,756	4,244	4,700	3,219,531	97,072	3,316,603	677	685
September	4,314	4,486	4,265	4,448	2,655,500	91,878	2,747,378	592	597
October	4,271	3,876	4,219	3,803	2,430,062	98,126	2,528,188	627	639
November	4,227	3,748	4,173	3,679	2,177,805	81,264	2,259,069	581	592
December	4,184	3,678	4,128	3,605	2,177,417	87,363	2,264,780	592	604
ytd					\$ 31,439,243	1,083,551	\$ 32,522,794	7515	7616
Δ		\$90		(\$242)			(\$187,662)	(187)	(203)

2013	Avg Rev per MOVE	Avg Rev per MOVE	Avg Rev per ASSIGN	Avg Rev per ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	YTD	this Month	YTD	this Month	minus		(Revenue)	Moved	Earned Rev
					Transportation		\$\$ Billed	LOA Rpts	Detail
January	3,860	3,860		3,767	2,493,701	96,600	2,590,301	646	662
February	3,891	3,926	3,806	3,851	2,229,846	82,426	2,312,272	568	579
March	3,861	3,801	3,778	3,721	2,311,037	95,730	2,406,767	608	621
April	3,887	3,973	3,820	3,958	2,212,733	74,842	2,287,575	557	559
May	3,982	4,326	3,914	4,261	2,820,632	95,699	2,916,331	652	662
June	4,075	4,494	4,013	4,461	3,028,751	90,527	3,119,278	674	679
July	4,111	4,303	4,052	4,261	3,046,277	100,482	3,146,759	708	715
August	4,160	4,471	4,102	4,414	3,112,078	93,144	3,205,222	696	705
September	4,188	4,404	4,130	4,351	2,858,510	99,071	2,957,581	649	657
October	4,138	3,710	4,078	3,639	2,481,925	105,812	2,587,737	669	682
November	4,116	3,889	4,055	3,823	2,465,837	97,211	2,563,048	634	645
December	4,099	3,919	4,038	3,847	2,512,313	105,272	2,617,585	641	653
ytd					\$ 31,573,640	1,136,816	\$ 32,710,456	7,702	7,819

2012	Avg Rev per MOVE	Avg Rev per MOVE	Avg Rev per ASSIGN	Avg Rev per ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	YTD	this Month	YTD	this Month	minus		(Revenue)	Moved	Earned Rev
					Transportation		\$\$ Billed	LOA Rpts	Detail
January	3,835	3,835		3,768	2,373,948	84,747	\$ 2,458,695	619	630
February	3,818	3,800	3,745	3,720	2,123,989	74,181	\$ 2,198,169	559	571
March	3,736	3,567	3,650	3,459	2,061,646	61,203	\$ 2,122,849	578	596
April	3,686	3,537	3,600	3,449	2,086,614	72,077	\$ 2,158,691	590	605
May	3,758	4,020	3,677	3,959	2,596,933	73,040	\$ 2,669,973	646	656
June	3,876	4,359	3,797	4,289	3,203,941	82,969	\$ 3,286,910	735	747
July	3,956	4,367	3,883	4,331	3,152,810	92,215	\$ 3,245,025	722	728
August	4,026	4,461	3,958	4,430	3,193,924	95,707	\$ 3,289,631	716	721
September	4,067	4,390	4,000	4,337	2,866,720	88,417	\$ 2,955,138	653	661
October	4,052	3,915	3,984	3,834	2,411,757	86,619	\$ 2,498,377	616	629
November	4,031	3,804	3,965	3,760	2,255,805	89,517	\$ 2,345,322	593	600
December	4,009	3,753	3,941	3,663	2,289,594	91,051	\$ 2,380,645	610	625
ytd					\$ 30,617,681	991,743	\$ 31,609,425	7,637	7,769

2011	Avg Rev per MOVE	Avg Rev per MOVE	Avg Rev per ASSIGN	Avg Rev per ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts
	YTD	this Month	YTD	this Month	minus		(Revenue)	Moved	Earned Rev
					Transportation		\$\$ Billed	LOA Rpts	Detail
January	3,675	3,675		3,603	2,201,209	84,984	\$ 2,286,193	599	611
February	3,665	3,655	3,597	3,590	2,039,383	70,705	\$ 2,110,088	558	568
March	3,806	3,806	3,639	3,720	2,291,252	83,007	\$ 2,374,258	602	616
April	3,649	3,649	3,629	3,597	2,028,647	66,421	\$ 2,095,068	556	564
May	4,126	4,126	3,721	4,046	2,706,741	77,665	\$ 2,784,406	656	669
June	4,223	4,223	3,803	4,161	2,867,271	87,580	\$ 2,954,851	679	689
July	4,251	4,251	3,871	4,211	3,154,305	90,594	\$ 3,244,898	742	749
August	4,333	4,333	3,925	4,260	3,050,470	89,571	\$ 3,140,042	704	716
September	4,321	4,321	3,962	4,265	2,670,201	80,758	\$ 2,750,959	618	626
October	3,826	3,826	3,944	3,767	2,219,044	76,476	\$ 2,295,521	580	589
November	3,828	3,828	3,924	3,711	2,182,107	70,881	\$ 2,252,988	570	588
December	3,719	3,719	3,903	3,672	2,328,095	76,547	\$ 2,404,642	626	634
ytd					\$ 29,738,724	955,188	\$ 30,693,913	7,490	7,619

SUMMARY OF Puget Sound Pilots Earned Revenue Report 2015

September Only	Sep-15		Sep-14		Sep-13		Sep-12
--Counters & Miscellaneous Totals--							
Seattle Assigns	209	8.9%	192	-14.3%	224	6.7%	210
Ship Assigns	601	0.7%	597	-9.1%	657	-0.6%	661
Pilot Boat Assigns	431	-1.8%	439	-9.7%	486	-8.5%	531
Tonnage Surcharge	590	-0.3%	592	-8.8%	649	-0.6%	653
Surcharge Revenue	\$ 1,655,486.87	1.7%	\$ 1,628,467.28	-6.5%	\$ 1,742,071.53	-2.6%	\$ 1,789,210.46
--Source of Revenue Breakdown--							
LOA/Zone (*)	723,018.00	-8.1%	786,887.00	-7.8%	853,905.00	1.1%	844,327.00
Harbor Shift (*)	73,635.00	17.7%	62,544.00	1.6%	61,580.00	0.0%	61,554.00
Transportation (**)	83,258.75	-9.4%	91,877.75	-7.3%	99,070.75	12.0%	88,417.25
BC Surcharge (***)	31,605.00	-42.3%	54,782.00	-7.1%	58,996.00	100.0%	29,498.00
Bridge Transit (***)	7,814.00	11.2%	7,028.00	21.3%	5,794.00	-15.3%	6,844.00
Waterway (***)	59,470.00	7.4%	55,385.00	-9.1%	60,933.00	18.8%	51,304.00
Tonnage Surcharge (***)	1,655,486.87	1.7%	1,628,467.28	-6.5%	1,742,071.53	-2.6%	1,789,210.46
Cancellations (***)	5,524.00	128.0%	2,423.00	-62.6%	6,487.00	8.7%	5,970.00
Compass Adj (***)	718.00			#####	359.00	-65.7%	1,047.00
Standby (***)	20,824.00	-5.2%	21,956.00	-24.6%	29,107.00	-9.7%	32,220.00
Slow Down (***)	22,742.00	123.9%	10,156.00	12.3%	9,042.00	-41.4%	15,428.00
Salmon Bay (***)		-100.0%	633	50.0%	422.00		
Sea Trials (***)	3,042			#####	1,014.00	-48.5%	1,968.00
Miscellaneous	53,924.00	2.4%	52,672.00		44,406.00	-6.7%	47,582.00
(Stipend Surcharge Report)	(50,910.00)	0.4%	(50,700.00)		(39,420.00)	-13.8%	(45,720.00)
= Delayed Arr &/or Lk Union (***)	3,014.00	52.8%	1,972.00	-60.4%	4,986.00	167.8%	1,862.00
Pilot Boat (***)	149,640.00	543.1%	23,267.00	-2.3%	23,814.00	-6.6%	25,488.00
Total-Source Section	\$ 2,839,791.62	3.4%	\$ 2,747,378.03	-7.1%	2,957,581.28	0.1%	2,955,137.71
-----Revenue-----							
Mileage (*)	796,653.00	-6.2%	849,431.00	-7.2%	915,485.00	1.1%	905,881.00
Trans (**)	83,258.75	-9.4%	91,877.75	-7.3%	99,070.75	12.0%	88,417.25
Special (***)	1,959,879.87	8.5%	1,806,069.28	-7.0%	1,943,025.53	-0.9%	1,960,839.00
Total -Revenue Section	\$ 2,839,791.62	3.4%	\$ 2,747,378.03	-7.1%	\$ 2,957,581.28	0.1%	\$ 2,955,137.25
Other Stats							
Pilot Boat Charges	\$ 149,640.00	543.1%	\$ 23,267.00	-2.3%	\$ 23,814.00	-6.6%	\$ 25,488.00
Pilot Boat Assignments	431	-1.8%	439	-9.7%	486	-8.5%	531
Avg	\$ 348.00	556.6%	\$ 53.00	8.2%	49	2.1%	48
Tonnage Surcharge Revenue	\$ 1,655,486.87	1.7%	\$ 1,628,467.28	-6.5%	\$ 1,742,071.53	-2.6%	\$ 1,789,210.46
Tonnage Surcharge Charged	590	-0.3%	592	-8.8%	649	-0.6%	653
Avg Tonnage Surcharge/Move	\$ 2,805.91	2.0%	\$ 2,750.79	2.5%	\$ 2,684.24	-2.0%	\$ 2,739.99

PSP 2015	January	February	March	April	May	June	6 mo to date	6 mo Δ	July	August	Sept	9 mo to date
Assignments	577	517	639	620	774	791	3918	82 ↑ 2.14%	632	693	601	5844
# of licensed pilots w/Pres	54	54	53	53	53	53	53.333		53	52	52	
Average Assgn/pilot	10.89	9.75	12.29	11.92	14.88	15.21	12.48		12.15	13.59	11.78	
# with < 6 jobs(+1=Pres)	7	9	4	2	1	3			4	2	5	
# of assignment change	-62	-66	16	-10	103	101	82		-31	8	4	63
Tariff Revenue-Trans	\$2,202,588	\$2,024,842	\$2,365,096	\$2,153,086	\$2,959,296	\$3,210,995	\$14,915,903	-5.32%	\$2,960,243	\$3,291,439	\$2,756,533	\$23,924,118
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701	\$3,473	\$3,823	\$4,059	\$3,807	-7.30%	\$4,684	\$4,750	\$4,587	\$4,094
Moves	566	501	623	598	760	771	3819	99 cancels	621	684	590	5714
Gross Tonnage	27,588,264	24,671,828	29,034,609	26,097,422	33,836,475	37,785,703	179,014,301	-7.89%	34,596,046	38,564,722	32,282,105	284,457,174

PSP 2014	January	February	March	April	May	June	6 mo to date	6 mo Δ	July	August	Sept	12 mo to date
Assignments	639	583	623	630	671	690	3836	74 ↑ 1.97%	663	685	597	7616
# of licensed pilots w/Pres	54	54	54	54	54	54	54		54	54	55	
Average Assgn/pilot	12.06	11.00	11.75	11.89	12.66	13.02	12.06		12.51	12.92	11.06	11.94
# with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1	4+1	5+1			5+1	3+1	4+1	
# of assignment change	-23	4	2	71	9	11	74		-52	-20	-60	-154
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	\$3,036,561	\$3,033,723	\$15,754,494	4.36%	\$3,024,434	\$3,219,531	\$2,655,500	\$31,439,243
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,859	\$3,911	\$4,525	\$4,397	\$4,107	2.34%	\$4,562	\$4,700	\$4,448	\$4,128
Moves	631	572	617	621	665	682	3788	48 cancels	658	677	592	7515
Gross Tonnage	31,907,495	28,825,535	30,626,216	30,679,931	36,018,027	36,294,816	194,352,020	6.15%	35,771,904	38,544,465	31,254,931	386,829,515

PSP 2013	January	February	March	April	May	June	6 mo to date	6 mo Δ	July	August	Sept	12 mo to date	to date
Total Assignments/ Month	662	579	621	559	662	679	3762	-43	715	705	657	7819	0.64%
# of licensed pilots	52.34	52.5	53	53	53	53	52.81		53	54	54	53.32	
Average Assgn/pilot	12.89	11.24	11.94	10.75	12.73	13.06	12.10	-0.45	13.75	13.30	12.40	12.45	
# with < 6 jobs(+1=Pres)	7+1	11+1	6+1	4+1	0+1	4+1			6+1	3+1	4+1		
# of assignment change	32	8	25	-46	6	-68	-43		-13	-16	-4	50	
Tariff Revenue-Trans	\$2,493,701	\$2,229,846	\$2,311,037	\$2,212,733	\$2,820,632	\$3,028,751	\$15,096,700	4.50%	\$3,046,277	\$3,112,078	\$2,858,510	\$31,573,640	3.12%
RPA-Revenue per Assign	\$3,767	\$3,851	\$3,721	\$3,958	\$4,261	\$4,461	\$4,013	5.69%	\$4,261	\$4,414	\$4,351	\$4,038	
Moves	646	568	608	557	652	674	3705		708	696	649	7702	
Gross Tonnage	31,428,636	27,228,140	28,430,900	27,001,386	33,491,659	35,508,456	183,089,177	2.07%	36,570,802	36,469,776	33,389,476	381,097,773	-0.18%

PSP 2012	January	February	March	April	May	June	6 mo to date	6 mo Δ	July	August	Sept	12 mo to date
Total Assignments/ Month	630	571	596	605	656	747	3805	88	728	721	661	7769
# of licensed pilots	51	51	51.1	52	52	52	51.5167		52	52	52	51.9
Average Assgn/pilot	12.60	11.42	11.90	11.86	12.86	14.65	12.55	0.64	14.27	14.14	12.96	12.72
# with < 6 jobs(+1=Pres)	6+1	4+1	5+1	3+1	3+1	4+1			5+1	4+1	4+1	
# of assignment change	19	3	-20	41	-13	58	88		-21	5	35	150
Tariff Revenue-Trans	\$2,373,948	\$2,123,989	\$2,061,646	\$2,086,614	\$2,596,933	\$3,203,941	\$14,447,071	2.21%	\$3,152,810	\$3,193,924	\$2,866,720	\$30,617,681
RPA-Revenue per Assign	\$3,768	\$3,720	\$3,459	\$3,449	\$3,959	\$4,289	\$3,797	-0.16%	\$4,331	\$4,430	\$4,337	\$3,941
Moves	619	559	578	590	646	735	3727		722	716	653	7637
Gross Tonnage	30,363,264	26,057,669	26,005,418	26,393,270	32,094,230	38,457,825	179,371,676	2.43%	38,321,278	39,264,642	35,099,780	381,794,272

PSP 2011	January	February	March	April	May	June	6 mo to date	6 mo Δ	July	August	Sept	12 mos to date
Total Assignments/ Month	611	568	616	564	669	689	3717	39	749	716	626	7619
# of licensed pilots	53	53	53	53	53	53	53		53	52	52	52.58
Average Assgn/pilot	11.75	10.92	11.85	10.85	12.87	13.25	11.91		14.40	14.04	12.27	12.31
# with < 6 jobs(+1=Pres)	6+1	5+1	6+1	6+1	5+1	7+1			4+1	6+1	4+1	
# of assignment change	41	-25	2	-18	4	35	39		80	49	14	276
Tariff Revenue-Trans	\$2,201,209	\$2,039,383	\$2,291,252	\$2,028,674	\$2,706,741	\$2,867,271	\$14,134,530	1.72%	\$3,154,305	\$3,050,470	\$2,670,201	\$29,738,752
RPA-Revenue per Assign	\$3,603	\$3,590	\$3,720	\$3,597	\$4,046	\$4,161	\$3,803		\$4,211	\$4,260	\$4,265	\$3,903
Moves	599	558	602	556	656	679	3650		742	704	618	7490
Gross Tonnage	27,993,179	25,682,377	28,633,920	25,640,954	32,735,977	34,429,093	175,115,500		38,304,733	36,559,621	32,252,382	366,470,176

SUMMARY OF Puget Sound Pilots Earned Revenue Report

	2015 1st Qtr Totals	2015 2nd Qtr Totals	2015 3rd Qtr Totals	2015 YTD		2014 1st Qtr Totals	2014 2nd Qtr Totals	2014 3rd Qtr Totals	2014 YTD		2013 1st Qtr Totals	2013 2nd Qtr Totals	2013 3rd Qtr Totals	2013 YTD		
--Counters & Miscellaneous Totals-Revenue Neutral @ 1/1/15																+3% @ 1/1/13
Seattle Assigns	533	726	681	1,940	8.2%	461	661	671	1,793	-1.6%	468	622	733	1,823	-22.7%	
Ship Assigns	1,733	2,185	1,926	5,844	1.1%	1,845	1,991	1,945	5,781	-1.0%	1,862	1,900	2,077	5,839	-1.3%	
Pilot Boat Assigns	1,220	1,474	1,390	4,084	-6.2%	1,380	1,528	1,447	4,355	-3.5%	1,441	1,482	1,589	4,512	-2.8%	
Tonnage Surcharge	1,689	2,127	1,895	5,711	0.0%	1,820	1,967	1,924	5,711	-0.7%	1,819	1,879	2,051	5,749	-1.1%	
Surcharge Revenue	\$3,612,466.14	\$4,457,371.27	\$ 5,458,163.54	\$13,528,000.95	-9.8%	\$4,181,194.76	\$ 5,229,586.94	\$ 5,594,220.03	\$15,005,001.73	3.0%	\$4,024,472.90	\$ 4,934,257.55	\$ 5,607,816.43	\$14,566,546.88	0.6%	
--Source of Revenue Breakdown--																
LOA/Zone (*)	1,921,017.00	2,327,287.00	2,314,057.00	6,562,361.00	-11.0%	2,274,763.00	2,549,560.00	2,549,059.00	7,373,382.00	-0.4%	2,287,415.00	2,453,985.00	2,661,997.00	7,403,397.00	2.7%	
Harbor Shift (*)	210,821.00	283,388.00	239,703.00	733,912.00	3.8%	252,124.00	234,415.00	220,584.00	707,123.00	19.4%	207,380.00	184,912.00	199,999.00	592,291.00	7.2%	
Transportation (**)	235,543.00	307,158.25	268,865.00	811,566.25	-0.6%	272,546.00	266,325.50	277,926.25	816,797.75	-1.4%	274,756.25	261,067.50	292,696.75	828,520.50	14.3%	
BC Surcharge (***)	82,173.00	88,494.00	113,778.00	284,445.00	-3.6%	90,601.00	77,959.00	126,420.00	294,980.00	-17.6%	113,372.00	115,885.00	128,527.00	357,784.00	41.5%	
Bridge Transit (***)	20,763.00	25,613.00	26,666.00	73,042.00	2.9%	21,628.00	24,434.00	24,918.00	70,980.00	1.6%	23,678.00	22,450.00	23,714.00	69,842.00	18.3%	
Waterway (***)	136,781.00	202,844.00	195,852.00	535,477.00	-2.9%	180,937.00	188,423.00	182,305.00	551,665.00	11.8%	162,621.00	158,954.00	171,855.00	493,430.00	39.2%	
Tonnage Surcharge (***)	3,612,466.14	4,457,371.27	5,458,163.54	13,528,000.95	-9.8%	4,181,194.76	5,229,586.94	5,594,220.03	15,005,001.73	3.0%	4,024,472.90	4,934,257.55	5,607,816.43	14,566,546.88	0.6%	
Cancellations (***)	24,587.00	27,319.00	15,310.00	67,216.00	69.3%	13,621.00	16,001.00	10,088.00	39,710.00	-20.0%	20,896.00	12,023.00	16,743.00	49,662.00	-8.7%	
Compass Adj (***)	1,436.00	1,077.00	1,077.00	3,590.00	-28.6%	1,077.00	2,154.00	1,795.00	5,026.00	-6.7%	1,436.00	2,513.00	1,436.00	5,385.00	10.2%	
Standby (***)	104,668.00	260,098.00	78,912.00	443,678.00	68.8%	112,318.00	74,627.00	75,970.00	262,915.00	11.4%	92,920.00	61,924.00	81,230.00	236,074.00	-25.6%	
Slow Down (***)	29,866.00	116,450.00	67,130.00	213,446.00	279.7%	10,960.00	24,139.00	21,116.00	56,215.00	-12.0%	13,974.00	21,390.00	28,496.00	63,860.00	-28.5%	
Salmon Bay (***)	0.00	1,477.00	0.00	1,477.00	-53.3%	211.00	1,266.00	1,688.00	3,165.00		0.00	422.00	422.00	844.00		
Sea Trials (***)	5,577.00	5,746.00	4,056.00	15,379.00	-35.9%	1,352.00	17,238.00	5,408.00	23,998.00	-12.9%	1,014.00	16,393.00	10,140.00	27,547.00	78.7%	
Miscellaneous	135,005.00	190,890.00	176,608.00	502,503.00		184,122.00	197,698.00	215,574.00	597,394.00		64,986.00	84,628.00	141,630.00	291,244.00		
(Stipend Surcharge Report)	(117,105.00)	(177,630.00)	(115,560.00)	(410,295.00)		(177,930.00)	(184,110.00)	(155,670.00)	(517,710.00)		(50,190.00)	(80,190.00)	(95,580.00)	(225,960.00)		
= Delayed Arr &/or Lk Union (***)	17,900.00	13,260.00	61,048.00	92,208.00	15.7%	6,192.00	13,588.00	59,904.00	79,684.00	22.1%	14,796.00	4,438.00	46,050.00	65,284.00	46.5%	
Pilot Boat (***)	424,560.00	512,952.00	483,372.00	1,420,884.00	515.6%	73,140.00	80,984.00	76,691.00	230,815.00	4.4%	70,609.00	72,569.00	77,861.00	221,039.00	-0.8%	
Total-Source Section	\$ 6,828,158.14	\$ 8,630,534.52	\$ 9,277,079.54	\$ 24,735,682.20	-2.9%	7,492,664.76	\$ 8,800,700.44	\$ 9,177,392.28	\$ 25,470,757.48	2.1%	\$ 7,309,340.15	\$ 8,323,183.05	\$ 9,309,563.18	24,942,086.38	2.3%	
-----Revenue-----																
Mileage (*)	2,131,838.00	2,610,675.00	2,553,760.00	7,296,273.00	-9.7%	2,526,887.00	2,783,975.00	2,769,643.00	8,080,505.00	1.1%	2,494,795.00	2,638,897.00	2,861,996.00	7,995,688.00	3.1%	
Trans (**)	235,543.00	307,158.25	268,865.00	811,566.25	-0.6%	272,546.00	266,325.50	277,926.25	816,797.75	-1.4%	274,756.25	261,067.50	292,696.75	828,520.50	14.3%	
Special (***)	4,460,687.14	5,712,701.27	6,454,454.54	16,627,842.95	0.3%	4,693,231.76	5,750,399.94	6,129,823.03	16,573,454.73	2.8%	4,539,788.90	5,423,218.55	6,154,870.43	16,117,877.88	1.4%	
Total -Revenue Section	\$ 6,828,068.14	\$ 8,630,534.52	\$ 9,277,079.54	\$ 24,735,682.20	-2.9%	7,492,664.76	8,800,700.44	\$ 9,177,392.28	\$ 25,470,757.48	2.1%	\$ 7,309,340.15	8,323,183.05	\$ 9,309,563.18	24,942,086.38	2.3%	
Other Stats																
Pilot Boat Charges	\$ 424,560.00	\$ 512,952.00	\$ 483,372.00	\$ 1,420,884.00	515.6%	73,140.00	\$ 80,984.00	\$ 76,691.00	\$ 230,815.00	4.4%	\$ 70,609.00	72,569.00	\$ 77,861.00	\$ 221,039.00	-0.8%	
Pilot Boat Assignments	1220	1474	1390	4,084	-6.2%	1,380	1,528	1,447	4,355	-3.5%	1,441	1,482	1,589	4,512	-2.8%	
Avg	\$ 348.00	\$ 348.00	53	\$ 347.91		\$ 53.00	\$ 53.00	53	\$ 53.00		\$ 49.00	\$ 49.00	53	\$ 49.00	2.1%	
Tonnage Surcharge Revenue	\$ 3,612,466.14	\$ 4,457,371.27	\$ 5,458,163.54	\$ 13,528,000.95	-9.8%	\$ 4,181,194.76	\$ 5,229,586.94	\$ 5,594,220.03	\$ 15,005,001.73	3.0%	\$ 4,024,472.90	\$ 4,934,257.55	\$ 5,607,816.43	\$ 14,566,546.88	0.6%	
Tonnage Surcharge Charged	1,689	2,127	1,895	5,711	0.0%	1,820	1,967	1,924	5,711	-0.7%	1,819	1,879	2,051	5,749	-1.1%	
Avg Tonnage Surcharge/Move	\$ 2,138.82	\$ 2,095.61	\$ 2,880.30	\$ 2,368.76	-9.8%	\$ 2,317.69	\$ 2,658.66	\$ 2,907.60	\$ 2,627.39	3.7%	\$ 2,241.38	\$ 2,626.00	\$ 2,734.19	\$ 2,533.75	1.7%	

SUMMARY OF Puget Sound									
	2012 1st Qtr Totals	2012 2nd Qtr Totals	2012 3rd Qtr Totals	2012 YTD		2011 1st Qtr Totals	2011 2nd Qtr Totals	2011 3rd Qtr Totals	2011 YTD
--Counters & Miscellaneous T				+0% @ 1/1/12					+0% @ 1/1/11
Seattle Assigns	686	922	751	2,359	1%	649	822	868	2,339
Ship Assigns	1,797	2,008	2,110	5,915	2%	1,795	1,922	2,091	5,808
Pilot Boat Assigns	1,414	1,550	1,678	4,642	1%	1,434	1,492	1,688	4,614
Tonnage Surcharge	1,756	1,970	2,089	5,815	2%	1,757	1,888	2,061	5,706
Surcharge Revenue	\$ 3,798,454.81	\$ 4,871,926.62	\$ 5,813,914.53	\$14,484,295.96	2%	\$3,817,805.60	\$ 4,676,379.16	\$ 5,675,033.04	\$14,169,217.80
--Source of Revenue Breakdo									
LOA/Zone (*)	2,128,691.00	2,404,587.00	2,672,773.00	7,206,051.00	3%	2,101,135.00	2,352,968.00	2,574,109.00	7,028,212.00
Harbor Shift (*)	173,532.00	175,769.00	203,289.00	552,590.00	14%	160,057.00	164,692.00	161,548.00	486,297.00
Transportation (**)	220,130.00	228,086.50	276,339.25	724,555.75	-1%	238,695.50	231,665.75	260,922.75	731,284.00
BC Surcharge (***)	75,852.00	67,424.00	109,564.00	252,840.00	-14%	99,029.00	96,922.00	99,029.00	294,980.00
Bridge Transit (***)	14,303.00	23,690.00	21,032.00	59,025.00	7%	14,561.00	18,600.00	22,119.00	55,280.00
Waterway (***)	99,330.00	110,954.00	144,278.00	354,562.00	9%	100,048.00	108,652.00	116,720.00	325,420.00
Tonnage Surcharge (***)	3,798,454.81	4,871,926.62	5,813,914.53	14,484,295.96	2%	3,817,805.60	4,676,379.16	5,675,033.04	14,169,217.80
Cancellations (***)	25,638.00	16,935.00	11,802.00	54,375.00	2%	21,834.00	17,497.00	14,039.00	53,370.00
Compass Adj (***)	1,047.00	2,094.00	1,745.00	4,886.00	-30%	1,047.00	2,792.00	3,141.00	6,980.00
Standby (***)	126,667.00	90,859.00	99,637.00	317,163.00	38%	106,706.00	62,697.00	60,682.00	230,085.00
Slow Down (***)	16,543.00	29,045.00	43,726.00	89,314.00	45%	15,745.00	17,375.00	28,462.00	61,582.00
Salmon Bay (***)	410.00	2,255.00		2,665.00	-46%	615.00	820.00	3,485.00	4,920.00
Sea Trials (***)	4,592.00	7,872.00	2,952.00	15,416.00	-46%	6,396.00	0.00	21,976.00	28,372.00
Miscellaneous	129,477.00	111,932.00	125,531.00	366,940.00		97,013.00	119,589.00	83,089.00	299,691.00
(Stipend Surcharge Report)	(102,825.00)	(102,255.00)	(117,285.00)	(322,365.00)		(79,020.00)	(107,900.00)	(69,480.00)	(256,400.00)
= Delayed Arr &/or Lk Union (***)	26,652.00	9,677.00	8,246.00	44,575.00	3%	17,993.00	11,689.00	13,609.00	43,291.00
Pilot Boat (***)	67,872.00	74,400.00	80,496.00	222,768.00	1%	68,832.00	71,616.00	81,024.00	221,472.00
Total-Source Section	\$ 6,779,713.81	\$ 8,115,574.12	\$ 9,489,793.78	\$ 24,385,081.71	3%	\$ 6,770,499.10	\$ 7,834,364.91	\$ 9,135,898.79	\$ 23,740,762.80
-----Revenue-----									
Mileage (*)	2,302,223.00	2,580,356.00	2,876,062.00	7,758,641.00	3%	2,261,192.00	2,517,660.00	2,735,657.00	7,514,509.00
Trans (**)	220,130.00	228,086.50	276,339.25	724,555.75	-1%	238,695.50	231,665.75	260,922.75	731,284.00
Special (***)	4,257,360.81	5,307,131.62	6,337,392.53	15,901,884.96	3%	4,270,651.60	5,084,999.16	6,139,319.04	15,494,969.80
Total -Revenue Section	6,779,713.81	8,115,574.12	\$ 9,489,793.78	\$ 24,385,081.71	3%	\$ 6,770,539.10	7,834,324.91	9,135,898.79	\$ 23,740,762.80
Other Stats									
Pilot Boat Charges	67,872.00	74,400.00	80,496.00	\$ 222,768.00	1%	\$ 68,832.00	\$ 71,616.00	81,024.00	\$ 221,472.00
Pilot Boat Assignments	1,414	1,550	1,678	4,642	1%	1,434	1,492	1,688	4,614
Avg	\$ 48.00	\$ 48.00	\$ 48.00	\$ 48.00	0%	\$ 48.00	\$ 48.00	\$ 48.00	\$ 48.00
Tonnage Surcharge Revenue	\$ 3,798,454.81	\$ 4,871,926.62	\$ 5,813,914.53	\$ 14,484,295.96	2%	\$3,817,805.60	\$ 4,676,379.16	\$ 5,675,033.04	\$ 14,169,217.80
Tonnage Surcharge Charged	1,756	1,970	2,089	5,815	2%	1,757	1,888	2,061	5,706
Avg Tonnage Surcharge/Move	\$ 2,163.13	\$ 2,473.06	\$ 2,783.11	\$ 2,490.85	0%	\$ 2,172.91	\$ 2,476.90	\$ 2,753.53	\$ 2,483.21

2015			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average Assgn 145/12=12.1	<i>Italicized average =</i> ↙ ↘ ↙ over TAL	under (over) TAL
Pilot Code	Actual Trips PSP Earned Revenue Report Detail		Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign		
3	ANA	Anacker, D.S. Lic 3/27/12	A	12	10	11	14	16	11	13	11	11			109	12.1	(12)
3	ANT	Anthony, Michael Lic 7/24/12	B	2	14	16	15	20	5	9	19	12			112	12.4	(15)
5	ARN	Arnold, J. E.	B	9	12	2	14	16	18	9	16	18			114	12.7	(17)
5	BLA	Blake, M.E.	B	13	14	8	13	14	23	16	9	13			123	13.7	(26)
4	BOU	Bouma, Blair Lic 7/28/11	A	5	11	16	14	16	6	13	7	12			100	11.1	(3)
2	BRO	Brouillard, Dan Lic 7/31/13	B	12	12	15	13	12	13	12	16	13			118	13.1	(21)
5	BRU	Brusco, David Lic 3/11/10	A	10	14	4	15	21	14	8	7	7			100	11.1	(3)
5	BUJ	Bujacich, J.P.	A	15	12	19	9	18	18	13	23	15			142	15.8	(45)
5	CAI	Carlson, I.J.	B	12	8	12	15	10	19	15	8	14			113	12.6	(16)
2	CAW	Carley, W. Bud Lic 1/10/13	A	12	19	14	14	12	13	12	10	12			118	13.1	(21)
5	COE	Coe, F.A.	A	15	3	11	12	13	17	16	7	11			105	11.7	(8)
1	COL	Coleman, S Lic. 8/27/14		4	7	12	10	13	2	11	16	13			88	9.8	9
1	COR	Coryell, T.D. Lic. 12/13/13		12	12	5	15	17	13	13	6	10			103	11.4	(6)
5	EME	Emerson, L. P.	A	17	14	17	15	6	17	16	13	19			134	14.9	(37)
2	ENF	Engstrom, F. E. Lic 11/15/12	B	15	14	8	13	19	16	11	16	11			123	13.7	(26)
5	ENV	Engstrom, V.	B	17	14	11	12	16	15	13	11	12			121	13.4	(24)
0	GAL	Galvin, Jamie Lic 11/11/14		12	5	13	11	19	20	10	10	10			110	12.2	(13)
5	GIE	Giese, P. A.	A	12	3	15	15	17	14	3	17	14			110	12.2	PSP Director (13)
5	GRD	Grobschmit, D.W.	A	2	0	0	0	0	0	0	0	0			2	2.0	PSP President x
5	HAI	Hannuksela, J	B	13	10	12	16	18	22	15	9	14			129	14.3	(32)
5	HAR	Harris, J. B.	B	12	16	12	10	18	18	17	17	9			129	14.3	(32)
5	HEN	Henshaw, B. F.	B	14	12	19	15	7	16	19	21	14			137	15.2	(40)
5	HUR	Hurt, G. D.	B	6	5	15	13	22	6	17	18	3			105	11.7	(8)
0	JEN	Jensen, Brian Lic. 12/22/14		15	10	14	6	9	16	6	13	10			99	11.0	(2)
5	JUS	Justice, V. K.	A	11	12	13	10	16	17	16	10	13			118	13.1	(21)
5	KAL	Kalvoy, J.E.	B	7	16	11	12	17	17	13	15	16			124	13.8	(27)
3	KEA	Kearns, J. Lic. 1/12/12	A	14	10	13	12	12	15	16	11	12			115	12.8	(18)
5	KEP	Kelly, P.S.	A	9	9	6	17	15	16	6	5	22			105	11.7	PSP Director (8)
5	KLA	Klapperich, E.C.	A	10	8	11	7	14	16	14	12	10			102	11.3	PSP Sec/Treas (5)
1	LIC	Lichty, E.C. Lic. 5/1/14		10	10	13	6	16	20	12	19	3			109	12.1	(12)
0	LOB	Lowe, Brad Lic. 9/23/15										3					
2	LOW	Lowery, W.W. Lic. 2/11/13	A	14	10	14	8	20	19	20	17	7			129	14.3	(32)
5	MAR	Marmol, E.	B	13	9	14	6	16	18	14	17	6			113	12.6	BPC/TEC Apr13 (16)
5	MAY	Mayer, D. W.	B	10	8	9	8	7	14	14	14	11			95	10.6	BPC/TEC/Exam 2
5	MIB	Michelson, B. L.	B	3	0	Retired 2/19									3	1.5	Retired x
5	MOR	Mork, S. E.	A	7	12	13	9	11	16	9	12	2			91	10.1	6
5	MOT	Moreno, S.	B	13	12	12	13	12	12	15	12	9			110	12.2	(13)
5	NEW	Newman, A. J.	A	7	12	12	15	12	20	14	12	9			113	12.6	(16)
5	SAN	Sanders, D. A.	A	9	10	14	7	21	8	11	18	11			109	12.1	(12)
5	SCO	Scoggins, J	A	10	9	12	12	17	16	14	15	14			119	13.2	(22)
5	SCR	Scragg, J. Lic. 7/8/10	B	11	11	8	12	13	12	14	5	15			101	11.2	PSP Director (4)
5	SEM	Semler, J. R.	A	13	5	15	11	19	20	6	13	20			122	13.6	(25)
5	SES	Semler, S.	A	11	7	14	16	26	21	4	22	19			140	15.6	(43)
5	SEY	Seymour, L.	B	16	10	18	17	10	17	14	16	17			135	15.0	(38)
5	SHA	Shaffer, D. L.	B	15	5	16	15	24	23	4	12	15			129	14.3	(32)
5	SHJ	Shaffer, J. A.	B	13	8	12	16	16	17	12	21	19			134	14.9	(37)

2015			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average Assgn 145/12=12.1	<i>Italicized average =</i> ∟∟∟ over TAL	under (over) TAL	
Pilot Code	Actual Trips PSP Earned	Revenue Report Detail	Watch	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign			
5	SHU	Shuler, M.	B	16	14	14	16	11	20	13	16	16			136	15.1	(39)	
5	SLI	Sliker, W.J.	A	13	9	15	14	13	18	13	15	16			126	14.0	(29)	
5	SOR	Soriano, D. B.	A	14	7	12	10	13	15	14	17	13			115	12.8	(18)	
5	THG	Thoreson, George	A	17	12	21	8	17	15	13	16	8			127	14.1	PSP Director (30)	
5	VON	vonBrandenfels, E. M.	A	9	7	11	1	7	14	11	9	10			79	8.8	PSP V.P./Director 18	
5	WAJ	Ward, John K.	B	0	0	0	0	0	0	0	Retired 8/1				0	0.0	x	
5	WAR	Ward, Jonathan E	A	0	1	9	15	15	14	9	9	0	Retired 9/22		72	8.0	Pres Jan only 13	
5	WIG	Wildes, G. R.	B	11	12	15	12	19	21	13	20	8			131	14.6	(34)	
5	WOO	Wood, M.	B	3	11	11	16	16	8	17	13	0	Retired 9/29		95	10.6	2	
Total Assignments/ Month				577	517	639	620	774	791	632	693	601	0	0	0	5841	avg 650	
Number of licensed PS pilots				54	54	53	53	53	53	53	52	52	0	0	0			avg # pilot
Pilots on rotation				52	52	51	51	51	51	51	51	51						
Average Assgn/pilot on rotation				11.10	9.94	12.53	12.16	15.18	15.51	12.39	13.59	11.78					Target TAL: 12.1	
PSP LOA Report (MOVES)				566	501	623	598	760	771	621	684	590				5714	avg 640	
Average Moves/pilot on rotation				10.88	9.63	12.22	11.73	15.20	15.12	12.18	13.41	11.57						
Cancellations				11	16	16	22	14	20	11	9	11	0	0	0	130	avg 14.9	
# of Pilots with < 6 jobs(+1=Pres)				7+1	9+1	4+1	2+1	1+1	3+1	4+1	2+1	5+1						# of Pilots with < 6 jobs
Pilots w/>5 trips & their avg # of trips				46P; 12.1	44P; 11.1	48P; 13	50P; 12.4	51P; 15.2	49P; 16.0	48P; 12.9	49P; 13.9	47P; 12.8						avg # trip
Training during duty																		
Medical circumstances:				1	1	1	1	1	1	1	0	0						
2014	PSP Assignments from Earned Revenue Report			639	583	623	630	671	690	663	685	597	639	592	604	7616		
	PSP LOA Report			631	572	617	621	665	682	658	677	592	627	581	592	7515		
	Cancellations			8	11	6	9	6	8	5	8	5	12	11	12	101		
2013	PSP Assignments from Earned Revenue Report			662	579	621	559	662	679	715	705	657	682	645	653	7819		
	PSP LOA Report			646	568	608	557	652	674	708	696	649	669	634	641	7702		
	Cancellations			16	11	13	2	10	5	7	9	8	13	11	11	116		
2012	PSP Assignments from Earned Revenue Report			630	571	596	605	656	747	728	721	661	629	600	625	7769		
	PSP LOA Report			619	559	578	590	646	735	722	716	653	616	593	610	7637		
	Cancellations			11	12	18	15	10	12	6	5	8	13	7	15	132		
Assignments 2012 to 2011 Average change to date				1.8%	0.1%	1.9%	0.7%	2.6%	2.7%	1.1%	3.0%	2.6%	3.8%	3.3%				
2012 to 2011 Per month change				3.1%	0.5%	-3.2%	7.3%	-1.9%	8.4%	-2.8%	0.7%	5.6%	6.8%	2.0%	-1.4%	2.0%		
2011	PSP Assignments from Earned Revenue Report			611	568	616	564	669	689	749	716	626	589	588	634	7619		
	Assignments 2011 to 2010 Average change to date				1.5%	1.1%	0.1%	0.2%	1.0%	2.6%	3.2%	3.1%	2.8%	2.5%	3.8%			
	2011 to 2010 Per month change				7.2%	-4.2%	0.3%	-3.1%	0.6%	5.4%	12.0%	7.3%	2.3%	0.0%	-0.7%	18.3%		
2010	PSP Assignments from Earned Revenue Report			570	593	614	582	665	654	669	667	612	589	592	536			
	Assignments 2010 to 2009 Average change to date				-4.0%	-5.1%	-4.3%	-3.9%	-3.8%	-4.0%	-4.1%	-4.1%	-4.8%	-4.5%	-4.1%			
	2010 to 2009 Per month change				-14.5%	6.5%	-7.1%	-2.2%	-2.1%	-3.4%	-4.8%	-5.0%	-4.1%	-11.0%	-1.7%	0.0%		
2009	PSP Assignments from Earned Revenue Report			667	557	661	595	679	677	703	702	638	662	602	536	7679		

		2015												
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
2015 Grays Hbr	D'Angelo			28	10	10		4		8	0	0	0	
	White			2	2	2		3		2	0	0	0	
		20	25	30	12	12	26	7	16	10				158
		-28.6%	-3.8%	0.0%	-68.4%	33.3%	23.8%	-58.8%	0.0%	-44.4%				-22.2%
2014 Grays Hbr	Cooke	23	0	26	2	9	0	10	16	0	10	0	26	122
	D'Angelo	5	26	4	36	0	21	7	0	18	7	30	1	155
		28	26	30	38	9	21	17	16	18	17	30	27	277
		27.3%	30.0%	11.1%	280.0%	-59.1%	31.3%	88.9%	-20.0%	12.5%	-39.3%	50.0%	-25.0%	12.6%
2013 Grays Hbr	Cooke	2	4	2	10	1	16	9	0	12	0	20	0	76
	D'Angelo	20	16	25	0	21	0	0	20	4	28	0	36	170
	GH Actual Assignments	22	20	27	10	22	16	9	20	16	28	20	36	246
		144.4%	-9.1%	107.7%	-37.5%	69.2%	33.3%	-43.8%	81.8%	14.3%	75.0%	-23.1%	300.0%	39.0%
2012 Grays Hbr	Cooke	8	0	13	0	10	0	1	10	8	16	0	9	75
	D'Angelo	1	22	0	16	3	12	15	1	6	0	26	0	102
	GH Actual Assignments	9	22	13	16	13	12	16	11	14	16	26	9	177
		-30.8%	100.0%	-27.8%	33.3%	44.4%	9.1%	0.0%	-15.4%	27.3%	-20.0%	160.0%	-18.2%	14.2%
2011 Grays Hbr	Cooke	0	10	1	12	0	11	9	0	11	1	10	1	66
	D'Angelo	13	1	17	0	9	0	7	13	0	19	0	10	89
	GH Actual Assignments	13	11	18	12	9	11	16	13	11	20	10	11	155

2012	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge		"Stipend"	"Stipend"	"Training"	"Training"	Legal	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only		(\$5) only
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected	Earned	Billed		Collected
January	3,835	3,835		3,768	2,373,948	84,747	\$ 2,458,695	619	630	41,790	47,970	27,860	31,980	26,200	13,930	15,990	6,356
February	3,818	3,800	3,745	3,720	2,123,989	74,181	\$ 2,198,169	559	571	34,260	37,215	22,840	24,810	23,172	11,420	12,405	9,889
March	3,736	3,567	3,650	3,459	2,061,646	61,203	\$ 2,122,849	578	596	26,775	32,775	17,850	21,850	18,028	8,925	10,925	6,963
April	3,686	3,537	3,600	3,449	2,086,614	72,077	\$ 2,158,691	590	605	33,585	30,630	22,390	20,420	21,000	11,195	10,210	4,692
May	3,758	4,020	3,677	3,959	2,596,933	73,040	\$ 2,669,973	646	656	35,145	33,120	23,430	22,080	21,484	11,715	11,040	6,785
June	3,876	4,359	3,797	4,289	3,203,941	82,969	\$ 3,286,910	735	747	33,525	34,020	22,350	22,680	18,000	11,175	11,340	2,646
July	3,956	4,367	3,883	4,331	3,152,810	92,215	\$ 3,245,025	722	728	32,760	34,980	21,840	23,320	18,000	10,920	11,660	2,132
August	4,026	4,461	3,958	4,430	3,193,924	95,707	\$ 3,289,631	716	721	38,805	35,235	25,870	23,490	21,677	12,935	11,745	1,348
September	4,067	4,390	4,000	4,337	2,866,720	88,417	\$ 2,955,138	653	661	45,720	37,245	30,480	24,830	21,780	15,240	12,415	7,131
October	4,052	3,915	3,984	3,834	2,411,757	86,619	\$ 2,498,377	616	629	39,015	45,810	26,010	30,540	24,000	13,005	15,270	3,343
November	4,031	3,804	3,965	3,760	2,255,805	89,517	\$ 2,345,322	593	600	35,940	36,150	23,960	24,100	24,000	11,980	12,050	3,316
December	4,009	3,753	3,941	3,663	2,289,594	91,051	\$ 2,380,645	610	625	37,500	36,180	25,000	24,120	24,000	12,500	12,060	3,824
ytd					\$ 30,617,681	991,743	\$ 31,609,425	7,637	7,769	\$434,820	\$441,330	\$289,880	\$294,220	\$261,341	\$144,940	\$147,110	\$58,425

2011	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge		"Stipend"	"Stipend"	"Training"	"Training"	Legal	
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only		(\$5) only
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected	Earned	Billed		Collected
January	3,675	3,675		3,603	2,201,209	84,984	\$ 2,286,193	599	611	18,330	14,350	12,220	12,700	12,000	6,110	1,650	4,538
February	3,665	3,655	3,597	3,590	2,039,383	70,705	\$ 2,110,088	558	568	23,730	18,020	15,820	12,060	16,333	7,910	5,960	3,096
March	3,806	3,806	3,639	3,720	2,291,252	83,007	\$ 2,374,258	602	616	36,960	30,065	24,640	20,050	24,000	12,320	10,015	2,639
April	3,649	3,649	3,629	3,597	2,028,647	66,421	\$ 2,095,068	556	564	33,840	33,450	22,560	22,300	24,000	11,280	11,150	303
May	4,126	4,126	3,721	4,046	2,706,741	77,665	\$ 2,784,406	656	669	40,080	40,200	26,720	26,800	24,000	13,360	13,400	10,312
June	4,223	4,223	3,803	4,161	2,867,271	87,580	\$ 2,954,851	679	689	34,020	36,855	22,680	24,570	18,000	11,340	12,285	2,314
July	4,251	4,251	3,871	4,211	3,154,305	90,594	\$ 3,244,898	742	749	33,030	29,835	22,020	19,890	11,600	11,010	9,945	828
August	4,333	4,333	3,925	4,260	3,050,470	89,571	\$ 3,140,042	704	716	21,480	34,320	14,320	22,880	6,000	7,160	11,440	4,635
September	4,321	4,321	3,962	4,265	2,670,201	80,758	\$ 2,750,959	618	626	14,970	18,765	9,980	12,510	9,000	4,990	6,255	3,190
October	3,826	3,826	3,944	3,767	2,219,044	76,476	\$ 2,295,521	580	589	26,460	18,765	17,640	12,510	16,020	8,820	6,255	1,107
November	3,828	3,828	3,924	3,711	2,182,107	70,881	\$ 2,252,988	570	588	26,460	24,300	17,640	16,200	12,333	8,820	8,100	4,097
December	3,719	3,719	3,903	3,672	2,328,095	76,547	\$ 2,404,642	626	634	47,550	31,710	31,700	21,140	28,667	15,850	10,570	4,141
ytd					\$ 29,738,724	955,188	\$ 30,693,913	7,490	7,619	\$356,910	\$330,635	\$237,940	\$223,610	\$201,953	\$118,970	\$107,025	\$41,200

2010	MOVE	ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	"Stipend"	"Stipend"	"Training"	"Training"	All
	YTD	YTD	minus		(Revenue)	Moved	Earned Rev	(\$10) only	(\$10) only	Stipends	(\$5) only	Legal
			Transportation		\$\$ Billed	LOA-2	Detail	Billed	Collected	Earned	Billed	Expenses
	\$ 3,867.61	\$ 3,828.08	\$ 28,086,612	901,140	\$ 28,987,752	7,262	7,337	\$283,480	\$291,430	\$253,733	\$0	\$195,804

2009	MOVE	ASSIGN	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	"Stipend"	"Stipend"	"Training"	"Training"	All
	YTD	YTD	minus		(Revenue)	Moved	Earned Rev	(\$10) only	(\$10) only	Stipends	(\$5) only	Legal
			Transportation		\$\$ Billed	LOA-2	Detail	Billed	Collected	Earned	Expenses	Expenses
	\$ 3,769.86	\$ 3,715.37	\$ 28,530,324	911,618	\$ 29,441,942	7,568	7,679	\$320,110	\$314,040	\$299,200		\$40,131

2015		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car											Wood Chip
				1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
Jan		566	88	93	51	189	144	1	102	35	219		23		4	1		18	164		
Feb	1,067	501	67	88	40	154	144	4	70	43	209		5		5	1		21	145	2	
Mar	1,690	623	139	85	50	168	179	0	120	45	234		14	1	38			23	148		
Apr	2,288	598	127	60	59	174	178	0	78	43	224		16	1	37			24	175		
May	3,048	760	178	92	50	238	197	5	76	54	232		23	1	103	62	2	20	187		
June	3,819	771	152	108	65	249	197	0	70	67	232		6	3	71	86	2	21	213		
July	4,440	621	95	70	56	231	169	0	39	50	225		19	4	6	86		19	173		
Aug	5,124	684	117	72	59	247	189	0	68	47	241		2		11	90		19	206		
Sept		590	87	77	52	208	166	0	46	37	218		25		3	63		24	174		
		5714	1050	745	482	1858	1563	10	669	421	2034	0	133	10	278	389	4	189	1585	2	
2014/2015 ytd Δ	-		169	-61	-11	-34	-81	10	-74	36	-89	-3	0	0	244	20	1	-11	-126	0	

2014		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car											Wood Chip
				1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
Jan		631	113	96	56	168	198	0	93	51	252	1	15		2	1		21	195		
Feb	1,203	572	94	99	52	155	172	0	113	39	212		5	2	1	1		20	177	2	
Mar	1,820	617	106	99	47	178	187	0	92	47	239		16		2			23	198		
Apr	2,441	621	109	83	48	194	187	0	112	48	242		16		2			22	179		
May	3,106	665	93	94	48	247	183	0	67	43	257	1	18	2	8	61		23	185		
June	3,788	682	99	82	61	260	180	0	73	46	227	1	24		2	85	2	20	202		
July	4,446	658	93	81	52	253	179	0	79	41	240		10	3	1	82		25	177		
Aug	5,124	678	101	90	65	234	188	0	66	41	236		19	3	8	85		19	201		
Sept	5,716	592	73	82	64	203	170	0	48	29	218		10		8	54	1	27	197		
Oct	6,343	627	115	85	60	165	202	0	93	43	242	2	16		8		9	23	191		
Nov	6,924	581	117	88	50	174	152		126	44	206		6		1		4	18	176		
Dec	7,516	592	112	93	64	173	150	0	90	52	231		20	2	3			21	173		
		7516	1225	1072	667	2404	2148	0	1052	524	2802	5	175	12	46	369	16	262	2251	2	
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	(2)	133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2	

2013		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car											Wood Chip
				1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
Jan		646	101	104	58	192	191	0	95	40	257		5	2	4	1		17	225		
Feb	1,214	568	81	88	49	172	178		82	43	229		15	1		5		19	174		
Mar	1,822	608	95	101	49	175	185	2	91	42	228		14		4			26	203		
Apr	2,379	557	71	91	35	186	174		52	47	241		13	3	12			22	167		
May	cruise 3,031	652	93	94	48	239	178		64	42	245		21		7	59		23	191		
June	ship 3,705	674	84	81	56	286	167		62	44	246		8	1	9	89	2	21	192		
July	season 12,521	708	103	117	46	271	171	0	51	43	244		14	1	23	80		22	230		
August	in 5,109	696	89	88	58	278	183	0	64	42	247		21	1	11	84		26	200		
Sept	blue 5,758	649	78	92	59	237	183		48	46	239		28	2	5	59	4	18	200		
October		669	115	92	62	201	199		111	45	245		7		14		5	24	218		
November		634	106	92	60	182	194		104	50	245		11		2			21	201		
December		641	130	86	62	187	176		95	48	227	1	16	1	26			21	206		
		7702	1146	1126	642	2606	2179	2	919	532	2893	1	173	12	117	377	11	260	2407	0	
2012/2013 ytd Δ	65		4	111	47	(211)	132	(19)	(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)	

2012	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		7637	1142	1015	595	2817	2047	21	1020	544	2817	0	138	16	162	410	15	248	2264	3
2011/2012 ytd Δ	147		101	(7)	41	(181)	211	(18)	(212)	133	135	(14)	(23)	4	89	15	(4)	(29)	50	3
2011	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		7490	1041	1022	554	2998	1836	39	1232	411	2682	14	161	12	73	395	19	277	2214	0
2010/2011 ytd Δ	228		46	169	87	(60)	(13)	(1)	20	12	82	14	27	(17)	(4)	(59)	9	(18)	173	(11)
2010	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		7262	995	853	467	3058	1849	40	1212	399	2600	0	134	29	77	454	10	295	2041	11
2009/2010 ytd Δ	(306)		(12)	(104)	(140)	128	(186)	8	178	50	(170)	0	(6)	6	(33)	13	(1)	(6)	(348)	11
2009	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		7568	1007	957	607	2930	2035	32	1034	349	2770	0	140	23	110	441	11	301	2389	0
2008/2009 ytd Δ	(470)		(190)	(2)	89	(84)	(279)	(4)	(171)	(26)	(253)	(5)	(71)	(3)	8	29	3	(3)	24	(2)
2008	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		8038	1197	959	518	3014	2314	36	1205	375	3023	5	211	26	102	412	8	304	2365	2
2007/2008 ytd Δ	-139		(44)	(66)	(21)	(66)	66	(8)	(4)	(61)	153	0	(36)	(12)	(7)	32	(5)	16	(217)	2
2007	Moves	Total	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		8177	1241	1025	539	3080	2248	44	1209	436	2870	5	247	38	109	380	13	288	2582	0
2006/2007 ytd Δ		-19	(149)	120	36	(40)	24	(10)	(32)	(120)	(270)	0	59	(5)	17	(9)	2	(28)	376	(9)
2006	Moves	Total	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Bulker	Car Carrier	Container	OBO	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		8196	1390	905	503	3120	2224	54	1241	556	3140	5	188	43	92	389	11	316	2206	9

New Tariff Year Timeframe Comparison

JULY 2015 - 2012	+ 2% @ 7/1/15 & Rev Neutral 1/1/15			+ 0% @ 1/1/14			+ 3% @ 1/1/13			+ 0% @ 1/1/12	
	Jul-15	YTD		Jul-14	YTD		Jul-13	YTD		Jul-12	YTD
Revenue (transportation) M/YTD	\$ 2,960,243	2,960,243	-2%	3,024,434	3,024,434	-1%	3,046,277	3,046,277	-3%	3,152,810	3,152,810
Assignments M / YTD	632	632	-5%	663	663	-7%	715	715	-2%	728	728
Revenue per assignment - M/YTD	\$ 4,684	4,684	3%	4,562	4,562	7%	4,261	4,261	-2%	4,331	4,331
Vessel Moves	621	621	-5%	655	655	-7%	707	707	-2%	722	722
Revenue per vessel move - M/YTD	\$ 4,767	4,767	4%	4,596	4,596	7%	4,303	4,303	-1%	4,367	4,367
Tonnage Revenue - M/YTD	\$ 1,793,733	1,793,733	-5%	1,894,514	1,894,514	-1%	1,905,487	1,905,487	-5%	2,001,464	2,001,464
Tonnage Revenue per move	\$ 2,888	2,888	9%	2,659	2,659	-1%	2,695	2,695	-3%	2,772	2,772

AUGUST 2015 - 2012	Aug-15			Aug-14			Aug-13			Aug-12	
	YTD			YTD			YTD			YTD	
Revenue (transportation) M/YTD	\$ 3,291,439	6,251,682	0%	3,219,532	6,243,966	1%	3,112,078	6,158,355	-3%	3,193,924	6,346,734
Assignments M / YTD	693	1,325	-2%	685	1,348	-5%	705	1,420	-2%	721	1,449
Revenue per assignment - M/YTD	\$ 4,750	9,434	2%	4,700	9,262	7%	4,414	8,675	-1%	4,430	8,761
Vessel Moves	684	1,305	-2%	677	1,332	-5%	695	1,402	-2%	714	1,436
Revenue per vessel move - M/YTD	\$ 4,812	4,791	2%	4,756	4,688	7%	4,478	4,393	-1%	4,473	4,420
Tonnage Revenue - M/YTD	\$ 2,008,944	3,802,677	-4%	2,071,239	3,965,753	3%	1,960,258	3,865,745	-4%	2,023,240	4,024,704
Tonnage Revenue per move	\$ 2,937	2,914	-2%	3,059	2,977	8%	2,821	2,757	-2%	2,834	2,803

SEPTEMBER 2015 - 2012	Sep-15			Sep-14			Sep-13			Sep-12	
	YTD			YTD			YTD			YTD	
Revenue (transportation) M/YTD	\$ 2,756,533	9,008,215	1%	2,655,500	8,899,466	-1%	2,858,511	9,016,866	-2%	2,866,720	9,213,455
Assignments M / YTD	601	1,926	-1%	597	1,945	-6%	657	2,077	-2%	661	2,110
Revenue per assignment - M/YTD	\$ 4,587	4,677	2%	4,448	4,576	5%	4,351	4,341	-1%	4,337	4,367
Vessel Moves	590	1,895	-2%	592	1,924	-6%	649	2,051	-2%	653	2,089
Revenue per vessel move - M/YTD	\$ 4,672	4,754	3%	4,486	4,626	5%	4,404	4,396	0%	4,390	4,410
Tonnage Revenue - M/YTD	\$ 1,655,487	5,458,164	-2%	1,628,467	5,594,220	0%	1,742,072	5,607,817	-4%	1,789,210	5,813,915
Tonnage Revenue per move	\$ 2,806	2,880	-1%	2,751	2,908	6%	2,684	2,734	-2%	2,740	2,783

OCTOBER 2015 - 2012	Oct-15			Oct-14			Oct-13			Oct-12	
	YTD			YTD			YTD			YTD	
Revenue (transportation) M/YTD	\$ 2,659,033	11,667,247	3%	2,430,062	11,329,528	-1%	2,481,926	11,498,791	25%	2,411,757	9,213,455
Assignments M / YTD	666	2,592	0%	639	2,584	-6%	682	2,759	31%	629	2,110
Revenue per assignment - M/YTD	\$ 3,993	4,501	3%	3,803	4,384	5%	3,639	4,168	-5%	3,834	4,367
Vessel Moves	653	2,548	0%	627	2,551	-6%	669	2,720	30%	616	2,089
Revenue per vessel move - M/YTD	\$ 4,072	4,579	3%	3,876	4,441	5%	3,710	4,227	-4%	3,915	4,410
Tonnage Revenue - M/YTD	\$ 1,450,149	6,908,312	-1%	1,366,727	6,960,947	0%	1,346,376	6,954,192	20%	1,406,275	5,813,915
Tonnage Revenue per move	\$ 2,221	2,711	-1%	2,180	2,729	7%	2,013	2,557	-8%	2,283	2,783

11,667,247 29,887,387 11,329,528 29,497,394 11,498,791 29,720,289 11,625,212 27,926,454

2015				Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average Assign 145/12=12.1	<i>Italicized average =</i> ↙↘↙ over TAL	under (over) TAL
Pilot Code	Actual Trips	PSP Earned	Revenue Report Detail	Watch	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign			
3	ANA	Anacker, D.S.	Lic 3/27/12	A	12	10	11	14	16	11	13	11	11	13		122	12.2	(1)
3	ANT	Anthony, Michael	Lic 7/24/12	B	2	14	16	15	20	5	9	19	12	11		123	12.3	(2)
5	ARN	Arnold, J. E.		B	9	12	2	14	16	18	9	16	18	15		129	12.9	(8)
5	BLA	Blake, M.E.		B	13	14	8	13	14	23	16	9	13	4		127	12.7	(6)
4	BOU	Bouma, Blair	Lic 7/28/11	A	5	11	16	14	16	6	13	7	12	12		112	11.2	9
2	BRO	Brouillard, Dan	Lic 7/31/13	B	12	12	15	13	12	13	12	16	13	13		131	13.1	(10)
5	BRU	Brusco, David	Lic 3/11/10	A	10	14	4	15	21	14	8	7	7	16		116	11.6	5
5	BUJ	Bujacich, J.P.		A	15	12	19	9	18	18	13	23	15	23		165	16.5	(44)
5	CAI	Carlson, I.J.		B	12	8	12	15	10	19	15	8	14	15		128	12.8	(7)
2	CAW	Carley, W. Bud	Lic 1/10/13	A	12	19	14	14	12	13	12	10	12	11		129	12.9	(8)
0	CAJ	Carstensen, J	Lic. 9/30/15											13		13	13.0	(1)
5	COE	Coe, F.A.		A	15	3	11	12	13	17	16	7	11	11		116	11.6	5
1	COL	Coleman, S	Lic. 8/27/14		4	7	12	10	13	2	11	16	13	16		104	10.4	17
1	COR	Coryell, T.D.	Lic. 12/13/13		12	12	5	15	17	13	13	6	10	14		117	11.7	4
5	EME	Emerson, L. P.		A	17	14	17	15	6	17	16	13	19	8		142	14.2	(21)
2	ENF	Engstrom, F. E.	Lic 11/15/12	B	15	14	8	13	19	16	11	16	11	14		137	13.7	(16)
5	ENV	Engstrom, V.		B	17	14	11	12	16	15	13	11	12	15		136	13.6	(15)
0	GAL	Galvin, Jamie	Lic 11/11/14		12	5	13	11	19	20	10	10	10	12		122	12.2	(1)
5	GIE	Giese, P. A.		A	12	3	15	15	17	14	3	17	14	21		131	13.1	PSP Director (10)
5	GRD	Grobschmit, D.W.		A	2	0	0	0	0	0	0	0	0	0		2	2.0	PSP President x
5	HAI	Hannuksela, J		B	13	10	12	16	18	22	15	9	14	15		144	14.4	(23)
5	HAR	Harris, J. B.		B	12	16	12	10	18	18	17	17	9	14		143	14.3	(22)
5	HEN	Henshaw, B. F.		B	14	12	19	15	7	16	19	21	14	5		142	14.2	(21)
5	HUR	Hurt, G. D.		B	6	5	15	13	22	6	17	18	3	17		122	12.2	(1)
0	JEN	Jensen, Brian	Lic. 12/22/14		15	10	14	6	9	16	6	13	10	6		105	10.5	16
5	JUS	Justice, V. K.		A	11	12	13	10	16	17	16	10	13	12		130	13.0	(9)
5	KAL	Kalvoy, J.E.		B	7	16	11	12	17	17	13	15	16	12		136	13.6	(15)
3	KEA	Kearns, J.	Lic. 1/12/12	A	14	10	13	12	12	15	16	11	12	10		125	12.5	(4)
5	KEP	Kelly, P.S.		A	9	9	6	17	15	16	6	5	22	15		120	12.0	PSP Director 1
5	KLA	Klapperich, E.C.		A	10	8	11	7	14	16	14	12	10	9		111	11.1	PSP Sec/Treas 10
1	LIC	Lichty, E.C.	Lic. 5/1/14		10	10	13	6	16	20	12	19	3	14		123	12.3	(2)
0	LOB	Lowe, Brad	Lic. 9/23/15											14		17	14.0	(2)
2	LOW	Lowery, W.W.	Lic. 2/11/13	A	14	10	14	8	20	19	20	17	7	15		144	14.4	(23)
5	MAR	Marmol, E.		B	13	9	14	6	16	18	14	17	6	8		121	12.1	BPC/TEC Apr13 0
5	MAY	Mayer, D. W.		B	10	8	9	8	7	14	14	14	11	10		105	10.5	BPC/TEC/Exam 16
5	MIB	Michelson, B. L.		B	3	0	Retired 2/19									3	1.5	Retired x
5	MOR	Mork, S. E.		A	7	12	13	9	11	16	9	12	2	0		91	9.1	30
5	MOT	Moreno, S.		B	13	12	12	13	12	12	15	12	9	15		125	12.5	(4)
5	NEW	Newman, A. J.		A	7	12	12	15	12	20	14	12	9	14		127	12.7	(6)
5	SAN	Sanders, D. A.		A	9	10	14	7	21	8	11	18	11	16		125	12.5	(4)
5	SCO	Scoggins, J		A	10	9	12	12	17	16	14	15	14	15		134	13.4	(13)
5	SCR	Scragg, J.	Lic. 7/8/10	B	11	11	8	12	13	12	14	5	15	21		122	12.2	PSP Director (1)
5	SEM	Semler, J. R.		A	13	5	15	11	19	20	6	13	20	18		140	14.0	(19)
5	SES	Semler, S.		A	11	7	14	16	26	21	4	22	19	17		157	15.7	(36)
5	SEY	Seymour, L.		B	16	10	18	17	10	17	14	16	17	6		141	14.1	(20)
5	SHA	Shaffer, D. L.		B	15	5	16	15	24	23	4	12	15	18		147	14.7	(26)
5	SHJ	Shaffer, J. A.		B	13	8	12	16	16	17	12	21	19	16		150	15.0	(29)
5	SHU	Shuler, M.		B	16	14	14	16	11	20	13	16	16	8		144	14.4	(23)
5	SLI	Sliker, W.J.		A	13	9	15	14	13	18	13	15	16	15		141	14.1	(20)
5	SOR	Soriano, D. B.		A	14	7	12	10	13	15	14	17	13	10		125	12.5	(4)
5	THG	Thoreson, George		A	17	12	21	8	17	15	13	16	8	16		143	14.3	PSP Director (22)
5	VON	vonBrandenfels, E. M.		A	9	7	11	1	7	14	11	9	10	11		90	9.0	PSP V.P./Director 31
5	WAJ	Ward, John K.		B	0	0	0	0	0	0	0	Retired 8/1				0	0.0	x
5	WAR	Ward, Jonathan E		A	0	1	9	15	15	14	9	9	0	Retired 9/22		72	8.0	Pres Jan only 25
5	WIG	Wildes, G. R.		B	11	12	15	12	19	21	13	20	8	17		148	14.8	(27)
5	WOO	Wood, M.		B	3	11	11	16	16	8	17	13	0	Retired 9/29		95	10.6	14

2015		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Average Assgn 145/12=12.1	
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign
	Total Assignments/ Month	577	517	639	620	774	791	632	693	601	666	0	0	6510	avg 651
	Number of licensed PS pilots	54	54	53	53	53	53	53	52	52	52	0	0		
	Pilots on rotation	52	52	51	51	51	51	51	51	51	51				
	Average Assgn/pilot on rotation	11.10	9.94	12.53	12.16	15.18	15.51	12.39	13.59	11.78	13.06				Target TAL: 12.1
	PSP LOA Report (MOVES)	566	501	623	598	760	771	621	684	590	653			6367	636.7
	Average Moves/pilot on rotation	10.88	9.63	12.22	11.73	15.20	15.12	12.18	13.41	11.57	12.80				
	Cancellations	11	16	16	22	14	20	11	9	11	13	0	0	143	avg 14.3
	# of Pilots with < 6 jobs(+1=Pres)	7+1	9+1	4+1	2+1	1+1	3+1	4+1	2+1	5+1	3+1				4 # of Pilots with < 6 jobs
	Pilots w/>5 trips & their avg # of trips	46P; 12.1	44P; 11.1	48P; 13	50P; 12.4	51P; 15.2	49P; 16.0	48P; 12.9	49P; 13.9	47P; 12.8	48P; 13.7				avg # trip
	Training during duty														
	Medical circumstances:	1	1	1	1	1	1	1	0	0					
2014	PSP Assignments from Earned Revenue Report	639	583	623	630	671	690	663	685	597	639	592	604	7616	
	PSP LOA Report	631	572	617	621	665	682	658	677	592	627	581	592	7515	
	Cancellations	8	11	6	9	6	8	5	8	5	12	11	12	101	
2013	PSP Assignments from Earned Revenue Report	662	579	621	559	662	679	715	705	657	682	645	653	7819	
	PSP LOA Report	646	568	608	557	652	674	708	696	649	669	634	641	7702	
	Cancellations	16	11	13	2	10	5	7	9	8	13	11	11	116	
2012	PSP Assignments from Earned Revenue Report	630	571	596	605	656	747	728	721	661	629	600	625	7769	
	PSP LOA Report	619	559	578	590	646	735	722	716	653	616	593	610	7637	
	Cancellations	11	12	18	15	10	12	6	5	8	13	7	15	132	
2011	Assignments 2012 to 2011 Average change to date		1.8%	0.1%	1.9%	0.7%	2.6%	2.7%	1.1%	3.0%	2.6%	3.8%	3.3%		
	2012 to 2011 Per month change	3.1%	0.5%	-3.2%	7.3%	-1.9%	8.4%	-2.8%	0.7%	5.6%	6.8%	2.0%	-1.4%	2.0%	
	PSP Assignments from Earned Revenue Report	611	568	616	564	669	689	749	716	626	589	588	634	7619	
2010	Assignments 2011 to 2010 Average change to date		1.5%	1.1%	0.1%	0.2%	1.0%	2.6%	3.2%	3.1%	2.8%	2.5%	3.8%		
	2011 to 2010 Per month change	7.2%	-4.2%	0.3%	-3.1%	0.6%	5.4%	12.0%	7.3%	2.3%	0.0%	-0.7%	18.3%		
	PSP Assignments from Earned Revenue Report	570	593	614	582	665	654	669	667	612	589	592	536		
2009	Assignments 2010 to 2009 Average change to date		-4.0%	-5.1%	-4.3%	-3.9%	-3.8%	-4.0%	-4.1%	-4.1%	-4.8%	-4.5%	-4.1%		
	2010 to 2009 Per month change	-14.5%	6.5%	-7.1%	-2.2%	-2.1%	-3.4%	-4.8%	-5.0%	-4.1%	-11.0%	-1.7%	0.0%		
	PSP Assignments from Earned Revenue Report	667	557	661	595	679	677	703	702	638	662	602	536	7679	

		2015												
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
2015 Grays Hbr	D'Angelo			28	10	10		4		8	11	0	0	
	White			2	2	2		3		2	3	0	0	
		20	25	30	12	12	26	7	16	10	14			172
		-28.6%	-3.8%	0.0%	-68.4%	33.3%	23.8%	-58.8%	0.0%	-44.4%	-17.6%			-21.8%
2014 Grays Hbr	Cooke	23	0	26	2	9	0	10	16	0	10	0	26	122
	D'Angelo	5	26	4	36	0	21	7	0	18	7	30	1	155
		28	26	30	38	9	21	17	16	18	17	30	27	277
		27.3%	30.0%	11.1%	280.0%	-59.1%	31.3%	88.9%	-20.0%	12.5%	-39.3%	50.0%	-25.0%	12.6%
2013 Grays Hbr	Cooke	2	4	2	10	1	16	9	0	12	0	20	0	76
	D'Angelo	20	16	25	0	21	0	0	20	4	28	0	36	170
	GH Actual Assignments	22	20	27	10	22	16	9	20	16	28	20	36	246
		144.4%	-9.1%	107.7%	-37.5%	69.2%	33.3%	-43.8%	81.8%	14.3%	75.0%	-23.1%	300.0%	39.0%
2012 Grays Hbr	Cooke	8	0	13	0	10	0	1	10	8	16	0	9	75
	D'Angelo	1	22	0	16	3	12	15	1	6	0	26	0	102
	GH Actual Assignments	9	22	13	16	13	12	16	11	14	16	26	9	177
		-30.8%	100.0%	-27.8%	33.3%	44.4%	9.1%	0.0%	-15.4%	27.3%	-20.0%	160.0%	-18.2%	14.2%
2011 Grays Hbr	Cooke	0	10	1	12	0	11	9	0	11	1	10	1	66
	D'Angelo	13	1	17	0	9	0	7	13	0	19	0	10	89
	GH Actual Assignments	13	11	18	12	9	11	16	13	11	20	10	11	155

	Avg Rev per	Avg Rev per	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge		"Stipend"	"Stipend"	"Training"	"Training"	Legal		
	MOVE	MOVE	ASSIGN	ASSIGN	minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only		(\$5) only	
	YTD	this Month	YTD	this Month	Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected	Earned	Billed		Collected	Expenses
2015																		
January		\$ 3,891		\$ 3,817	2,202,588	78,813	2,281,401	566	577	30,150	43,110	20,100	28,740	24,420	10,050	14,370	1,146	
February	\$ 3,962	\$ 4,042	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	501	517	38,160	30,975	25,440	20,650	34,908	12,720	10,325	1,221	
March	\$ 3,901	\$ 3,796	\$ 4,223	\$ 3,701	2,365,096	84,102	2,449,197	623	639	48,795	49,560	32,530	33,040	33,180	16,265	16,520	1,015	
April	\$ 3,822	\$ 3,600	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	598	620	55,800	42,690	37,200	28,460	37,320	18,600	14,230	3,209	
May	\$ 3,840	\$ 3,894	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	760	774	56,355	53,250	37,570	35,500	37,000	18,785	17,750	2,299	
June	\$ 3,906	\$ 4,165	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	771	791	65,475	63,240	43,650	42,160	34,920	21,825	21,080	2,442	
July	\$ 4,026	\$ 4,767	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	621	632	56,610	64,050	37,740	42,700	41,667	18,870	21,350	137,885	
August	\$ 4,131	\$ 4,812	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	684	693	58,950	59,085	39,300	39,390	38,440	19,650	19,695	5,299	
September	\$ 4,672	\$ 4,672	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	590	601	50,910	52,905	33,940	35,270	39,534	16,970	17,635	6,552	
October	\$ 4,175	\$ 4,072	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	653	666	49,665	47,565	33,110	31,710	30,800	16,555	15,855		
										510,870	506,430	340,580	337,620	352,189	170,290	168,810	161,069	
ytd					\$ 26,583,149	\$ 909,038	\$ 27,492,187	6367	6510									
Δ	(95)	\$ 196	(135)	\$ 190	(500,873)	(5,886)	(506,759)	25	90									
2014																		
January	4,048	4,048		3,998	2,554,575	98,762	2,653,337	631	639	57,510	68,400	38,340	45,600	38,400	19,170	22,800	5,510	
February	4,003	3,954	3,941	3,879	2,261,575	82,889	2,344,464	572	583	45,660	50,730	30,440	33,820	30,667	15,220	16,910	2,837	
March	3,967	3,896	3,913	3,859	2,403,969	90,895	2,494,864	617	623	74,760	57,915	49,840	38,610	48,000	24,920	19,305	9,740	
April	3,967	3,968	3,913	3,911	2,464,091	85,345	2,549,436	621	630	75,600	70,080	50,400	46,720	48,000	25,200	23,360	20,889	
May	4,096	4,566	4,043	4,525	3,036,561	85,787	3,122,348	665	671	60,390	72,915	40,260	48,610	36,000	20,130	24,305	1,891	
June	4,159	4,448	4,107	4,397	3,033,723	95,193	3,128,916	682	690	48,120	59,850	32,080	39,900	26,854	16,040	19,950	76,692	
July	4,224	4,596	4,174	4,562	3,024,434	88,977	3,113,411	658	663	78,270	50,040	52,180	33,360	47,400	26,090	16,680	4,652	
August	4,294	4,756	4,244	4,700	3,219,531	97,072	3,316,603	677	685	77,400	76,410	51,600	50,940	46,652	25,800	25,470	78,621	
September	4,314	4,486	4,265	4,448	2,655,500	91,878	2,747,378	592	597	50,700	71,715	33,800	47,810	33,660	16,900	23,905	2,257	
October	4,271	3,876	4,219	3,803	2,430,062	98,126	2,528,188	627	639	66,990	61,635	44,660	41,090	42,240	22,330	20,545	2,239	
2013																		
January	3,860	3,860		3,767	2,493,701	96,600	2,590,301	646	662	22,980	39,420	15,320	26,280	14,120	7,660	13,140	10,724	
February	3,891	3,926	3,806	3,851	2,229,846	82,426	2,312,272	568	579	12,840	14,955	8,560	9,970	10,333	4,280	4,985	8,178	
March	3,861	3,801	3,778	3,721	2,311,037	95,730	2,406,767	608	621	14,370	15,270	9,580	10,180	9,667	4,790	5,090	5,882	
April	3,887	3,973	3,820	3,958	2,212,733	74,842	2,287,575	557	559	12,585	13,260	8,390	8,840	12,000	4,195	4,420	3,461	
May	3,982	4,326	3,914	4,261	2,820,632	95,699	2,916,331	652	662	19,860	15,255	13,240	10,170	18,000	6,620	5,085	5,170	
June	4,075	4,494	4,013	4,461	3,028,751	90,527	3,119,278	674	679	47,745	21,390	31,830	14,260	34,800	15,915	7,130	11,335	
July	4,111	4,303	4,052	4,261	3,046,277	100,482	3,146,759	708	715	53,280	58,380	35,520	38,920	36,000	17,760	19,460	30,569	
August	4,160	4,471	4,102	4,414	3,112,078	93,144	3,205,222	696	705	42,300	49,125	28,200	32,750	36,000	14,100	16,375	5,256	
September	4,188	4,404	4,130	4,351	2,858,510	99,071	2,957,581	649	657	39,420	36,240	26,280	24,160	36,000	13,140	12,080	1,276	
October	4,138	3,710	4,078	3,639	2,481,925	105,812	2,587,737	669	682	61,200	49,575	40,800	33,050	36,000	20,400	16,525	3,052	

	Avg Rev per MOVE YTD	Avg Rev per MOVE this Month	Avg Rev per ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff	Ships	Assignmts	Total Surcharge		"Stipend"	"Stipend"		"Training"	"Training"		
					minus		(Revenue)	Moved	Earned Rev	@ \$15	@ \$15	(\$10) only	(\$10) only	Stipends	(\$5) only	(\$5) only	Legal	
					Transportation		\$\$ Billed	LOA Rpts	Detail	Billed	Collected	Billed	Collected	Earned	Billed	Collected	Expenses	
2012																		
January	3,835	3,835		3,768	2,373,948	84,747	\$ 2,458,695	619	630	41,790	47,970	27,860	31,980	26,200	13,930	15,990	6,356	
February	3,818	3,800	3,745	3,720	2,123,989	74,181	\$ 2,198,169	559	571	34,260	37,215	22,840	24,810	23,172	11,420	12,405	9,889	
March	3,736	3,567	3,650	3,459	2,061,646	61,203	\$ 2,122,849	578	596	26,775	32,775	17,850	21,850	18,028	8,925	10,925	6,963	
April	3,686	3,537	3,600	3,449	2,086,614	72,077	\$ 2,158,691	590	605	33,585	30,630	22,390	20,420	21,000	11,195	10,210	4,692	
May	3,758	4,020	3,677	3,959	2,596,933	73,040	\$ 2,669,973	646	656	35,145	33,120	23,430	22,080	21,484	11,715	11,040	6,785	
June	3,876	4,359	3,797	4,289	3,203,941	82,969	\$ 3,286,910	735	747	33,525	34,020	22,350	22,680	18,000	11,175	11,340	2,646	
July	3,956	4,367	3,883	4,331	3,152,810	92,215	\$ 3,245,025	722	728	32,760	34,980	21,840	23,320	18,000	10,920	11,660	2,132	
August	4,026	4,461	3,958	4,430	3,193,924	95,707	\$ 3,289,631	716	721	38,805	35,235	25,870	23,490	21,677	12,935	11,745	1,348	
September	4,067	4,390	4,000	4,337	2,866,720	88,417	\$ 2,955,138	653	661	45,720	37,245	30,480	24,830	21,780	15,240	12,415	7,131	
October	4,052	3,915	3,984	3,834	2,411,757	86,619	\$ 2,498,377	616	629	39,015	45,810	26,010	30,540	24,000	13,005	15,270	3,343	
2011																		
January	3,675	3,675		3,603	2,201,209	84,984	\$ 2,286,193	599	611	18,330	14,350	12,220	12,700	12,000	6,110	1,650	4,538	
February	3,665	3,655	3,597	3,590	2,039,383	70,705	\$ 2,110,088	558	568	23,730	18,020	15,820	12,060	16,333	7,910	5,960	3,096	
March	3,806	3,806	3,639	3,720	2,291,252	83,007	\$ 2,374,258	602	616	36,960	30,065	24,640	20,050	24,000	12,320	10,015	2,639	
April	3,649	3,649	3,629	3,597	2,028,647	66,421	\$ 2,095,068	556	564	33,840	33,450	22,560	22,300	24,000	11,280	11,150	303	
May	4,126	4,126	3,721	4,046	2,706,741	77,665	\$ 2,784,406	656	669	40,080	40,200	26,720	26,800	24,000	13,360	13,400	10,312	
June	4,223	4,223	3,803	4,161	2,867,271	87,580	\$ 2,954,851	679	689	34,020	36,855	22,680	24,570	18,000	11,340	12,285	2,314	
July	4,251	4,251	3,871	4,211	3,154,305	90,594	\$ 3,244,898	742	749	33,030	29,835	22,020	19,890	11,600	11,010	9,945	828	
August	4,333	4,333	3,925	4,260	3,050,470	89,571	\$ 3,140,042	704	716	21,480	34,320	14,320	22,880	6,000	7,160	11,440	4,635	
September	4,321	4,321	3,962	4,265	2,670,201	80,758	\$ 2,750,959	618	626	14,970	18,765	9,980	12,510	9,000	4,990	6,255	3,190	
October	3,826	3,826	3,944	3,767	2,219,044	76,476	\$ 2,295,521	580	589	26,460	18,765	17,640	12,510	16,020	8,820	6,255	1,107	
2010																		
					Billed	(Transpt'n)	Total Tariff	Ships	Assignmts			"Stipend"	"Stipend"		"Training"	"Training"	All	
					minus		(Revenue)	Moved	Earned Rev			(\$10) only	(\$10) only	Stipends	(\$5) only	(\$5) only	Legal	
					Transportation		\$\$ Billed	LOA-2	Detail			Billed	Collected	Earned	Billed	collected	Expenses	
	\$ 3,867.61		\$ 3,828.08		\$ 28,086,612	901,140	\$ 28,987,752	7,262	7,337			\$283,480	\$291,430	\$253,733	\$0	\$0	\$195,804	
2009																		
					Billed	(Transpt'n)	Total Tariff	Ships	Assignmts			"Stipend"	"Stipend"				All	
					minus		(Revenue)	Moved	Earned Rev			(\$10) only	(\$10) only	Stipends			Legal	
					Transportation		\$\$ Billed	LOA-2	Detail			Billed	Collected	Earned			Expenses	
	\$ 3,769.86		\$ 3,715.37		\$ 28,530,324	911,618	\$ 29,441,942	7,568	7,679			\$320,110	\$314,040	\$299,200			\$40,131	

2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100 mi	101+ mi	Bulk	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5	6												
Jan		566	88	93	51	189	144	1	102	35	219		23		4	1		18	164	
Feb	1,067	501	67	88	40	154	144	4	70	43	209		5		5	1		21	145	2
Mar	1,690	623	139	85	50	168	179	0	120	45	234		14	1	38			23	148	
Apr	2,288	598	127	60	59	174	178	0	78	43	224		16	1	37			24	175	
May	3,048	760	178	92	50	238	197	5	76	54	232		23	1	103	62	2	20	187	
June	3,819	771	152	108	65	249	197	0	70	67	232		6	3	71	86	2	21	213	
July	4,440	621	95	70	56	231	169	0	39	50	225		19	4	6	86		19	173	
Aug	5,124	684	117	72	59	247	189	0	68	47	241		2		11	90		19	206	
Sept	5,714	590	87	77	52	208	166	0	46	37	218		25		3	63		24	174	
Oct	6,367	653	124	93	64	182	190		123	40	230		12		26		3	23	196	
		6367	1174	838	546	2040	1753	10	792	461	2264	0	145	10	304	389	7	212	1781	2
2014/2015 ytd Δ			178	-53	-7	-17	-93	10	-44	33	-101	-5	-4	0	262	20	-5	-11	-121	0

2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100 mi	101+ mi	Bulk	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5	6												
Jan		631	113	96	56	168	198	0	93	51	252	1	15		2	1		21	195	
Feb	1,203	572	94	99	52	155	172	0	113	39	212		5	2	1	1		20	177	2
Mar	1,820	617	106	99	47	178	187	0	92	47	239		16		2			23	198	
Apr	2,441	621	109	83	48	194	187	0	112	48	242		16		2			22	179	
May	3,106	665	93	94	48	247	183	0	67	43	257	1	18	2	8	61		23	185	
June	3,788	682	99	82	61	260	180	0	73	46	227	1	24		2	85	2	20	202	
July	4,446	658	93	81	52	253	179	0	79	41	240		10	3	1	82		25	177	
Aug	5,124	678	101	90	65	234	188	0	66	41	236		19	3	8	85		19	201	
Sept	5,716	592	73	82	64	203	170	0	48	29	218		10		8	54	1	27	197	
Oct	6,343	627	115	85	60	165	202	0	93	43	242	2	16		8		9	23	191	
Nov	6,924	581	117	88	50	174	152		126	44	206		6		1		4	18	176	
Dec	7,516	592	112	93	64	173	150	0	90	52	231		20	2	3			21	173	
		7516	1225	1072	667	2404	2148	0	1052	524	2802	5	175	12	46	369	16	262	2251	2
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	(2)	133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2

2013	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100 mi	101+ mi	Bulk	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5	6												
Jan		646	101	104	58	192	191	0	95	40	257		5	2	4	1		17	225	
Feb	1,214	568	81	88	49	172	178		82	43	229		15	1		5		19	174	
Mar	1,822	608	95	101	49	175	185	2	91	42	228		14		4			26	203	
Apr	2,379	557	71	91	35	186	174		52	47	241		13	3	12			22	167	
May cruise	3,031	652	93	94	48	239	178		64	42	245		21		7	59		23	191	
June ship	3,705	674	84	81	56	286	167		62	44	246		8	1	9	89	2	21	192	
July season	12,521	708	103	117	46	271	171	0	51	43	244		14	1	23	80		22	230	
August in	5,109	696	89	88	58	278	183	0	64	42	247		21	1	11	84		26	200	
Sept blue	5,758	649	78	92	59	237	183		48	46	239		28	2	5	59	4	18	200	
October	6,427	669	115	92	62	201	199		111	45	245		7		14		5	24	218	
November	7,061	634	106	92	60	182	194		104	50	245		11		2			21	201	
December	7,702	641	130	86	62	187	176		95	48	227	1	16	1	26			21	206	
		7702	1146	1126	642	2606	2179	2	919	532	2893	1	173	12	117	377	11	260	2407	0
2012/2013 ytd Δ	65		4	111	47	(211)	132	(19)	(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)

Year	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
2012		7637	1142	1015	595	2817	2047	21	1020	544	2817	0	138	16	162	410	15	248	2264	3
2011/2012 ytd Δ	147		101	(7)	41	(181)	211	(18)	(212)	133	135	(14)	(23)	4	89	15	(4)	(29)	50	3
2011		7490	1041	1022	554	2998	1836	39	1232	411	2682	14	161	12	73	395	19	277	2214	0
2010/2011 ytd Δ	228		46	169	87	(60)	(13)	(1)	20	12	82	14	27	(17)	(4)	(59)	9	(18)	173	(11)
2010		7262	995	853	467	3058	1849	40	1212	399	2600	0	134	29	77	454	10	295	2041	11
2009/2010 ytd Δ	(306)		(12)	(104)	(140)	128	(186)	8	178	50	(170)	0	(6)	6	(33)	13	(1)	(6)	(348)	11
2009	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		7568	1007	957	607	2930	2035	32	1034	349	2770	0	140	23	110	441	11	301	2389	0
2008/2009 ytd Δ	(470)		(190)	(2)	89	(84)	(279)	(4)	(171)	(26)	(253)	(5)	(71)	(3)	8	29	3	(3)	24	(2)
2008	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		8038	1197	959	518	3014	2314	36	1205	375	3023	5	211	26	102	412	8	304	2365	2
2007/2008 ytd Δ	-139		(44)	(66)	(21)	(66)	66	(8)	(4)	(61)	153	0	(36)	(12)	(7)	32	(5)	16	(217)	2
2007	Moves	Total	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		8177	1241	1025	539	3080	2248	44	1209	436	2870	5	247	38	109	380	13	288	2582	0
2006/2007 ytd Δ		-19	(149)	120	36	(40)	24	(10)	(32)	(120)	(270)	0	59	(5)	17	(9)	2	(28)	376	(9)
2006	Moves	Total	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Car Carrier	Container	OBO	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
		8196	1390	905	503	3120	2224	54	1241	556	3140	5	188	43	92	389	11	316	2206	9

JUNE 2015								
YTD			IntraHbr					
	Totals	LOA	1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
307	73	Up to 500	36	10	6	21	0	
477	108	500-599	23	25	12	35	13	
931	184	600-699	25	33	32	31	63	
507	93	700-799	11	13	6	28	35	
413	60	800-899	11	5	7	13	24	
811	166	900-999	18	13	2	88	45	
367	87	1000--	28	9		33	17	
YTD totals	771		152	108	65	249	197	0
	3813		751	526	315	1172	1039	10

MAY 2015								
YTD			IntraHbr					
	Totals	LOA	1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
234	117	Up to 500	69	14	3	31	0	0
369	91	500-599	27	15	3	28	16	2
747	177	600-699	22	38	32	33	49	3
414	73	700-799	8	9	1	19	36	0
353	77	800-899	8	8	8	19	34	0
645	154	900-999	22	4	3	80	45	0
280	71	1000--	22	4	0	28	17	0
YTD totals	760		178	92	50	238	197	5
	3042		599	418	250	923	842	10

APRIL 2015								
YTD			IntraHbr					
	Totals	LOA	1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
117	39	Up to 500	20	6	3	10		
278	99	500-599	29	15	14	30	11	
570	157	600-699	19	26	31	34	47	
341	75	700-799	10	4	4	19	38	
276	69	800-899	9	7	7	20	26	
491	107	900-999	20	2		47	38	
209	52	1000--	20			14	18	
YTD totals	598		127	60	59	174	178	0
	2282		421	326	200	685	645	5

JUNE 2014								
YTD			IntraHbr					
	Totals	LOA	1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
79	25	Up to 500	5	3	2	14	1	
422	86	500-599	16	12	13	30	15	
1002	160	600-699	16	32	33	45	34	
476	71	700-799	9	4	2	22	34	
543	83	800-899	8	17	9	20	29	
773	174	900-999	19	7	2	97	49	
493	83	1000--	26	7		32	18	
YTD totals	682		99	82	61	260	180	0
	3788		614	553	312	1202	1107	0

MAY 2014								
YTD			IntraHbr					
	Totals	LOA	1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
54	22	Up to 500	7	5	1	6	3	
336	73	500-599	16	11	12	18	16	
842	149	600-699	13	36	22	58	20	
405	74	700-799	6	5	3	17	43	
460	79	800-899	3	16	7	21	32	
599	177	900-999	18	16	3	95	45	
410	91	1000--	30	5		32	24	
YTD totals	665		93	94	48	247	183	0
	3106		515	471	251	942	927	0

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

JUNE 2013								
YTD			IntraHbr					
	Totals	LOA	1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
116	20	Up to 500	2	3		13	2	
490	87	500-599	18	13	12	34	10	
929	160	600-699	16	33	32	52	27	
438	66	700-799	1	6	4	15	40	
493	80	800-899	6	14	6	23	31	
954	205	900-999	23	12	2	129	39	
284	56	1000--	18			20	18	
YTD totals	674		84	81	56	286	167	0
	3705		525	559	295	1250	1073	2

MAY 2013								
YTD			IntraHbr					
	Totals	LOA	1	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
96	14	Up to 500	6	2	2	4		
403	86	500-599	20	18	14	19	15	
769	165	600-699	20	31	24	57	33	
372	67	700-799	3	2	4	17	41	
413	75	800-899	3	20	3	15	34	
749	196	900-999	24	21	1	111	39	
228	49	1000--	17			16	16	
YTD totals	652		93	94	48	239	178	0
	3031		441	478	239	964	906	2

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

		MARCH 2015							
YTD	Totals	LOA	IntraHbr						
			1	2	3	4	5	6	
	78	51	Up to 500	27	6	8	10	0	0
	179	68	500-599	21	6	10	19	12	0
	413	149	600-699	23	33	20	32	41	0
	266	89	700-799	19	3	3	19	45	0
	207	75	800-899	7	8	5	22	33	0
	384	130	900-999	23	24	4	44	35	0
	157	59	1000--	19	5		22	13	0
		621		139	85	50	168	179	0
YTD totals			1684	294	266	141	511	467	5

		MARCH 2014							
YTD	Totals	LOA	IntraHbr						
			1	2	3	4	5	6	
	25	4	Up to 500	1	1	0	2	0	0
	201	68	500-599	13	15	4	25	11	0
	495	174	600-699	22	37	30	48	37	0
	254	87	700-799	19	7	2	19	40	0
	293	100	800-899	6	21	10	28	35	0
	313	104	900-999	15	15	1	32	41	0
	239	80	1000--	30	3	0	24	23	0
		617		106	99	47	178	187	0
YTD totals			1820	313	294	155	501	557	0

		MARCH 2013							
YTD	Totals	LOA	IntraHbr						
			1	2	3	4	5	6	
	56	22	Up to 500	3	4	3	9	3	
	229	80	500-599	18	11	11	27	13	
	480	164	600-699	23	43	22	47	29	
	247	72	700-799	10	2	3	10	47	
	265	93	800-899	4	24	8	21	34	2
	411	129	900-999	19	17	2	50	41	
	133	47	1000--	18			11	18	
		608		95	101	49	175	185	2
YTD totals			1822	277	293	156	539	554	2

		FEBRUARY 2015							
YTD	Totals	LOA	IntraHbr						
			1	2	3	4	5	6	
	27	10	Up to 500	4		1	5		
	111	49	500-599	10	10	12	12	5	
	264	121	600-699	7	24	15	36	38	1
	177	88	700-799	16	10	4	19	39	
	132	66	800-899	1	15	4	15	31	
	254	124	900-999	20	22	4	52	24	2
	98	39	1000--	9	7		15	7	1
		497		67	88	40	154	144	4
YTD totals			1063	155	181	91	343	288	5

		FEBRUARY 2014							
YTD	Totals	LOA	IntraHbr						
			1	2	3	4	5	6	
	21	12	Up to 500	2	1	3	6		
	133	54	500-599	12	4	9	14	15	
	321	167	600-699	14	51	29	44	29	
	167	79	700-799	17	7	2	15	38	
	193	95	800-899	7	23	9	20	36	
	209	87	900-999	11	9		36	31	
	159	78	1000--	31	4		20	23	
		572		94	99	52	155	172	0
YTD totals			1203	207	195	108	323	370	0

		FEBRUARY 2013							
YTD	Totals	LOA	IntraHbr						
			1	2	3	4	5	6	
	34	21	Up to 500	2	4	3	7	5	
	149	73	500-599	14	17	8	17	17	
	316	143	600-699	9	29	20	52	33	
	175	83	700-799	17	6	7	15	38	
	172	74	800-899	3	20	8	17	26	
	282	133	900-999	20	12	3	55	43	
	86	41	1000--	16			9	16	
		568		81	88	49	172	178	0
YTD totals			1214	182	192	107	364	369	0

		JANUARY 2015							
YTD	Totals	LOA	IntraHbr						
			1	2	3	4	5	6	
	17	Up to 500	3	1	4	9			
	62	500-599	12	15	8	21	6		
	143	600-699	13	22	26	39	43		
	89	700-799	17	8	2	24	38		
	66	800-899	5	16	10	13	22		
	130	900-999	20	22	1	61	26		
	59	1000--	18	9		22	9	1	
		566		88	93	51	189	144	1

		JANUARY 2014							
YTD	Totals	LOA	IntraHbr						
			1	2	3	4	5	6	
	9	Up to 500	4		3	2			
	79	500-599	17	13	15	15	19		
	154	600-699	13	38	27	46	30		
	88	700-799	22	2		19	45		
	98	800-899	7	25	10	23	33		
	122	900-999	17	13	1	46	45		
	81	1000--	33	5		17	26		
		631		113	96	56	168	198	0

		JANUARY 2013							
YTD	Totals	LOA	IntraHbr						
			1	2	3	4	5	6	
	13	Up to 500	2	4	3	4			
	76	500-599	23	9	11	22	11		
	173	600-699	13	42	25	64	29		
	92	700-799	8	13	5	9	57		
	98	800-899	10	26	11	22	29		
	149	900-999	27	10	3	61	48		
	45	1000--	18			10	17		
		646		101	104	58	192	191	0

SUMMARY OF PSP		***TARIFF*** Year Comparatives							
Earned Revenue Rpt	2015 Jul-Dec Rev neutral 1/1		2014 Jul-Dec +0% @ 1/1/14		2013 Jul-Dec + 3% @ 1/1/13		2012 Jul-Dec + 0% @ 1/1/12		2011 Jul-Dec + 0% @ 1/1/11
--Counters & Misc Totals--	+ 2% @ 7/1/15								
Seattle Assigns	1,178	-4.1%	1,229	-4.7%	1,290	5.1%	1,227	-22.6%	1,585
Ship Assigns	3,877	2.6%	3,780	-6.8%	4,057	2.3%	3,964	1.6%	3,902
Pilot Boat Assigns	2,754	0.1%	2,750	-9.2%	3,029	-1.7%	3,082	-1.6%	3,131
Tonnage Surcharge	3,808	2.3%	3,724	-6.8%	3,994	2.3%	3,904	1.9%	3,833
Surcharge Revenue	\$ 9,657,946	2.2%	\$ 9,449,853	-2.9%	\$ 9,729,587	-1.0%	\$ 9,827,752	2.2%	\$ 9,618,944
--Source of Revenue Breakdown--									
LOA/Zone (*)	4,417,008	-5.9%	4,695,742	-6.6%	5,028,508	2.8%	4,892,801	2.7%	4,764,279
Harbor Shift (*)	507,120	5.1%	482,608	6.3%	453,850	7.0%	424,148	29.8%	326,846
Transportation (**)	576,704	5.9%	544,679	-9.4%	600,992	10.6%	543,527	12.1%	484,827
BC Surcharge (***)	204,379	-13.4%	235,984	-16.4%	282,338	55.8%	181,202	8.9%	166,453
Bridge Transit (***)	47,314	-7.3%	51,064	12.6%	45,342	10.3%	41,092	-0.8%	41,417
Waterway (***)	381,083	11.2%	342,551	-4.6%	358,929	16.6%	307,898	40.6%	219,052
Tonnage Surcharge (***)	9,657,946	2.2%	9,449,853	-2.9%	9,729,587	-1.0%	9,827,752	2.2%	9,618,944
Cancellations (***)	38,342	13.4%	33,807	-11.4%	38,142	4.7%	36,425	0.9%	36,097
Compass Adj (***)	2,154	-50.0%	4,308	33.3%	3,231	2.9%	3,141	-35.7%	4,886
Standby (***)	238,946	41.3%	169,130	-17.7%	205,442	-5.9%	218,307	31.2%	166,420
Slow Down (***)	108,248	192.5%	37,008	-17.6%	44,936	-22.3%	57,824	38.2%	41,830
Salmon Bay (***)	0	-100.0%	2,743	85.7%	1,477		0	-100.0%	4,305
Sea Trials (***)	177,112	1590.3%	10,478	-91.4%	121,342	2982.9%	3,936	-82.1%	21,976
Delayed Arr &/or Lk Union (***)	78,310	230.1%	23,724	54.1%	15,396	-45.4%	28,196	-31.9%	41,429
Pilot Boat (***)	958,044	557.3%	145,750	-1.8%	148,421	0.4%	147,888	-1.6%	150,288
Total-Source Section	\$ 17,341,801	6.9%	\$ 16,229,429	-5.0%	\$ 17,077,933	2.2%	\$ 16,714,137	3.9%	\$ 16,089,049
-----Revenue-----									
Mileage (*)	4,924,128	-4.9%	5,178,350	-5.5%	5,482,358	3.1%	5,316,949	4.4%	5,091,125
Trans (**)	576,704	5.9%	544,679	-9.4%	600,992	10.6%	543,527	12.1%	484,827
Special (***)	11,840,968	12.7%	10,506,400	-4.4%	10,994,583	1.3%	10,853,661	3.2%	10,513,097
Total -Revenue Section	17,341,801	6.9%	16,229,429	-5.0%	17,077,933	2.2%	16,714,137	3.9%	16,089,049
Other Stats									
Pilot Boat Charges	958,044	678.5%	123,066	-17.1%	148,421	0.4%	147,888	-1.6%	150,288
Pilot Boat Assignments	2,754	18.6%	2,322	-23.3%	3,029	-1.7%	3,082	-1.6%	3,131
Avg	1,392	2526.4%	53	8.2%	49	2.1%	48	0.0%	48
Tonnage Surcharge Revenue	9,657,946	17.7%	8,204,437	-15.7%	9,729,587	-1.0%	9,827,752	2.2%	9,618,944
Tonnage Surcharge Charge	3,808	21.6%	3,132	-21.6%	3,994	2.3%	3,904	1.9%	3,833
Avg Tonnage Surcharge/Move	2,536	-3.2%	2,620	7.5%	2,436	-3.2%	2,517	0.3%	2,510

SUMMARY OF PSP

CALENDAR Year Comparatives

Earned Revenue Report	2015 YTD		2014 YTD		2013 YTD		2012 YTD		2011 YTD	
	Rev Neutral @ 1/1									
--Counters & Miscellaneous Totals--	+2% @ 7/1		+0% @ 1/1/14		+3% @ 1/1/13		+0% @ 1/1/12		+0% @ 1/1/11	
Seattle Assigns	2,437	3.7%	2,351	-1.2%	2,380	-16.0%	2,835	-7.2%	3,056	
Ship Assigns	7,795	2.4%	7,616	-2.6%	7,819	0.6%	7,769	2.0%	7,619	
Pilot Boat Assigns	5,448	-3.7%	5,658	-4.9%	5,952	-1.6%	6,046	-0.2%	6,057	
Tonnage Surcharge	7,624	1.5%	7,511	-2.4%	7,692	0.8%	7,630	2.0%	7,478	
Surcharge Revenue	\$ 17,727,784	-6.0%	\$ 18,860,635	0.9%	\$ 18,688,318	1.0%	\$ 18,498,134	2.1%	\$ 18,113,129	
--Source of Revenue Breakdown--										
LOA/Zone (*)	8,665,312	-9.0%	9,520,065	-2.6%	9,769,908	3.6%	9,426,079	2.3%	9,218,382	
Harbor Shift (*)	1,001,329	3.3%	969,147	14.5%	846,142	9.4%	773,449	18.7%	651,595	
Transportation (**)	1,119,406	3.3%	1,083,551	-4.7%	1,136,816	14.6%	991,743	3.8%	955,188	
BC Surcharge (***)	375,046	-7.3%	404,544	-20.9%	511,595	57.7%	324,478	-10.5%	362,404	
Bridge Transit (***)	93,690	-3.5%	97,126	6.2%	91,470	15.7%	79,085	6.0%	74,578	
Waterway (***)	720,708	1.2%	711,911	4.6%	680,504	31.3%	518,182	21.1%	427,752	
Tonnage Surcharge (***)	17,727,784	-6.0%	18,860,635	0.9%	18,688,318	1.0%	18,498,134	2.1%	18,113,129	
Cancellations (***)	90,248	42.3%	63,429	-10.7%	71,061	-10.0%	78,998	4.7%	75,428	
Compass Adj (***)	4,667	-38.1%	7,539	5.0%	7,180	14.3%	6,282	-28.0%	8,725	
Standby (***)	603,712	69.5%	356,075	-1.2%	360,286	-17.3%	435,833	29.8%	335,823	
Slow Down (***)	254,564	253.0%	72,107	-10.2%	80,300	-22.3%	103,412	38.0%	74,950	
Salmon Bay (***)	1,477	-65.0%	4,220		1,899		2,665	-53.6%	5,740	
Sea Trials (***)	188,435	548.3%	29,068	-79.0%	138,749	746.0%	16,400	-42.2%	28,372	
= Delayed Arr &/or Lk Union (***)	58,470	34.4%	43,504	25.6%	34,630	-46.3%	64,525	-9.3%	71,111	
Pilot Boat (***)	1,895,556	532.1%	299,874	2.8%	291,599	0.5%	290,160	-0.2%	290,736	
Total-Source Section	\$ 32,800,403	0.9%	\$ 32,522,794	-0.6%	\$ 32,710,456	3.5%	\$ 31,609,425	3.0%	\$ 30,693,913	
-----Revenue-----										
Mileage (*)	9,666,641	-7.8%	10,489,212	-1.2%	10,616,050	4.1%	10,199,528	3.3%	9,869,977	
Trans (**)	1,119,406	3.3%	1,083,551	-4.7%	1,136,816	14.6%	991,743	3.8%	955,188	
Special (***)	22,014,357	5.1%	20,950,032	0.0%	20,957,591	2.6%	20,418,154	2.8%	19,868,748	
Total -Revenue Section	32,800,403	0.9%	32,522,794	-0.6%	32,710,456	3.5%	31,609,425	3.0%	30,693,913	
Other Stats										
Pilot Boat Charges	1,895,556	583.8%	277,190	-4.9%	291,599	0.5%	290,160	-0.2%	290,736	
Pilot Boat Assignments	5,448	4.2%	5,230	-12.1%	5,952	-1.6%	6,046	-0.2%	6,057	
Avg	348		53		49	2.1%	48	0.0%	48	
Tonnage Surcharge Revenue	17,727,784	0.6%	17,615,219	-5.7%	18,688,318	1.0%	18,498,134	2.1%	18,113,129	
Tonnage Surcharge Charged	7,624	10.2%	6,919	-10.0%	7,692	0.8%	7,630	2.0%	7,478	
Avg Tonnage Surcharge/Move	2,325	-8.7%	2,546	4.8%	2,430	0.2%	2,424	0.1%	2,422	

Year	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car											Wood
			1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip
2015		7627	1427	1038	689	2361	2094	12	948	541	2732	0	161	10	428	389	8	253	2155	2
2014/2015 ytd Δ		111	202	-34	22	-43	-54	12	-104	17	-70	-5	-14	-2	382	20	-8	-9	-96	0
2014		7516	1225	1072	667	2404	2148	0	1052	524	2802	5	175	12	46	369	16	262	2251	2
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	(2)	133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2
2013		7702	1146	1126	642	2606	2179	2	919	532	2893	1	173	12	117	377	11	260	2407	0
2012/2013 ytd Δ	65		4	111	47	(211)	132	(19)	(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)
2012		7637	1142	1015	595	2817	2047	21	1020	544	2817	0	138	16	162	410	15	248	2264	3
2011/2012 ytd Δ	147		101	(7)	41	(181)	211	(18)	(212)	133	135	(14)	(23)	4	89	15	(4)	(29)	50	3
2011		7490	1041	1022	554	2998	1836	39	1232	411	2682	14	161	12	73	395	19	277	2214	0
2010/2011 ytd Δ	228		46	169	87	(60)	(13)	(1)	20	12	82	14	27	(17)	(4)	(59)	9	(18)	173	(11)

2015 JUNE			2014 JUNE			2013 JUNE 2013			2012 JUNE 2012			2011 JUNE 2011		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
307	73	Up to 500	79	25	Up to 500	116	20	Up to 500	176	73	Up to 500	155	43	Up to 500
477	108	500-599	422	86	500-599	490	87	500-599	435	48	500-599	564	83	500-599
931	184	600-699	1002	160	600-699	929	160	600-699	865	143	600-699	758	146	600-699
507	93	700-799	476	71	700-799	438	66	700-799	572	98	700-799	542	73	700-799
413	60	800-899	543	83	800-899	493	80	800-899	588	116	800-899	552	94	800-899
811	166	900-999	773	174	900-999	954	205	900-999	920	225	900-999	896	209	900-999
367	87	1000--	493	83	1000--	284	56	1000--	171	32	1000--	183	31	1000--
3813	771		3788	682		3704	674		3727	735		3650	679	

2015 MAY			2014 MAY			2013 MAY 2013			2012 MAY 2012			2011 MAY 2011		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
234	117	Up to 500	54	22	Up to 500	96	14	Up to 500	103	32	Up to 500	112	42	Up to 500
369	91	500-599	336	73	500-599	403	86	500-599	387	72	500-599	481	83	500-599
747	177	600-699	842	149	600-699	769	165	600-699	722	143	600-699	612	120	600-699
414	73	700-799	405	74	700-799	372	67	700-799	474	95	700-799	469	99	700-799
353	77	800-899	460	79	800-899	413	75	800-899	472	90	800-899	458	97	800-899
645	154	900-999	599	177	900-999	749	196	900-999	695	187	900-999	687	184	900-999
280	71	1000--	410	91	1000--	228	49	1000--	139	27	1000--	152	31	1000--
3042	760		3106	665		3030	652		2992	646		2971	656	

2015 APRIL			2014 APRIL			2013 APRIL 2013			2012 APRIL 2012			2011 APRIL 2011		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
117	39	Up to 500	32	7	Up to 500	82	26	Up to 500	71	21	Up to 500	70	18	Up to 500
278	99	500-599	263	62	500-599	317	88	500-599	315	93	500-599	398	93	500-599
570	157	600-699	693	198	600-699	604	124	600-699	579	140	600-699	492	110	600-699
341	75	700-799	331	77	700-799	305	58	700-799	379	99	700-799	370	103	700-799
276	69	800-899	381	88	800-899	338	73	800-899	382	83	800-899	361	79	800-899
491	107	900-999	422	109	900-999	553	142	900-999	508	126	900-999	503	122	900-999
209	52	1000--	319	80	1000--	179	46	1000--	112	28	1000--	121	31	1000--
2282	598		2441	621		2378	557		2346	590		2315	556	

2015 MARCH			2014 MARCH			2013 MARCH 2013			2012 MARCH 2012			2011 MARCH 2011		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
78	51	Up to 500	25	4	Up to 500	56	22	Up to 500	50	27	Up to 500	52	20	Up to 500
179	68	500-599	201	68	500-599	229	80	500-599	222	62	500-599	305	100	500-599
413	149	600-699	495	174	600-699	480	164	600-699	439	155	600-699	382	122	600-699
266	89	700-799	254	87	700-799	247	72	700-799	280	101	700-799	267	105	700-799
207	75	800-899	293	100	800-899	265	93	800-899	299	83	800-899	282	95	800-899
384	130	900-999	313	104	900-999	411	129	900-999	382	121	900-999	381	128	900-999
157	59	1000--	239	80	1000--	133	47	1000--	84	29	1000--	90	32	1000--
1684	621		1820	617		1821	608		1756	578		1759	602	

2015 FEBRUARY			2014 FEBRUARY			2013 FEBRUARY 2013			2012 FEBRUARY 2012			2011 FEBRUARY 2011		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
27	10	Up to 500	21	12	Up to 500	34	21	Up to 500	23	12	Up to 500	32	19	Up to 500
111	49	500-599	133	54	500-599	149	73	500-599	160	79	500-599	205	108	500-599
264	121	600-699	321	167	600-699	316	143	600-699	284	141	600-699	260	115	600-699
177	88	700-799	167	79	700-799	175	83	700-799	179	90	700-799	162	79	700-799
132	66	800-899	193	95	800-899	172	74	800-899	216	99	800-899	187	86	800-899
254	124	900-999	209	87	900-999	282	133	900-999	261	112	900-999	253	121	900-999
98	39	1000--	159	78	1000--	86	41	1000--	55	26	1000--	58	30	1000--
1063	497		1203	572		1214	568		1178	559		1157	558	

2015 JANUARY			2014 JANUARY			2013 JANUARY 2013			2012 JANUARY 2012			2011 JANUARY 2011		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
	17	Up to 500		9	Up to 500		13	Up to 500		11	Up to 500		13	Up to 500
	62	500-599		79	500-599		76	500-599		81	500-599		97	500-599
	143	600-699		154	600-699		173	600-699		143	600-699		145	600-699
	89	700-799		88	700-799		92	700-799		89	700-799		83	700-799
	66	800-899		98	800-899		98	800-899		117	800-899		101	800-899
	130	900-999		122	900-999		149	900-999		149	900-999		132	900-999
	59	1000--		81	1000--		45	1000--		29	1000--		28	1000--
566	566		631	631		646	646		619	619		599	599	

PSP 2016	January		February	
Assignments	605	4.9%	547	5.8%
# of licensed pilots <u>w/o Pres</u>	51		51	
Average Assgn/pilot	11.86		10.73	
# of assignment change	28		30	
Tariff Revenue-Trans	\$2,443,846	10.95%	\$2,269,624	12.09%
RPA-Revenue per Assign	\$4,039	5.82%	\$4,149	5.94%
Moves	589	4.1%	538	7.4%
Gross Tonnage	29,609,106	7.33%	27,830,304	12.80%

PSP 2015	January		February	
Assignments	577	-9.7%	517	-11.3%
# of licensed pilots <u>w/o Pres</u>	53		54	
Average Assgn/pilot	10.89		9.75	
# of assignment change	-62		-66	
Tariff Revenue-Trans	\$2,202,588	-13.78%	\$2,024,841	-10.47%
RPA-Revenue per Assign	\$3,817	-4.51%	\$3,917	0.96%
Moves	566	-10.3%	501	-12.4%
Gross Tonnage	27,588,264	-13.54%	24,671,828	-14.41%

PSP 2014	January		February	
Assignments	639	-3.47%	583	1010.5%
# of licensed pilots <u>w/o Pres</u>	53		54	+1.5 p
Average Assgn/pilot	12.06		11.00	
# of assignment change	-23		530.5	
Tariff Revenue-Trans	\$2,554,575	2.44%	\$2,261,575	1.42%
RPA-Revenue per Assign	\$3,998	6.13%	\$3,879	#####
Moves	631	-2.32%	572	-100.0%
Gross Tonnage	31,907,495	1.52%	28,825,535	#DIV/0!

PSP 2013	January		February	
Total Assignments/ Month	662	5.08%	579	2.9%
# of licensed pilots <u>w/Pres</u>	51.34		52.5	
Average Assgn/pilot	12.89		11.24	
# of assignment change	32		8	
Tariff Revenue-Trans	\$2,493,701	5.04%	\$2,229,846	4.98%
RPA-Revenue per Assign	\$3,767	-0.03%	\$3,851	1.61%
Moves	646	4.36%	568	4.5%
Gross Tonnage	31,428,636	3.51%	27,228,140	#DIV/0!

PSP 2012	January		February	
Total Assignments/ Month	630	3.11%	571	-3.8%
# of licensed pilots <u>w/Pres</u>	51		51	
Average Assgn/pilot	12.60		11.42	
# of assignment change	19		-2	
Tariff Revenue-Trans	\$2,373,948	7.85%	\$2,123,989	4.15%
RPA-Revenue per Assign	\$3,768	4.59%	\$3,720	0.18%
Moves	619	3.34%	559	1.5%
Gross Tonnage	30,363,264	8.47%	26,057,669	#DIV/0!
Comp Days Earned/Taken	+41 / -42		21 / -39	
Comp Day Balance	3137		2970	

PSP 2011	January		February	
Total Assignments/ Month	611	7.2%	568	-7.0%
# of licensed pilots <u>w/Pres</u>	53		53	
Average Assgn/pilot	11.75		10.92	
# of assignment change	41		-4	
Tariff Revenue-Trans	\$2,201,209	541.04%	\$2,039,383	-3.17%
RPA-Revenue per Assign	\$3,602.63		\$3,590	
Moves	599	6.6%	558	-3.0%
Gross Tonnage	27,993,179		25,682,377	

GRAYS HARBOR

2016		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total Assignments	Ship Arrivals	
2016 Grays Hbr	D'Angelo															
	White															
GH Actual Assignments		13	15											28		
		-35.0%	-40.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	#DIV/0!	-100.0%	-100.0%	-100.0%	-100.0%	-20.0%		
2015 Grays Hbr	Cooke	0	3	Retired	2/7/15										3	
	D'Angelo	18	20	28	10	10	19	4	16	8	11	10	8	162		
	White	2	2	2	2	2	7	3	0	2	3	7	3	35		
GH Actual Assignments		20	25	30	12	12	26	7	16	10	14	17	11	200	82	
		-28.6%	-3.8%	0.0%	-68.4%	33.3%	23.8%	-58.8%	0.0%	-44.4%	-17.6%	-43.3%	-59.3%	-27.8%		
2014 Grays Hbr	Cooke	23	0	26	2	9	0	10	16	0	10	0	26	122		
	D'Angelo	5	26	4	36	0	21	7	0	18	7	30	1	155		
GH Actual Assignments		28	26	30	38	9	21	17	16	18	17	30	27	277	115	
		27.3%	30.0%	11.1%	280.0%	-59.1%	31.3%	88.9%	-20.0%	12.5%	-39.3%	50.0%	-25.0%	12.6%		
2013 Grays Hbr	Cooke	2	4	2	10	1	16	9	0	12	0	20	0	76		
	D'Angelo	20	16	25	0	21	0	0	20	4	28	0	36	170		
GH Actual Assignments		22	20	27	10	22	16	9	20	16	28	20	36	246	102	
		144.4%	-9.1%	107.7%	-37.5%	69.2%	33.3%	-43.8%	81.8%	14.3%	75.0%	-23.1%	300.0%	39.0%		
2012 Grays Hbr	Cooke	8	0	13	0	10	0	1	10	8	16	0	9	75		
	D'Angelo	1	22	0	16	3	12	15	1	6	0	26	0	102		
GH Actual Assignments		9	22	13	16	13	12	16	11	14	16	26	9	177	82	
		-30.8%	100.0%	-27.8%	33.3%	44.4%	9.1%	0.0%	-15.4%	27.3%	-20.0%	160.0%	-18.2%	14.2%		
2011 Grays Hbr	Cooke	0	10	1	12	0	11	9	0	11	1	10	1	66		
	D'Angelo	13	1	17	0	9	0	7	13	0	19	0	10	89		
GH Actual Assignments		13	11	18	12	9	11	16	13	11	20	10	11	155	70	

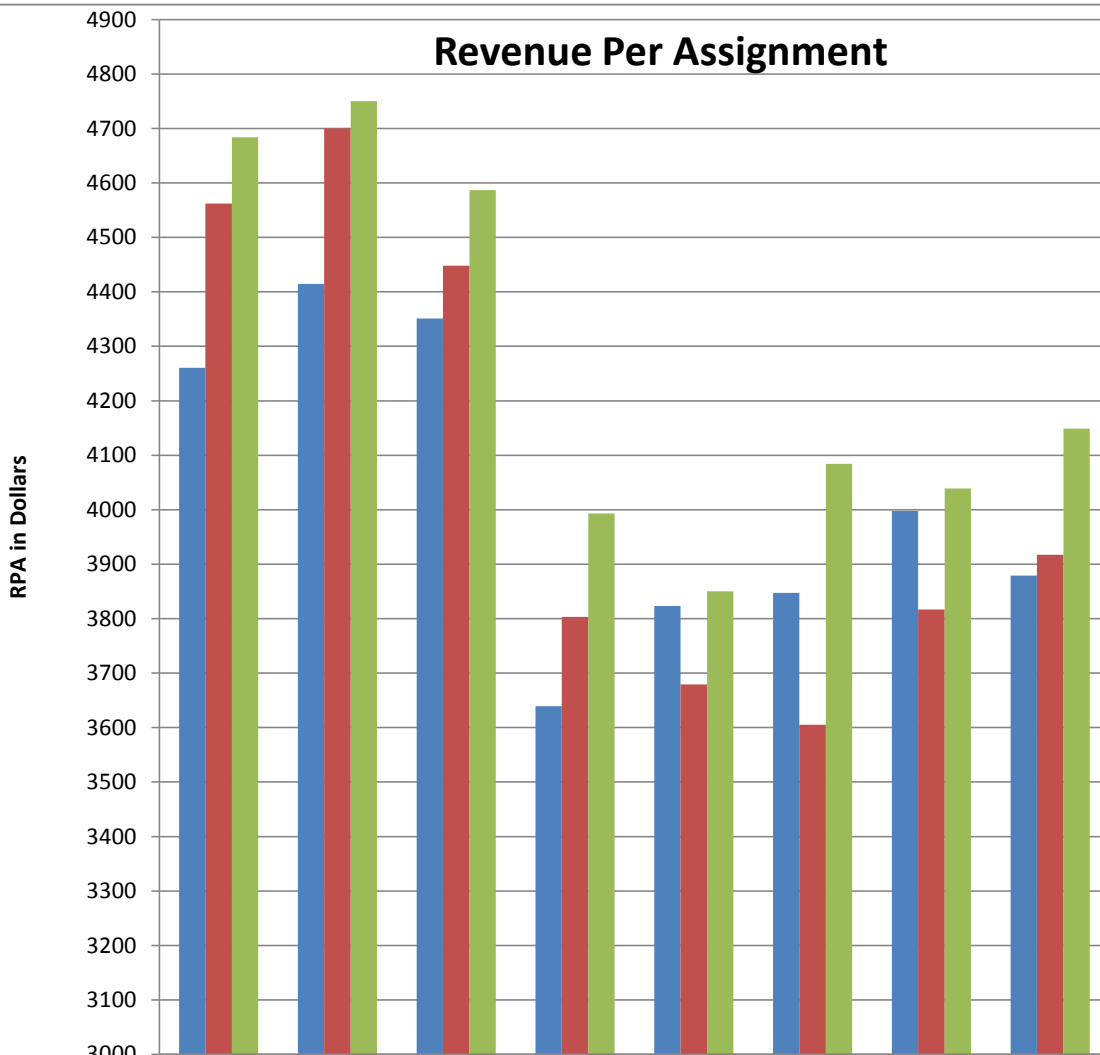
2016	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
February	\$ 4,092	\$ 4,149	2,269,624	79,737	2,349,361	547	9
ytd			\$ 4,713,470	\$ 168,201	\$ 4,881,671	1152	25
Δ YTD	Δ 227		486,040	16,760	502,800	58	(2)

2015	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 4,208	\$ 3,701	2,365,096	84,102	2,449,197	639	16
April	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	620	22
May	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	774	14
June	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	791	20
July	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	632	11
August	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	693	9
September	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	601	11
October	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	666	13
November	\$ 4,062	\$ 3,850	2,479,703	98,603	\$ 2,578,306	644	15
December	\$ 4,064	\$ 4,084	2,618,146	111,764	\$ 2,729,910	641	10
ytd			\$ 31,680,998	\$ 1,119,405	\$ 32,800,403	7795	168
Δ YTD	Δ (64)	\$ 479	241,755	35,854	277,609	179	

2014	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	3,998	3,998	2,554,575	98,762	2,653,337	639	8
February	3,941	3,879	2,261,575	82,889	2,344,464	583	11
March	3,913	3,859	2,403,969	90,895	2,494,864	623	6
April	3,913	3,911	2,464,091	85,345	2,549,436	630	9
May	4,043	4,525	3,036,561	85,787	3,122,348	671	6
June	4,107	4,397	3,033,723	95,193	3,128,916	690	8
July	4,174	4,562	3,024,434	88,977	3,113,411	663	5
August	4,244	4,700	3,219,531	97,072	3,316,603	685	8
September	4,265	4,448	2,655,500	91,878	2,747,378	597	5
October	4,219	3,803	2,430,062	98,126	2,528,188	639	12
November	4,173	3,679	2,177,805	81,264	2,259,069	592	11
December	4,128	3,605	2,177,417	87,363	2,264,780	604	12
ytd			\$ 31,439,243	1,083,551	\$ 32,522,794	7616	101
Δ	\$90	(\$242)			(\$187,662)	(203)	

2013	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January		3,767	2,493,701	96,600	2,590,301	662	16
February	3,806	3,851	2,229,846	82,426	2,312,272	579	11
March	3,778	3,721	2,311,037	95,730	2,406,767	621	13
April	3,820	3,958	2,212,733	74,842	2,287,575	559	2
May	3,914	4,261	2,820,632	95,699	2,916,331	662	10
June	4,013	4,461	3,028,751	90,527	3,119,278	679	5
July	4,052	4,261	3,046,277	100,482	3,146,759	715	7
August	4,102	4,414	3,112,078	93,144	3,205,222	705	9
September	4,130	4,351	2,858,510	99,071	2,957,581	657	8
October	4,078	3,639	2,481,925	105,812	2,587,737	682	13
November	4,055	3,823	2,465,837	97,211	2,563,048	645	11
December	4,038	3,847	2,512,313	105,272	2,617,585	653	12
ytd			\$ 31,573,640	1,136,816	\$ 32,710,456	7,819	117

Revenue Per Assignment



■ Jul 13 - Feb 14
■ July 14 - Feb 15
■ Jul 15 - Feb 16

	July	August	September	October	November	December	January	February
Jul 13 - Feb 14	4261	4414	4351	3639	3823	3847	3998	3879
July 14 - Feb 15	4562	4700	4448	3803	3679	3605	3817	3917
Jul 15 - Feb 16	4684	4750	4587	3993	3850	4084	4039	\$4,149

SHIP MOVES BY TYPE

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2016	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					SHIP MOVES BY TYPE													
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	Car		Bulk	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5														
Jan		589	121	84	61	157	166	88	39	232		14	4	1	1			19	191		
Feb	1,127	538	91	102	43	139	163	90	45	212		7		2			18	164			
		1127	212	186	104	296	329	178	84	444	0	21	4	1	3	0	37	355	0		
2015/2016 ytd Δ		60	57	5	13	(47)	41	6	6	16	0	(7)	4	(8)	1	0	(2)	46	(2)		

2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					SHIP MOVES BY TYPE													
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	Car		Bulk	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5														
Jan		566	88	93	51	189	144	102	35	219		23		4	1			18	164		
Feb	1,067	501	67	88	40	154	144	70	43	209		5		5	1			21	145	2	
Mar	1,690	623	139	85	50	168	179	120	45	234		14	1	38				23	148		
Apr	2,288	598	127	60	59	174	178	78	43	224		16	1	37				24	175		
May	3,048	760	178	92	50	238	197	76	54	232		23	1	103	62	2	20	187			
June	3,819	771	152	108	65	249	197	70	67	232		6	3	71	86	2	21	213			
July	4,440	621	95	70	56	231	169	39	50	225		19	4	6	86		19	173			
Aug	5,124	684	117	72	59	247	189	68	47	241		2		11	90		19	206			
Sept	5,714	590	87	77	52	208	166	46	37	218		25		3	63		24	174			
Oct	6,367	653	124	93	64	182	190	123	40	230		12		26		3	23	196			
Nov	6,996	629	117	100	65	177	170	85	38	237		7		57		1	19	185			
Dec	7,627	631	136	100	78	144	171	71	42	231		9		67			22	189			
		7627	1427	1038	689	2361	2094	948	541	2732	0	161	10	428	389	8	253	2155	2		
2014/2015 ytd Δ		111	202	(34)	22	(43)	(54)	(104)	17	(70)	(5)	(14)	(2)	382	20	(8)	(9)	(96)	0		

2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					SHIP MOVES BY TYPE													
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	Car		Bulk	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5														
Jan		631	113	96	56	168	198	93	51	252	1	15		2	1			21	195		
Feb	1,203	572	94	99	52	155	172	113	39	212		5	2	1	1			20	177	2	
Mar	1,820	617	106	99	47	178	187	92	47	239		16		2				23	198		
Apr	2,441	621	109	83	48	194	187	112	48	242		16		2				22	179		
May	3,106	665	93	94	48	247	183	67	43	257	1	18	2	8	61		23	185			
June	3,788	682	99	82	61	260	180	73	46	227	1	24		2	85	2	20	202			
July	4,446	658	93	81	52	253	179	79	41	240		10	3	1	82		25	177			
Aug	5,124	678	101	90	65	234	188	66	41	236		19	3	8	85		19	201			
Sept	5,716	592	73	82	64	203	170	48	29	218		10		8	54	1	27	197			
Oct	6,343	627	115	85	60	165	202	93	43	242	2	16		8		9	23	191			
Nov	6,924	581	117	88	50	174	152	126	44	206		6		1		4	18	176			
Dec	7,516	592	112	93	64	173	150	90	52	231		20	2	3			21	173			
		7516	1225	1072	667	2404	2148	1052	524	2802	5	175	12	46	369	16	262	2251	2		
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2		

2013	Moves YTD	Moves/ Month	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	Docket TP-190976											
								Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip
Jan		646	101	104	58	192	191	95	40	257		5	2	4	1		17	225	
Feb	1,214	568	81	88	49	172	178	82	43	229		15	1		5		19	174	
Mar	1,822	608	95	101	49	175	185	91	42	228		14		4			26	203	
Apr	2,379	557	71	91	35	186	174	52	47	241		13	3	12			22	167	
May cruise	3,031	652	93	94	48	239	178	64	42	245		21		7	59		23	191	
June ship	3,705	674	84	81	56	286	167	62	44	246		8	1	9	89	2	21	192	
July season	12,521	708	103	117	46	271	171	51	43	244		14	1	23	80		22	230	
August in	5,109	696	89	88	58	278	183	64	42	247		21	1	11	84		26	200	
Sept blue	5,758	649	78	92	59	237	183	48	46	239		28	2	5	59	4	18	200	
October	6,427	669	115	92	62	201	199	111	45	245		7		14		5	24	218	
November	7,061	634	106	92	60	182	194	104	50	245		11		2			21	201	
December	7,702	641	130	86	62	187	176	95	48	227	1	16	1	26			21	206	
		7702	1146	1126	642	2606	2179	919	532	2893	1	173	12	117	377	11	260	2407	0
2012/2013 ytd Δ	65		4	111	47	(211)	132	(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)

SUMMARY OF PSP												
Earned Revenue Rpt <u>Tariff Year</u>	January 2016	7 months July - Jan 2016		January 2015	7 Months July - Jan 2015		January 2014	7 months July - Jan 2014		January 2013	7 months July - Jan 2013	
--Counters & Misc Totals--												
Seattle Assigns	150	1,328	-7.1%	200	1,429	-1.8%	165	1,455	4.9%	168	1,395	-22.8%
Ship Assigns	605	4,482	2.9%	577	4,357	-7.2%	639	4,696	2.3%	662	4,626	2.1%
Pilot Boat Assigns	419	3,173	0.4%	411	3,161	-9.4%	460	3,489	-1.7%	513	3,595	-0.8%
Tonnage Surcharge	589	4,397	2.5%	566	4,290	-7.2%	631	4,625	2.3%	644	4,548	2.1%
Surcharge Revenue	1,329,772	10,987,718	3.0%	1,216,397	10,666,250	-4.8%	1,478,353	11,207,941	-1.0%	1,426,964	11,254,716	2.3%
--Source of Revenue Breakdown--												
LOA/Zone (*)	660,059	5,077,067	-5.0%	647,911	5,343,653	-8.2%	789,582	5,818,090	2.8%	804,180	5,696,981	3.8%
Harbor Shift (*)	96,559	603,679	9.7%	67,821	550,429	1.0%	91,173	545,023	7.0%	76,642	500,790	34.0%
Transportation (**)	88,464	665,168	6.7%	78,814	623,492	-10.9%	98,762	699,754	10.6%	96,600	640,127	14.6%
BC Surcharge (***)	23,177	227,556	-17.6%	40,033	276,017	-17.6%	52,675	335,013	55.8%	34,720	215,922	8.2%
Bridge Transit (***)	7,802	55,116	-4.5%	6,677	57,741	11.8%	6,302	51,644	10.3%	9,314	50,406	10.5%
Waterway (***)	59,869	440,952	14.5%	42,503	385,054	-9.2%	65,265	424,194	16.6%	59,147	367,045	51.3%
Tonnage Surcharge (***)	1,329,440	10,987,386	3.0%	1,216,397	10,666,250	-4.8%	1,478,353	11,207,941	-1.0%	1,426,964	11,254,716	2.6%
Cancellations (***)	11,167	49,509	20.3%	7,335	41,142	-2.9%	4,247	42,389	4.7%	6,155	42,580	-1.1%
Compass Adj (***)	718	2,872	-38.5%	359	4,667	30.0%	359	3,590	2.9%	718	3,859	-28.2%
Standby/Sail Delay (***)	46,059	285,005	52.0%	18,358	187,488	-23.2%	38,594	244,036	-5.9%	37,572	255,879	23.0%
Slow Down (***)	42,470	150,718	257.0%	5,206	42,214	-9.9%	1,918	46,854	-22.3%	6,028	63,852	44.3%
Salmon Bay (***)	210	210	-92.3%		2,743	62.5%	211	1,688			0	-104.8%
Lk Union/Washington (***)	164	164		0	0		0	0			0	
Sea Trials (***)	1,690	178,802	1329.7%	2,028	12,506	-89.8%	1,352	122,694	2982.9%		3,936	-89.6%
= Delayed Arr & Dock Delay (***)	18,650	96,960	238.4%	4,932	28,656	84.2%	164	15,560	-45.4%	7,124	35,320	-42.1%
Pilot Boat (***)	145,812	1,103,856	282.3%	143,028	288,778	67.1%	24,380	172,801	0.4%	25,137	173,025	-0.6%
Total-Source Section	2,532,310	19,874,110	7.4%	2,281,401	18,510,830	-6.2%	2,653,337	19,731,271	2.2%	2,590,301	19,304,437	4.7%
-----Revenue-----												
Mileage (*)	756,618	5,680,746	-3.6%	715,732	5,894,082	-7.4%	880,755	6,363,113	3.1%	880,822	6,197,771	5.8%
Trans (**)	88,464	665,168	6.7%	78,814	623,493	-10.9%	98,762	699,754	10.6%	96,600	640,127	14.6%
Special (***)	1,687,228	13,528,196	12.8%	1,486,856	11,993,255	-5.3%	1,673,820	12,668,404	1.3%	1,612,879	12,466,540	3.7%
Total -Revenue Section	2,532,310	19,874,111	7.4%	2,281,401	18,510,830	-6.2%	2,653,337	19,731,271	2.2%	2,590,301	19,304,437	4.7%
Other Stats												
Pilot Boat Charges	145,812	1,103,856	282.3%	143,028	288,778	67.1%	24,380	172,801	0.4%	25,137	173,025	-0.6%
Pilot Boat Assignments	419	3,173	0.4%	411	3,161	-9.4%	460	3,489	-1.7%	513	3,595	-0.9%
Avg	348			348			53			49		
Tonnage Surcharge Revenue	1,329,440	10,987,718	3.0%	1,216,397	10,666,250	-4.8%	1,478,353	11,207,941	-1.0%	1,426,964	11,254,716	2.6%
Tonnage Surcharge Charge	589	4,397	2.5%	566	4,290	-7.2%	631	4,625	2.3%	644	4,548	2.5%
Avg Tonnage Surcharge/Move	2,257	2,499	0.5%	2,149	2,486	2.6%	2,343	2,423	-3.2%	2,216	2,475	0.1%

New Tariff Year Timeframe Comparison
July - January 2016 - 2012

JULY 2015 - 2012	+ 2% @ 7/1/15 & Rev Neutral 1/1/15			+ 0% @ 1/1/14			+ 3% @ 1/1/13			+ 0% @ 1/1/12	
	Jul-15	YTD		Jul-14	YTD		Jul-13	YTD		Jul-12	YTD
Revenue (transportation) M/YTD	\$ 2,960,243	2,960,243	-2.1%	3,024,434	3,024,434	-0.7%	3,046,277	3,046,277	-3.4%	3,152,810	3,152,810
Assignments M / YTD	632	632	-4.7%	663	663	-7.3%	715	715	-1.8%	728	728
Revenue per assignment - M/YTD	\$ 4,684	4,684	2.7%	4,562	4,562	7.1%	4,261	4,261	-1.6%	4,331	4,331
Vessel Moves	621	621	-5.2%	655	655	-7.4%	707	707	-2.1%	722	722
Revenue per vessel move - M/YTD	\$ 4,767	4,767	3.7%	4,596	4,596	6.8%	4,303	4,303	-1.5%	4,367	4,367
Tonnage Revenue - M/YTD	\$ 1,793,733	1,793,733	-5.3%	1,894,514	1,894,514	-0.6%	1,905,487	1,905,487	-4.8%	2,001,464	2,001,464
Tonnage Revenue per move	\$ 2,888	2,888	8.6%	2,659	2,659	-1.3%	2,695	2,695	-2.8%	2,772	2,772

AUGUST 2015 - 2012	Aug-15	YTD		Aug-14	YTD		Aug-13	YTD		Aug-12	YTD
Revenue (transportation) M/YTD	\$ 3,291,439	6,251,682	0.1%	3,219,532	6,243,966	1.4%	3,112,078	6,158,355	-3.0%	3,193,924	6,346,734
Assignments M / YTD	693	1,325	-1.7%	685	1,348	-5.1%	705	1,420	-2.0%	721	1,449
Revenue per assignment - M/YTD	\$ 4,750	4,718	1.9%	4,700	4,632	6.8%	4,414	4,337	-1.0%	4,430	4,380
Vessel Moves	684	1,305	-2.0%	677	1,332	-5.0%	695	1,402	-2.4%	714	1,436
Revenue per vessel move - M/YTD	\$ 4,812	4,791	2.2%	4,756	4,688	6.7%	4,478	4,393	-0.6%	4,473	4,420
Tonnage Revenue - M/YTD	\$ 2,008,944	3,802,677	-4.1%	2,071,239	3,965,753	2.6%	1,960,258	3,865,745	-3.9%	2,023,240	4,024,704
Tonnage Revenue per move	\$ 2,937	2,914	-2.1%	3,059	2,977	8.0%	2,821	2,757	-1.6%	2,834	2,803

SEPTEMBER 2015 - 2012	Sep-15	YTD		Sep-14	YTD		Sep-13	YTD		Sep-12	YTD
Revenue (transportation) M/YTD	\$ 2,756,533	9,008,215	1.2%	2,655,500	8,899,466	-1.3%	2,858,511	9,016,866	-2.1%	2,866,720	9,213,455
Assignments M / YTD	601	1,926	-1.0%	597	1,945	-6.4%	657	2,077	-1.6%	661	2,110
Revenue per assignment - M/YTD	\$ 4,587	4,677	2.2%	4,448	4,576	5.4%	4,351	4,341	-0.6%	4,337	4,367
Vessel Moves	590	1,895	-1.5%	592	1,924	-6.2%	649	2,051	-1.8%	653	2,089
Revenue per vessel move - M/YTD	\$ 4,672	4,754	2.8%	4,486	4,626	5.2%	4,404	4,396	-0.3%	4,390	4,410
Tonnage Revenue - M/YTD	\$ 1,655,487	5,458,164	-2.4%	1,628,467	5,594,220	-0.2%	1,742,072	5,607,817	-3.5%	1,789,210	5,813,914
Tonnage Revenue per move	\$ 2,806	2,880	-0.9%	2,751	2,908	6.3%	2,684	2,734	-1.8%	2,740	2,783

OCTOBER 2015 - 2012	Oct-15	YTD		Oct-14	YTD		Oct-13	YTD		Oct-12	YTD
Revenue (transportation) M/YTD	\$ 2,659,033	11,667,247	3.0%	2,430,062	11,329,528	-1.5%	2,481,926	11,498,791	-1.1%	2,411,757	11,625,212
Assignments M / YTD	666	2,592	0.3%	639	2,584	-6.3%	682	2,759	0.7%	629	2,739
Revenue per assignment - M/YTD	\$ 3,992.54	4,501.25	2.7%	3,803	4,384	5.2%	3,639	4,168	-1.8%	3,834	4,244
Vessel Moves	653	2,548	-0.1%	627	2,551	-6.2%	669	2,720	0.6%	616	2,705
Revenue per vessel move - M/YTD	\$ 4,072	4,579	3.1%	3,876	4,441	5.1%	3,710	4,227	-1.6%	3,915	4,298
Tonnage Revenue - M/YTD	\$ 1,450,149	6,908,312	-0.8%	1,366,727	6,960,947	0.1%	1,346,376	6,954,192	-3.7%	1,406,275	7,220,190
Tonnage Revenue per move	\$ 2,221	2,711	-0.6%	2,180	2,729	6.7%	2,013	2,557	-4.2%	2,283	2,669

NOVEMBER 2015 - 2012	Nov-15	YTD		Nov-14	YTD		Nov-13	YTD		Nov-12	YTD
Revenue (transportation) M/YTD	\$ 2,479,703	14,146,950	4.7%	2,177,805	13,507,332	-3.3%	2,465,836	13,964,627	0.6%	2,255,805	13,881,017
Assignments M / YTD	644	3,236	1.9%	592	3,176	-6.7%	645	3,404	1.9%	600	3,339
Revenue per assignment - M/YTD	\$ 3,850	4,372	2.8%	3,679	4,253	3.7%	3,823	4,102	-1.3%	3,760	4,157
Vessel Moves	629	3,177	1.4%	581	3,132	-6.6%	633	3,353	1.7%	591	3,296
Revenue per vessel move - M/YTD	\$ 3,942	4,453	3.3%	3,748	4,313	3.6%	3,895	4,165	-1.1%	3,817	4,211
Tonnage Revenue - M/YTD	\$ 1,344,787	8,253,099	0.6%	1,243,491	8,204,437	-1.7%	1,393,372	8,347,564	-2.0%	1,299,660	8,519,849
Tonnage Revenue per move	\$ 2,138	2,598	-0.8%	2,140	2,620	5.2%	2,201	2,490	-3.7%	2,199	2,585

DECEMBER 2015 - 2012	Dec-15	YTD		Dec-14	YTD		Dec-13	YTD		Dec-12	YTD
Revenue (transportation) M/YTD	\$ 2,618,146	16,765,096	6.9%	2,177,417	15,684,750	-3.5%	2,289,593	16,254,221	0.5%	2,289,593	16,170,610
Assignments M / YTD	641	3877	2.6%	604	3780	-6.2%	625	4029	1.6%	625	3964
Revenue per assignment - M/YTD	\$ 4,084	4,324	4.2%	3,605	4,149	2.9%	3,663	4,034	-1.1%	3,663	4,079
Vessel Moves	631	3808	2.3%	592	3724	-6.0%	608	3961	1.5%	608	3904
Revenue per vessel move - M/YTD	\$ 4,149	4,403	4.5%	3,678	4,212	2.6%	3,766	4,104	-0.9%	3,766	4,142
Tonnage Revenue - M/YTD	\$ 1,404,847	9,657,946	2.2%	1,245,415	9,449,853	-2.1%	1,307,902	9,655,467	-1.8%	1,307,902	9,827,752
Tonnage Revenue per move	\$ 2,226	2,536	-0.1%	2,104	2,538	4.1%	2,151	2,438	-3.2%	2,151	2,517

JANUARY 2016 - 2013	Jan-16	YTD		Jan-15	YTD		Jan-14	YTD		Jan-13	YTD
Revenue (transportation) M/YTD	\$ 2,443,846	19,208,942	7.4%	2,202,588	17,887,338	-4.9%	2,554,575	18,808,796	0.8%	2,493,701	18,664,311
Assignments M / YTD	605	4482	2.9%	577	4357	-6.7%	639	4668	0.9%	662	4626
Revenue per assignment - M/YTD	\$ 4,039	4,286	4.4%	3,817	4,105	1.9%	3,998	4,029	-0.1%	3,767	4,035
Vessel Moves	589	4397	2.5%	566	4290	-6.6%	631	4592	1.0%	644	4548
Revenue per vessel move - M/YTD	\$ 4,149	4,369	4.8%	3,891	4,170	1.8%	4,048	4,096	-0.2%	3,872	4,104
Tonnage Revenue - M/YTD	\$ 1,329,772	10,987,718	3.0%	1,216,397	10,666,250	-4.2%	1,478,353	11,133,820	-1.1%	1,426,964	11,254,715
Tonnage Revenue per move	\$ 2,258	2,499	0.5%	2,149	2,486	2.5%	2,343	2,425	-2.0%	2,216	2,475

SUMMARY OF Puget Sound Pilots Earned Revenue Report

CALENDAR YR	Jan-16	Jan-15	Jan-14	Jan-13
--Counters & Miscellaneous Totals--				
Seattle Assigns	150	200	165	168
Ship Assigns	605	577	639	662
Pilot Boat Assigns	419	411	460	513
Tonnage Surcharge	589	566	631	644
Surcharge Revenue	\$ 1,329,772	\$ 1,216,397	\$ 1,478,353	\$ 1,426,964
--Source of Revenue Breakdown--				
LOA/Zone (*)	660,059	647,911	789,582	804,180
Harbor Shift (*)	96,559	67,821	91,173	76,642
Transportation (**)	88,464	78,814	98,762	96,600
BC Surcharge (***)	23,177	40,033	52,675	34,720
Bridge Transit (***)	7,802	6,677	6,302	9,314
Waterway (***)	59,869	42,503	65,265	59,147
Tonnage Surcharge (***)	1,329,440	1,216,397	1,478,353	1,426,964
Ton Surchg from Counters Section			(1,478,353)	1,426,964
Check for difference			-	-
Cancellations (***)	11,167	7,335	4,247	6,155
Compass Adj (***)	718	359	359	718
Standby (***)	54,279	18,358	38,594	37,572
Slow Down (***)	42,470	5,206	1,918	6,028
Salmon Bay (***)	210		211	
Lk Washington/Union	164		-	
Sea Trials (***)	1,690	2,028	1,352	
Miscellaneous		35,082	57,674	30,104
(Stipend Surcharge Report)		(30,150)	(57,510)	(22,980)
= Delayed Arr &/or Lk Union (***)	10,430	4,932	164	7,124
Pilot Boat (***)	145,812	143,028	24,380	25,137
Total-Source Section	2,532,310	2,281,401	2,653,337	2,590,301
-----Revenue-----				
Mileage (*)	756,618	715,732	880,755	880,822
Trans (**)	88,464	78,814	98,762	96,600
Special (***)	1,687,228	1,486,856	1,673,820	1,612,879
Total -Revenue Section	2,532,310	2,281,401	2,653,337	2,590,301
Other Stats				
Pilot Boat Charges	145,812	143,028	24,380	25,137
Pilot Boat Assignments	419	411	460	513
Avg	348	348	53	49
Tonnage Surcharge Revenue	1,329,440	1,216,397	1,478,353	1,426,964
Tonnage Surcharge Charged	589	566	631	644
Avg Tonnage Surcharge/Move	2,257	2,149	2,343	2,216

PSP 2016		January	
Assignments		605	4.9%
# of licensed pilots <u>w/o Pres</u>		51	
Average Assgn/pilot		11.86	
# of assignment change		28	
Tariff Revenue-Trans		\$2,443,846	10.95%
RPA-Revenue per Assign		\$4,039.41	5.82%
Moves		589	4.1%
Gross Tonnage		29,609,106	7.33%

PSP 2015		January	
Assignments		577	-9.7%
# of licensed pilots <u>w/o Pres</u>		53	
Average Assgn/pilot		10.89	
# of assignment change		-62	
Tariff Revenue-Trans		\$2,202,588	-13.78%
RPA-Revenue per Assign		\$3,817	-4.51%
Moves		566	-10.3%
Gross Tonnage		27,588,264	-13.54%

PSP 2014		January	
Assignments		639	-3.47%
# of licensed pilots <u>w/o Pres</u>		53	
Average Assgn/pilot		12.06	
# of assignment change		-23	
Tariff Revenue-Trans		\$2,554,575	2.44%
RPA-Revenue per Assign		\$3,998	6.13%
Moves		631	-2.32%
Gross Tonnage		31,907,495	1.52%

PSP 2013		January	
Total Assignments/ Month		662	5.08%
# of licensed pilots <u>w/o Pres</u>		51.34	
Average Assgn/pilot		12.89	
# of assignment change		32	
Tariff Revenue-Trans		\$2,493,701	5.04%
RPA-Revenue per Assign		\$3,767	-0.03%
Moves		646	4.36%
Gross Tonnage		31,428,636	3.51%

PSP 2012		January	
Total Assignments/ Month		630	3.11%
# of licensed pilots <u>w/Pres</u>		51	
Average Assgn/pilot		12.60	
# of assignment change		19	
Tariff Revenue-Trans		\$2,373,948	7.85%
RPA-Revenue per Assign		\$3,768	4.59%
Moves		619	3.34%
Gross Tonnage		30,363,264	8.47%
Comp Days Earned/Taken		+41 / -42	
Comp Day Balance		3137	

PSP 2011		January	
Total Assignments/ Month		611	7.2%
# of licensed pilots <u>w/Pres</u>		53	
Average Assgn/pilot		11.75	
# of assignment change		41	
Tariff Revenue-Trans		\$2,201,209	541.04%
RPA-Revenue per Assign		\$3,602.63	
Moves		599	6.6%
Gross Tonnage		27,993,179	

GRAYS HARBOR

2016		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total Assignments	Ship Arrivals	
2016 Grays Hbr	D'Angelo															
	White															
GH Actual Assignments		13	15											28		
		-35.0%	-40.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	#DIV/0!	-100.0%	-100.0%	-100.0%	-100.0%	-20.0%		
2015 Grays Hbr	Cooke	0	3	Retired	2/7/15										3	
	D'Angelo	18	20	28	10	10	19	4	16	8	11	10	8	162		
	White	2	2	2	2	2	7	3	0	2	3	7	3	35		
GH Actual Assignments		20	25	30	12	12	26	7	16	10	14	17	11	200	82	
		-28.6%	-3.8%	0.0%	-68.4%	33.3%	23.8%	-58.8%	0.0%	-44.4%	-17.6%	-43.3%	-59.3%	-27.8%		
2014 Grays Hbr	Cooke	23	0	26	2	9	0	10	16	0	10	0	26	122		
	D'Angelo	5	26	4	36	0	21	7	0	18	7	30	1	155		
	GH Actual Assignments	28	26	30	38	9	21	17	16	18	17	30	27	277	115	
		27.3%	30.0%	11.1%	280.0%	-59.1%	31.3%	88.9%	-20.0%	12.5%	-39.3%	50.0%	-25.0%	12.6%		
2013 Grays Hbr	Cooke	2	4	2	10	1	16	9	0	12	0	20	0	76		
	D'Angelo	20	16	25	0	21	0	0	20	4	28	0	36	170		
	GH Actual Assignments	22	20	27	10	22	16	9	20	16	28	20	36	246	102	
		144.4%	-9.1%	107.7%	-37.5%	69.2%	33.3%	-43.8%	81.8%	14.3%	75.0%	-23.1%	300.0%	39.0%		
2012 Grays Hbr	Cooke	8	0	13	0	10	0	1	10	8	16	0	9	75		
	D'Angelo	1	22	0	16	3	12	15	1	6	0	26	0	102		
	GH Actual Assignments	9	22	13	16	13	12	16	11	14	16	26	9	177	82	
		-30.8%	100.0%	-27.8%	33.3%	44.4%	9.1%	0.0%	-15.4%	27.3%	-20.0%	160.0%	-18.2%	14.2%		
2011 Grays Hbr	Cooke	0	10	1	12	0	11	9	0	11	1	10	1	66		
	D'Angelo	13	1	17	0	9	0	7	13	0	19	0	10	89		
	GH Actual Assignments	13	11	18	12	9	11	16	13	11	20	10	11	155	70	

2016	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
ytd			\$ 2,443,846	\$ 88,464	\$ 2,532,310	605	
Δ YTD	Δ 222		241,257	9,651	250,908	28	5

2015	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 4,208	\$ 3,701	2,365,096	84,102	2,449,197	639	16
April	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	620	22
May	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	774	14
June	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	791	20
July	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	632	11
August	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	693	9
September	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	601	11
October	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	666	13
November	\$ 4,062	\$ 3,850	2,479,703	98,603	\$ 2,578,306	644	15
December	\$ 4,064	\$ 4,084	2,618,146	111,764	\$ 2,729,910	641	10
ytd			\$ 31,680,998	\$ 1,119,405	\$ 32,800,403	7795	168
Δ YTD	Δ (64)	\$ 479	241,755	35,854	277,609	179	

2014	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	3,998	3,998	2,554,575	98,762	2,653,337	639	8
February	3,941	3,879	2,261,575	82,889	2,344,464	583	11
March	3,913	3,859	2,403,969	90,895	2,494,864	623	6
April	3,913	3,911	2,464,091	85,345	2,549,436	630	9
May	4,043	4,525	3,036,561	85,787	3,122,348	671	6
June	4,107	4,397	3,033,723	95,193	3,128,916	690	8
July	4,174	4,562	3,024,434	88,977	3,113,411	663	5
August	4,244	4,700	3,219,531	97,072	3,316,603	685	8
September	4,265	4,448	2,655,500	91,878	2,747,378	597	5
October	4,219	3,803	2,430,062	98,126	2,528,188	639	12
November	4,173	3,679	2,177,805	81,264	2,259,069	592	11
December	4,128	3,605	2,177,417	87,363	2,264,780	604	12
ytd			\$ 31,439,243	1,083,551	\$ 32,522,794	7616	101
Δ	\$90	(\$242)			(\$187,662)	(203)	

2013	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January		3,767	2,493,701	96,600	2,590,301	662	16
February	3,806	3,851	2,229,846	82,426	2,312,272	579	11
March	3,778	3,721	2,311,037	95,730	2,406,767	621	13
April	3,820	3,958	2,212,733	74,842	2,287,575	559	2
May	3,914	4,261	2,820,632	95,699	2,916,331	662	10
June	4,013	4,461	3,028,751	90,527	3,119,278	679	5
July	4,052	4,261	3,046,277	100,482	3,146,759	715	7
August	4,102	4,414	3,112,078	93,144	3,205,222	705	9
September	4,130	4,351	2,858,510	99,071	2,957,581	657	8
October	4,078	3,639	2,481,925	105,812	2,587,737	682	13
November	4,055	3,823	2,465,837	97,211	2,563,048	645	11
December	4,038	3,847	2,512,313	105,272	2,617,585	653	12
ytd			\$ 31,573,640	1,136,816	\$ 32,710,456	7,819	117

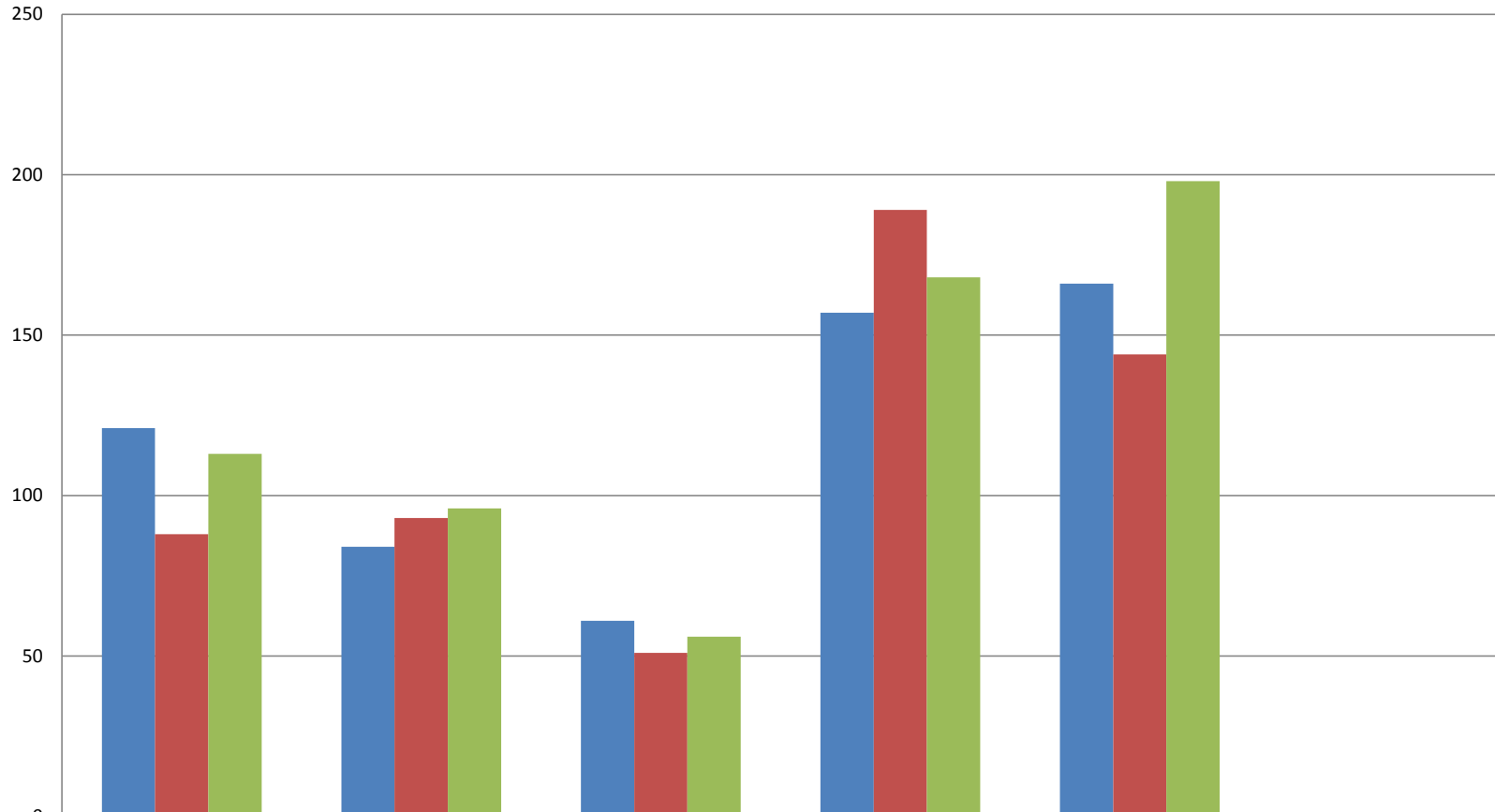
2016	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	Bulk	Car		Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5		Carrier	Container									
Jan		589	121	84	61	157	166	88	39	232		14	4	1	1		19	191	
2014/2015 ytd Δ		23	33	(9)	10	(32)	22	(14)	4	13	0	(9)	4	(3)	0	0	1	27	0

2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	Bulk	Car		Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5		Carrier	Container									
Jan		566	88	93	51	189	144	102	35	219		23		4	1		18	164	
Feb	1,067	501	67	88	40	154	144	70	43	209		5		5	1		21	145	2
Mar	1,690	623	139	85	50	168	179	120	45	234		14	1	38			23	148	
Apr	2,288	598	127	60	59	174	178	78	43	224		16	1	37			24	175	
May	3,048	760	178	92	50	238	197	76	54	232		23	1	103	62	2	20	187	
June	3,819	771	152	108	65	249	197	70	67	232		6	3	71	86	2	21	213	
July	4,440	621	95	70	56	231	169	39	50	225		19	4	6	86		19	173	
Aug	5,124	684	117	72	59	247	189	68	47	241		2		11	90		19	206	
Sept	5,714	590	87	77	52	208	166	46	37	218		25		3	63		24	174	
Oct	6,367	653	124	93	64	182	190	123	40	230		12		26		3	23	196	
Nov	6,996	629	117	100	65	177	170	85	38	237		7		57		1	19	185	
Dec	7,627	631	136	100	78	144	171	71	42	231		9		67			22	189	
		7627	1427	1038	689	2361	2094	948	541	2732	0	161	10	428	389	8	253	2155	2
2014/2015 ytd Δ		111	202	(34)	22	(43)	(54)	(104)	17	(70)	(5)	(14)	(2)	382	20	(8)	(9)	(96)	0

2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	Bulk	Car		Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5		Carrier	Container									
Jan		631	113	96	56	168	198	93	51	252	1	15		2	1		21	195	
Feb	1,203	572	94	99	52	155	172	113	39	212		5	2	1	1		20	177	2
Mar	1,820	617	106	99	47	178	187	92	47	239		16		2			23	198	
Apr	2,441	621	109	83	48	194	187	112	48	242		16		2			22	179	
May	3,106	665	93	94	48	247	183	67	43	257	1	18	2	8	61		23	185	
June	3,788	682	99	82	61	260	180	73	46	227	1	24		2	85	2	20	202	
July	4,446	658	93	81	52	253	179	79	41	240		10	3	1	82		25	177	
Aug	5,124	678	101	90	65	234	188	66	41	236		19	3	8	85		19	201	
Sept	5,716	592	73	82	64	203	170	48	29	218		10		8	54	1	27	197	
Oct	6,343	627	115	85	60	165	202	93	43	242	2	16		8		9	23	191	
Nov	6,924	581	117	88	50	174	152	126	44	206		6		1		4	18	176	
Dec	7,516	592	112	93	64	173	150	90	52	231		20	2	3			21	173	
		7516	1225	1072	667	2404	2148	1052	524	2802	5	175	12	46	369	16	262	2251	2
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2

2013	Moves YTD	Moves/ Month	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	Car											
								Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chin
Jan		646	101	104	58	192	191	95	40	257		5	2	4	1		17	225	
Feb	1,214	568	81	88	49	172	178	82	43	229		15	1		5		19	174	
Mar	1,822	608	95	101	49	175	185	91	42	228		14		4			26	203	
Apr	2,379	557	71	91	35	186	174	52	47	241		13	3	12			22	167	
May <small>cruise</small>	3,031	652	93	94	48	239	178	64	42	245		21		7	59		23	191	
June <small>ship</small>	3,705	674	84	81	56	286	167	62	44	246		8	1	9	89	2	21	192	
July <small>season</small>	12,521	708	103	117	46	271	171	51	43	244		14	1	23	80		22	230	
August <small>in</small>	5,109	696	89	88	58	278	183	64	42	247		21	1	11	84		26	200	
Sept <small>blue</small>	5,758	649	78	92	59	237	183	48	46	239		28	2	5	59	4	18	200	
October	6,427	669	115	92	62	201	199	111	45	245		7		14		5	24	218	
November	7,061	634	106	92	60	182	194	104	50	245		11		2			21	201	
December	7,702	641	130	86	62	187	176	95	48	227	1	16	1	26			21	206	
		7702	1146	1126	642	2606	2179	919	532	2893	1	173	12	117	377	11	260	2407	0
2012/2013 ytd Δ	65		4	111	47	(211)	132	(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)

January - by Zone



	IntraHbr 1	≤ 30 mi 2	≤ 50 mi 3	≤ 75 mi 4	≤ 100mi 5	101+ mi 6
■ 2016	121	84	61	157	166	0
■ 2015	88	93	51	189	144	1
■ 2014	113	96	56	168	198	0

PSP 2016	January		February		March		3 mo to date	
Assignments	605	4.9%	547	5.8%	607	-5.0%	1759	1.5%
# of licensed pilots w/o Pres	51		51		51			
Average Assgn/pilot	11.86		10.73					
# of assignment change	28		30		-32		26	
Tariff Revenue-Trans	\$2,443,846	10.95%	\$2,269,624	12.09%	\$2,419,887	2.32%	\$7,133,357	8.20%
RPA-Revenue per Assign	\$4,039	5.82%	\$4,149	5.94%	\$3,986.63	7.71%	\$4,058	6.47%
Moves	589	4.1%	538	7.4%	591	-5.1%	1718	
Gross Tonnage	29,609,106	7.33%	27,830,304	12.80%	29,667,076	2.18%	87,106,486	7.15%
PSP 2015	January		February		March		3 mo to date	
Assignments	577	-9.7%	517	-11.3%	639	2.6%	1733	-6.1%
# of licensed pilots w/o Pres	53		54		53			
Average Assgn/pilot	10.89		9.75		12.29			
# of assignment change	-62		-66		16		-112	
Tariff Revenue-Trans	\$2,202,588	-13.78%	\$2,024,841	-10.47%	\$2,365,096	-1.62%	\$6,592,525	-8.69%
RPA-Revenue per Assign	\$3,817	-4.51%	\$3,917	0.96%	\$3,701.25	-4.08%	\$3,812	-2.56%
Moves	566	-10.3%	501	-12.4%	623	1.0%	1690	
Gross Tonnage	27,588,264	-13.54%	24,671,828	-14.41%	29,034,609	-5.20%	81,294,701	-11.02%
PSP 2014	January		February		March		3 mo to date	
Assignments	639	-3.47%	583	0.69%	623	0.32%	1845	-0.9%
# of licensed pilots w/o Pres	53		54	+1.5 p	54	+1 p		
Average Assgn/pilot	12.06		11.00		11.75			
# of assignment change	-23		530.5		570		1077.5	
Tariff Revenue-Trans	\$2,554,575	2.44%	\$2,261,575	1.42%	\$2,403,969	4.02%	\$7,220,119	2.64%
RPA-Revenue per Assign	\$3,998	6.13%	\$3,879	0.73%	\$3,858.70	3.69%	\$3,912	3.5%
Moves	631	-2.32%	572	0.70%	617	1.48%	1820	
Gross Tonnage	31,907,495	1.52%	28,825,535	5.87%	30,626,216	7.72%	91,359,246	4.90%
PSP 2013	January		February		March		3 mo to date	
Total Assignments/ Month	662	5.08%	579	1.40%	621	4.19%	1862	3.6%
# of licensed pilots w/o Pres	51.34		52.5		53			
Average Assgn/pilot	12.89		11.24		11.94			
# of assignment change	32		8		25		65	
Tariff Revenue-Trans	\$2,493,701	5.04%	\$2,229,846	4.98%	\$2,311,037	12.10%	\$7,034,584	3.59%
RPA-Revenue per Assign	\$3,767	-0.03%	\$3,851	3.53%	\$3,721	7.58%	\$3,780	3.76%
Moves	646	4.36%	568	1.61%	608	5.19%	1822	
Gross Tonnage	31,428,636	3.51%	27,228,140	4.49%	28,430,900	9.33%	87,087,676	5.66%
PSP 2012	January		February		March		3 mo to date	
Total Assignments/ Month	630	3.11%	571	0.53%	596	-3.25%	1797	0.1%
# of licensed pilots w/Pres	51		51		51.1			
Average Assgn/pilot	12.60		11.42		0.00			
# of assignment change	19		-2		-20		-3	
Tariff Revenue-Trans	\$2,373,948	7.85%	\$2,123,989	4.15%	\$2,061,646	-10.02%	\$6,559,583	0.32%
RPA-Revenue per Assign	\$3,768	4.59%	\$3,720	3.60%	\$3,459	-7.00%	\$3,649	0.32%
Moves	619	3.34%	559	0.18%	578	-3.99%	1756	
Gross Tonnage	30,363,264	8.47%	26,057,669	1.46%	26,005,418	-9.18%	82,426,351	0.14%
PSP 2011	January		February		March		3 mo to date	
Total Assignments/ Month	611		568		616		1795	
# of licensed pilots w/Pres	53		53		53			
Average Assgn/pilot	11.75		10.92		11.85			
# of assignment change	41		-4		-4		33	
Tariff Revenue-Trans	\$2,201,209		\$2,039,383		\$2,291,252		\$6,531,844	
RPA-Revenue per Assign	\$3,603		\$3,590		\$3,720		\$3,638	
Moves	599		558		602		1759	
Gross Tonnage	27,993,179		25,682,377		28,633,920		82,309,476	

GRAYS HARBOR

2016		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total Assignments	Ship Arrivals
2016 Grays Hbr	D'Angelo														
	White														
	GH Actual Assignments	13	15	16										44	
		-35.0%	-40.0%	-46.7%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-78.0%	
2015 Grays Hbr	Cooke	0	3	Retired	2/7/15									3	
	D'Angelo	18	20	28	10	10	19	4	16	8	11	10	8	162	
	White	2	2	2	2	2	7	3	0	2	3	7	3	35	
GH Actual Assignments	20	25	30	12	12	26	7	16	10	14	17	11	200	82	
		-28.6%	-3.8%	0.0%	-68.4%	33.3%	23.8%	-58.8%	0.0%	-44.4%	-17.6%	-43.3%	-59.3%	-27.8%	
2014 Grays Hbr	Cooke	23	0	26	2	9	0	10	16	0	10	0	26	122	
	D'Angelo	5	26	4	36	0	21	7	0	18	7	30	1	155	
	GH Actual Assignments	28	26	30	38	9	21	17	16	18	17	30	27	277	115
		27.3%	30.0%	11.1%	280.0%	-59.1%	31.3%	88.9%	-20.0%	12.5%	-39.3%	50.0%	-25.0%	12.6%	
2013 Grays Hbr	Cooke	2	4	2	10	1	16	9	0	12	0	20	0	76	
	D'Angelo	20	16	25	0	21	0	0	20	4	28	0	36	170	
	GH Actual Assignments	22	20	27	10	22	16	9	20	16	28	20	36	246	102
		144.4%	-9.1%	107.7%	-37.5%	69.2%	33.3%	-43.8%	81.8%	14.3%	75.0%	-23.1%	300.0%	39.0%	
2012 Grays Hbr	Cooke	8	0	13	0	10	0	1	10	8	16	0	9	75	
	D'Angelo	1	22	0	16	3	12	15	1	6	0	26	0	102	
	GH Actual Assignments	9	22	13	16	13	12	16	11	14	16	26	9	177	82
		-30.8%	100.0%	-27.8%	33.3%	44.4%	9.1%	0.0%	-15.4%	27.3%	-20.0%	160.0%	-18.2%	14.2%	
2011 Grays Hbr	Cooke	0	10	1	12	0	11	9	0	11	1	10	1	66	
	D'Angelo	13	1	17	0	9	0	7	13	0	19	0	10	89	
	GH Actual Assignments	13	11	18	12	9	11	16	13	11	20	10	11	155	70

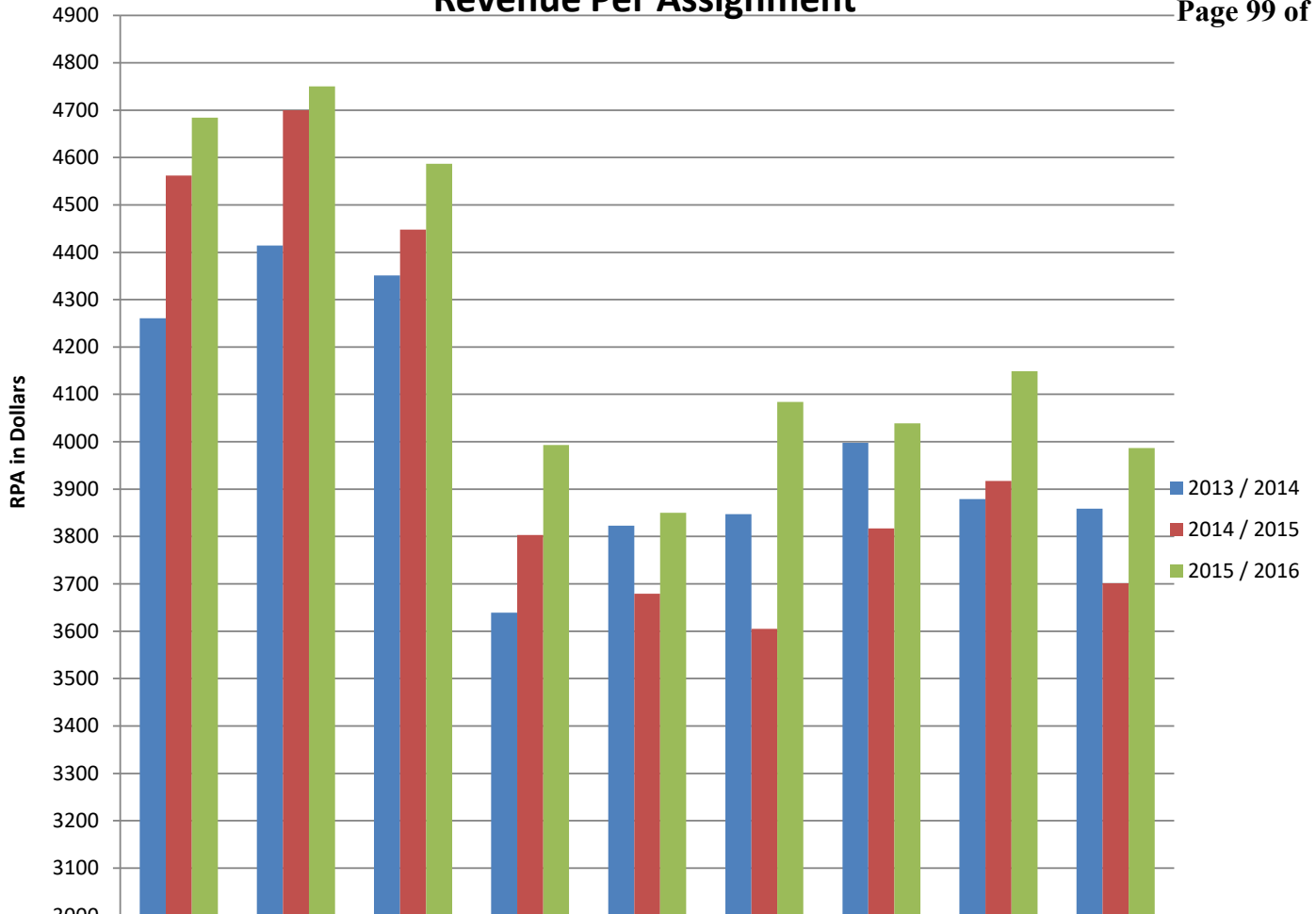
2016	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
February	\$ 4,055	\$ 4,149	2,269,624	79,737	2,349,361	547	9
March	\$ 4,203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

2015	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 4,208	\$ 3,701	2,365,096	84,102	2,449,197	639	16
April	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	620	22
May	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	774	14
June	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	791	20
July	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	632	11
August	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	693	9
September	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	601	11
October	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	666	13
November	\$ 4,062	\$ 3,850	2,479,703	98,603	\$ 2,578,306	644	15
December	\$ 4,064	\$ 4,084	2,618,146	111,764	\$ 2,729,910	641	10
ytd			\$ 31,680,998	\$1,119,405	\$ 32,800,403	7795	168
Δ YTD	Δ (64)	\$ 479	241,755	35,854	277,609	179	67

2014	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	3,998	3,998	2,554,575	98,762	2,653,337	639	8
February	3,941	3,879	2,261,575	82,889	2,344,464	583	11
March	3,913	3,859	2,403,969	90,895	2,494,864	623	6
April	3,913	3,911	2,464,091	85,345	2,549,436	630	9
May	4,043	4,525	3,036,561	85,787	3,122,348	671	6
June	4,107	4,397	3,033,723	95,193	3,128,916	690	8
July	4,174	4,562	3,024,434	88,977	3,113,411	663	5
August	4,244	4,700	3,219,531	97,072	3,316,603	685	8
September	4,265	4,448	2,655,500	91,878	2,747,378	597	5
October	4,219	3,803	2,430,062	98,126	2,528,188	639	12
November	4,173	3,679	2,177,805	81,264	2,259,069	592	11
December	4,128	3,605	2,177,417	87,363	2,264,780	604	12
ytd			\$ 31,439,243	1,083,551	\$ 32,522,794	7616	101
Δ	\$90	(\$242)			(\$187,662)	(203)	(16)

2013	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January		3,767	2,493,701	96,600	2,590,301	662	16
February	3,806	3,851	2,229,846	82,426	2,312,272	579	11
March	3,778	3,721	2,311,037	95,730	2,406,767	621	13
April	3,820	3,958	2,212,733	74,842	2,287,575	559	2
May	3,914	4,261	2,820,632	95,699	2,916,331	662	10
June	4,013	4,461	3,028,751	90,527	3,119,278	679	5
July	4,052	4,261	3,046,277	100,482	3,146,759	715	7
August	4,102	4,414	3,112,078	93,144	3,205,222	705	9
September	4,130	4,351	2,858,510	99,071	2,957,581	657	8
October	4,078	3,639	2,481,925	105,812	2,587,737	682	13
November	4,055	3,823	2,465,837	97,211	2,563,048	645	11
December	4,038	3,847	2,512,313	105,272	2,617,585	653	12
ytd			\$ 31,573,640	1,136,816	\$ 32,710,456	7,819	117
	97	184	\$ 955,959	145,073	\$ 1,101,032	50	(15)

Revenue Per Assignment



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

2016	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Docket TP-190976											
			1	2	3	4	5	6	Page 100 of 117											
Car	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip								
Jan		589	121	84	61	157	166	0	88	39	232		14	4	1	1		19	191	
Feb	1,127	538	91	102	43	139	163	0	90	45	212		7		2		18	164		
Mar	1,718	591	102	92	58	150	189	0	97	52	236	0	8	0	1	0	0	20	177	
		1718	314	278	162	446	518	0	275	136	680	0	29	4	2	3	0	57	532	0
2015/2016 ytd Δ		28	20	12	21	(65)	51	(5)	(17)	13	18	0	(13)	3	(45)	1	0	(5)	75	(2)

2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Wood Chip											
			1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip
Jan		566	88	93	51	189	144	1	102	35	219		23		4	1		18	164	
Feb	1,067	501	67	88	40	154	144	4	70	43	209		5		5	1		21	145	2
Mar	1,690	623	139	85	50	168	179	0	120	45	234		14	1	38			23	148	
Apr	2,288	598	127	60	59	174	178	0	78	43	224		16	1	37			24	175	
May	3,048	760	178	92	50	238	197	5	76	54	232		23	1	103	62	2	20	187	
June	3,819	771	152	108	65	249	197	0	70	67	232		6	3	71	86	2	21	213	
July	4,440	621	95	70	56	231	169	0	39	50	225		19	4	6	86		19	173	
Aug	5,124	684	117	72	59	247	189	0	68	47	241		2		11	90		19	206	
Sept	5,714	590	87	77	52	208	166	0	46	37	218		25		3	63		24	174	
Oct	6,367	653	124	93	64	182	190		123	40	230		12		26		3	23	196	
Nov	6,996	629	117	100	65	177	170	0	85	38	237		7		57		1	19	185	
Dec	7,627	631	136	100	78	144	171	2	71	42	231		9		67			22	189	
		7627	1427	1038	689	2361	2094	12	948	541	2732	0	161	10	428	389	8	253	2155	2
2014/2015 ytd Δ		111	202	(34)	22	(43)	(54)	12	(104)	17	(70)	(5)	(14)	(2)	382	20	(8)	(9)	(96)	0

2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Wood Chip											
			1	2	3	4	5	6	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip
Jan		631	113	96	56	168	198	0	93	51	252	1	15		2	1		21	195	
Feb	1,203	572	94	99	52	155	172	0	113	39	212		5	2	1	1		20	177	2
Mar	1,820	617	106	99	47	178	187	0	92	47	239		16		2			23	198	
Apr	2,441	621	109	83	48	194	187	0	112	48	242		16		2			22	179	
May	3,106	665	93	94	48	247	183	0	67	43	257	1	18	2	8	61		23	185	
June	3,788	682	99	82	61	260	180	0	73	46	227	1	24		2	85	2	20	202	
July	4,446	658	93	81	52	253	179	0	79	41	240		10	3	1	82		25	177	
Aug	5,124	678	101	90	65	234	188	0	66	41	236		19	3	8	85		19	201	
Sept	5,716	592	73	82	64	203	170	0	48	29	218		10		8	54	1	27	197	
Oct	6,343	627	115	85	60	165	202	0	93	43	242	2	16		8		9	23	191	
Nov	6,924	581	117	88	50	174	152		126	44	206		6		1		4	18	176	
Dec	7,516	592	112	93	64	173	150	0	90	52	231		20	2	3			21	173	
		7516	1225	1072	667	2404	2148	0	1052	524	2802	5	175	12	46	369	16	262	2251	2
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	(2)	133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2

2013	Moves YTD	Moves/ Month	IntraHbr						Car												
			≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Bo	Tanker	Chip		
			1	2	3	4	5	6													
Jan		646	101	104	58	192	191	0	95	40	257		5	2	4	1		17	225		
Feb	1,214	568	81	88	49	172	178		82	43	229		15	1		5		19	174		
Mar	1,822	608	95	101	49	175	185	2	91	42	228		14		4			26	203		
Apr	2,379	557	71	91	35	186	174		52	47	241		13	3	12			22	167		
May <small>cruise</small>	3,031	652	93	94	48	239	178		64	42	245		21		7	59		23	191		
June <small>ship</small>	3,705	674	84	81	56	286	167		62	44	246		8	1	9	89	2	21	192		
July <small>season</small>	12,521	708	103	117	46	271	171	0	51	43	244		14	1	23	80		22	230		
August <small>in</small>	5,109	696	89	88	58	278	183	0	64	42	247		21	1	11	84		26	200		
Sept <small>blue</small>	5,758	649	78	92	59	237	183		48	46	239		28	2	5	59	4	18	200		
October	6,427	669	115	92	62	201	199		111	45	245		7		14		5	24	218		
November	7,061	634	106	92	60	182	194		104	50	245		11		2			21	201		
December	7,702	641	130	86	62	187	176		95	48	227	1	16	1	26			21	206		
		7702	1146	1126	642	2606	2179	2	919	532	2893	1	173	12	117	377	11	260	2407	0	
2012/2013 ytd Δ	65		4	111	47	(211)	132	(19)	(101)	(12)	76	1	35	(4)	(45)	(33)	(4)	12	143	(3)	

PSP 2016	January		February		March		April		4 mo to date	
Assignments	605	4.9%	547	5.8%	607	-5.0%	584	-5.8%	2343	-0.4%
# of licensed pilots w/o Pres	51		51		51		51			
Average Assgn/pilot	11.86		10.73		11.90		11.45			
# of assignment change	28		30		-32		-36		-10	
Tariff Revenue-Trans	\$2,443,846	10.95%	\$2,269,624	12.09%	\$2,419,887	2.32%	\$2,350,195	9.15%	\$9,483,552	8.44%
RPA-Revenue per Assign	\$4,039	5.82%	\$4,149	5.94%	\$3,987	7.71%	\$4,024	15.88%	\$4,048	8.90%
Moves	589	4.1%	538	7.4%	591	-5.1%	573	-4.2%	2291	
Gross Tonnage	29,609,106	7.33%	27,830,304	12.80%	29,667,076	2.18%	28,676,198	9.88%	115,782,684	7.81%

PSP 2015	January		February		March		April		4 mo to date	
Assignments	577	-9.7%	517	-11.3%	639	2.6%	620	-1.6%	2353	-4.9%
# of licensed pilots w/o Pres	53		54		53		53			
Average Assgn/pilot	10.89		9.75		12.29		11.92			
# of assignment change	-62		-66		16		-10		-122	
Tariff Revenue-Trans	\$2,202,588	-13.78%	\$2,024,841	-10.47%	\$2,365,096	-1.62%	\$2,153,086	-12.62%	\$8,745,611	-9.69%
RPA-Revenue per Assign	\$3,817	-4.51%	\$3,917	0.96%	\$3,701.25	-4.08%	\$3,473	-11.21%	\$3,717	-5.01%
Moves	566	-10.3%	501	-12.4%	623	1.0%	598	-3.7%	2288	
Gross Tonnage	27,588,264	-13.54%	24,671,828	-14.41%	29,034,609	-5.20%	26,097,422	-14.94%	107,392,123	-12.00%

PSP 2014	January		February		March		April		4 mo to date	
Assignments	639	-3.47%	583	0.69%	623	0.32%	630	12.7%	2475	2.2%
# of licensed pilots w/o Pres	53		54	+1.5 p	54	+1 p	54	+1 p		
Average Assgn/pilot	12.06		11.00		11.75		11.89			
# of assignment change	-23		4		2		71		54	
Tariff Revenue-Trans	\$2,554,575	2.44%	\$2,261,575	1.42%	\$2,403,969	4.02%	\$2,464,091	11.36%	\$9,684,210	4.72%
RPA-Revenue per Assign	\$3,998	6.13%	\$3,879	0.73%	\$3,858.70	3.69%	\$3,911	-11.21%	\$3,913	2.4%
Moves	631	-2.32%	572	0.70%	617	1.48%	621	11.5%	2441	
Gross Tonnage	31,907,495	1.52%	28,825,535	5.87%	30,626,216	7.72%	30,679,931	13.62%	122,039,177	6.97%

PSP 2013	January		February		March		April		4 mo to date	
Total Assignments/ Month	662	5.08%	579	1.40%	621	4.19%	559	1.9%	2421	0.8%
# of licensed pilots w/o Pres	51.34		52.5		53		53			
Average Assgn/pilot	12.89		11.03		11.72		10.75			
# of assignment change	32		8		25		1		66	
Tariff Revenue-Trans	\$2,493,701	5.04%	\$2,229,846	4.98%	\$2,311,037	12.10%	\$2,212,733	6.04%	\$9,247,317	6.11%
RPA-Revenue per Assign	\$3,767	-0.03%	\$3,851	3.53%	\$3,721	7.58%	\$3,958	-5.59%	\$3,820	1.41%
Moves	646	4.36%	568	1.61%	608	5.19%	557	2.3%	2379	
Gross Tonnage	31,428,636	3.51%	27,228,140	4.49%	28,430,900	9.33%	27,001,386	2.3%	114,089,062	4.84%

PSP 2012	January		February		March		April		4 mo to date	
Total Assignments/ Month	630	3.11%	571	0.53%	596	-3.25%	605	-1.9%	2402	1.8%
# of licensed pilots w/Pres	51		51		51.1		52			
Average Assgn/pilot	12.60		11.42		0.00		11.86			
# of assignment change	19		-2		-20		-1		-4	
Tariff Revenue-Trans	\$2,373,948	7.85%	\$2,123,989	4.15%	\$2,061,646	-10.02%	\$2,086,614	2.86%	\$8,646,197	-0.81%
RPA-Revenue per Assign	\$3,768	4.59%	\$3,720	3.60%	\$3,459	-7.00%	\$3,449	6.12%	\$3,600	-0.81%
Moves	619	3.34%	559	0.18%	578	-3.99%	590	2.9%	2346	
Gross Tonnage	30,363,264	8.47%	26,057,669	1.46%	26,005,418	-9.18%	26,393,270	2.93%	108,819,621	0.81%

PSP 2011	January		February		March		April		4 mo to date	
Total Assignments/ Month	611		568		616		564		2359	
# of licensed pilots w/Pres	53		53		53		53			
Average Assgn/pilot	11.75		10.92		11.85		10.85			
# of assignment change	41		-4		-4		-4		29	
Tariff Revenue-Trans	\$2,201,209		\$2,039,383		\$2,291,252		\$2,028,674		\$8,560,518	
RPA-Revenue per Assign	\$3,603		\$3,590		\$3,720		\$3,597		\$3,629	
Moves	599		558		602		556		2315	
Gross Tonnage	27,993,179		25,682,377		28,633,920		25,640,954		107,950,430	

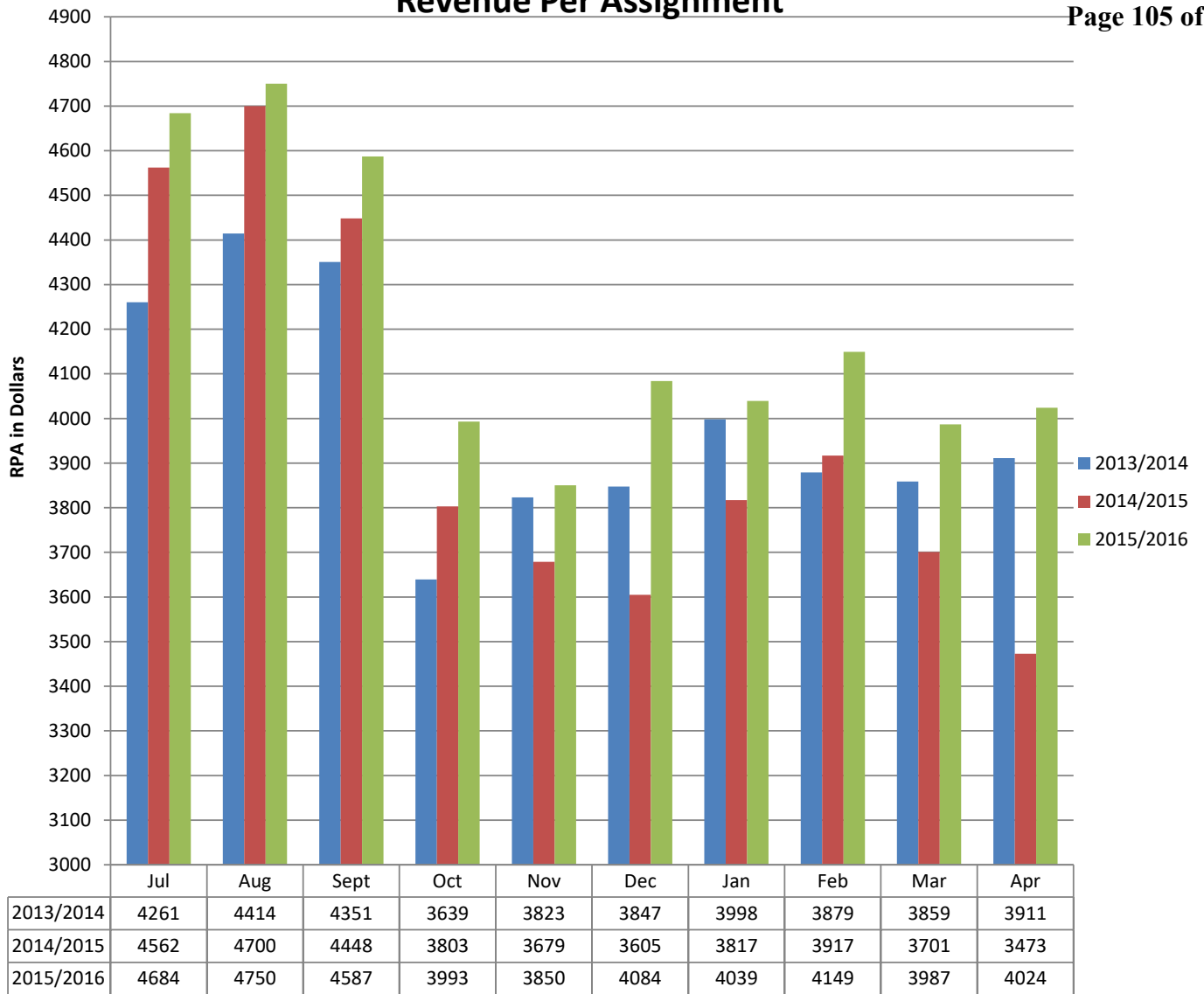
2016	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmtns	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
February	\$ 4,048	\$ 4,149	2,269,624	79,737	2,349,361	547	9
March	\$ 4,196	\$ 3,987	2,419,890	90,643	2,510,533	607	16
April	\$ 4,048	\$ 4,024	2,350,195	87,956	2,438,151	584	11
ytd			\$ 9,483,555	\$ 346,800	\$ 9,830,355	2343	52
Δ YTD	Δ 331		737,944	21,592	759,535	(10)	(13)

2015	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmtns	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 4,208	\$ 3,701	2,365,096	84,102	2,449,197	639	16
April	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	620	22
May	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	774	14
June	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	791	20
July	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	632	11
August	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	693	9
September	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	601	11
October	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	666	13
November	\$ 4,062	\$ 3,850	2,479,703	98,603	\$ 2,578,306	644	15
December	\$ 4,064	\$ 4,084	2,618,146	111,764	\$ 2,729,910	641	10
ytd			\$ 31,680,998	\$ 1,119,405	\$ 32,800,403	7795	168
Δ YTD	Δ (64)	\$ 479	241,755	35,854	277,609	179	67

2014	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmtns	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	3,998	3,998	2,554,575	98,762	2,653,337	639	8
February	3,941	3,879	2,261,575	82,889	2,344,464	583	11
March	3,913	3,859	2,403,969	90,895	2,494,864	623	6
April	3,913	3,911	2,464,091	85,345	2,549,436	630	9
May	4,043	4,525	3,036,561	85,787	3,122,348	671	6
June	4,107	4,397	3,033,723	95,193	3,128,916	690	8
July	4,174	4,562	3,024,434	88,977	3,113,411	663	5
August	4,244	4,700	3,219,531	97,072	3,316,603	685	8
September	4,265	4,448	2,655,500	91,878	2,747,378	597	5
October	4,219	3,803	2,430,062	98,126	2,528,188	639	12
November	4,173	3,679	2,177,805	81,264	2,259,069	592	11
December	4,128	3,605	2,177,417	87,363	2,264,780	604	12
ytd			\$ 31,439,243	1,083,551	\$ 32,522,794	7616	101
Δ	\$90	(\$242)			(\$187,662)	(203)	(16)

2013	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmtns	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January		3,767	2,493,701	96,600	2,590,301	662	16
February	3,806	3,851	2,229,846	82,426	2,312,272	579	11
March	3,778	3,721	2,311,037	95,730	2,406,767	621	13
April	3,820	3,958	2,212,733	74,842	2,287,575	559	2
May	3,914	4,261	2,820,632	95,699	2,916,331	662	10
June	4,013	4,461	3,028,751	90,527	3,119,278	679	5
July	4,052	4,261	3,046,277	100,482	3,146,759	715	7
August	4,102	4,414	3,112,078	93,144	3,205,222	705	9
September	4,130	4,351	2,858,510	99,071	2,957,581	657	8
October	4,078	3,639	2,481,925	105,812	2,587,737	682	13
November	4,055	3,823	2,465,837	97,211	2,563,048	645	11
December	4,038	3,847	2,512,313	105,272	2,617,585	653	12
ytd			\$ 31,573,640	1,136,816	\$ 32,710,456	7,819	117
	97	184	\$ 955,959	145,073	\$ 1,101,032	50	(15)

Revenue Per Assignment



GRAYS HARBOR

		2016	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total Assignments	Ship Arrivals
2016 Grays Hbr	D'Angelo															
	White															
	GH Actual Assignments	13	15	16	16										60	
		-35.0%	-40.0%	-46.7%	33.3%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-70.0%	
2015 Grays Hbr	Cooke	0	3	Retired	2/7/15										3	
	D'Angelo	18	20	28	10	10	19	4	16	8	11	10	8	162		
	White	2	2	2	2	2	7	3	0	2	3	7	3	35		
GH Actual Assignments	20	25	30	12	12	26	7	16	10	14	17	11	200	82		
		-28.6%	-3.8%	0.0%	-68.4%	33.3%	23.8%	-58.8%	0.0%	-44.4%	-17.6%	-43.3%	-59.3%	-27.8%		
2014 Grays Hbr	Cooke	23	0	26	2	9	0	10	16	0	10	0	26	122		
	D'Angelo	5	26	4	36	0	21	7	0	18	7	30	1	155		
	GH Actual Assignments	28	26	30	38	9	21	17	16	18	17	30	27	277	115	
		27.3%	30.0%	11.1%	280.0%	-59.1%	31.3%	88.9%	-20.0%	12.5%	-39.3%	50.0%	-25.0%	12.6%		
2013 Grays Hbr	Cooke	2	4	2	10	1	16	9	0	12	0	20	0	76		
	D'Angelo	20	16	25	0	21	0	0	20	4	28	0	36	170		
	GH Actual Assignments	22	20	27	10	22	16	9	20	16	28	20	36	246	102	
		144.4%	-9.1%	107.7%	-37.5%	69.2%	33.3%	-43.8%	81.8%	14.3%	75.0%	-23.1%	300.0%	39.0%		
2012 Grays Hbr	Cooke	8	0	13	0	10	0	1	10	8	16	0	9	75		
	D'Angelo	1	22	0	16	3	12	15	1	6	0	26	0	102		
	GH Actual Assignments	9	22	13	16	13	12	16	11	14	16	26	9	177	82	
		-30.8%	100.0%	-27.8%	33.3%	44.4%	9.1%	0.0%	-15.4%	27.3%	-20.0%	160.0%	-18.2%	14.2%		
2011 Grays Hbr	Cooke	0	10	1	12	0	11	9	0	11	1	10	1	66		
	D'Angelo	13	1	17	0	9	0	7	13	0	19	0	10	89		
	GH Actual Assignments	13	11	18	12	9	11	16	13	11	20	10	11	155	70	

2016	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
Jan		589	121	84	61	157	166	0
Feb	1,127	538	91	102	43	139	163	0
Mar	1,718	591	102	92	58	150	189	0
Apr	2,291	573	107	79	64	155	168	0
		2291	421	357	226	601	686	0
2015/2016 ytd Δ		3	0	31	26	(84)	41	(5)

SHIP MOVES BY TYPE												
Car												Wood
Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip	
88	39	232		14	4	1	1		19	191		
90	45	212		7			2		18	164		
97	52	236	0	8	0	1	0	0	20	177		
70	41	216		8	0	11	2	0	25	200		
345	177	896	0	37	4	13	5	0	82	732	0	
(25)	11	10	0	(21)	2	(71)	3	0	(4)	100	(2)	

2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
Jan		566	88	93	51	189	144	1
Feb	1,067	501	67	88	40	154	144	4
Mar	1,690	623	139	85	50	168	179	0
Apr	2,288	598	127	60	59	174	178	0
May	3,048	760	178	92	50	238	197	5
June	3,819	771	152	108	65	249	197	0
July	4,440	621	95	70	56	231	169	0
Aug	5,124	684	117	72	59	247	189	0
Sept	5,714	590	87	77	52	208	166	0
Oct	6,367	653	124	93	64	182	190	
Nov	6,996	629	117	100	65	177	170	0
Dec	7,627	631	136	100	78	144	171	2
		7627	1427	1038	689	2361	2094	12
2014/2015 ytd Δ		111	202	(34)	22	(43)	(54)	12

SHIP MOVES BY TYPE												
Car												Wood
Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip	
102	35	219		23		4	1		18	164		
70	43	209		5		5	1		21	145	2	
120	45	234		14	1	38			23	148		
78	43	224		16	1	37			24	175		
76	54	232		23	1	103	62	2	20	187		
70	67	232		6	3	71	86	2	21	213		
39	50	225		19	4	6	86		19	173		
68	47	241		2		11	90		19	206		
46	37	218		25		3	63		24	174		
123	40	230		12		26		3	23	196		
85	38	237		7		57		1	19	185		
71	42	231		9		67			22	189		
948	541	2732	0	161	10	428	389	8	253	2155	2	
(104)	17	(70)	(5)	(14)	(2)	382	20	(8)	(9)	(96)	0	

2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6
Jan		631	113	96	56	168	198	0
Feb	1,203	572	94	99	52	155	172	0
Mar	1,820	617	106	99	47	178	187	0
Apr	2,441	621	109	83	48	194	187	0
May	3,106	665	93	94	48	247	183	0
June	3,788	682	99	82	61	260	180	0
July	4,446	658	93	81	52	253	179	0
Aug	5,124	678	101	90	65	234	188	0
Sept	5,716	592	73	82	64	203	170	0
Oct	6,343	627	115	85	60	165	202	0
Nov	6,924	581	117	88	50	174	152	
Dec	7,516	592	112	93	64	173	150	0
		7516	1225	1072	667	2404	2148	0
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	(2)

SHIP MOVES BY TYPE												
Car												Wood
Bulker	Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip	
93	51	252	1	15		2	1		21	195		
113	39	212		5	2	1	1		20	177	2	
92	47	239		16		2			23	198		
112	48	242		16		2			22	179		
67	43	257	1	18	2	8	61		23	185		
73	46	227	1	24		2	85	2	20	202		
79	41	240		10	3	1	82		25	177		
66	41	236		19	3	8	85		19	201		
48	29	218		10		8	54	1	27	197		
93	43	242	2	16		8		9	23	191		
126	44	206		6		1		4	18	176		
90	52	231		20	2	3			21	173		
1052	524	2802	5	175	12	46	369	16	262	2251	2	
133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2	

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

Table for APRIL 2016: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for APRIL 2015: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for APRIL 2014: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for APRIL 2013: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for MARCH 2016: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for MARCH 2015: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for MARCH 2014: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for MARCH 2013: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for FEBRUARY 2016: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for FEBRUARY 2015: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for FEBRUARY 2014: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for FEBRUARY 2013: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for JANUARY 2016: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for JANUARY 2015: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for JANUARY 2014: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

Table for JANUARY 2013: YTD Totals, LOA, and categories 1-6 (IntraHbr, ≤30 mi, ≤50 mi, ≤75 mi, ≤100mi, 101+ mi).

SUMMARY OF PSP									
Earned Revenue Rpt Tariff Year 2015-2016	July 2015- June 2016		July 2014- Jun 2015		July 2013- Jun 2014		July 2012- Jun 2013		July 2011- Jun 2012
--Counters & Misc Totals--									
Seattle Assigns	2,200	-11.6%	2,488	3.2%	2,412	4.1%	2,317	-27.4%	3,193
Ship Assigns	7,617	-1.1%	7,698	-2.5%	7,893	2.2%	7,726	0.2%	7,707
Pilot Boat Assigns	5,448	0.1%	5,444	-8.3%	5,937	-1.1%	6,005	-1.5%	6,095
Tonnage Surcharge Moves	7,474	-0.9%	7,540	-3.1%	7,781	2.4%	7,602	0.6%	7,559
Tonnage Surcharge Revenue	\$ 18,706,997	6.8%	\$ 17,519,692	-8.5%	\$ 19,140,369	1.9%	\$ 18,786,483	2.7%	\$ 18,289,326
--Source of Revenue Breakdown--									
LOA/Zone (*)	\$ 8,660,440	-3.2%	\$ 8,944,046	-9.2%	\$ 9,852,831	2.3%	\$ 9,634,201	3.6%	\$ 9,297,557
Harbor Shift (*)	1,017,410	4.2%	976,817	3.9%	940,389	15.2%	816,440	20.7%	676,147
Transportation (**)	1,115,545	2.6%	1,087,381	-4.6%	1,139,863	5.6%	1,079,350	15.7%	933,044
BC Surcharge (***)	396,116	-2.6%	406,651	-9.8%	450,898	9.9%	410,459	32.5%	309,729
Bridge Transit (***)	98,922	1.5%	97,440	6.6%	91,404	4.8%	87,220	9.8%	79,410
Waterway (***)	745,503	9.3%	682,176	-6.3%	728,289	15.7%	629,473	46.6%	429,336
Tonnage Surcharge (***)	18,706,997	6.8%	17,519,690	-8.5%	19,140,369	1.9%	18,786,483	2.7%	18,289,326
Cancellations (***)	82,460	-3.8%	85,713	26.5%	67,764	-2.3%	69,344	-11.9%	78,670
Compass Adj (***)	5,744	-15.8%	6,821	5.6%	6,462	-8.9%	7,090	-11.7%	8,027
Standby/Sail Delay (***)	399,160	-25.2%	533,896	36.1%	392,387	5.2%	373,151	-2.8%	383,946
Slow Down (***)	206,111	12.4%	183,324	129.1%	80,035	-14.1%	93,188	6.6%	87,418
Salmon Bay (***)	1,476	-65.0%	4,220	42.9%	2,954	600.0%	422	-93.9%	6,970
Lk Union/Washington (***)	1,242								
Sea Trials (***)	188,097	762.8%	21,801	-84.4%	139,932	555.6%	21,343	-38.0%	34,440
Delayed Arr & Dock Delay (***)	149,020	172.0%	54,794	55.8%	35,176	-25.8%	47,430	-39.0%	77,758
Pilot Boat (***)	1,895,556	75.0%	1,083,262	258.0%	302,545	3.9%	291,066	-0.5%	292,560
Total-Source Section	\$ 33,618,889	6.1%	\$ 31,688,032	-5.0%	\$ 33,371,299	3.2%	\$ 32,346,660	4.4%	\$ 30,984,338
-----Revenue-----									
Mileage (*)	\$ 9,677,850	-2.4%	\$ 9,920,863	-8.1%	\$ 10,793,220	3.3%	\$ 10,450,641	4.8%	\$ 9,973,704
Trans (**)	1,115,544	2.6%	1,087,382	-4.6%	1,139,863	5.6%	1,079,350	15.7%	933,044
Special (***)	22,825,494	10.4%	20,679,788	-3.5%	21,438,216	3.0%	20,816,669	3.7%	20,077,590
Total -Revenue Section	\$ 33,618,889	6.1%	\$ 31,688,032	-5.0%	\$ 33,371,299	3.2%	\$ 32,346,660	4.4%	\$ 30,984,338
Revenue/Assignment, no Trans	\$4,267	7.3%	\$3,975	-2.7%	\$4,084	0.9%	\$4,047	3.8%	\$3,899
Other Statistics									
Pilot Boat Charges	\$ 1,895,556	75.0%	\$ 1,083,262	258.0%	\$ 302,545	3.9%	\$ 291,066	-0.5%	\$ 292,560
Pilot Boat Assignments	\$ 5,448	0.1%	\$ 5,444	-8.3%	\$ 5,937	-1.1%	\$ 6,005	-1.5%	\$ 6,095
Avg	\$ 348		\$ 199		\$ 51	5.1%	\$ 48	1.0%	\$ 48
Tonnage Surcharge Revenue	\$ 18,706,997	6.8%	\$ 17,519,690	-8.5%	\$ 19,140,369	1.9%	\$ 18,786,483	2.7%	\$ 18,289,326
Tonnage Surcharge Charge	\$ 7,474	-0.9%	\$ 7,540	-3.1%	\$ 7,781	2.4%	\$ 7,602	0.6%	\$ 7,559
Avg Tonnage Surcharge/Move	\$ 2,503	7.7%	\$ 2,324	-5.5%	\$ 2,460	-0.5%	\$ 2,471	2.1%	\$ 2,420

New **Tariff Year** Snapshot Comparison
July 2012- June 2016

			+ 0% @ 1/1/14		+ 3% @ 1/1/13		+ 0% @ 1/1/12	
	July 2015-June 2016		July 2014-June 2015		July 2013-June 2014		July 2012-June 2013	
Revenue (w/o transportation) M/YTD	\$32,503,345	6.2%	\$30,600,652	-5.1%	\$32,231,434	3.1%	\$31,267,310	
Assignments M / YTD	7,617	-1.1%	7,698	-2.5%	7,893	2.2%	7,726	
Revenue per assignment - M/YTD	\$4,267	7.3%	\$3,975	-2.7%	\$4,084	0.9%	\$4,047	
Vessel Moves	7474	-0.9%	7540	-3.1%	7781	2.4%	7602	
Revenue per vessel move - M/YTD	\$4,349	7.2%	\$4,058	-2.0%	\$4,142	0.7%	\$4,113	
Tonnage Only Revenue - M/YTD	\$18,706,997	6.8%	\$17,519,691	-8.5%	\$19,140,369	1.9%	\$18,786,481	
Tonnage Revenue per move	\$2,503	7.7%	\$2,324	-5.5%	\$2,460	-0.5%	\$2,471	

	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
2016							
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
February	\$ 4,298	\$ 4,149	2,269,624	79,737	2,349,361	547	9
March	\$ 4,442	\$ 3,987	2,419,890	90,643	2,510,533	607	16
April	\$ 4,048	\$ 4,024	2,350,195	87,956	2,438,151	584	11
May	\$ 4,154	\$ 4,523	3,039,515	92,009	3,131,524	672	7
June	\$ 4,208	\$ 4,435	3,215,179	100,031	3,315,210	725	15
July	\$ 4,298	\$ 4,785	3,320,803	96,653	3,417,456	694	15
August	\$ 4,298	#DIV/0!	0				
ytd			\$ 19,059,052	\$ 635,493	\$ 19,694,545	4434	89
8/16-8/15 Δ	261		(2,108,532)	(92,814)	(2,201,346)	(809)	(30)

	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
2015							
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 4,208	\$ 3,701	2,365,096	84,102	2,449,197	639	16
April	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	620	22
May	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	774	14
June	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	791	20
July	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	632	11
August	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	693	9
September	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	601	11
October	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	666	13
November	\$ 4,062	\$ 3,850	2,479,703	98,603	\$ 2,578,306	644	15
December	\$ 4,064	\$ 4,084	2,618,146	111,764	\$ 2,729,910	641	10
ytd			\$ 31,680,998	\$ 1,119,405	\$ 32,800,403	7795	168
2015/2014 Δ	(64)	\$ 479	241,755	35,854	277,609	179	67

	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
2014							
January	3,998	3,998	2,554,575	98,762	2,653,337	639	8
February	3,941	3,879	2,261,575	82,889	2,344,464	583	11
March	3,913	3,859	2,403,969	90,895	2,494,864	623	6
April	3,913	3,911	2,464,091	85,345	2,549,436	630	9
May	4,043	4,525	3,036,561	85,787	3,122,348	671	6
June	4,107	4,397	3,033,723	95,193	3,128,916	690	8
July	4,174	4,562	3,024,434	88,977	3,113,411	663	5
August	4,244	4,700	3,219,531	97,072	3,316,603	685	8
September	4,265	4,448	2,655,500	91,878	2,747,378	597	5
October	4,219	3,803	2,430,062	98,126	2,528,188	639	12
November	4,173	3,679	2,177,805	81,264	2,259,069	592	11
December	4,128	3,605	2,177,417	87,363	2,264,780	604	12
ytd			\$ 31,439,243	1,083,551	\$ 32,522,794	7616	101
2014/2013 Δ	\$90	(\$242)	\$ (134,397)	(53,265)	\$ (187,662)	(203)	(16)

	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
2013							
January		3,767	2,493,701	96,600	2,590,301	662	16
February	3,806	3,851	2,229,846	82,426	2,312,272	579	11
March	3,778	3,721	2,311,037	95,730	2,406,767	621	13
April	3,820	3,958	2,212,733	74,842	2,287,575	559	2
May	3,914	4,261	2,820,632	95,699	2,916,331	662	10
June	4,013	4,461	3,028,751	90,527	3,119,278	679	5
July	4,052	4,261	3,046,277	100,482	3,146,759	715	7
August	4,102	4,414	3,112,078	93,144	3,205,222	705	9
September	4,130	4,351	2,858,510	99,071	2,957,581	657	8
October	4,078	3,639	2,481,925	105,812	2,587,737	682	13
November	4,055	3,823	2,465,837	97,211	2,563,048	645	11
December	4,038	3,847	2,512,313	105,272	2,617,585	653	12
ytd			\$ 31,573,640	1,136,816	\$ 32,710,456	7,819	117
2013/2012 Δ	97	184	\$ 955,959	145,073	\$ 1,101,032	50	(15)

Monthly Revenue per Assignment 2013 - 2016



SUMMARY OF PSP														
Earned Revenue Rpt														
<u>Calendar Year</u>														
	2016		Jul-16	Month of	2015		Jul-15	Month of	2014		Jul-14	Month of	2013	
	6 months			July only	6 months			July only	6 months			July only	6 months	
	YTD			change	YTD			change	YTD			change	YTD	
--Counters & Misc Totals--														
Seattle Assigns	1,022	-18.8%	261	26.7%	1,259	12.2%	206	-20.2%	1,122	2.9%	258	-0.8%	1,090	260
Ship Assigns	3,740	-4.5%	694	9.8%	3,918	2.1%	632	-4.7%	3,836	2.0%	663	-7.3%	3,762	715
Pilot Boat Assigns	2,694	0.0%	497	4.0%	2,694	-7.4%	478	-3.8%	2,908	-0.5%	497	-8.6%	2,923	544
Tonnage Surcharge/Moves	3,666	-3.9%	689	11.0%	3,816	0.8%	621	-5.2%	3,787	2.4%	655	-7.4%	3,698	707
Surcharge Revenue	9,049,051	12.1%	2,062,503	15.0%	8,069,838	-14.2%	1,793,733	-5.3%	9,410,782	5.0%	1,894,514	-0.6%	8,958,730	1,905,487
--Source of Revenue Breakdown--														
LOA/Zone (*)	4,243,432	-0.1%	846,758	11.1%	4,248,304	-11.9%	762,456	-12.6%	4,824,323	1.7%	872,790	-1.7%	4,741,400	887,605
Harbor Shift (*)	510,290	3.3%	83,279	11.9%	494,209	1.6%	74,402	-3.2%	486,539	24.0%	76,832	2.3%	392,292	75,073
Transportation (**)	538,840	-0.7%	96,653	10.7%	542,702	0.7%	87,317	-1.9%	538,871	0.6%	88,977	-11.4%	535,824	100,482
BC Surcharge (***)	195,951	14.8%	37,926	-10.0%	170,667	1.3%	42,140	11.1%	168,560	-26.5%	37,926	12.5%	229,257	33,712
Bridge Transit (***)	51,608	11.3%	5,782	4.5%	46,376	0.7%	5,534	-45.2%	46,062	-0.1%	10,094	2.6%	46,128	9,840
Waterway (***)	364,420	7.3%	53,390	-12.6%	339,625	-8.1%	61,104	-4.2%	369,360	14.9%	63,802	13.8%	321,575	56,050
Tonnage Surcharge (***)	9,049,051	12.1%	2,062,503	15.0%	8,069,837	-14.2%	1,793,733	-5.3%	9,410,782	5.0%	1,894,514	-0.6%	8,958,730	1,905,487
Cancellations (***)	44,118	-15.0%	3,171	-29.1%	51,906	75.2%	4,470	65.8%	29,622	-10.0%	2,696	-16.1%	32,919	3,213
Compass Adj (***)	3,590	42.9%	0		2,513	-22.2%	0	-100.0%	3,231	-18.2%	1,077	50.0%	3,949	718
Standby/Sail Delay (***)	160,214	-56.1%	23,308	-18.2%	364,766	95.1%	28,496	7.1%	186,945	20.7%	26,614	-3.8%	154,844	27,674
Slow Down (***)	97,863	-33.1%	22,212	30.8%	146,316	316.9%	16,988	169.6%	35,099	-0.7%	6,302	-45.2%	35,364	11,508
Salmon Bay (***)	1,476	-0.1%	422		1,477	0.0%	0	-100.0%	1,477	250.0%	844		422	0
Lk Union/Washington (***)	1,242		328				0				0			0
Sea Trials (***)	10,985	-3.0%	0	-100.0%	11,323	-39.1%	1,014		18,590	6.8%	0	-100.0%	17,407	7,098
Delayed Arr & Dock Delay (***)	70,710	127.6%	8,768	146.2%	31,070	57.1%	3,562	-22.6%	19,780	2.8%	4,602	179.9%	19,234	1,644
Pilot Boat (***)	937,512	0.0%	172,956	4.0%	937,512	508.3%	166,344	531.5%	154,124	7.6%	26,341	-1.2%	143,178	26,656
Total-Source Section	16,281,302	5.3%	3,417,456	12.1%	15,458,603	-5.1%	3,047,560	-2.1%	16,293,365	4.2%	3,113,411	-1.1%	15,632,524	3,146,759
-----Revenue-----														
Mileage (*)	4,753,722	0.2%	930,037	11.1%	4,742,513	-10.7%	836,858	-11.9%	5,310,862	3.5%	949,622	-1.4%	5,133,692	962,678
Trans (**)	538,840	-0.7%	96,653	10.7%	542,702	0.7%	87,317	-1.9%	538,871	0.6%	88,977	-11.4%	535,824	100,482
Special (***)	10,984,526	8.0%	2,390,766	12.6%	10,173,388	-2.6%	2,123,385	2.3%	10,443,632	4.8%	2,074,812	-0.4%	9,963,007	2,083,600
Total -Revenue Section	16,277,088	5.3%	3,417,456	12.1%	15,458,603	-5.1%	3,047,560	-2.1%	16,293,365	4.2%	3,113,411	-1.1%	15,632,524	3,146,759
Revenue/Assignment, no Trans	4,208	10.5%	4,785	2.2%	3,807	-7.3%	4,684	2.7%	4,107	2.3%	4,562	7.1%	4,013	4,261
Other Stats														
Pilot Boat Charges	937,512	0.0%	172,956	4.0%	937,512	508.3%	166,344	531.5%	154,124	7.6%	26,341	-1.2%	143,178	26,656
Pilot Boat Assignments	2,694	0.0%	497	4.0%	2,694	-7.4%	478	-3.8%	2,908	-0.5%	497	-8.6%	2,923	544
Avg	348		\$ 348	0.0%	348		\$ 348		53	8.2%	\$ 53	8.2%	49	\$ 49
Tonnage Surcharge Revenue	9,049,051	12.1%	2,062,503	15.0%	8,069,837	-14.2%	1,793,733	-5.3%	9,410,782	5.0%	1,894,514	-0.6%	8,958,730	1,905,487
Tonnage Surcharge Charge #	3,666	-3.9%	689	11.0%	3,816	0.8%	621	-5.2%	3,787	2.4%	655	-7.4%	3,698	707
Avg Tonnage Surcharge/Move	2,468	16.7%	2,993	3.6%	2,115	-14.9%	2,888	-0.1%	2,485	2.6%	2,892	7.3%	2,423	2,695

Calendar Year Timeframe Comparison

Jan 2013 - June 2016

JANUARY 2016 - 2013											
	Jan-16	YTD	ytd	Jan-15	YTD	ytd	Jan-14	YTD	ytd	Jan-13	YTD
Revenue (w/o transportation) M/YTD	\$2,443,846	\$2,443,846	11.0%	\$2,202,588	\$2,202,588	-13.8%	\$2,554,575	\$2,554,575	2.4%	\$2,493,701	\$2,493,701
Assignments M / YTD	605	605	4.9%	577	577	-9.7%	639	639	-3.5%	662	662
Revenue per assignment - M/YTD	\$4,039	\$4,039	5.8%	\$3,817	\$3,817	-4.5%	\$3,998	\$3,998	6.1%	\$3,767	\$3,767
Vessel Moves	589	589	4.1%	566	566	-10.3%	631	631	-2.0%	644	644
Revenue per vessel move - M/YTD	\$4,149	\$4,149	6.6%	\$3,891	\$3,891	-3.9%	\$4,048	\$4,048	4.6%	\$3,872	\$3,872
Tonnage Revenue - M/YTD	\$1,329,440	\$1,329,440	9.3%	\$1,216,397	\$1,216,397	-17.7%	\$1,478,353	\$1,478,353	3.6%	\$1,426,964	\$1,426,964
Tonnage Revenue per move	\$2,257	\$2,257	5.0%	\$2,149	\$2,149	-8.3%	\$2,343	\$2,343	5.7%	\$2,216	\$2,216
FEBRUARY 2016 - 2013											
	Feb-16	YTD		Feb-15	YTD		Feb-14	YTD		Feb-13	YTD
Revenue (w/o transportation) M/YTD	\$2,269,624	\$4,713,470	11.5%	\$2,024,842	\$4,227,430	-12.2%	\$2,261,575	\$4,816,150	2.0%	\$2,229,846	\$4,723,547
Assignments M / YTD	547	1,152	5.3%	517	1,094	-10.5%	583	1,222	-1.5%	579	1,241
Revenue per assignment - M/YTD	\$4,149	\$4,092	5.9%	\$3,917	\$3,864	-2.0%	\$3,879	\$3,941	3.5%	\$3,851	\$3,806
Vessel Moves	538	1127	5.6%	501	1067	-11.3%	572	1203	-0.7%	567	1211
Revenue per vessel move - M/YTD	\$4,219	\$4,182	5.6%	\$4,042	\$3,962	-1.0%	\$3,954	\$4,003	2.6%	\$3,933	\$3,901
Tonnage Revenue - M/YTD	\$1,296,111	\$2,625,551	11.8%	\$1,132,850	\$2,349,247	-15.8%	\$1,311,311	\$2,789,664	2.9%	\$1,285,372	\$2,712,336
Tonnage Revenue per move	\$2,409	\$2,330	5.8%	\$2,261	\$2,202	-5.1%	\$2,293	\$2,319	3.5%	\$2,267	\$2,240
MARCH 2016 - 2013											
	Mar-16	YTD		Mar-15	YTD		Mar-14	YTD		Mar-13	YTD
Revenue (w/o transportation) M/YTD	\$2,419,890	\$7,133,360	8.2%	\$2,365,096	\$6,592,526	-8.7%	\$2,403,969	\$7,220,119	2.6%	\$2,311,037	\$7,034,584
Assignments M / YTD	607	1,759	1.5%	639	1,733	-6.1%	623	1,845	-0.9%	621	1,862
Revenue per assignment - M/YTD	\$3,987	\$4,055	6.6%	\$3,701	\$3,804	-2.8%	\$3,859	\$3,913	3.6%	\$3,721	\$3,778
Vessel Moves	591	1718	1.7%	622	1689	-7.2%	617	1820	7.9%	475	1686
Revenue per vessel move - M/YTD	\$4,095	\$4,152	6.4%	\$3,802	\$3,903	-1.6%	\$3,896	\$3,967	-4.9%	\$4,865	\$4,172
Tonnage Revenue - M/YTD	\$1,345,308	\$3,970,859	9.9%	\$1,263,220	\$3,612,467	-13.6%	\$1,391,531	\$4,181,195	3.9%	\$1,312,137	\$4,024,473
Tonnage Revenue per move	\$2,276	\$2,311	8.1%	\$2,031	\$2,139	-6.9%	\$2,255	\$2,297	-3.8%	\$2,762	\$2,387
APRIL 2016 - 2013											
	Apr-16	YTD		Apr-15	YTD		Apr-14	YTD		Apr-13	YTD
Revenue (w/o transportation) M/YTD	\$2,350,195	\$9,483,555	8.4%	\$2,153,086	\$8,745,611	-9.7%	\$2,464,091	\$9,684,210	4.7%	\$2,212,733	\$9,247,316
Assignments M / YTD	584	2,343	-0.4%	620	2,353	-4.9%	630	2,475	2.2%	559	2,421
Revenue per assignment - M/YTD	\$4,024	\$4,048	8.9%	\$3,473	\$3,717	-5.0%	\$3,911	\$3,913	2.4%	\$3,958	\$3,820
Vessel Moves	573	2291	0.2%	598	2287	-6.3%	621	2441	9.0%	554	2240
Revenue per vessel move - M/YTD	\$4,102	\$4,139	8.2%	\$3,600	\$3,824	-3.6%	\$3,968	\$3,967	-3.9%	\$3,994	\$4,128
Tonnage Revenue - M/YTD	\$1,322,435	\$5,293,294	12.9%	\$1,074,585	\$4,687,052	-16.7%	\$1,444,248	\$5,625,443	5.5%	\$1,305,608	\$5,330,080
Tonnage Revenue per move	\$2,308	\$2,310	12.7%	\$1,797	\$2,049	-11.1%	\$2,326	\$2,305	-3.1%	\$2,357	\$2,380
MAY 2016 - 2013											
	May-16	YTD		May-15	YTD		May-14	YTD		May-13	YTD
Revenue (w/o transportation) M/YTD	\$3,039,515	\$12,523,070	7.0%	\$2,959,296	\$11,704,907	-8.0%	\$3,036,561	\$12,720,771	5.4%	\$2,820,632	\$12,067,948
Assignments M / YTD	672	3,015	-3.6%	774	3,127	-0.6%	671	3,146	2.0%	662	3,083
Revenue per assignment - M/YTD	\$4,523	\$4,154	11.0%	\$3,823	\$3,743	-7.4%	\$4,525	\$4,043	3.3%	\$4,261	\$3,914
Vessel Moves	665	2956	-3.0%	760	3047	-1.9%	664	3105	7.4%	652	2892
Revenue per vessel move - M/YTD	\$4,571	\$4,236	10.3%	\$3,894	\$3,841	-6.2%	\$4,573	\$4,097	-1.8%	\$4,326	\$4,173
Tonnage Revenue - M/YTD	\$1,832,625	\$7,125,919	14.0%	\$1,566,491	\$6,253,543	-16.9%	\$1,896,847	\$7,522,290	6.7%	\$1,717,083	\$7,047,163
Tonnage Revenue per move	\$2,756	\$2,411	17.5%	\$2,061	\$2,052	-15.3%	\$2,857	\$2,423	-0.6%	\$2,634	\$2,437
JUNE 2016 - 2013											
	Jun-16	YTD		Jun-15	YTD		Jun-14	YTD		Jun-13	YTD
Revenue (w/o transportation) M/YTD	\$3,215,179	\$15,738,249	5.5%	\$3,210,995	\$14,915,902	-5.3%	\$3,033,723	\$15,754,494	4.4%	\$3,028,751	\$15,096,699
Assignments M / YTD	725	3,740	-4.5%	791	3,918	2.1%	690	3,836	2.0%	679	3,762
Revenue per assignment - M/YTD	\$4,435	\$4,208	10.5%	\$4,059	\$3,807	-7.3%	\$4,397	\$4,107	2.3%	\$4,461	\$4,013
Vessel Moves	710	3666	-3.9%	769	3816	0.8%	682	3787	6.2%	673	3565
Revenue per vessel move - M/YTD	\$4,528	\$4,293	9.8%	\$4,176	\$3,909	-6.0%	\$4,448	\$4,160	-1.8%	\$4,500	\$4,235
Tonnage Revenue - M/YTD	\$1,923,132	\$9,049,051	12.1%	\$1,816,296	\$8,069,839	-14.2%	\$1,888,492	\$9,410,782	5.0%	\$1,911,566	\$8,958,729
Tonnage Revenue per move	\$2,709	\$2,468	16.7%	\$2,362	\$2,115	-14.9%	\$2,769	\$2,485	-1.1%	\$2,840	\$2,513
JULY 2016 - 2013											
	Jul-16	YTD		Jul-15	YTD		Jul-14	YTD		Jul-13	YTD
Revenue (w/o transportation) M/YTD	\$3,320,803	\$19,059,052	6.6%	\$2,960,243	\$17,876,145	-4.8%	\$3,024,434	\$18,778,928	3.5%	\$3,046,278	\$18,142,977
Assignments M / YTD	694	4,434	-2.5%	632	4,550	1.1%	663	4,499	0.5%	715	4,477
Revenue per assignment - M/YTD	\$4,785	\$4,298	9.4%	\$4,684	\$3,929	-5.9%	\$4,562	\$4,174	3.0%	\$4,261	\$4,052
Vessel Moves	689	4355	-1.8%	621	4437	-0.1%	655	4442	4.0%	707	4272
Revenue per vessel move - M/YTD	\$4,820	\$4,376	8.6%	\$4,767	\$4,029	-4.7%	\$4,617	\$4,228	-0.5%	\$4,309	\$4,247
Tonnage Revenue - M/YTD	\$2,062,503	\$11,111,554	12.7%	\$1,793,733	\$9,863,572	-12.8%	\$1,894,514	\$11,305,296	4.1%	\$1,905,487	\$10,864,216
Tonnage Revenue per move	\$2,993	\$2,551	14.8%	\$2,888	\$2,223	-12.7%	\$2,892	\$2,545	0.1%	\$2,695	\$2,543

PSP 2016	January	February	March	April	(cruise season) May	June	6 mo to date	to previous year	July	Jul to prev Jul
Assignments	605	547	607	584	672	725	3740	-4.5%	694	9.8%
# of licensed pilots w/o Pres	51	51	50	51	51	51		-1p	51	-2p
Average Assgn/pilot	11.86	10.73	12.14	11.45	13.18	14.22			13.61	
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1			1 + 1	
Assignment change	28	30	-32	-36	-102	-66	-178		62	
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	\$3,039,515	\$3,215,179	\$15,738,246	5.5%	\$3,320,803	12.2%
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	\$4,523	\$4,435	\$4,208	10.5%	\$4,785	2.2%
Moves	589	538	591	573	665	710	3666	-4.0%	689	11.0%
Gross Tonnage	29,609,106	27,830,304	29,667,076	28,676,198	35,896,326	35,896,326	187,575,336	4.8%	39,040,725	12.8%
PSP 2015	January	February	March	April	(cruise season) May	June	6 mo to date		July	Jul to prev Jul
Assignments	577	517	639	620	774	791	3918	2.1%	632	-4.7%
# of licensed pilots w/o Pres	53	53	52	52	52	52			52	-1p
Average Assgn/pilot	10.89	9.75	12.29	11.92	14.88	15.51			12.39	
# pilots with < 6 jobs(+1=Pres)	7	9	4	2	1	3			4	
Assignment change	-62	-66	16	-10	103	101	82		-31	
Tariff Revenue-Trans	\$2,202,588	\$2,024,841	\$2,365,096	\$2,153,086	\$2,959,296	\$3,210,995	\$14,915,902	-5.3%	\$2,960,243	-2.1%
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701.25	\$3,473	\$3,823	\$4,059	\$3,807	-7.3%	\$4,684	2.7%
Moves	566	501	623	598	760	771	3819	0.8%	621	-5.6%
Gross Tonnage	27,588,264	24,671,828	29,034,609	26,097,422	33,836,475	37,785,703	179,014,301	-7.9%	34,596,046	-3.3%
PSP 2014	January	February	March	April	(cruise season) May	June	6 mo to date		July	Jul to prev Jul
Assignments	639	583	623	630	671	690	3836	2.0%	663	-7.3%
# of licensed pilots w/o Pres	53	53	53	53	53	53			53	+1 p
Average Assgn/pilot	12.06	11.00	11.75	11.89	12.66	13.27			12.75	
# pilots with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1	4+1	5+1			5+1	
Assignment change	-23	4	2	71	9	640	74		613	
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	\$3,036,561	\$3,033,723	\$15,754,494	4.4%	\$3,024,434	-0.7%
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,858.70	\$3,911	\$4,525	\$4,397	\$4,107	2.3%	\$4,562	7.1%
Moves	631	572	617	621	665	682	3788	2.2%	658	-7.1%
Gross Tonnage	31,907,495	28,825,535	30,626,216	30,679,931	36,018,027	36,294,816	194,352,020	6.2%	35,771,904	-2.2%
PSP 2013	January	February	March	April	(cruise season) May	June	6 mo to date		July	Jul to prev Jul
Total Assignments/ Month	662	579	621	559	662	679	3762	-1.1%	715	-1.8%
# of licensed pilots w/o Pres	51.34	51.2	50	50	50	50			50	
Average Assgn/pilot	12.89	11.31	12.42	11.18	13.24	15.89			17.11	
# pilots with < 6 jobs(+1=Pres)	7+1	11+1	6+1	4+1	0+1	4+1			6+1	
Assignment change	32	8	25	-46	6	-2	-43		-2	
Tariff Revenue-Trans	\$2,493,701	\$2,229,846	\$2,311,037	\$2,212,733	\$2,820,632	\$3,028,751	\$15,096,700	4.5%	\$3,046,277	-3.4%
RPA-Revenue per Assign	\$3,767	\$3,851	\$3,721	\$3,958	\$4,261	\$2	\$4,013	5.7%	\$2	-1.6%
Moves	646	568	608	557	652	674	3705	-0.6%	708	-1.9%
Gross Tonnage	31,428,636	27,228,140	28,430,900	27,001,386	33,491,659	35,508,456	183,089,177	2.1%	36,570,802	-4.6%
PSP 2012	January	February	March	April	(cruise season) May	June	6 mo to date		July	Jul to prev Jul
Total Assignments/ Month	630	571	596	605	656	747	3805	2.4%	728	-2.8%
# of licensed pilots w/o Pres	50	50	50.1	51	51	52			52	
Average Assgn/pilot	12.60	11.42	11.90	11.86	12.86	18.50			17.82	
# pilots with < 6 jobs(+1=Pres)	6+1	4+1	5+1	3+1	3+1	4+1			5+1	
Assignment change	19	-2	-20	-1	-1	-1	-5		-1	
Tariff Revenue-Trans	\$2,373,948	\$2,123,989	\$2,061,646	\$2,086,614	\$2,596,933	\$3,203,941	\$14,447,071	2.2%	\$3,152,810	0.0%
RPA-Revenue per Assign	\$3,768	\$3,720	\$3,459	\$3,449	\$3,958.74	\$2	\$3,797	-0.2%	\$2	2.9%
Moves	619	559	578	590	646	735	3727	2.1%	722	-2.7%
Gross Tonnage	30,363,264	26,057,669	26,005,418	26,393,270	32,094,230	38,457,825	179,371,676	2.4%	38,321,278	0.0%

2016			Jan	Feb	Mar	Apr	May	Jun	Jul	YTD Actual Assign	Average Assgn 145/12=12.1	<i>Italicized average =</i> ⋪⋪⋪ over TAL
Pilot Code	Actual Trips PSP Earned Revenue Report Detail		Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign		
4	ANA	Anacker, D.S. Lic 3/27/12	12	13	6	15	11	18	15	75	10.7	
3	ANT	Anthony, Michael Lic 7/24/12	15	12	15	4	11	16	13	73	10.4	
5	ARN	Arnold, J. E.	12	12	15	12	11	12	18	74	10.6	
5	BLA	Blake, M.E.	11	15	14	12	19	16	20	87	12.4	TEC
4	BOU	Bouma, Blair Lic 7/28/11	16	12	16	4	14	13	15	75	10.7	
2	BRO	Brouillard, Dan Lic 7/31/13	13	13	11	8	11	13	14	69	9.9	
5	BRU	Brusco, David Lic 3/11/10	4	15	14	13	22	1	15	69	9.9	
5	BUJ	Bujacich, J.P.	17	9	9	9	22	24	15	90	12.9	
3	CAW	Carley, W. Bud Lic 1/10/13	9	12	10	18	15	14	14	78	11.1	
5	CAI	Carlson, I.J.	13	10	7	11	16	15	10	72	10.3	
0	CAJ	Carstensen, J Lic 9/30/15	8	5	10	9	7	16	9	55	7.9	
5	COE	Coe, F.A.	9	8	16	14	11	17	15	75	10.7	
1	COL	Coleman, S Lic 8/27/14	13	6	14	4	9	15	12	61	8.7	
1	COR	Coryell, T.D. Lic 12/13/13	2	12	15	15	16	3	15	63	9.0	
5	EME	Emerson, L. P.	21	13	9	12	11	20	12	86	12.3	
3	ENF	Engstrom, F. E. Lic 11/15/12	12	14	11	15	15	18	15	85	12.1	
5	ENV	Engstrom, V.	10	12	14	9	19	15	10	79	11.3	
1	GAL	Galvin, Jamie Lic 11/11/14	12	14	8	11	13	14	11	72	10.3	
5	GIE	Giese, P. A.	10	13	14	12	3	13	19	65	9.3	PSP Director
5	GRD	Grobschmit, D.W.	0	0	0	0	0	0	0	0	0.0	PSP President
5	HAI	Hannuksela, J	3	21	16	16	17	7	16	80	11.4	
5	HAR	Harris, J. B.	11	11	13	11	12	13	12	71	10.1	
5	HEN	Henshaw, B. F.	18	12	7	7	14	17	21	75	10.7	
5	HUR	Hurt, G. D.	13	14	13	3	12	19	16	74	10.6	
1	JEN	Jensen, Brian Lic 12/22/14	15	11	4	12	13	14	13	69	9.9	
5	JUS	Justice, V. K. Ret. 2/12/16	0	0						0	0.0	Comp days
5	KAL	Kalvoy, J.E.	11	6	8	12	17	17	13	71	10.1	
4	KEA	Kearns, J. Lic 1/12/12	19	11	10	14	18	13	14	85	12.1	
	KEN	Kelleher, N.T. Lic 4/14/16				2	8	11	15	21	new	
5	KEP	Kelly, P.S.	6	14	17	15	13	2	16	67	9.6	PSP Director
5	KLA	Klapperich, E.C.	15	17	15	13	11	15	9	86	12.3	PSP Sec/Treas
1	LIC	Lichty, E.C. Lic 5/1/14	4	4	13	14	11	0	6	46	6.6	
0	LOB	Lowe, Brad Lic 9/23/15	13	5	16	14	8	16	8	72	10.3	
3	LOW	Lowery, W.W. Lic 2/11/13	11	9	14	14	21	15	5	84	12.0	
5	MAR	Marmol, E.	12	7	15	5	12	17	7	68	9.7	BPC/TEC Apr13
5	MAY	Mayer, D. W.	9	9	12	2	11	10	13	53	7.6	BPC/TEC/Exam
5	MOT	Moreno, S.	10	17	12	11	15	14	10	79	11.3	
5	MOR	Mork, S. E.	0	0	13	15	13	13	13	54	7.7	Medical
5	NEW	Newman, A. J.	11	11	12	11	19	16	16	80	11.4	
5	SAN	Sanders, D. A.	9	4	12	12	14	13	7	64	9.1	
5	SCO	Scoggins, J	15	15	12	14	17	15	16	88	12.6	
5	SCR	Scragg, J.	9	8	7	9	11	7	17	51	7.3	TEC/PSP Director
5	SEM	Semler, J. R.	18	19	14	9	10	19	17	89	12.7	
5	SES	Semler, S.	25	10	20	17	8	22	14	102	14.6	
5	SEY	Seymour, L.	11	13	0	13	18	22	20	77	11.0	
5	SHA	Shaffer, D. L.	21	18	13	14	4	17	15	87	12.4	
5	SHJ	Shaffer, J. A.	16	14	13	17	6	16	19	82	11.7	
5	SHU	Shuler, M.	9	12	13	17	15	15	16	81	11.6	
5	SLI	Sliker, W.J.	12	4	12	17	10	11	15	66	9.4	
5	SOR	Soriano, D. B.	12	14	16	14	16	17	15	89	12.7	
5	THG	Thoreson, George	14	6	15	11	15	20	8	81	11.6	PSP Director
5	VON	vonBrandenfels, E. M.	14	7	9	8	8	15	15	61	8.7	PSP V.P./Director
5	WIG	Wildes, G. R.	15	5	13	14	19	14	10	80	11.4	
Total Assignments/ Month			605	547	607	584	672	725	694	3740		
Number of licensed PS pilots			52	52	51	52	52	52	52			
Pilots on rotation			51	50.5	50	50.5	51	51	51			
Average Assgn/pilot on rotation			11.86	10.83	12.14	11.56	13.18	14.22	13.61			
PSP LOA Report (MOVES)			589	538	591	573	665	710		3666		
Cancellations			16	9	16	11	7	15	694	768		
# of Pilots with < 6 jobs(+1=Pres)			6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1	1 + 1			
Pilots w/>5 trips & their avg # of trips			45P; 13	43P; 12.1	48P; 12.5	44P; 12.7	50P; 13.3	47P; 15.3	50P; 13.8			
Medical circumstances:			1	1				1				
2015 PSP Assignments from Earned Revenue Report			577	517	639	620	774	791	632	7795		
PSP LOA Report			566	501	623	598	760	771	621	7627		
Cancellations			11	16	16	22	14	20	11	168		
Number of Pilots			54	54	53	53	53	53	53			

2016	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5	6												
Jan		589	121	84	61	157	166	0	88	39	232		14	4	1	1		19	191	
Feb	1,127	538	91	102	43	139	163	0	90	45	212		7		2		18	164		
Mar	1,718	591	102	92	58	150	189	0	97	52	236	0	8	0	1	0	0	20	177	
Apr	2,291	573	107	79	64	155	168	0	70	41	216		8	0	11	2	0	25	200	
May	2,956	665	105	97	63	224	176		85	41	235		9	0	21	64	0	18	199	
June	3,666	710	121	93	65	254	177	0	101	42	221	0	17	0	11	84	7	29	198	
July	4,355	689	98	82	58	271	180	0	87	48	224	0	8	0	3	97	4	20	203	
		4355	745	629	412	1350	1219	0	618	308	1576	0	71	4	48	250	11	149	1332	0
@ July 2015/2016 ytd Δ		(85)	(101)	33	41	(53)	11	(10)	63	(29)	1	0	(35)	(6)	(216)	14	7	3	127	(2)
2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5	6												
Jan		566	88	93	51	189	144	1	102	35	219		23		4	1		18	164	
Feb	1,067	501	67	88	40	154	144	4	70	43	209		5		5	1		21	145	2
Mar	1,690	623	139	85	50	168	179	0	120	45	234		14	1	38			23	148	
Apr	2,288	598	127	60	59	174	178	0	78	43	224		16	1	37			24	175	
May	3,048	760	178	92	50	238	197	5	76	54	232		23	1	103	62	2	20	187	
June	3,819	771	152	108	65	249	197	0	70	67	232		6	3	71	86	2	21	213	
July	4,440	621	95	70	56	231	169	0	39	50	225		19	4	6	86		19	173	
Aug	5,124	684	117	72	59	247	189	0	68	47	241		2		11	90		19	206	
Sept	5,714	590	87	77	52	208	166	0	46	37	218		25		3	63		24	174	
Oct	6,367	653	124	93	64	182	190		123	40	230		12		26		3	23	196	
Nov	6,996	629	117	100	65	177	170	0	85	38	237		7		57		1	19	185	
Dec	7,627	631	136	100	78	144	171	2	71	42	231		9		67			22	189	
		7627	1427	1038	689	2361	2094	12	948	541	2732	0	161	10	428	389	8	253	2155	2
2014/2015 ytd Δ		111	202	(34)	22	(43)	(54)	12	(104)	17	(70)	(5)	(14)	(2)	382	20	(8)	(9)	(96)	0
2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
			1	2	3	4	5	6												
Jan		631	113	96	56	168	198	0	93	51	252	1	15		2	1		21	195	
Feb	1,203	572	94	99	52	155	172	0	113	39	212		5	2	1	1		20	177	2
Mar	1,820	617	106	99	47	178	187	0	92	47	239		16		2			23	198	
Apr	2,441	621	109	83	48	194	187	0	112	48	242		16		2			22	179	
May	3,106	665	93	94	48	247	183	0	67	43	257	1	18	2	8	61		23	185	
June	3,788	682	99	82	61	260	180	0	73	46	227	1	24		2	85	2	20	202	
July	4,446	658	93	81	52	253	179	0	79	41	240		10	3	1	82		25	177	
Aug	5,124	678	101	90	65	234	188	0	66	41	236		19	3	8	85		19	201	
Sept	5,716	592	73	82	64	203	170	0	48	29	218		10		8	54	1	27	197	
Oct	6,343	627	115	85	60	165	202	0	93	43	242	2	16		8		9	23	191	
Nov	6,924	581	117	88	50	174	152		126	44	206		6		1		4	18	176	
Dec	7,516	592	112	93	64	173	150	0	90	52	231		20	2	3			21	173	
		7516	1225	1072	667	2404	2148	0	1052	524	2802	5	175	12	46	369	16	262	2251	2
2013/2014 ytd Δ	(186)		79	(54)	25	(202)	(31)	(2)	133	(8)	(91)	4	2	0	(71)	(8)	5	2	(156)	2

MARCH 2016									MARCH 2015									MARCH 2014									MARCH 2013								
YTD	Totals	LOA	IntraHbr						101+ mi	YTD	Totals	LOA	IntraHbr						101+ mi	YTD	Totals	LOA	IntraHbr						101+ mi						
			1	2	3	4	5	6					1	2	3	4	5	6					1	2	3	4	5	6		1	2	3	4	5	6
35	15	Up to 500	1	4	8	2	0	0	78	51	Up to 500	27	6	8	10	0	0	25	4	Up to 500	1	1	0	2	0	0	56	22	Up to 500	3	4	3	9	3	0
198	65	500-599	15	11	2	28	9	0	179	68	500-599	21	6	10	19	12	0	201	68	500-599	13	15	4	25	11	0	229	80	500-599	18	11	11	27	13	0
492	176	600-699	20	38	35	35	48	0	413	149	600-699	23	33	20	32	41	0	495	174	600-699	22	37	30	48	37	0	480	164	600-699	23	43	22	47	29	0
234	71	700-799	7	13	1	14	36	0	266	89	700-799	19	3	3	19	45	0	254	87	700-799	19	7	2	19	40	0	247	72	700-799	10	2	3	10	47	0
204	78	800-899	9	11	10	18	30	0	207	75	800-899	7	8	5	22	33	0	293	100	800-899	6	21	10	28	35	0	265	93	800-899	4	24	8	21	34	2
310	106	900-999	21	6	2	29	48	0	384	130	900-999	23	24	4	44	35	0	313	104	900-999	15	15	1	32	41	0	411	129	900-999	19	17	2	50	41	0
245	80	1000--	29	9	0	24	18	0	157	59	1000--	19	5		22	13	0	239	80	1000--	30	3	0	24	23	0	133	47	1000--	18	0	0	11	18	0
	591		102	92	58	150	189	0		621		139	85	50	168	179	0		617		106	99	47	178	187	0		608		95	101	49	175	185	2
2016 YTD totals	1718	314	278	162	446	518	0		2015 YTD totals	1684	294	266	141	511	467	5		2014 YTD totals	1820	313	294	155	501	557	0		2013 YTD totals	1822	277	293	156	539	554	2	
FEBRUARY 2016									FEBRUARY 2015									FEBRUARY 2014									FEBRUARY 2013								
YTD	Totals	LOA	IntraHbr						101+ mi	YTD	Totals	LOA	IntraHbr						101+ mi	YTD	Totals	LOA	IntraHbr						101+ mi						
			1	2	3	4	5	6					1	2	3	4	5	6					1	2	3	4	5	6		1	2	3	4	5	6
20	6	Up to 500	2	0	4	0	0		27	10	Up to 500	4		1	5			21	12	Up to 500	2	1	3	6			34	21	Up to 500	2	4	3	7	5	
133	65	500-599	18	20	3	15	9		111	49	500-599	10	10	12	12	5		133	54	500-599	12	4	9	14	15		149	73	500-599	14	17	8	17	17	
316	153	600-699	14	39	28	30	42		264	121	600-699	7	24	15	36	38	1	321	167	600-699	14	51	29	44	29		316	143	600-699	9	29	20	52	33	
163	75	700-799	5	17	2	20	31		177	88	700-799	16	10	4	19	39		167	79	700-799	17	7	2	15	38		175	83	700-799	17	6	7	15	38	
126	62	800-899	7	13	5	15	22		132	66	800-899	1	15	4	15	31		193	95	800-899	7	23	9	20	36		172	74	800-899	3	20	8	17	26	
204	101	900-999	21	3	1	31	45		254	124	900-999	20	22	4	52	24	2	209	87	900-999	11	9		36	31		282	133	900-999	20	12	3	55	43	
165	76	1000--	24	10		28	14		98	39	1000--	9	7		15	7	1	159	78	1000--	31	4		20	23		86	41	1000--	16			9	16	
	538		91	102	43	139	163	0		497		67	88	40	154	144	4		572		94	99	52	155	172	0		568		81	88	49	172	178	0
YTD totals	1127	212	186	104	296	329	0		YTD totals	1063	155	181	91	343	288	5		YTD totals	1203	207	195	108	323	370	0		2013 YTD totals	1214	182	192	107	364	369	0	
JANUARY 2016									JANUARY 2015									JANUARY 2014									JANUARY 2013								
YTD	Totals	LOA	IntraHbr						101+ mi	YTD	Totals	LOA	IntraHbr						101+ mi	YTD	Totals	LOA	IntraHbr						101+ mi						
			1	2	3	4	5	6					1	2	3	4	5	6					1	2	3	4	5	6		1	2	3	4	5	6
	14	Up to 500	4	3	1	6				17	Up to 500	3	1	4	9				9	Up to 500	4		3	2				13	Up to 500	2	4	3	4		
	68	500-599	14	12	11	23	8			62	500-599	12	15	8	21	6			79	500-599	17	13	15	15	19			76	500-599	23	9	11	22	11	
	163	600-699	20	35	34	31	43			143	600-699	13	22	26	39	43			154	600-699	13	38	27	46	30			173	600-699	13	42	25	64	29	
	88	700-799	17	9	4	26	32			89	700-799	17	8	2	24	38			88	700-799	22	2		19	45			92	700-799	8	13	5	9	57	
	64	800-899	17	7	9	13	18			66	800-899	5	16	10	13	22			98	800-899	7	25	10	23	33			98	800-899	10	26	11	22	29	
	103	900-999	20	7	2	28	46			130	900-999	20	22	1	61	26			122	900-999	17	13	1	46	45			149	900-999	27	10	3	61	48	
	89	1000--	29	11		30	19			59	1000--	18	9		22	9	1		81	1000--	33	5		17	26			45	1000--	18			10	17	
	589		121	84	61	157	166	0		566		88	93	51	189	144	1		631		113	96	56	168	198	0		646		101	104	58	192	191	0

Calendar Year Timeframe Comparison

Jan 2013 - August 2016

	1/1/15 Rev neutral -- 7/1/15 ~ 2%			1/1/14 +0%			1/1/13 +3%				
JANUARY 2016 - 2013	Jan-16	YTD	ytd	Jan-15	YTD	ytd	Jan-14	YTD	ytd	Jan-13	YTD
Revenue (w/o transportation) M/YTD	\$2,443,846	\$2,443,846	11.0%	\$2,202,588	\$2,202,588	-13.8%	\$2,554,575	\$2,554,575	2.4%	\$2,493,701	\$2,493,701
Assignments M / YTD	605	605	4.9%	577	577	-9.7%	639	639	-3.5%	662	662
Revenue per assignment - M/YTD	\$4,039	\$4,039	5.8%	\$3,817	\$3,817	-4.5%	\$3,998	\$3,998	6.1%	\$3,767	\$3,767
Vessel Moves	589	589	4.1%	566	566	-10.3%	631	631	-2.0%	644	644
Tonnage Revenue - M/YTD	\$1,329,440	\$1,329,440	9.3%	\$1,216,397	\$1,216,397	-17.7%	\$1,478,353	\$1,478,353	3.6%	\$1,426,964	\$1,426,964
Tonnage Revenue per move	\$2,257	\$2,257	5.0%	\$2,149	\$2,149	-8.3%	\$2,343	\$2,343	5.7%	\$2,216	\$2,216
FEBRUARY 2016 - 2013	Feb-16	YTD		Feb-15	YTD		Feb-14	YTD		Feb-13	YTD
Revenue (w/o transportation) M/YTD	\$2,269,624	\$4,713,470	11.5%	\$2,024,842	\$4,227,430	-12.2%	\$2,261,575	\$4,816,150	2.0%	\$2,229,846	\$4,723,547
Assignments M / YTD	547	1,152	5.3%	517	1,094	-10.5%	583	1,222	-1.5%	579	1,241
Revenue per assignment - M/YTD	\$4,149	\$4,092	5.9%	\$3,917	\$3,864	-2.0%	\$3,879	\$3,941	3.5%	\$3,851	\$3,806
Vessel Moves	538	1127	5.6%	501	1067	-11.3%	572	1203	-0.7%	567	1211
Tonnage Revenue - M/YTD	\$1,296,111	\$2,625,551	11.8%	\$1,132,850	\$2,349,247	-15.8%	\$1,311,311	\$2,789,664	2.9%	\$1,285,372	\$2,712,336
Tonnage Revenue per move	\$2,409	\$2,330	5.8%	\$2,261	\$2,202	-5.1%	\$2,293	\$2,319	3.5%	\$2,267	\$2,240
MARCH 2016 - 2013	Mar-16	YTD		Mar-15	YTD		Mar-14	YTD		Mar-13	YTD
Revenue (w/o transportation) M/YTD	\$2,419,890	\$7,133,360	8.2%	\$2,365,096	\$6,592,526	-8.7%	\$2,403,969	\$7,220,119	2.6%	\$2,311,037	\$7,034,584
Assignments M / YTD	607	1,759	1.5%	639	1,733	-6.1%	623	1,845	-0.9%	621	1,862
Revenue per assignment - M/YTD	\$3,987	\$4,055	6.6%	\$3,701	\$3,804	-2.8%	\$3,859	\$3,913	3.6%	\$3,721	\$3,778
Vessel Moves	591	1718	1.7%	622	1689	-7.2%	617	1820	7.9%	475	1686
Tonnage Revenue - M/YTD	\$1,345,308	\$3,970,859	9.9%	\$1,263,220	\$3,612,467	-13.6%	\$1,391,531	\$4,181,195	3.9%	\$1,312,137	\$4,024,473
Tonnage Revenue per move	\$2,276	\$2,311	8.1%	\$2,031	\$2,139	-6.9%	\$2,255	\$2,297	-3.8%	\$2,762	\$2,387
APRIL 2016 - 2013	Apr-16	YTD		Apr-15	YTD		Apr-14	YTD		Apr-13	YTD
Revenue (w/o transportation) M/YTD	\$2,350,195	\$9,483,555	8.4%	\$2,153,086	\$8,745,611	-9.7%	\$2,464,091	\$9,684,210	4.7%	\$2,212,733	\$9,247,316
Assignments M / YTD	584	2,343	-0.4%	620	2,353	-4.9%	630	2,475	2.2%	559	2,421
Revenue per assignment - M/YTD	\$4,024	\$4,048	8.9%	\$3,473	\$3,717	-5.0%	\$3,911	\$3,913	2.4%	\$3,958	\$3,820
Vessel Moves	573	2291	0.2%	598	2287	-6.3%	621	2441	9.0%	554	2240
Tonnage Revenue - M/YTD	\$1,322,435	\$5,293,294	12.9%	\$1,074,585	\$4,687,052	-16.7%	\$1,444,248	\$5,625,443	5.5%	\$1,305,608	\$5,330,080
Tonnage Revenue per move	\$2,308	\$2,310	12.7%	\$1,797	\$2,049	-11.1%	\$2,326	\$2,305	-3.1%	\$2,357	\$2,380
MAY 2016 - 2013	May-16	YTD		May-15	YTD		May-14	YTD		May-13	YTD
Revenue (w/o transportation) M/YTD	\$3,039,515	\$12,523,070	7.0%	\$2,959,296	\$11,704,907	-8.0%	\$3,036,561	\$12,720,771	5.4%	\$2,820,632	\$12,067,948
Assignments M / YTD	672	3,015	-3.6%	774	3,127	-0.6%	671	3,146	2.0%	662	3,083
Revenue per assignment - M/YTD	\$4,523	\$4,154	11.0%	\$3,823	\$3,743	-7.4%	\$4,525	\$4,043	3.3%	\$4,261	\$3,914
Vessel Moves	665	2956	-3.0%	760	3047	-1.9%	664	3105	7.4%	652	2892
Tonnage Revenue - M/YTD	\$1,832,625	\$7,125,919	14.0%	\$1,566,491	\$6,253,543	-16.9%	\$1,896,847	\$7,522,290	6.7%	\$1,717,083	\$7,047,163
Tonnage Revenue per move	\$2,756	\$2,411	17.5%	\$2,061	\$2,052	-15.3%	\$2,857	\$2,423	-0.6%	\$2,634	\$2,437
JUNE 2016 - 2013	Jun-16	YTD		Jun-15	YTD		Jun-14	YTD		Jun-13	YTD
Revenue (w/o transportation) M/YTD	\$3,215,179	\$15,738,249	5.5%	\$3,210,995	\$14,915,902	-5.3%	\$3,033,723	\$15,754,494	4.4%	\$3,028,751	\$15,096,699
Assignments M / YTD	725	3,740	-4.5%	791	3,918	2.1%	690	3,836	2.0%	679	3,762
Revenue per assignment - M/YTD	\$4,435	\$4,208	10.5%	\$4,059	\$3,807	-7.3%	\$4,397	\$4,107	2.3%	\$4,461	\$4,013
Vessel Moves	710	3666	-3.9%	769	3816	0.8%	682	3787	6.2%	673	3565
Tonnage Revenue - M/YTD	\$1,923,132	\$9,049,051	12.1%	\$1,816,296	\$8,069,839	-14.2%	\$1,888,492	\$9,410,782	5.0%	\$1,911,566	\$8,958,729
Tonnage Revenue per move	\$2,709	\$2,468	16.7%	\$2,362	\$2,115	-14.9%	\$2,769	\$2,485	-1.1%	\$2,840	\$2,513
JULY 2016 - 2013	Jul-16	YTD		Jul-15	YTD		Jul-14	YTD		Jul-13	YTD
Revenue (w/o transportation) M/YTD	\$3,320,803	\$19,059,052	6.6%	\$2,960,243	\$17,876,145	-4.8%	\$3,024,434	\$18,778,928	3.5%	\$3,046,278	\$18,142,977
Assignments M / YTD	694	4,434	-2.5%	632	4,550	1.1%	663	4,499	0.5%	715	4,477
Revenue per assignment - M/YTD	\$4,785	\$4,298	9.4%	\$4,684	\$3,929	-5.9%	\$4,562	\$4,174	3.0%	\$4,261	\$4,052
Vessel Moves	689	4355	-1.8%	621	4437	-0.1%	655	4442	4.0%	707	4272
Tonnage Revenue - M/YTD	\$2,062,503	\$11,111,554	12.7%	\$1,793,733	\$9,863,572	-12.8%	\$1,894,514	\$11,305,296	4.1%	\$1,905,487	\$10,864,216
Tonnage Revenue per move	\$2,993	\$2,551	14.8%	\$2,888	\$2,223	-12.7%	\$2,892	\$2,545	0.1%	\$2,695	\$2,543
AUGUST 2016 - 2013	Aug-16	YTD		Aug-15	YTD		Aug-14	YTD		Aug-13	YTD
Revenue (w/o transportation) M/YTD	\$3,261,886	\$22,320,938	5.4%	\$3,291,439	\$21,167,584	-3.8%	\$3,219,532	\$21,998,460	3.5%	\$3,112,078	\$21,255,055
Assignments M / YTD	686	5,120	-2.3%	693	5,243	1.1%	685	5,184	0.0%	705	5,182
Revenue per assignment - M/YTD	\$4,755	\$4,360	8.0%	\$4,750	\$4,037	-4.9%	\$4,700	\$4,244	3.5%	\$4,414	\$4,102
Vessel Moves	681	5036	-1.7%	684	5121	0.0%	677	5119	3.1%	695	4967
Tonnage Revenue - M/YTD	\$2,012,001	\$13,123,555	10.5%	\$2,008,943	\$11,872,515	-11.2%	\$2,071,239	\$13,376,535	4.3%	\$1,960,258	\$12,824,474
Tonnage Revenue per move	\$2,954	\$2,606	12.4%	\$2,937	\$2,318	-11.3%	\$3,059	\$2,613	1.2%	\$2,821	\$2,582

PSP 2016	January	February	March	April	(cruise season) May	June	6 mo to date	to previous year	July	August	
Assignments	605	547	607	584	672	725	3740	-4.5%	694	686	-1.0%
# of licensed pilots w/o Pres	51	51	50	51	51	51		-1p	51	51	
Average Assgn/pilot	11.86	10.73	12.14	11.45	13.18	14.22			13.61	13.45	
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1			1 + 1	1+1	
Assignment change	28	30	-32	-36	-102	-66	-178		62	-7	
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	\$3,039,515	\$3,215,179	\$15,738,246	5.5%	\$3,320,803	\$3,261,886	-0.90%
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	\$4,523	\$4,435	\$4,208	10.5%	\$4,785	\$4,755	0.11%
Moves	589	538	591	573	665	710	3666	-4.0%	689	681	-0.4%
Gross Tonnage	29,609,106	27,830,304	29,667,076	28,676,198	35,896,326	35,896,326	187,575,336	4.8%	39,040,725	37,131,259	-3.72%
PSP 2015	January	February	March	April	(cruise season) May	June	6 mo to date		July	August	
Assignments	577	517	639	620	774	791	3918	2.1%	632	693	1.2%
# of licensed pilots w/o Pres	53	53	52	52	52	52			52	52	
Average Assgn/pilot	10.89	9.75	12.29	11.92	14.88	15.51			12.39	13.59	
# pilots with < 6 jobs(+1=Pres)	7	9	4	2	1	3			4	2	
Assignment change	-62	-66	16	-10	103	101	82		-31	8	
Tariff Revenue-Trans	\$2,202,588	\$2,024,841	\$2,365,096	\$2,153,086	\$2,959,296	\$3,210,995	\$14,915,902	-5.3%	\$2,960,243	\$3,291,439	2.23%
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701.25	\$3,473	\$3,823	\$4,059	\$3,807	-7.3%	\$4,684	\$4,750	1.05%
Moves	566	501	623	598	760	771	3819	0.8%	621	684	1.0%
Gross Tonnage	27,588,264	24,671,828	29,034,609	26,097,422	33,836,475	37,785,703	179,014,301	-7.9%	34,596,046	38,564,722	0.05%
PSP 2014	January	February	March	April	(cruise season) May	June	6 mo to date		July	August	
Assignments	639	583	623	630	671	690	3836	2.0%	663	685	-2.8%
# of licensed pilots w/o Pres	53	53	53	53	53	53			53	53	+1 p
Average Assgn/pilot	12.06	11.00	11.75	11.89	12.66	13.27			12.75	13.17	
# pilots with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1	4+1	5+1			5+1	3+1	
Assignment change	-23	4	2	71	9	640	74		613	634	
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	\$3,036,561	\$3,033,723	\$15,754,494	4.4%	\$3,024,434	\$3,219,531	0.00%
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,858.70	\$3,911	\$4,525	\$4,397	\$4,107	2.3%	\$4,562	\$4,700	0.00%
Moves	631	572	617	621	665	682	3788	2.2%	658	677	-2.7%
Gross Tonnage	31,907,495	28,825,535	30,626,216	30,679,931	36,018,027	36,294,816	194,352,020	6.2%	35,771,904	38,544,465	5.69%
PSP 2013	January	February	March	April	(cruise season) May	June	6 mo to date		July	August	
Total Assignments/ Month	662	579	621	559	662	679	3762	-1.1%	715	705	-2.2%
# of licensed pilots w/o Pres	51.34	51.2	50	50	50	50			50	51	
Average Assgn/pilot	12.89	11.31	12.42	11.18	13.24	13.06			13.75	13.30	
# pilots with < 6 jobs(+1=Pres)	7+1	11+1	6+1	4+1	0+1	4+1			6+1	3+1	
Assignment change	32	8	25	-46	6	-2	-43		-2	-1	
Tariff Revenue-Trans	\$2,493,701	\$2,229,846	\$2,311,037	\$2,212,733	\$2,820,632	\$3,028,751	\$15,096,700	4.5%	\$3,046,277	\$3,112,078	-2.56%
RPA-Revenue per Assign	\$3,767	\$3,851	\$3,721	\$3,958	\$4,261	\$4,461	\$4,013	5.7%	\$4,261	\$4,414	0.00%
Moves	646	568	608	557	652	674	3705	-0.6%	708	696	-2.8%
Gross Tonnage	31,428,636	27,228,140	28,430,900	27,001,386	33,491,659	35,508,456	183,089,177	2.1%	36,570,802	36,469,776	-7.12%
PSP 2012	January	February	March	April	(cruise season) May	June	6 mo to date		July	August	
Total Assignments/ Month	630	571	596	605	656	747	3805	2.4%	728	721	0.7%
# of licensed pilots w/o Pres	50	50	50.1	51	51	52			52	52	
Average Assgn/pilot	12.60	11.42	11.90	11.86	12.86	14.65			14.27	14.14	
# pilots with < 6 jobs(+1=Pres)	6+1	4+1	5+1	3+1	3+1	4+1			5+1	4+1	
Assignment change	19	-2	-20	-1	-1	-1	-5		-1	0	
Tariff Revenue-Trans	\$2,373,948	\$2,123,989	\$2,061,646	\$2,086,614	\$2,596,933	\$3,203,941	\$14,447,071	2.2%	\$3,152,810	\$3,193,924	4.70%
RPA-Revenue per Assign	\$3,768	\$3,720	\$3,459	\$3,449	\$3,958.74	\$4,289	\$3,797	-0.2%	\$4,331	\$4,430	0.00%
Moves	619	559	578	590	646	735	3727	2.1%	722	716	1.7%
Gross Tonnage	30,363,264	26,057,669	26,005,418	26,393,270	32,094,230	38,457,825	179,371,676	2.4%	38,321,278	39,204,642	7.40%

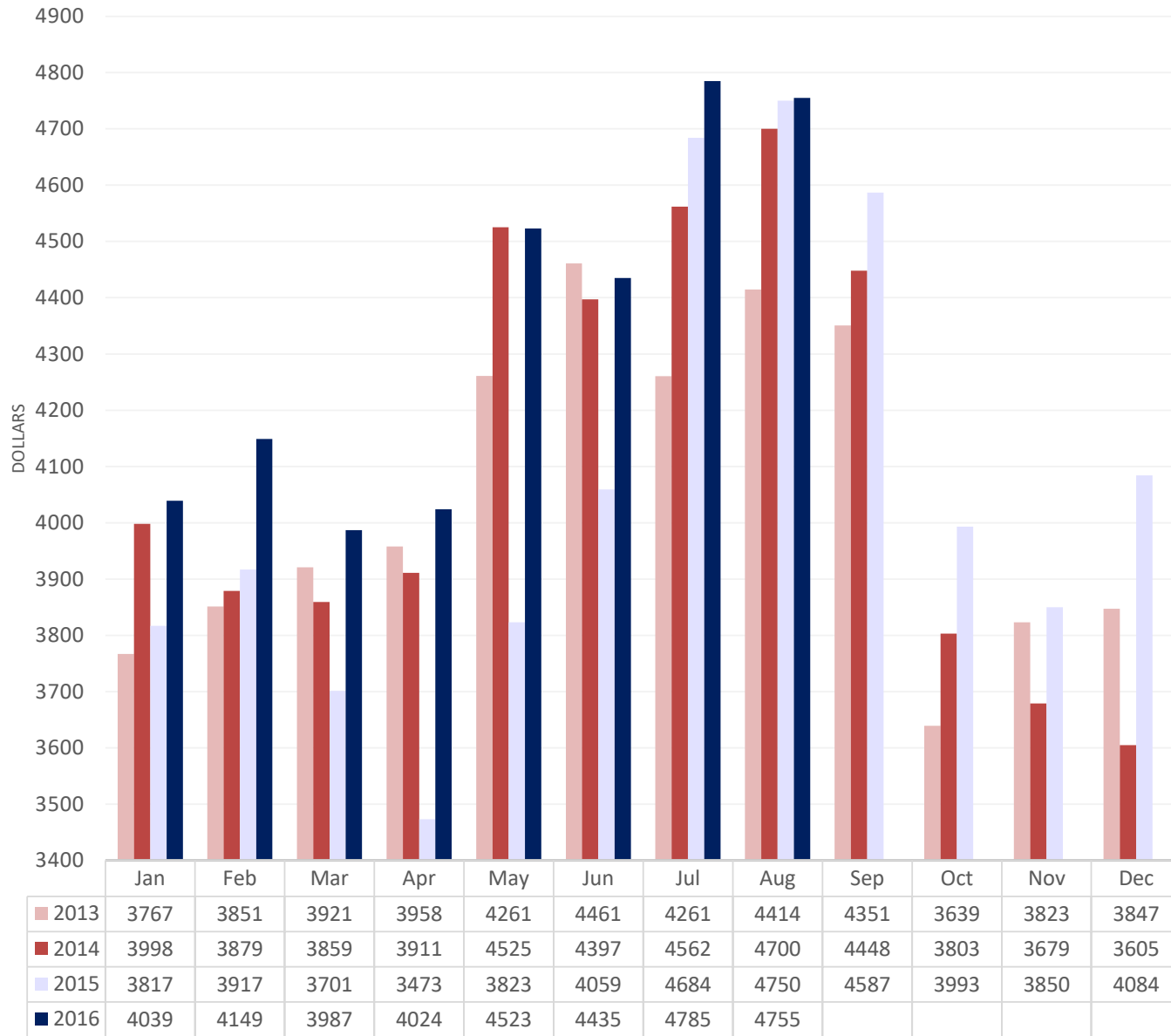
	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
2016							
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
February	\$ 4,360	\$ 4,149	2,269,624	79,737	2,349,361	547	9
March	\$ 4,501	\$ 3,987	2,419,890	90,643	2,510,533	607	16
April	\$ 4,048	\$ 4,024	2,350,195	87,956	2,438,151	584	11
May	\$ 4,154	\$ 4,523	3,039,515	92,009	3,131,524	672	7
June	\$ 4,208	\$ 4,435	3,215,179	100,031	3,315,210	725	15
July	\$ 4,298	\$ 4,785	3,320,803	96,653	3,417,456	694	15
August	\$ 4,360	\$ 4,755	3,261,886	89,893	3,351,779	686	5
ytd			\$ 22,320,938	\$ 725,386	\$ 23,046,324	5120	94
7/16-7/15 Δ	322		1,153,354	(2,921)	1,150,433	(123)	(25)

	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
2015							
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 4,208	\$ 3,701	2,365,096	84,102	2,449,197	639	16
April	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	620	22
May	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	774	14
June	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	791	20
July	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	632	11
August	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	693	9
September	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	601	11
October	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	666	13
November	\$ 4,062	\$ 3,850	2,479,703	98,603	\$ 2,578,306	644	15
December	\$ 4,064	\$ 4,084	2,618,146	111,764	\$ 2,729,910	641	10
ytd			\$ 31,680,998	\$ 1,119,405	\$ 32,800,403	7795	168
2015/2014 Δ	(64)	\$ 479	241,755	35,854	277,609	179	67

	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
2014							
January	3,998	3,998	2,554,575	98,762	2,653,337	639	8
February	3,941	3,879	2,261,575	82,889	2,344,464	583	11
March	3,913	3,859	2,403,969	90,895	2,494,864	623	6
April	3,913	3,911	2,464,091	85,345	2,549,436	630	9
May	4,043	4,525	3,036,561	85,787	3,122,348	671	6
June	4,107	4,397	3,033,723	95,193	3,128,916	690	8
July	4,174	4,562	3,024,434	88,977	3,113,411	663	5
August	4,244	4,700	3,219,531	97,072	3,316,603	685	8
September	4,265	4,448	2,655,500	91,878	2,747,378	597	5
October	4,219	3,803	2,430,062	98,126	2,528,188	639	12
November	4,173	3,679	2,177,805	81,264	2,259,069	592	11
December	4,128	3,605	2,177,417	87,363	2,264,780	604	12
ytd			\$ 31,439,243	1,083,551	\$ 32,522,794	7616	101
2014/2013 Δ	\$90	(\$242)	\$ (134,397)	(53,265)	\$ (187,662)	(203)	(16)

	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
2013							
January		3,767	2,493,701	96,600	2,590,301	662	16
February	3,806	3,851	2,229,846	82,426	2,312,272	579	11
March	3,778	3,721	2,311,037	95,730	2,406,767	621	13
April	3,820	3,958	2,212,733	74,842	2,287,575	559	2
May	3,914	4,261	2,820,632	95,699	2,916,331	662	10
June	4,013	4,461	3,028,751	90,527	3,119,278	679	5
July	4,052	4,261	3,046,277	100,482	3,146,759	715	7
August	4,102	4,414	3,112,078	93,144	3,205,222	705	9
September	4,130	4,351	2,858,510	99,071	2,957,581	657	8
October	4,078	3,639	2,481,925	105,812	2,587,737	682	13
November	4,055	3,823	2,465,837	97,211	2,563,048	645	11
December	4,038	3,847	2,512,313	105,272	2,617,585	653	12
ytd			\$ 31,573,640	1,136,816	\$ 32,710,456	7,819	117
2013/2012 Δ	97	184	\$ 955,959	145,073	\$ 1,101,032	50	(15)

Monthly Revenue per Assignment 2013 - 2016
Calendar Year



2016				Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	YTD Actual Assign	Average Assgn 145/12=12.1	<i>Italicized average =</i> ∠∠∠ over TAL
Pilot Code	Actual Trips PSP Earned Revenue Report Detail	Watch		Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign		
4	ANA Anacker, D.S.	A	Lic 3/27/12	12	13	6	15	11	18	15	9	99	12.4	
3	ANT Anthony, Michael	B	Lic 7/24/12	15	12	15	4	11	16	13	13	99	12.4	
5	ARN Arnold, J. E.	B		12	12	15	12	11	12	18	13	105	13.1	
5	BLA Blake, M.E.	B		11	15	14	12	19	16	20	17	124	15.5	TEC
4	BOU Bouma, Blair	A	Lic 7/28/11	16	12	16	4	14	13	15	12	102	12.8	
2	BRO Brouillard, Dan	B	Lic 7/31/13	13	13	11	8	11	13	14	12	95	11.9	
5	BRU Brusco, David	A	Lic 3/11/10	4	15	14	13	22	1	15	15	99	12.4	
5	BUJ Bujacich, J.P.	A		17	9	9	9	22	24	15	12	117	14.6	
3	CAW Carley, W. Bud	A	Lic 1/10/13	9	12	10	18	15	14	14	10	102	12.8	
5	CAI Carlson, I.J.	B		13	10	7	11	16	15	10	12	94	11.8	
0	CAJ Carstensen, J		Lic. 9/30/15	8	5	10	9	7	16	9	15	79	9.9	
5	COE Coe, F.A.	A		9	8	16	14	11	17	15	18	108	13.5	
1	COL Coleman, S		Lic. 8/27/14	13	6	14	4	9	15	12	18	91	11.4	
1	COR Coryell, T.D.		Lic. 12/13/13	2	12	15	15	16	3	15	15	93	11.6	
5	EME Emerson, L. P.	A		21	13	9	12	11	20	12	8	106	13.3	
3	ENF Engstrom, F. E.	B	Lic 11/15/12	12	14	11	15	15	18	15	12	112	14.0	
5	ENV Engstrom, V.	B		10	12	14	9	19	15	10	14	103	12.9	
1	GAL Galvin, Jamie		Lic 11/11/14	12	14	8	11	13	14	11	12	95	11.9	
5	GIE Giese, P. A.	A		10	13	14	12	3	13	19	14	98	12.3	PSP Director
5	GRD Grobschmit, D.W.	A		0	0	0	0	0	0	0	0	0	0.0	PSP President
5	HAI Hannuksela, J	B		3	21	16	16	17	7	16	19	115	14.4	
5	HAR Harris, J. B.	B		11	11	13	11	12	13	12	21	104	13.0	
5	HEN Henshaw, B. F.	B		18	12	7	7	14	17	21	12	108	13.5	
5	HUR Hurt, G. D.	B		13	14	13	3	12	19	16	11	101	12.6	
1	JEN Jensen, Brian		Lic. 12/22/14	15	11	4	12	13	14	13	4	86	10.8	
5	JUS Justice, V. K.	A	Ret. 2/12/16	0	0							0	0.0	Comp days
5	KAL Kalvoy, J.E.	B		11	6	8	12	17	17	13	8	92	11.5	
4	KEA Kearns, J.	A	Lic. 1/12/12	19	11	10	14	18	13	14	9	108	13.5	
	KEN Kelleher, N.T.		Lic. 4/14/16				2	8	11	15	11	47	11.8	
5	KEP Kelly, P.S.	A		6	14	17	15	13	2	16	13	96	12.0	PSP Director
5	KLA Klapperich, E.C.	A		15	17	15	13	11	15	9	14	109	13.6	PSP Sec/Treas
1	LIC Lichty, E.C.		Lic. 5/1/14	4	4	13	14	11	0	6	14	66	8.3	
0	LOB Lowe, Brad		Lic. 9/23/15	13	5	16	14	8	16	8	12	92	11.5	
3	LOW Lowery, W.W.	A	Lic. 2/11/13	11	9	14	14	21	15	5	21	110	13.8	
5	MAR Marmol, E.	B		12	7	15	5	12	17	7	12	87	10.9	BPC/TEC Apr13
5	MAY Mayer, D. W.	B		9	9	12	2	11	10	13	10	76	9.5	BPC/TEC/Exam
5	MOT Moreno, S.	B		10	17	12	11	15	14	10	10	99	12.4	
5	MOR Mork, S. E.	A		0	0	13	15	13	13	13	8	75	9.4	Medical
5	NEW Newman, A. J.	A		11	11	12	11	19	16	16	12	108	13.5	
5	SAN Sanders, D. A.	A		9	4	12	12	14	13	7	17	88	11.0	
5	SCO Scoggins, J	A		15	15	12	14	17	15	16	13	117	14.6	
5	SCR Scragg, J.	B		9	8	7	9	11	7	17	17	85	10.6	TEC/PSP Director
5	SEM Semler, J. R.	A		18	19	14	9	10	19	17	11	117	14.6	
5	SES Semler, S.	A		25	10	20	17	8	22	14	22	138	17.3	
5	SEY Seymour, L.	B		11	13	0	13	18	22	20	18	115	14.4	
5	SHA Shaffer, D. L.	B		21	18	13	14	4	17	15	18	120	15.0	
5	SHJ Shaffer, J. A.	B		16	14	13	17	6	16	19	18	119	14.9	
5	SHU Shuler, M.	B		9	12	13	17	15	15	16	16	113	14.1	
5	SLI Sliker, W.J.	A		12	4	12	17	10	11	15	13	94	11.8	
5	SOR Soriano, D. B.	A		12	14	16	14	16	17	15	13	117	14.6	
5	THG Thoreson, George	A		14	6	15	11	15	20	8	13	102	12.8	PSP Director
5	VON vonBrandenfels, E. M	A		14	7	9	8	8	15	15	11	87	10.9	PSP V.P./Director
5	WIG Wildes, G. R.	B		15	5	13	14	19	14	10	14	104	13.0	
Total Assignments/ Month				605	547	607	584	672	725	694	687	5121		
Number of licensed PS pilots				52	52	51	52	52	52	52	52			
Pilots on rotation				51	50.5	50	50.5	51	51	51	51			
Average Assgn/pilot on rotation				11.86	10.83	12.14	11.56	13.18	14.22	13.61	13.47			
PSP LOA Report (MOVES)				589	538	591	573	665	710	689	681	5036		
Cancellations				16	9	16	11	7	15	5	6	85		
# of Pilots with < 6 jobs(+1=Pres)				6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1	1 + 1	1+1			
Pilots w/>5 trips & their avg # of trips				45P; 13	43P; 12.1	48P; 12.5	44P; 12.7	50P; 13.3	47P; 15.3	50P; 13.8	13.66			
Medical circumstances:				1	1				1					
2015 PSP Assignments from Earned Revenue Report				577	517	639	620	774	791	632	693	7795		
PSP LOA Report				566	501	623	598	760	771	621	684	7627		
Cancellations				11	16	16	22	14	20	11	9	168		
Number of Pilots				54	54	53	53	53	53	53	52			

2016	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHb					
			≤ 1 mi	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
Jan		589	121	84	61	157	166	0
Feb	1,127	538	91	102	43	139	163	0
Mar	1,718	591	102	92	58	150	189	0
Apr	2,291	573	107	79	64	155	168	0
May	2,956	665	105	97	63	224	176	
June	3,666	710	121	93	65	254	177	0
July	4,355	689	98	82	58	271	180	0
Aug	5,036	681	106	88	56	247	184	
		5036	851	717	468	1597	1403	0
@ Aug 2015/2016 ytd Δ		(88)	(112)	49	38	(53)	6	(10)

SHIP MOVES BY TYPE											
Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Chip
88	39	232		14	4	1	1		19	191	
90	45	212		7			2		18	164	
97	52	236	0	8	0	1	0	0	20	177	
70	41	216		8	0	11	2	0	25	200	
85	41	235		9	0	21	64	0	18	199	
101	42	221	0	17	0	11	84	7	29	198	
87	48	224	0	8	0	3	97	4	20	203	
105	39	229		17	1	15	85	0	21	169	
723	347	1805	0	88	5	63	335	11	170	1501	0
100	(37)	(11)	0	(20)	(5)	(212)	9	7	5	90	(2)

2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHb					
			≤ 1 mi	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
Jan		566	88	93	51	189	144	1
Feb	1,067	501	67	88	40	154	144	4
Mar	1,690	623	139	85	50	168	179	0
Apr	2,288	598	127	60	59	174	178	0
May	3,048	760	178	92	50	238	197	5
June	3,819	771	152	108	65	249	197	0
July	4,440	621	95	70	56	231	169	0
Aug	5,124	684	117	72	59	247	189	0
Sept	5,714	590	87	77	52	208	166	0
Oct	6,367	653	124	93	64	182	190	
Nov	6,996	629	117	100	65	177	170	0
Dec	7,627	631	136	100	78	144	171	2
		7627	1427	1038	689	2361	2094	12
2014/2015 ytd Δ		111	202	(34)	22	(43)	(54)	12

SHIP MOVES BY TYPE											
Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
102	35	219		23		4	1		18	164	
70	43	209		5		5	1		21	145	2
120	45	234		14	1	38			23	148	
78	43	224		16	1	37			24	175	
76	54	232		23	1	103	62	2	20	187	
70	67	232		6	3	71	86	2	21	213	
39	50	225		19	4	6	86		19	173	
68	47	241		2		11	90		19	206	
46	37	218		25		3	63		24	174	
123	40	230		12		26		3	23	196	
85	38	237		7		57		1	19	185	
71	42	231		9		67			22	189	
948	541	2732	0	161	10	428	389	8	253	2155	2
(104)	17	(70)	(5)	(14)	(2)	382	20	(8)	(9)	(96)	0

2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
			IntraHb					
			≤ 1 mi	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi
Jan		631	113	96	56	168	198	0
Feb	1,203	572	94	99	52	155	172	0
Mar	1,820	617	106	99	47	178	187	0
Apr	2,441	621	109	83	48	194	187	0
May	3,106	665	93	94	48	247	183	0
June	3,788	682	99	82	61	260	180	0
July	4,446	658	93	81	52	253	179	0
Aug	5,124	678	101	90	65	234	188	0
Sept	5,716	592	73	82	64	203	170	0
Oct	6,343	627	115	85	60	165	202	0
Nov	6,924	581	117	88	50	174	152	
Dec	7,516	592	112	93	64	173	150	0
		7516	1225	1072	667	2404	2148	0
2013/2014 ytd Δ	(186)	(186)	79	(54)	25	(202)	(31)	(2)

SHIP MOVES BY TYPE											
Bulker	Car Carrier	Container	Fish	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Wood Chip
93	51	252	1	15		2	1		21	195	
113	39	212		5	2	1	1		20	177	2
92	47	239		16		2			23	198	
112	48	242		16		2			22	179	
67	43	257	1	18	2	8	61		23	185	
73	46	227	1	24		2	85	2	20	202	
79	41	240		10	3	1	82		25	177	
66	41	236		19	3	8	85		19	201	
48	29	218		10		8	54	1	27	197	
93	43	242	2	16		8		9	23	191	
126	44	206		6		1		4	18	176	
90	52	231		20	2	3			21	173	
1052	524	2802	5	175	12	46	369	16	262	2251	2
133	(8)	(91)	4	2	0	(71)	(8)	5	2	(159)	2

Calendar Year Timeframe Comparison

Jan 2013 - September 2016

	1/1/15 Rev neutral -- 7/1/15 ~ 2%						1/1/14 +0%			1/1/13 +3%	
JANUARY 2016 - 2013	Jan-16	YTD	ytd	Jan-15	YTD	ytd	Jan-14	YTD	ytd	Jan-13	YTD
Vessel Moves	589	589	4.1%	566	566	-10.3%	631	631	-2.0%	644	644
Tonnage Revenue - M/YTD	\$1,329,440	\$1,329,440	9.3%	\$1,216,397	\$1,216,397	-17.7%	\$1,478,353	\$1,478,353	3.6%	\$1,426,964	\$1,426,964
Tonnage Revenue per move	\$2,257	\$2,257	5.0%	\$2,149	\$2,149	-8.3%	\$2,343	\$2,343	5.7%	\$2,216	\$2,216
FEBRUARY 2016 - 2013	Feb-16	YTD		Feb-15	YTD		Feb-14	YTD		Feb-13	YTD
Vessel Moves	538	1127	5.6%	501	1067	-11.3%	572	1203	-0.7%	567	1211
Tonnage Revenue - M/YTD	\$1,296,111	\$2,625,551	11.8%	\$1,132,850	\$2,349,247	-15.8%	\$1,311,311	\$2,789,664	2.9%	\$1,285,372	\$2,712,336
Tonnage Revenue per move	\$2,409	\$2,330	5.8%	\$2,261	\$2,202	-5.1%	\$2,293	\$2,319	3.5%	\$2,267	\$2,240
MARCH 2016 - 2013	Mar-16	YTD		Mar-15	YTD		Mar-14	YTD		Mar-13	YTD
Vessel Moves	591	1718	1.7%	622	1689	-7.2%	617	1820	7.9%	475	1686
Tonnage Revenue - M/YTD	\$1,345,308	\$3,970,859	9.9%	\$1,263,220	\$3,612,467	-13.6%	\$1,391,531	\$4,181,195	3.9%	\$1,312,137	\$4,024,473
Tonnage Revenue per move	\$2,276	\$2,311	8.1%	\$2,031	\$2,139	-6.9%	\$2,255	\$2,297	-3.8%	\$2,762	\$2,387
APRIL 2016 - 2013	Apr-16	YTD		Apr-15	YTD		Apr-14	YTD		Apr-13	YTD
Vessel Moves	573	2291	0.2%	598	2287	-6.3%	621	2441	9.0%	554	2240
Tonnage Revenue - M/YTD	\$1,322,435	\$5,293,294	12.9%	\$1,074,585	\$4,687,052	-16.7%	\$1,444,248	\$5,625,443	5.5%	\$1,305,608	\$5,330,080
Tonnage Revenue per move	\$2,308	\$2,310	12.7%	\$1,797	\$2,049	-11.1%	\$2,326	\$2,305	-3.1%	\$2,357	\$2,380
MAY 2016 - 2013	May-16	YTD		May-15	YTD		May-14	YTD		May-13	YTD
Vessel Moves	665	2956	-3.0%	760	3047	-1.9%	664	3105	7.4%	652	2892
Tonnage Revenue - M/YTD	\$1,832,625	\$7,125,919	14.0%	\$1,566,491	\$6,253,543	-16.9%	\$1,896,847	\$7,522,290	6.7%	\$1,717,083	\$7,047,163
Tonnage Revenue per move	\$2,756	\$2,411	17.5%	\$2,061	\$2,052	-15.3%	\$2,857	\$2,423	-0.6%	\$2,634	\$2,437
JUNE 2016 - 2013	Jun-16	YTD		Jun-15	YTD		Jun-14	YTD		Jun-13	YTD
Vessel Moves	710	3666	-3.9%	769	3816	0.8%	682	3787	6.2%	673	3565
Tonnage Revenue - M/YTD	\$1,923,132	\$9,049,051	12.1%	\$1,816,296	\$8,069,839	-14.2%	\$1,888,492	\$9,410,782	5.0%	\$1,911,566	\$8,958,729
Tonnage Revenue per move	\$2,709	\$2,468	16.7%	\$2,362	\$2,115	-14.9%	\$2,769	\$2,485	-1.1%	\$2,840	\$2,513
JULY 2016 - 2013	Jul-16	YTD		Jul-15	YTD		Jul-14	YTD		Jul-13	YTD
Vessel Moves	689	4355	-1.8%	621	4437	-0.1%	655	4442	4.0%	707	4272
Tonnage Revenue - M/YTD	\$2,062,503	\$11,111,554	12.7%	\$1,793,733	\$9,863,572	-12.8%	\$1,894,514	\$11,305,296	4.1%	\$1,905,487	\$10,864,216
Tonnage Revenue per move	\$2,993	\$2,551	14.8%	\$2,888	\$2,223	-12.7%	\$2,892	\$2,545	0.1%	\$2,695	\$2,543
AUGUST 2016 - 2013	Aug-16	YTD		Aug-15	YTD		Aug-14	YTD		Aug-13	YTD
Vessel Moves	681	5036	-1.7%	684	5121	0.0%	677	5119	3.1%	695	4967
Tonnage Revenue - M/YTD	\$2,012,001	\$13,123,555	10.5%	\$2,008,943	\$11,872,515	-11.2%	\$2,071,239	\$13,376,535	4.3%	\$1,960,258	\$12,824,474
Tonnage Revenue per move	\$2,954	\$2,606	12.4%	\$2,937	\$2,318	-11.3%	\$3,059	\$2,613	1.2%	\$2,821	\$2,582
SEPTEMBER 2016 - 2013	Sep-16	YTD		Sep-15	YTD		Sep-14	YTD		Sep-13	YTD
Vessel Moves	650	5686	-0.4%	590	5711	0.0%	592	5711	1.7%	649	5616
Tonnage Revenue - M/YTD	\$1,849,337	\$14,972,892	10.7%	\$1,655,487	\$13,528,001	-9.8%	\$1,628,467	\$15,005,002	3.0%	\$1,742,072	\$14,566,546
Tonnage Revenue per move	\$2,845	\$2,633	11.2%	\$2,806	\$2,369	-9.8%	\$2,751	\$2,627	1.3%	\$2,684	\$2,594
OCTOBER 2016 - 2013	Oct-16	YTD		Oct-15	YTD		Oct-14	YTD		Oct-13	YTD
Vessel Moves		5686	-10.7%	653	6364	0.4%	627	6338	0.8%	669	6285
Tonnage Revenue - M/YTD		\$14,972,892	0.0%	\$1,450,149	\$14,978,150	-8.5%	\$1,366,727	\$16,371,729	2.9%	\$1,346,376	\$15,912,922
Tonnage Revenue per move	#DIV/0!	\$2,633	11.9%	\$2,221	\$2,354	-8.9%	\$2,180	\$2,583	2.0%	\$2,013	\$2,532
NOVEMBER 2016 - 2013	Nov-16	YTD		Nov-15	YTD		Nov-14	YTD		Nov-13	YTD
Vessel Moves		5686	-18.7%	629	6993	1.1%	581	6919	0.0%	633	6918
Tonnage Revenue - M/YTD		\$14,972,892	-8.3%	\$1,344,787	\$16,322,937	-7.3%	\$1,243,491	\$17,615,219	1.8%	\$1,393,372	\$17,306,294
Tonnage Revenue per move	#DIV/0!	\$2,633	12.8%	\$2,138	\$2,334	-8.3%	\$2,140	\$2,546	1.8%	\$2,201	\$2,502
DECEMBER 2016 - 2013	Dec-16	YTD		Dec-15	YTD		Dec-14	YTD		Dec-13	YTD
Vessel Moves		5686	-25.4%	631	7624	1.5%	592	7511	-0.6%	641	7559
Tonnage Revenue - M/YTD		\$14,972,892	-15.5%	\$1,404,847	\$17,727,784	-6.0%	\$1,245,415	\$18,860,635	0.9%	\$1,382,023	\$18,688,317
Tonnage Revenue per move	#DIV/0!	\$2,633	13.2%	\$2,226	\$2,325	-7.4%	\$2,104	\$2,511	1.6%	\$2,156	\$2,472

PSP 2016	January	February	March	April	(cruise season) May	June	6 mo to date	July	August	Sept	9 months to date
Assignments	605	547	607	584	672	725	3740	694	686	653	5773
# of licensed pilots w/o Pres	51	51	50	51	51	51		51	51	51	
Average Assgn/pilot	11.86	10.73	12.14	11.45	13.18	14.22		13.61	13.45	12.80	12.63
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1		1 + 1	1+1	30+01	
Assignment change	28	30	-32	-36	-102	-66	-178	62	-7	52	-71
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	\$3,039,515	\$3,215,179	\$15,738,246	\$3,320,803	\$3,261,886	\$3,019,483	\$25,340,418
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	\$4,523	\$4,435	\$4,208	\$4,785	\$4,755	\$4,624	\$4,389
Moves	589	538	591	573	665	710	3666	689	681	650	5686
Gross Tonnage	29,609,106	27,830,304	29,667,076	28,676,198	35,896,326	35,896,326	187,575,336	39,040,725	37,131,259	35,516,867	299,264,187
PSP 2015	January	February	March	April	(cruise season) May	June	6 mo to date	July	August	Sept	12 months to date
Assignments	577	517	639	620	774	791	3918	632	693	601	7795
# of licensed pilots w/o Pres	53	53	52	52	52	52		52	52	52	
Average Assgn/pilot	10.89	9.75	12.29	11.92	14.88	15.51		12.39	13.59	11.78	147.77
# pilots with < 6 jobs(+1=Pres)	7	9	4	2	1	3		4	2	5	
Assignment change	-62	-66	16	-10	103	101	82	-31	8	4	142
Tariff Revenue-Trans	\$2,202,588	\$2,024,841	\$2,365,096	\$2,153,086	\$2,959,296	\$3,210,995	\$14,915,902	\$2,960,243	\$3,291,439	\$2,756,533	\$31,680,998
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701.25	\$3,473	\$3,823	\$4,059	\$3,807	\$4,684	\$4,750	\$4,587	\$4,064
Moves	566	501	623	598	760	771	3819	621	684	590	7627
Gross Tonnage	27,588,264	24,671,828	29,034,609	26,097,422	33,836,475	37,785,703	179,014,301	34,596,046	38,564,722	32,282,105	376,073,313
PSP 2014	January	February	March	April	(cruise season) May	June	6 mo to date	July	August	Sept	12 mo to date
Assignments	639	583	623	630	671	690	3836	663	685	597	7616
# of licensed pilots w/o Pres	53	53	53	53	53	53		53	53	54	
Average Assgn/pilot	12.06	11.00	11.75	11.89	12.66	13.27		12.75	13.17	11.26	12.09
# pilots with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1	4+1	5+1		5+1	3+1	4+1	
Assignment change	-23	4	2	71	9	640	74	613	634	546	2996
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	\$3,036,561	\$3,033,723	\$15,754,494	\$3,024,434	\$3,219,531	\$2,655,500	\$31,439,243
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,858.70	\$3,911	\$4,525	\$4,397	\$4,107	\$4,562	\$4,700	\$4,448	\$4,128
Moves	631	572	617	621	665	682	3788	658	677	592	7515
Gross Tonnage	31,907,495	28,825,535	30,626,216	30,679,931	36,018,027	36,294,816	194,352,020	35,771,904	38,544,465	31,254,931	386,829,515
PSP 2013	January	February	March	April	(cruise season) May	June	6 mo to date	July	August	Sept	12 mo to date
Total Assignments/ Month	662	579	621	559	662	679	3762	715	705	657	7819
# of licensed pilots w/o Pres	51.34	51.2	50	50	50	50		50	51	51	53
Average Assgn/pilot	12.89	11.31	12.42	11.18	13.24	13.06		13.75	13.30	12.40	12.45
# pilots with < 6 jobs(+1=Pres)	7+1	11+1	6+1	4+1	0+1	4+1		6+1	3+1	4+1	
Assignment change	32	8	25	-46	6	-2	-43	-2	-1	-1	31573640
Tariff Revenue-Trans	\$2,493,701	\$2,229,846	\$2,311,037	\$2,212,733	\$2,820,632	\$3,028,751	\$15,096,700	\$3,046,277	\$3,112,078	\$2,858,510	\$31,573,640
RPA-Revenue per Assign	\$3,767	\$3,851	\$3,721	\$3,958	\$4,261	\$4,461	\$4,013	\$4,261	\$4,414	\$4,351	\$4,038
Moves	646	568	608	557	652	674	3705	708	696	649	7702
Gross Tonnage	31,428,636	27,228,140	28,430,900	27,001,386	33,491,659	35,508,456	183,089,177	36,570,802	36,469,776	33,389,476	381,097,773
PSP 2012	January	February	March	April	(cruise season) May	June	6 mo to date	July	August	Sept	12 mo to date
Total Assignments/ Month	630	571	596	605	656	747	3805	728	721	661	313.7
# of licensed pilots w/o Pres	50	50	50.1	51	51	52		52	52	52	52
Average Assgn/pilot	12.60	11.42	11.90	11.86	12.86	14.65		14.27	14.14	12.96	12.72
# pilots with < 6 jobs(+1=Pres)	6+1	4+1	5+1	3+1	3+1	4+1		5+1	4+1	4+1	
Assignment change	19	-2	-20	-1	-1	-1	-5	-1	0	0	30617681
Tariff Revenue-Trans	\$2,373,948	\$2,123,989	\$2,061,646	\$2,086,614	\$2,596,933	\$3,203,941	\$14,447,071	\$3,152,810	\$3,193,924	\$2,866,720	\$30,617,681
RPA-Revenue per Assign	\$3,768	\$3,720	\$3,459	\$3,449	\$3,958.74	\$4,289	\$3,797	\$4,331	\$4,430	\$4,337	\$3,941
Moves	619	559	578	590	646	735	3727	722	716	653	7637
Gross Tonnage	30,363,264	26,057,669	26,005,418	26,393,270	32,094,230	38,457,825	179,371,676	38,321,278	39,264,642	35,099,780	381,794,272

Calendar Year Timeframe Comparison
Jan 2013 - September 2016

	1/1/15 Rev neutral -- 7/1/15 ~ 2%			1/1/14 +0%			1/1/13 +3%				
JANUARY 2016 - 2013	Jan-16	YTD	ytd	Jan-15	YTD	ytd	Jan-14	YTD	ytd	Jan-13	YTD
Revenue (w/o transportation) M/YTD	\$2,443,846	\$2,443,846	11.0%	\$2,202,588	\$2,202,588	-13.8%	\$2,554,575	\$2,554,575	2.4%	\$2,493,701	\$2,493,701
Assignments M / YTD	605	605	4.9%	577	577	-9.7%	639	639	-3.5%	662	662
Revenue per assignment - M/YTD	\$4,039	\$4,039	5.8%	\$3,817	\$3,817	-4.5%	\$3,998	\$3,998	6.1%	\$3,767	\$3,767
Vessel Moves	589	589	4.1%	566	566	-10.3%	631	631	-2.0%	644	644
FEBRUARY 2016 - 2013	Feb-16	YTD	ytd	Feb-15	YTD	ytd	Feb-14	YTD	ytd	Feb-13	YTD
Revenue (w/o transportation) M/YTD	\$2,269,624	\$4,713,470	11.5%	\$2,024,842	\$4,227,430	-12.2%	\$2,261,575	\$4,816,150	2.0%	\$2,229,846	\$4,723,547
Assignments M / YTD	547	1,152	5.3%	517	1,094	-10.5%	583	1,222	-1.5%	579	1,241
Revenue per assignment - M/YTD	\$4,149	\$4,092	5.9%	\$3,917	\$3,864	-2.0%	\$3,879	\$3,941	3.5%	\$3,851	\$3,806
Vessel Moves	538	1127	5.6%	501	1067	-11.3%	572	1203	-0.7%	567	1211
MARCH 2016 - 2013	Mar-16	YTD	ytd	Mar-15	YTD	ytd	Mar-14	YTD	ytd	Mar-13	YTD
Revenue (w/o transportation) M/YTD	\$2,419,890	\$7,133,360	8.2%	\$2,365,096	\$6,592,526	-8.7%	\$2,403,969	\$7,220,119	2.6%	\$2,311,037	\$7,034,584
Assignments M / YTD	607	1,759	1.5%	639	1,733	-6.1%	623	1,845	-0.9%	621	1,862
Revenue per assignment - M/YTD	\$3,987	\$4,055	6.6%	\$3,701	\$3,804	-2.8%	\$3,859	\$3,913	3.6%	\$3,721	\$3,778
Vessel Moves	591	1718	1.7%	622	1689	-7.2%	617	1820	7.9%	475	1686
APRIL 2016 - 2013	Apr-16	YTD	ytd	Apr-15	YTD	ytd	Apr-14	YTD	ytd	Apr-13	YTD
Revenue (w/o transportation) M/YTD	\$2,350,195	\$9,483,555	8.4%	\$2,153,086	\$8,745,611	-9.7%	\$2,464,091	\$9,684,210	4.7%	\$2,212,733	\$9,247,316
Assignments M / YTD	584	2,343	-0.4%	620	2,353	-4.9%	630	2,475	2.2%	559	2,421
Revenue per assignment - M/YTD	\$4,024	\$4,048	8.9%	\$3,473	\$3,717	-5.0%	\$3,911	\$3,913	2.4%	\$3,958	\$3,820
Vessel Moves	573	2291	0.2%	598	2287	-6.3%	621	2441	9.0%	554	2240
MAY 2016 - 2013	May-16	YTD	ytd	May-15	YTD	ytd	May-14	YTD	ytd	May-13	YTD
Revenue (w/o transportation) M/YTD	\$3,039,515	\$12,523,070	7.0%	\$2,959,296	\$11,704,907	-8.0%	\$3,036,561	\$12,720,771	5.4%	\$2,820,632	\$12,067,948
Assignments M / YTD	672	3,015	-3.6%	774	3,127	-0.6%	671	3,146	2.0%	662	3,083
Revenue per assignment - M/YTD	\$4,523	\$4,154	11.0%	\$3,823	\$3,743	-7.4%	\$4,525	\$4,043	3.3%	\$4,261	\$3,914
Vessel Moves	665	2956	-3.0%	760	3047	-1.9%	664	3105	7.4%	652	2892
JUNE 2016 - 2013	Jun-16	YTD	ytd	Jun-15	YTD	ytd	Jun-14	YTD	ytd	Jun-13	YTD
Revenue (w/o transportation) M/YTD	\$3,215,179	\$15,738,249	5.5%	\$3,210,995	\$14,915,902	-5.3%	\$3,033,723	\$15,754,494	4.4%	\$3,028,751	\$15,096,699
Assignments M / YTD	725	3,740	-4.5%	791	3,918	2.1%	690	3,836	2.0%	679	3,762
Revenue per assignment - M/YTD	\$4,435	\$4,208	10.5%	\$4,059	\$3,807	-7.3%	\$4,397	\$4,107	2.3%	\$4,461	\$4,013
Vessel Moves	710	3666	-3.9%	769	3816	0.8%	682	3787	6.2%	673	3565
JULY 2016 - 2013	Jul-16	YTD	ytd	Jul-15	YTD	ytd	Jul-14	YTD	ytd	Jul-13	YTD
Revenue (w/o transportation) M/YTD	\$3,320,803	\$19,059,052	6.6%	\$2,960,243	\$17,876,145	-4.8%	\$3,024,434	\$18,778,928	3.5%	\$3,046,278	\$18,142,977
Assignments M / YTD	694	4,434	-2.5%	632	4,550	1.1%	663	4,499	0.5%	715	4,477
Revenue per assignment - M/YTD	\$4,785	\$4,298	9.4%	\$4,684	\$3,929	-5.9%	\$4,562	\$4,174	3.0%	\$4,261	\$4,052
Vessel Moves	689	4355	-1.8%	621	4437	-0.1%	655	4442	4.0%	707	4272
AUGUST 2016 - 2013	Aug-16	YTD	ytd	Aug-15	YTD	ytd	Aug-14	YTD	ytd	Aug-13	YTD
Revenue (w/o transportation) M/YTD	\$3,261,886	\$22,320,938	5.4%	\$3,291,439	\$21,167,584	-3.8%	\$3,219,532	\$21,998,460	3.5%	\$3,112,078	\$21,255,055
Assignments M / YTD	686	5,120	-2.3%	693	5,243	1.1%	685	5,184	0.0%	705	5,182
Revenue per assignment - M/YTD	\$4,755	\$4,360	8.0%	\$4,750	\$4,037	-4.9%	\$4,700	\$4,244	3.5%	\$4,414	\$4,102
Vessel Moves	681	5036	-1.7%	684	5121	0.0%	677	5119	3.1%	695	4967
SEPTEMBER 2016 - 2013	Sep-16	YTD	ytd	Sep-15	YTD	ytd	Sep-14	YTD	ytd	Sep-13	YTD
Revenue (w/o transportation) M/YTD	\$3,019,483	\$25,340,421	5.9%	\$2,756,533	\$23,924,117	-3.0%	\$2,655,500	\$24,653,960	2.2%	\$2,858,511	\$24,113,566
Assignments M / YTD	653	5,773	-1.2%	601	5,844	1.1%	597	5,781	-1.0%	657	5,839
Revenue per assignment - M/YTD	\$4,624	\$4,389	7.2%	\$4,587	\$4,094	-4.0%	\$4,448	\$4,265	3.3%	\$4,351	\$4,130
Vessel Moves	650	5686	-0.4%	590	5711	0.0%	592	5711	1.7%	649	5616
OCTOBER 2016 - 2013	Oct-16	YTD	ytd	Oct-15	YTD	ytd	Oct-14	YTD	ytd	Oct-13	YTD
Revenue (w/o transportation) M/YTD		\$25,340,421	-4.7%	\$2,659,033	\$26,583,150	-1.8%	\$2,430,062	\$27,084,022	1.8%	\$2,481,926	\$26,595,492
Assignments M / YTD		5,773	-11.3%	666	6,510	1.4%	639	6,420	-1.5%	682	6,521
Revenue per assignment - M/YTD	#DIV/0!	\$4,389	7.5%	\$3,993	\$4,083	-3.2%	\$3,803	\$4,219	3.4%	\$3,639	\$4,078
Vessel Moves		5686	-10.7%	653	6364	0.4%	627	6338	0.8%	669	6285
NOVEMBER 2016 - 2013	Nov-16	YTD	ytd	Nov-15	YTD	ytd	Nov-14	YTD	ytd	Nov-13	YTD
Revenue (w/o transportation) M/YTD		\$25,340,421	-12.8%	\$2,479,703	\$29,062,853	-0.7%	\$2,177,805	\$29,261,826	0.7%	\$2,465,836	\$29,061,328
Assignments M / YTD		5,773	-19.3%	644	7,154	2.0%	592	7,012	-2.1%	645	7,166
Revenue per assignment - M/YTD	#DIV/0!	\$4,389	8.0%	\$3,850	\$4,062	-2.7%	\$3,679	\$4,173	2.9%	\$3,823	\$4,055
Vessel Moves		5686	-18.7%	629	6993	1.1%	581	6919	0.0%	633	6918
DECEMBER 2016 - 2013	Dec-16	YTD	ytd	Dec-15	YTD	ytd	Dec-14	YTD	ytd	Dec-13	YTD
Revenue (w/o transportation) M/YTD		\$25,340,421	-20.0%	\$2,618,146	\$31,680,999	0.8%	\$2,177,417	\$31,439,244	-0.4%	\$2,512,313	\$31,573,641
Assignments M / YTD		5,773	-25.9%	641	7,795	2.4%	604	7,616	-2.6%	653	7,819
Revenue per assignment - M/YTD	#DIV/0!	\$4,389	8.0%	\$4,084	\$4,064	-1.5%	\$3,605	\$4,128	2.2%	\$3,847	\$4,038
Vessel Moves		5686	-25.4%	631	7624	1.5%	592	7511	-0.6%	641	7559

CALENDAR YEAR	2016	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jan	2,443,846	605	4,039			
		Feb	2,269,624	547	4,149	4,713,470	1,152	\$4,092
		Mar	2,419,890	607	3,987	7,133,360	1,759	\$4,055
		Apr	2,350,195	584	4,024	9,483,555	2,343	\$4,048
		May	3,039,515	672	4,523	12,523,070	3,015	\$4,154
		Jun	3,215,179	725	4,435	15,738,249	3,740	\$4,208
		Jul	3,320,803	694	4,785	19,059,052	4,434	\$4,298
		Aug	3,261,886	686	4,755	22,320,938	5,120	\$4,360
		Sep	3,019,483	653	4,624	25,340,421	5,773	\$4,389
		Oct			#DIV/0!			
		Nov			#DIV/0!			
		Dec			#DIV/0!			
		25,340,421	5773					
CALENDAR YEAR	2015	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jan	2,202,588	577	3,817			
		Feb	2,024,842	517	3,917	4,227,430	1,094	\$3,864
		Mar	2,365,096	639	3,701	6,592,526	1,733	\$3,804
		Apr	2,153,086	620	3,473	8,745,612	2,353	\$3,717
		May	2,959,296	774	3,823	11,704,908	3,127	\$3,743
		Jun	3,210,995	791	4,059	14,915,903	3,918	\$3,807
		Jul	2,960,243	632	4,684	17,876,146	4,550	\$3,929
		Aug	3,291,439	693	4,750	21,167,585	5,243	\$4,037
		Sep	2,756,533	601	4,587	23,924,118	5,844	\$4,094
		Oct	2,659,033	666	3,993	26,583,151	6,510	\$4,083
		Nov	2,479,703	644	3,850	29,062,854	7,154	\$4,062
		Dec	2,618,146	641	4,084	31,681,000	7,795	\$4,064
		31,681,000	7795					
CALENDAR YEAR	2014	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jan	2,554,575	639	3,998			
		Feb	2,261,575	583	3,879	4,816,150	1,222	3,941
		Mar	2,403,969	623	3,859	7,220,119	1,845	3,913
		Apr	2,464,091	630	3,911	9,684,210	2,475	3,913
		May	3,036,561	671	4,525	12,720,771	3,146	4,043
		Jun	3,033,723	690	4,397	15,754,494	3,836	4,107
		Jul	3,024,434	663	4,562	18,778,928	4,499	4,174
		Aug	3,219,532	685	4,700	21,998,460	5,184	4,244
		Sep	2,655,500	597	4,448	24,653,960	5,781	4,265
		Oct	2,430,062	639	3,803	27,084,022	6,420	4,219
		Nov	2,177,805	592	3,679	29,261,827	7,012	4,173
		Dec	2,177,417	604	3,605	31,439,244	7,616	4,128
		31,439,244	7616					
CALENDAR YEAR	2013	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jan	2,493,701	662	3,767			
		Feb	2,229,846	579	3,851	4,723,547	1,241	3,806
		Mar	2,311,037	621	3,721	7,034,584	1,862	3,778
		Apr	2,212,733	559	3,958	9,247,317	2,421	3,820
		May	2,820,632	662	4,261	12,067,949	3,083	3,914
		Jun	3,028,751	679	4,461	15,096,700	3,762	4,013
		Jul	3,046,278	715	4,261	18,142,978	4,477	4,052
		Aug	3,112,078	705	4,414	21,255,056	5,182	4,102
		Sep	2,858,511	657	4,351	24,113,567	5,839	4,130
		Oct	2,481,926	682	3,639	26,595,493	6,521	4,078
		Nov	2,465,836	645	3,823	29,061,329	7,166	4,055
		Dec	2,512,313	653	3,847	31,573,642	7,819	4,038
		31,573,642	7819					

TARIFF YEAR	2015	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA	
		Jul	2,960,243	632	4,684				
		Aug	3,291,439	693	4,750	6,251,682	1,325	\$ 4,718	
		Sep	2,756,533	601	4,587	9,008,215	1,926	\$ 4,677	
		Oct	2,659,033	666	3,993	11,667,248	2,592	\$ 4,501	
		Nov	2,479,703	644	3,850	14,146,951	3,236	\$ 4,372	
		Dec	2,618,146	641	4,084	16,765,097	3,877	\$ 4,324	
		Jan	2,443,846	605	4,039	19,208,943	4,482	\$ 4,286	
		Feb	2,269,624	547	4,149	21,478,567	5,029	\$ 4,271	
		Mar	2,419,890	607	3,987	23,898,457	5,636	\$ 4,240	
		Apr	2,350,195	584	4,024	26,248,652	6,220	\$ 4,220	
		May	3,039,515	672	4,523	29,288,167	6,892	\$ 4,250	
		2016	Jun	3,215,179	725	4,435	32,503,346	7,617	\$ 4,267
				32,503,346	7617				
TARIFF YEAR	2014	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA	
		Jul	3,024,434	663	4,562				
		Aug	3,219,532	685	4,700	6,243,966	1,348	\$ 4,632	
		Sep	2,655,500	597	4,448	8,899,466	1,945	\$ 4,576	
		Oct	2,430,062	639	3,803	11,329,528	2,584	\$ 4,384	
		Nov	2,177,805	592	3,679	13,507,333	3,176	\$ 4,253	
		Dec	2,177,417	604	3,605	15,684,750	3,780	\$ 4,149	
		Jan	2,202,588	577	3,817	17,887,338	4,357	\$ 4,105	
		Feb	2,024,842	517	3,917	19,912,180	4,874	\$ 4,085	
		Mar	2,365,096	639	3,701	22,277,276	5,513	\$ 4,041	
		Apr	2,153,086	620	3,473	24,430,362	6,133	\$ 3,983	
		May	2,959,296	774	3,823	27,389,658	6,907	\$ 3,965	
		2015	Jun	3,210,995	791	4,059	30,600,653	7,698	\$ 3,975
				30,600,653	7698				
TARIFF YEAR	2013	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA	
		Jul	3,046,278	715	4,261				
		Aug	3,112,078	705	4,414	6,158,356	1,420	\$ 4,337	
		Sep	2,858,511	657	4,351	9,016,867	2,077	\$ 4,341	
		Oct	2,481,926	682	3,639	11,498,793	2,759	\$ 4,168	
		Nov	2,465,836	645	3,823	13,964,629	3,404	\$ 4,102	
		Dec	2,512,313	653	3,847	16,476,942	4,057	\$ 4,061	
		Jan	2,554,575	639	3,998	19,031,517	4,696	\$ 4,053	
		Feb	2,261,575	583	3,879	21,293,092	5,279	\$ 4,034	
		Mar	2,403,969	623	3,859	23,697,061	5,902	\$ 4,015	
		Apr	2,464,091	630	3,911	26,161,152	6,532	\$ 4,005	
		May	3,036,561	671	4,525	29,197,713	7,203	\$ 4,054	
		2014	Jun	3,033,723	690	4,397	32,231,436	7,893	\$ 4,084
				32,231,436	7,893				
TARIFF YEAR	2012	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA	
		Jul	3,152,810	728	4,331				
		Aug	3,193,924	721	4,430	6,346,734	1,449	\$ 4,380	
		Sep	2,866,720	661	4,337	9,213,454	2,110	\$ 4,367	
		Oct	2,411,757	629	3,834	11,625,211	2,739	\$ 4,244	
		Nov	2,255,805	600	3,760	13,881,016	3,339	\$ 4,157	
		Dec	2,289,593	625	3,663	16,170,609	3,964	\$ 4,079	
		Jan	2,493,701	662	3,767	18,664,310	4,626	\$ 4,035	
		Feb	2,229,846	579	3,851	20,894,156	5,205	\$ 4,014	
		Mar	2,311,037	621	3,721	23,205,193	5,826	\$ 3,983	
		Apr	2,212,733	559	3,958	25,417,926	6,385	\$ 3,981	
		May	2,820,632	662	4,261	28,238,558	7,047	\$ 4,007	
		2013	Jun	3,028,751	679	4,461	31,267,309	7,726	\$ 4,047
				31,267,309	7726				

SUMMARY OF PSP									
Earned Revenue Rpt Tariff Year 2015-2016	July 2015- June 2016		July 2014- Jun 2015		July 2013- Jun 2014		July 2012- Jun 2013		July 2011- Jun 2012
--Counters & Misc Totals--									
Seattle Assigns	2,200	-11.6%	2,488	3.2%	2,412	4.1%	2,317	-27.4%	3,193
Ship Assigns	7,617	-1.1%	7,698	-2.5%	7,893	2.2%	7,726	0.2%	7,707
Pilot Boat Assigns	5,448	0.1%	5,444	-8.3%	5,937	-1.1%	6,005	-1.5%	6,095
Tonnage Surcharge Moves	7,474	-0.9%	7,540	-3.1%	7,781	2.4%	7,602	0.6%	7,559
Tonnage Surcharge Revenue	\$ 18,706,997	6.8%	\$ 17,519,692	-8.5%	\$ 19,140,369	1.9%	\$ 18,786,483	2.7%	\$ 18,289,326
--Source of Revenue Breakdown--									
LOA/Zone (*)	\$ 8,660,440	-3.2%	\$ 8,944,046	-9.2%	\$ 9,852,831	2.3%	\$ 9,634,201	3.6%	\$ 9,297,557
Harbor Shift (*)	1,017,410	4.2%	976,817	3.9%	940,389	15.2%	816,440	20.7%	676,147
Transportation (**)	1,115,545	2.6%	1,087,381	-4.6%	1,139,863	5.6%	1,079,350	15.7%	933,044
BC Surcharge (***)	396,116	-2.6%	406,651	-9.8%	450,898	9.9%	410,459	32.5%	309,729
Bridge Transit (***)	98,922	1.5%	97,440	6.6%	91,404	4.8%	87,220	9.8%	79,410
Waterway (***)	745,503	9.3%	682,176	-6.3%	728,289	15.7%	629,473	46.6%	429,336
Tonnage Surcharge (***)	18,706,997	6.8%	17,519,690	-8.5%	19,140,369	1.9%	18,786,483	2.7%	18,289,326
Cancellations (***)	82,460	-3.8%	85,713	26.5%	67,764	-2.3%	69,344	-11.9%	78,670
Compass Adj (***)	5,744	-15.8%	6,821	5.6%	6,462	-8.9%	7,090	-11.7%	8,027
Standby/Sail Delay (***)	399,160	-25.2%	533,896	36.1%	392,387	5.2%	373,151	-2.8%	383,946
Slow Down (***)	206,111	12.4%	183,324	129.1%	80,035	-14.1%	93,188	6.6%	87,418
Salmon Bay (***)	1,476	-65.0%	4,220	42.9%	2,954	600.0%	422	-93.9%	6,970
Lk Union/Washington (***)	1,242								
Sea Trials (***)	188,097	762.8%	21,801	-84.4%	139,932	555.6%	21,343	-38.0%	34,440
Delayed Arr & Dock Delay (***)	149,020	172.0%	54,794	55.8%	35,176	-25.8%	47,430	-39.0%	77,758
Pilot Boat (***)	1,895,556	75.0%	1,083,262	258.0%	302,545	3.9%	291,066	-0.5%	292,560
Total-Source Section	\$ 33,618,889	6.1%	\$ 31,688,032	-5.0%	\$ 33,371,299	3.2%	\$ 32,346,660	4.4%	\$ 30,984,338
-----Revenue-----									
Mileage (*)	\$ 9,677,850	-2.4%	\$ 9,920,863	-8.1%	\$ 10,793,220	3.3%	\$ 10,450,641	4.8%	\$ 9,973,704
Trans (**)	1,115,544	2.6%	1,087,382	-4.6%	1,139,863	5.6%	1,079,350	15.7%	933,044
Special (***)	22,825,494	10.4%	20,679,788	-3.5%	21,438,216	3.0%	20,816,669	3.7%	20,077,590
Total -Revenue Section	\$ 33,618,889	6.1%	\$ 31,688,032	-5.0%	\$ 33,371,299	3.2%	\$ 32,346,660	4.4%	\$ 30,984,338
Revenue/Assignment, no Trans	\$4,267	7.3%	\$3,975	-2.7%	\$4,084	0.9%	\$4,047	3.8%	\$3,899
Other Statistics									
Pilot Boat Charges	\$ 1,895,556	75.0%	\$ 1,083,262	258.0%	\$ 302,545	3.9%	\$ 291,066	-0.5%	\$ 292,560
Pilot Boat Assignments	\$ 5,448	0.1%	\$ 5,444	-8.3%	\$ 5,937	-1.1%	\$ 6,005	-1.5%	\$ 6,095
Avg	\$ 348		\$ 199		\$ 51	5.1%	\$ 48	1.0%	\$ 48
Tonnage Surcharge Revenue	\$ 18,706,997	6.8%	\$ 17,519,690	-8.5%	\$ 19,140,369	1.9%	\$ 18,786,483	2.7%	\$ 18,289,326
Tonnage Surcharge Charge	\$ 7,474	-0.9%	\$ 7,540	-3.1%	\$ 7,781	2.4%	\$ 7,602	0.6%	\$ 7,559
Avg Tonnage Surcharge/Move	\$ 2,503	7.7%	\$ 2,324	-5.5%	\$ 2,460	-0.5%	\$ 2,471	2.1%	\$ 2,420

SUMMARY OF PSP																	Comparative 2016 - 2013 (Tariff Year)																
Earned Revenue Rpt Tariff Year 2017-2013	Jul-16	Aug-16	Sep-16	Jul-Sept 2016 Totals		Jul-15	Aug-15	Sep-15	Jul-Sept 2015 Totals		Jul-14	Aug-14	Sep-14	Jul-Sept 2014 Totals		Jul-13	Aug-13	Sep-13	Jul-Sept 2013 Totals														
--Counters & Misc Totals--																																	
Seattle Assigns	261	238	221	720	5.7%	206	266	209	681	1.5%	258	221	192	671	-8.5%	260	249	224	733														
Ship Assigns	694	686	653	2,033	5.6%	632	693	601	1,926	-1.0%	663	685	597	1,945	-6.4%	715	705	657	2,077														
Pilot Boat Assigns	497	503	453	1,453	4.5%	478	481	431	1,390	-3.9%	497	511	439	1,447	-8.9%	544	559	486	1,589														
Tonnage Surcharge Moves	689	681	650	2,020	6.6%	621	684	590	1,895	-1.5%	655	677	592	1,924	-6.2%	707	695	649	2,051														
Tonnage Surcharge Revenue	2,062,503	2,012,001	1,849,337	5,923,841	8.5%	1,793,733	2,008,944	1,655,487	5,458,164	-2.4%	1,894,514	2,071,239	1,628,467.28	5,594,220	-0.2%	1,905,487	1,960,258	1,742,072	5,607,816														
--Source of Revenue Breakdown--																																	
LOA/Zone (*)	846,758	823,123	760,228	2,430,109	5.0%	762,456	828,583	723,018	2,314,057	-9.2%	872,790	889,382	786,887.00	2,549,059	-4.2%	887,605	920,487	853,905	2,661,997														
Harbor Shift (*)	83,279	79,623	90,063	252,965	5.5%	74,402	91,666	73,635	239,703	8.7%	76,832	81,208	62,544.00	220,584	10.3%	75,073	63,346	61,580	199,999														
Transportation (**)	96,653	89,893	94,080	280,626	4.4%	87,317	98,290	83,259	268,865	-3.3%	88,977	97,072	91,877.75	277,926	-5.0%	100,482	93,145	99,071	292,697														
BC Surcharge (***)	37,926	35,819	44,247	117,992	3.7%	42,140	40,033	31,605	113,778	-10.0%	37,926	33,712	54,782.00	126,420	-1.6%	33,712	35,819	58,996	128,527														
Bridge Transit (***)	5,782	9,544	9,550	24,876	-6.7%	5,534	13,318	7,814	26,666	7.0%	10,094	7,796	7,028.00	24,918	5.1%	9,840	8,080	5,794	23,714														
Waterway (***)	53,390	59,166	55,556	168,112	-14.2%	61,104	75,278	59,470	195,852	7.4%	63,802	63,118	55,385.00	182,305	6.1%	56,050	54,872	60,933	171,855														
Tonnage Surcharge (***)	2,062,503	2,012,001	1,849,337	5,923,841	8.5%	1,793,733	2,008,944	1,655,487	5,458,164	-2.4%	1,894,514	2,071,239	1,628,467.28	5,594,220	-0.2%	1,905,487	1,960,258	1,742,072	5,607,816														
Cancellations (***)	3,171	4,059	1,838	9,068	-40.8%	4,470	5,316	5,524	15,310	51.8%	2,696	4,969	2,423.00	10,088	-39.7%	3,213	7,043	6,487	16,743														
Compass Adj (***)	0	0	359	359	-66.7%	0	359	718	1,077	-40.0%	1,077	718	1,795	25.0%	718	359	359	1,436															
Standby/Sail Delay (***)	23,308	15,681	16,732	55,721	-29.4%	28,496	29,592	20,824	78,912	3.9%	26,614	27,400	21,956.00	75,970	-6.5%	27,674	24,449	29,107	81,230														
Slow Down (***)	22,212	36,442	27,966	86,620	29.0%	16,988	27,400	22,742	67,130	217.9%	6,302	4,658	10,156.00	21,116	-25.9%	11,508	7,946	9,042	28,496														
Salmon Bay (***)	422	844	2,110	3,376					0	-100.0%	844	211	633	1,688	300.0%	-		422	422														
Lk Union/Washington (***)	328	656	656	1,640					0				0					0	0														
Sea Trials (***)	0	4,056	169	4,225	4.2%	1,014		3,042	4,056	-25.0%	0	5,408		5,408	-46.7%	7,098	2,028	1,014	10,140														
Miscellaneous	0	0	14	14																													
Delayed Arr & Dock Delay (***)	8,768	5,480	3,014	17,262	70.3%	3,562	3,562	3,014	10,138	10.1%	4,602	2,630	1,972.00	9,204	38.8%	1,644	-	4,986	6,630														
Pilot Boat (***)	172,956	175,392	157,644	505,992	4.7%	166,344	167,388	149,640	483,372	530.3%	26,341	27,083	23,267.00	76,691	-1.5%	26,656	27,391	23,814	77,861														
Total-Source Section	3,417,456	3,351,779	3,113,563	9,882,798	6.5%	3,047,560	3,389,728	2,839,792	9,277,080	1.1%	3,113,411	3,316,603	2,747,378	9,177,392	-1.4%	3,146,759	3,205,222	2,957,581	9,309,563														
-----Revenue-----																																	
Mileage (*)	930,037	902,746	850,291.00	2,683,074	5.1%	836,858	920,249	796,653.00	2,553,760	-7.8%	949,622	970,590	849,431.00	2,769,643	-3.2%	962,678	983,833	915,485	2,861,996														
Trans (**)	96,653	89,893	94,080.00	280,626	4.4%	87,317	98,290	83,258.75	268,865	-3.3%	88,977	97,072	91,877.75	277,926	-5.0%	100,482	93,145	99,071	292,697														
Special (***)	2,390,766	2,359,140	2,169,192.00	6,919,098	7.2%	2,123,385	2,371,190	1,959,879.87	6,454,455	5.3%	2,074,812	2,248,942	1,806,069.28	6,129,823	-0.4%	2,083,600	2,128,245	1,943,026	6,154,870														
Total -Revenue Section	3,417,456	3,351,779	3,113,563	9,882,798	6.5%	3,047,560	3,389,728	2,839,792	9,277,080	1.1%	3,113,411	3,316,603	2,747,378	9,177,392	-1.4%	3,146,759	3,205,222	2,957,581	9,309,563														
Revenue/Assignment, no Trans	\$4,785	\$4,755	\$4,624	\$4,723	1.0%	\$4,684	\$4,750	\$4,587	\$4,677	2.2%	\$4,562	\$4,700	\$4,448	\$4,576	5.4%	\$4,261	\$4,414	\$4,351	\$4,341														
Other Statistics																																	
Pilot Boat Charges	172,956	175,392	157,644	505,992	4.7%	166,344	167,388	149,640	483,372	530.3%	26,341	27,083	23,267	76,691	-1.5%	26,656	27,391	23,814	77,861														
Pilot Boat Assignments	497	503	453	1,453	4.5%	478	481	431	1,390	-3.9%	497	511	439	1,447	-8.9%	544	559	486	1,589														
Avg	348	348	348	348	0.0%	348	348	348	348	556.6%	53	53	53	53	8.2%	49	49	49	49														
Tonnage Surcharge Revenue	2,062,503	2,012,001	1,849,337	5,923,841	8.5%	1,793,733	2,008,944	1,655,487	5,458,164	-2.4%	1,894,514	2,071,239	1,628,467	5,594,220	-0.2%	1,905,487	1,960,258	1,742,072	5,607,816														
Tonnage Surcharge Charge	689	681	650	2,020	6.6%	621	684	590	1,895	-1.5%	655	677	592	1,924	-6.2%	707	695	649	2,051														
Avg Tonnage Surcharge/Move	2,993	2,954	2,845	2,933	1.8%	2,888	2,937	2,806	2,880	-0.9%	2,892	3,059	2,751	2,908	6.3%	2,695	2,821	2,684	2,734														

Pilot Code	2016 Actual Trips PSP Earned Revenue Report Detail	Watch	Lic	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	YTD Actual Assign	Average Assgn 145/12=12.1	<i>Italicized average =</i> ⋮⋮⋮ over TAL	
				Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign		
4	ANA	Anacker, D.S.	A	Lic 3/27/12	12	13	6	15	11	18	15	9	16	115	12.8	
3	ANT	Anthony, Michael	B	Lic 7/24/12	15	12	15	4	11	16	13	13	14	113	12.6	
5	ARN	Arnold, J. E.	B		12	12	15	12	11	12	18	13	11	116	12.9	
5	BLA	Blake, M.E.	B		11	15	14	12	19	16	20	17	14	138	15.3	TEC
4	BOU	Bouma, Blair	A	Lic 7/28/11	16	12	16	4	14	13	15	12	8	110	12.2	
2	BRO	Brouillard, Dan	B	Lic 7/31/13	13	13	11	8	11	13	14	12	11	106	11.8	
5	BRU	Brusco, David	A	Lic 3/11/10	4	15	14	13	22	1	15	15	16	115	12.8	
5	BUJ	Bujacich, J.P.	A		17	9	9	9	22	24	15	12	19	136	15.1	
3	CAW	Carley, W. Bud	A	Lic 1/10/13	9	12	10	18	15	14	14	10	12	114	12.7	
5	CAI	Carlson, I.J.	B		13	10	7	11	16	15	10	12	4	98	10.9	
0	CAJ	Carstensen, J		Lic. 9/30/15	8	5	10	9	7	16	9	15	9	88	9.8	
5	COE	Coe, F.A.	A		9	8	16	14	11	17	15	18	14	122	13.6	
1	COL	Coleman, S		Lic. 8/27/14	13	6	14	4	9	15	12	18	9	100	11.1	
1	COR	Coryell, T.D.		Lic. 12/13/13	2	12	15	15	16	3	15	15	13	106	11.8	
5	EME	Emerson, L. P.	A		21	13	9	12	11	20	12	8	25	131	14.6	
3	ENF	Engstrom, F. E.	B	Lic 11/15/12	12	14	11	15	15	18	15	12	12	124	13.8	
5	ENV	Engstrom, V.	B		10	12	14	9	19	15	10	14	11	114	12.7	
1	GAL	Galvin, Jamie		Lic 11/11/14	12	14	8	11	13	14	11	12	12	107	11.9	
5	GIE	Giese, P. A.	A		10	13	14	12	3	13	19	14	14	112	12.4	PSP Director
5	GRD	Grobschmit, D.W.	A		0	0	0	0	0	0	0	0	0	0	0.0	PSP President
5	HAI	Hannuksela, J	B		3	21	16	16	17	7	16	19	15	130	14.4	
5	HAR	Harris, J. B.	B		11	11	13	11	12	13	12	21	8	112	12.4	
5	HEN	Henshaw, B. F.	B		18	12	7	7	14	17	21	12	12	120	13.3	
5	HUR	Hurt, G. D.	B		13	14	13	3	12	19	16	11	8	109	12.1	
1	JEN	Jensen, Brian		Lic. 12/22/14	15	11	4	12	13	14	13	4	15	101	11.2	
5	JUS	Justice, V. K.	A	Ret. 2/12/16	0	0								0	0.0	Comp days
5	KAL	Kalvoy, J.E.	B		11	6	8	12	17	17	13	8	15	107	11.9	
4	KEA	Kearns, J.	A	Lic. 1/12/12	19	11	10	14	18	13	14	9	17	125	13.9	
	KEN	Kelleher, N.T.		Lic. 4/14/16				2	8	11	15	11	10	57	11.4	
5	KEP	Kelly, P.S.	A		6	14	17	15	13	2	16	13	18	114	12.7	PSP Director
5	KLA	Klapperich, E.C.	A		15	17	15	13	11	15	9	14	13	122	13.6	PSP Sec/Treas
1	LIC	Lichty, E.C.		Lic. 5/1/14	4	4	13	14	11	0	6	14	21	87	9.7	
0	LOB	Lowe, Brad		Lic. 9/23/15	13	5	16	14	8	16	8	12	13	105	11.7	
3	LOW	Lowery, W.W.	A	Lic. 2/11/13	11	9	14	14	21	15	5	21	15	125	13.9	
5	MAR	Marmol, E.	B		12	7	15	5	12	17	7	12	17	104	11.6	BPC/TEC Apr13
5	MAY	Mayer, D. W.	B		9	9	12	2	11	10	13	10	13	89	9.9	BPC/TEC/Exam
5	MOT	Moreno, S.	B		10	17	12	11	15	14	10	10	12	111	12.3	
5	MOR	Mork, S. E.	A		0	0	13	15	13	13	13	8	10	85	9.4	Medical
5	NEW	Newman, A. J.	A		11	11	12	11	19	16	16	12	16	124	13.8	
5	SAN	Sanders, D. A.	A		9	4	12	12	14	13	7	17	8	96	10.7	
5	SCO	Scoggins, J	A		15	15	12	14	17	15	16	13	11	128	14.2	
5	SCR	Scragg, J.	B		9	8	7	9	11	7	17	17	8	93	10.3	TEC/PSP Director
5	SEM	Semler, J. R.	A		18	19	14	9	10	19	17	11	17	134	14.9	
5	SES	Semler, S.	A		25	10	20	17	8	22	14	22	16	154	17.1	
5	SEY	Seymour, L.	B		11	13	0	13	18	22	20	18	0	115	12.8	
5	SHA	Shaffer, D. L.	B		21	18	13	14	4	17	15	18	10	130	14.4	
5	SHJ	Shaffer, J. A.	B		16	14	13	17	6	16	19	18	5	124	13.8	
5	SHU	Shuler, M.	B		9	12	13	17	15	15	16	16	9	122	13.6	
5	SLI	Sliker, W.J.	A		12	4	12	17	10	11	15	13	17	111	12.3	
5	SOR	Soriano, D. B.	A		12	14	16	14	16	17	15	13	18	135	15.0	
5	THG	Thoreson, George	A		14	6	15	11	15	20	8	13	16	118	13.1	PSP Director
5	VON	vonBrandenfels, E. M	A		14	7	9	8	8	15	15	11	12	99	11.0	PSP V.P./Director
5	WIG	Wildes, G. R.	B		15	5	13	14	19	14	10	14	14	118	13.1	
Total Assignments/ Month					605	547	607	584	672	725	694	687	653	5774		
Number of licensed PS pilots					52	52	51	52	52	52	52	52	52			
Pilots on rotation					51	50.5	50	50.5	51	51	51	51	51			
Average Assgn/pilot on rotation					11.86	10.83	12.14	11.56	13.18	14.22	13.61	13.47	12.80			
PSP LOA Report (MOVES)					589	538	591	573	665	710	689	681	650	5686		
Cancellations					16	9	16	11	7	15	5	6	3	88		
# of Pilots with < 6 jobs(+1=Pres)					6 + 1	8 + 1	2 + 1	7 + 1	2 + 1	4 + 1	1 + 1	1 + 1	3 + 1			
Pilots w/>5 trips & their avg # of trips					45P; 13	43P; 12.1	49P; 12.3	44P; 12.7	50P; 13.3	47P; 15.3	50P; 13.8	50P; 13.7	48P; 13.4			
Medical circumstances:					1	1				1						

2016	Bulker #	Car Carrier #	Container #	General #	Naval #	Other #	Passenger #	Reefer #	Ro-Ro #	Tanker #	ATB & % of Month	Total Tonnage #												
January	2,888,956	88	2,147,863	39	6,165,240	232	← correction of ton	26,127	14	68,065	4	17,845	1	5,841	1	577,341	19	7,399,311	191	76	40%	19,296,589	589	
February	2,896,362	90	2,567,494	45	4,776,894	212	← requested	35,890	7					11,682	2	711,930	18	6,703,933	164	54	33%	17,704,185	538	
March	2,893,605	97	2,906,891	52	16,033,799	236		35,890	8			17,845	1			701,124	20	7,077,922	177	67	38%	29,667,076	591	
April	1,924,414	70	2,281,522	41	15,156,659	216		35,845	8			52,792	11	172,546	2	810,206	25	8,242,214	200	64	32%	28,676,198	573	
May	2,329,137	85	2,358,483	41	16,271,648	235		25,411	9			369,555	21	6,114,668	64	678,044	18	7,749,381	199	71	36%	35,896,327	672	
June	3,069,125	101	2,460,911	42	15,342,801	221		35,845	17			49,858	11	7,783,710	84	52,959	7	1,289,103	29	87	44%	37,105,794	710	
July	2,927,898	87	2,763,626	48	15,377,917	224		28,308	8			7,941	3	9,221,853	97	23,229	4	706,185	20	85	42%	39,040,725	694	
August	3,324,529	105	2,751,575	39	16,156,933	229	-	27,775	17	1,475	1	21,131	15	7,931,185	85			648,961	21	67	40%	37,131,259	681	
Sept	3,503,155	105	2,371,369	40	15,214,517	221		35,860	9			119,758	12	6,402,111	71			675,702	19	65	37%	35,516,867		
	25,757,181	828	22,109,734	387	120,496,408	2,026	-	286,950	97	69,540	5	656,725	75	37,643,596	406	76,188	4	6,798,596	189	636	38%	280,035,019	5,048	
Average	2,861,909	92	2,456,637	43	13,388,490	225		31,883	11	34,770	3	82,091	9	4,705,450	51	38,094	4	755,400	21	7,348,900	186		31,115,002	631
	31,108		57,131		59,475			2,958		13,908		8,756		92,718		10,389		35,971		39,440			49,311	
														Cruise ship season average	7,490,705	80								

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2015	Bulker #	Car Carrier #	Container #	Fishing #	General #	Naval #	Other #	Passenger #	Reefer #	Ro-Ro #	Tanker #	ATB	Total Tonnage #											
January	3,331,935	102	2,071,601	35	13,748,321	219		436,506	23			61,474	4	5,841	1	600,566	18	7,332,020	164	63	38%	27,588,264	566	
February	2,392,118	70	2,490,846	43	12,417,478	209		136,892	5			125,628	7	5,841	1	648,961	21	6,454,064	145	51	35%	24,671,828	501	
March	3,812,507	120	2,584,770	45	14,696,583	234		347,064	14	-	1	279,395	38			812,290	23	6,502,000	148	53	36%	29,034,609	623	
April	2,339,148	78	2,376,205	43	13,620,086	224		471,902	16	3,900	1	363,108	37			878,565	24	6,044,508	175	68	39%	26,097,422	598	
May	1,988,912	76	2,942,123	54	14,601,739	232		551,593	23	4,100	1	516,239	103	5,788,128	62	17,575	2	706,554	20	83	44%	33,836,475	760	
June	1,919,864	70	3,667,192	67	15,312,749	232		125,046	6	43,758	3	532,720	71	7,545,636	86	16,427	2	757,825	21	108	51%	37,785,703	771	
July	1,005,311	39	2,824,705	50	14,527,089	225		412,703	19	14,366	4	13,318	6	7,686,050	86			680,675	19	73	42%	34,596,046	621	
August	1,669,487	68	2,718,121	47	16,683,264	241		47,860	2			20,247	11	8,259,480	90			724,461	19	86	42%	38,564,722	684	
Sept	1,258,580	46	2,044,574	37	15,210,723	218		549,900	25			19,664	3	5,573,108	63			818,163	24	80	46%	32,282,105	590	
October	3,838,730	123	2,301,485	40	15,887,620	230		244,423	12			178,425	26			31,270	3	720,611	23	90	36%	31,785,879	653	
November	2,709,002	85	2,134,726	38	16,389,787	237		213,721	7			263,532	57			10,012	1	629,023	19	71	49%	29,051,761	629	
December	2,307,800	71	2,382,511	42	15,669,618	231		225,993	9			1,038,346	67					877,695	22	55	29%	30,778,499	631	
	28,573,394	948	30,538,859	541	178,765,057	2,732	-	3,763,603	161	66,124	10	3,412,096	430	34,864,084	389	75,284	4	8,855,389	253	563	26%	376,073,313	7,627	
Average	2,381,116	79	2,544,905	45	14,897,088	228		313,634	13	13,225	2	284,341	36	4,980,583	56	18,821	2	737,949	21	7,263,285	180		31,339,443	636
	30,141		56,449		65,434			23,376		6,612		7,935		89,625		9,411		35,002		40,445			49,308	
														Cruise ship season average	6,970,480	77								

2014	Bulker #	Car Carrier #	Container #	Fishing #	General #	Naval #	Other #	Passenger #	Reefer #	Ro-Ro #	Tanker #	Wood Chip #	Total Tonnage #												
January	3,050,105	93	2,728,105	51	16,200,977	252	833	1	409,431	15		30,737	2	5,841	1	753,337	21	8,728,129	195				31,907,495	631	
February	3,583,737	113	2,206,011	39	13,775,913	212			116,907	5	18,476	2	92,682	3	5,841	1	588,345	20	8,437,623	177				28,825,535	572
March	2,888,985	92	2,577,958	47	15,421,032	239			411,209	16		30,737	2			930,900	23	8,365,395	198				30,626,216	617	
April	3,245,399	112	2,727,229	48	15,696,863	242			392,450	16		18,880	2			837,102	22	7,762,008	179				30,679,931	621	
May	1,882,829	67	2,413,632	43	16,837,792	257	833	1	461,196	18	58,265	2	55,682	8	5,645,741	61			720,663	23				36,018,027	665
June	2,024,841	73	2,618,459	46	14,804,286	227	833	1	505,202	24		21,778	2	7,424,969	85	7,634	2	613,164	20				36,294,816	682	
July	2,223,507	79	2,411,139	41	15,377,516	240			248,860	10		3	1,035	1	7,021,225	82			852,658	25				35,771,904	658
August	1,817,259	66	2,280,514	41	15,753,895	236			460,276	19	107,265	3	50,401	8	8,050,822	85			697,272	19				38,544,465	678
Sept	1,239,485	48	1,715,767	29	13,943,170	218			254,225	10		73,001	8	4,954,736	54	7,944	1	1,074,417	27				31,254,931	592	
October	3,045,067	93	2,415,958	43	15,732,168	242	1,666	2	338,183	16		100,091	8			71,933	9	740,817	23				30,368,954	627	
November	4,072,261	126	2,548,384	44	13,116,023	206			155,128	6		12,892	1			32,497	4	593,192	18				28,122,353	581	
December	2,772,018	90	2,770,604	52	14,436,240	231			483,476	20	67,503	2	5,718	3					778,113	21				28,414,888	592
	31,845,493	1,052	29,413,760	524	181,095,875	2,802	4,165	5	4,236,543	175	251,509	12	493,634	48	33,109,175	369	120,008	16	9,179,980	262				386,829,515	7,516
ytd average	2,653,791	88	2,451,147	44	15,091,323	234			353,045	15	62,877	2	41,136	4	4,729,882	53	30,002	4	764,998	22				32,235,793	626
	30,271		56,133		64,631				24,209		26,199		10,284		89,727		7,501		35,038		43,127			51,467	
														Cruise ship season average	6,619,499	73									

2013	Bulker #	Car Carrier #	Container #	Fishing #	General #	Naval #	Other #	Passenger #	Reefer #	Ro-Ro #	Tanker #	Wood Chip #	Total Tonnage #											
January	2,759,567	95	2,232,371	40	15,483,660	257		114,163	5	15,752	2	43,514	4	5,841	1	557,373	17	10,216,395	225				31,428,636	646
February	2,330,407	82	2,222,529	43	13,587,705	229		338,693	15	-	1			121,873	5			603,183	19				27,228,140	568
March	2,556,831	91	2,329,631	42	13,562,280	228		374,759	14			61,474	4			824,737	26	8,721,188	203				28,430,900	608
April	1,172,869	52	2,5																					

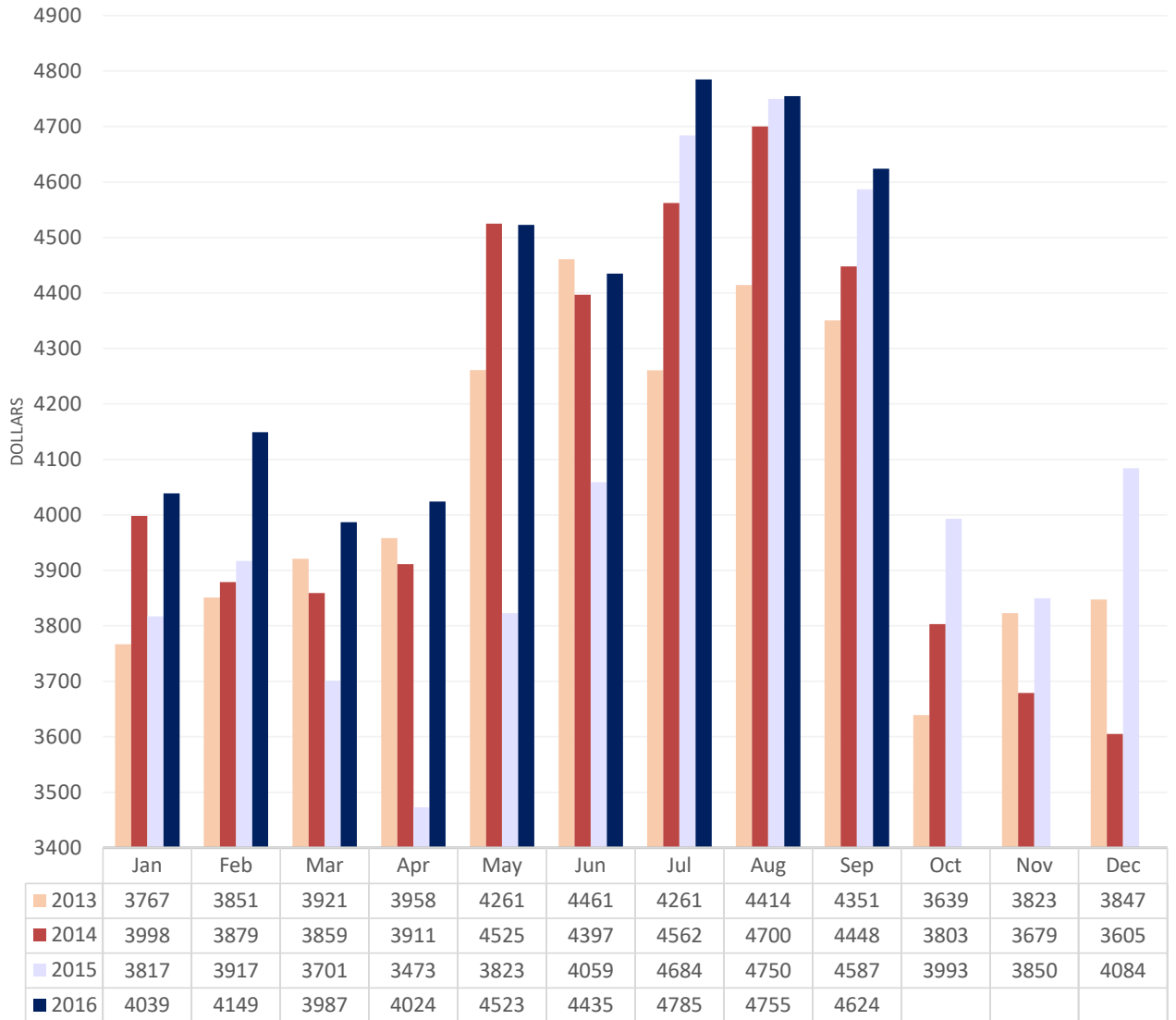
2016	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
February	\$ 4,389	\$ 4,149	2,269,624	79,737	2,349,361	547	9
March	\$ 4,531	\$ 3,987	2,419,890	90,643	2,510,533	607	16
April	\$ 4,048	\$ 4,024	2,350,195	87,956	2,438,151	584	11
May	\$ 4,154	\$ 4,523	3,039,515	92,009	3,131,524	672	7
June	\$ 4,208	\$ 4,435	3,215,179	100,031	3,315,210	725	15
July	\$ 4,298	\$ 4,785	3,320,803	96,653	3,417,456	694	15
August	\$ 4,360	\$ 4,755	3,261,886	89,893	3,351,779	686	5
September	\$ 4,389	\$ 4,624	3,019,483	94,080	3,113,563	653	3
ytd			\$ 25,340,421	\$ 819,466	\$ 26,159,887	5773	97
9/16-9/15 Δ	296	37	1,416,304	7,901	1,424,205	(71)	(33)

2015	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 4,208	\$ 3,701	2,365,096	84,102	2,449,197	639	16
April	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	620	22
May	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	774	14
June	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	791	20
July	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	632	11
August	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	693	9
September	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	601	11
October	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	666	13
November	\$ 4,062	\$ 3,850	2,479,703	98,603	\$ 2,578,306	644	15
December	\$ 4,064	\$ 4,084	2,618,146	111,764	\$ 2,729,910	641	10
ytd			\$ 31,680,998	\$ 1,119,405	\$ 32,800,403	7795	168
2015/2014 Δ	(64)	\$ 479	241,755	35,854	277,609	179	67

2014	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January	3,998	3,998	2,554,575	98,762	2,653,337	639	8
February	3,941	3,879	2,261,575	82,889	2,344,464	583	11
March	3,913	3,859	2,403,969	90,895	2,494,864	623	6
April	3,913	3,911	2,464,091	85,345	2,549,436	630	9
May	4,043	4,525	3,036,561	85,787	3,122,348	671	6
June	4,107	4,397	3,033,723	95,193	3,128,916	690	8
July	4,174	4,562	3,024,434	88,977	3,113,411	663	5
August	4,244	4,700	3,219,531	97,072	3,316,603	685	8
September	4,265	4,448	2,655,500	91,878	2,747,378	597	5
October	4,219	3,803	2,430,062	98,126	2,528,188	639	12
November	4,173	3,679	2,177,805	81,264	2,259,069	592	11
December	4,128	3,605	2,177,417	87,363	2,264,780	604	12
ytd			\$ 31,439,243	1,083,551	\$ 32,522,794	7616	101
2014/2013 Δ	\$90	(\$242)	\$ (134,397)	(53,265)	\$ (187,662)	(203)	(16)

2013	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
January		3,767	2,493,701	96,600	2,590,301	662	16
February	3,806	3,851	2,229,846	82,426	2,312,272	579	11
March	3,778	3,721	2,311,037	95,730	2,406,767	621	13
April	3,820	3,958	2,212,733	74,842	2,287,575	559	2
May	3,914	4,261	2,820,632	95,699	2,916,331	662	10
June	4,013	4,461	3,028,751	90,527	3,119,278	679	5
July	4,052	4,261	3,046,277	100,482	3,146,759	715	7
August	4,102	4,414	3,112,078	93,144	3,205,222	705	9
September	4,130	4,351	2,858,510	99,071	2,957,581	657	8
October	4,078	3,639	2,481,925	105,812	2,587,737	682	13
November	4,055	3,823	2,465,837	97,211	2,563,048	645	11
December	4,038	3,847	2,512,313	105,272	2,617,585	653	12
ytd			\$ 31,573,640	1,136,816	\$ 32,710,456	7,819	117
2013/2012 Δ	97	184	\$ 955,959	145,073	\$ 1,101,032	50	(15)

Monthly Revenue per Assignment 2013 - 2016
Calendar Year



		AUGUST 2016												
YTD	Totals	LOA	IntraHbr		≤30 mi		≤50 mi		≤75 mi		≤100mi		101+ mi	
			1	2	3	4	5	6						
195	39	Up to 500	11	8	11	7	2							
569	73	500-599	23	8	3	27	12							
1330	153	600-699	12	29	31	35	46							
646	97	700-799	7	19	3	24	44							
605	65	800-899	7	9	5	25	19							
1005	155	900-999	18	6	3	89	39							
686	99	1000--	28	9		40	22							
YTD totals			681	106	88	56	247	184	0					
YTD Averages			629.5	106.4	89.6	58.5	199.6	175.4	0.0					

		AUGUST 2015												
YTD	Totals	LOA	IntraHbr		≤30 mi		≤50 mi		≤75 mi		≤100mi		101+ mi	
			1	2	3	4	5	6						
348	19	Up to 500	5	4	4	6	0	0						
633	88	500-599	25	10	14	26	13	0						
1230	154	600-699	15	24	28	34	53	0						
650	79	700-799	7	9	5	30	28	0						
545	69	800-899	13	7	7	17	25	0						
1169	182	900-999	22	8	1	100	51	0						
543	93	1000--	30	10	0	34	19	0						
YTD totals			684	117	72	59	247	189	0					
YTD Averages			639.8	120.4	83.5	53.8	206.3	174.6	1.3					

		AUGUST 2014												
YTD	Totals	LOA	IntraHbr		≤30 mi		≤50 mi		≤75 mi		≤100mi		101+ mi	
			1	2	3	4	5	6						
112	22	Up to 500	6	4	3	7	2	0						
566	66	500-599	18	11	10	12	15	0						
1296	147	600-699	12	27	35	34	39	0						
629	70	700-799	8	4	3	21	34	0						
718	97	800-899	9	23	12	20	33	0						
1126	180	900-999	18	11	2	104	45	0						
677	96	1000--	30	10	0	36	20	0						
YTD totals			678	101	90	65	234	188	0					
YTD Averages			640.5	101	91	54	211	184	0					

		AUGUST 2013												
YTD	Totals	LOA	IntraHbr		≤30 mi		≤50 mi		≤75 mi		≤100mi		101+ mi	
			1	2	3	4	5	6						
179	30	Up to 500	5	5	2	18		0						
664	83	500-599	26	4	13	24	16	0						
1238	157	600-699	16	35	29	48	29	0						
571	60	700-799		6	3	13	38	0						
682	97	800-899	3	22	8	26	38	0						
1381	211	900-999	20	16	3	129	43	0						
393	58	1000--	19			20	19	0						
YTD totals			696	89	88	58	278	183	0					
YTD Averages			638.5	89.6	95.5	49.9	224.9	178.4	0.3					

		JULY 2016												
YTD	Totals	LOA	IntraHbr		≤30 mi		≤50 mi		≤75 mi		≤100mi		101+ mi	
			1	2	3	4	5	6						
156	28	Up to 500	2	4	11	4	7							
496	102	500-599	8	9	3	21	61							
1177	148	600-699	15	35	28	40	30							
549	90	700-799	14	7	5	44	20							
540	104	800-899	12	12	9	30	41							
850	142	900-999	22	8	2	89	21							
587	75	1000--	25	7		43								
YTD totals			689	98	82	58	271	180	0					
YTD Averages			622.1	106.4	89.9	58.9	192.9	174.1	0.0					

		JULY 2015												
YTD	Totals	LOA	IntraHbr		≤30 mi		≤50 mi		≤75 mi		≤100mi		101+ mi	
			1	2	3	4	5	6						
329	22	Up to 500	4	3	2	13	0							
545	68	500-599	19	4	12	21	12							
1076	145	600-699	16	29	31	30	39							
571	64	700-799	3	4	3	27	27							
476	63	800-899	9	6	6	13	29							
987	176	900-999	19	14	2	95	46							
450	83	1000--	25	10	0	32	16							
YTD totals			621	95	70	56	231	169	0					
YTD Averages			633.4	120.9	85.1	53.0	200.4	172.6	1.4					

		JULY 2014												
YTD	Totals	LOA	IntraHbr		≤30 mi		≤50 mi		≤75 mi		≤100mi		101+ mi	
			1	2	3	4	5	6						
90	11	Up to 500	2		1	6	2							
500	78	500-599	13	16	13	28	8							
1149	147	600-699	11	29	27	53	27							
559	83	700-799	16	4	2	20	41							
621	78	800-899	4	11	7	20	36							
946	173	900-999	18	13	2	95	45							
581	88	1000--	29	8		31	20							
YTD totals			658	93	81	52	253	179	0					
YTD Averages			635.1	101.0	90.6	52.0	207.9	183.7	0.0					

		JULY 2013												
YTD	Totals	LOA	IntraHbr		≤30 mi		≤50 mi		≤75 mi		≤100mi		101+ mi	
			1	2	3	4	5	6						
149	33	Up to 500	13	4	0	15	1	0						
581	91	500-599	18	24	10	22	17	0						
1081	152	600-699	16	40	22	50	24	0						
511	73	700-799	3	12	6	15	37	0						
585	92	800-899	9	18	7	27	31	0						
1170	216	900-999	25	19	1	126	45	0						
335	51	1000--	19	0	0	16	16	0						
YTD totals			708	103	117	46	271	171	0					
YTD Averages			630.4	89.7	96.6	48.7	217.3	177.7	0.3					

		JUNE 2016												
YTD	Totals	LOA	IntraHbr		≤30 mi		≤50 mi		≤75 mi		≤100mi		101+ mi	
			1	2	3	4	5	6						
128	39	Up to 500	7	7	11	13	1							
394	67	500-599	20	11	4	25	7							
1029	194	600-699	25	43	37	39	50							
459	87	700-799	11	4	3	31	38							
436	77	800-899	9	12	8	26	22							
708	152	900-999	24	7	2	78	41							
418	94	1000--	25	9		42	18							
YTD totals			710	121	93	65	254	177	0					
YTD Averages			611.0	107.8	91.2	59.0	179.8	173.2	0.0					

		JUNE 2015												
YTD	Totals	LOA	IntraHbr		≤30 mi		≤50 mi		≤75 mi		≤100mi		101+ mi	
			1	2	3	4	5	6						
307	73	Up to 500	36	10	6	21	0							
477	108	500-599	23	25	12	35	13							
931	184	600-699	25	33	32	31	63							
507	93	700-799	11	13	6	28	35							
413	60	800-899	11	5	7	13	24							
811	166	900-999	18	13	2	88	45							

APRIL 2016									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
63	28	Up to 500	1	3	8	6	0	0	
253	55	500-599	19	6	3	17	10	0	
660	168	600-699	17	35	44	34	38	0	
303	69	700-799	6	12	1	18	32	0	
276	72	800-899	11	7	8	22	24	0	
414	104	900-999	17	8	0	33	46	0	
322	77	1000--	26	8	0	25	18	0	
	573		107	79	64	155	168	0	
YTD totals			2291	421	357	226	601	686	0
YTD Averages			572.8	105.3	89.3	56.5	150.3	171.5	0.0

APRIL 2015									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
117	39	Up to 500	20	6	3	10	0	0	
278	99	500-599	29	15	14	30	11	0	
570	157	600-699	19	26	31	34	47	0	
341	75	700-799	10	4	4	19	38	0	
276	69	800-899	9	7	7	20	26	0	
491	107	900-999	20	2	0	47	38	0	
209	52	1000--	20	0	0	14	18	0	
	598		127	60	59	174	178	0	
YTD totals			2282	421	326	200	685	645	5
YTD Averages			570.5	105.3	81.5	50.0	171.3	161.3	1.3

APRIL 2014									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
32	7	Up to 500	0	1	0	2	4	0	
263	62	500-599	15	8	6	25	8	0	
693	198	600-699	31	41	30	57	39	0	
331	77	700-799	15	0	2	19	41	0	
381	88	800-899	4	19	7	29	29	0	
422	109	900-999	16	10	1	40	42	0	
319	80	1000--	28	4	2	22	24	0	
	621		109	83	48	194	187	0	
YTD totals			2441	422	377	203	695	744	0
YTD Averages			610.3	105.5	94.3	50.8	173.8	186.0	0.0

APRIL 2013									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
82	26	Up to 500	6	5	1	11	3	0	
317	88	500-599	18	16	8	29	17	0	
604	124	600-699	2	29	13	56	24	0	
305	58	700-799	1	3	2	11	41	0	
338	73	800-899	3	18	7	18	27	0	
553	142	900-999	23	20	4	51	44	0	
179	46	1000--	18	0	0	10	18	0	
	557		71	91	35	186	174	0	
YTD totals			2379	348	384	191	725	728	2
YTD Averages			594.8	87.0	96.0	47.8	181.3	182.0	0.5

MARCH 2016									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
35	15	Up to 500	1	4	8	2	0	0	
198	65	500-599	15	11	2	28	9	0	
492	176	600-699	20	38	35	35	48	0	
234	71	700-799	7	13	1	14	36	0	
204	78	800-899	9	11	10	18	30	0	
310	106	900-999	21	6	2	29	48	0	
245	80	1000--	29	9	0	24	18	0	
	591		102	92	58	150	189	0	
2016 YTD totals			1718	314	278	162	446	518	0
YTD Averages			572.7	104.7	92.7	54.0	148.7	172.7	0.0

MARCH 2015									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
78	51	Up to 500	27	6	8	10	0	0	
179	68	500-599	21	6	10	19	12	0	
413	149	600-699	23	33	20	32	41	0	
266	89	700-799	19	3	3	19	45	0	
207	75	800-899	7	8	5	22	33	0	
384	130	900-999	23	24	4	44	35	0	
157	59	1000--	19	5		22	13	0	
	621		139	85	50	168	179	0	
2015 YTD totals			1684	294	266	141	511	467	5
YTD Averages			561.3	98.0	88.7	47.0	170.3	155.7	1.7

MARCH 2014									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
25	4	Up to 500	1	1	0	2	0	0	
201	68	500-599	13	15	4	25	11	0	
495	174	600-699	22	37	30	48	37	0	
254	87	700-799	19	7	2	19	40	0	
293	100	800-899	6	21	10	28	35	0	
313	104	900-999	15	15	1	32	41	0	
239	80	1000--	30	3	0	24	23	0	
	617		106	99	47	178	187	0	
2014 YTD totals			1820	313	294	155	501	557	0
YTD Averages			606.7	104.3	98.0	51.7	167.0	185.7	0.0

MARCH 2013									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
56	22	Up to 500	3	4	3	9	3	0	
229	80	500-599	18	11	11	27	13	0	
480	164	600-699	23	43	22	47	29	0	
247	72	700-799	10	2	3	10	47	0	
265	93	800-899	4	24	8	21	34	2	
411	129	900-999	19	17	2	50	41	0	
133	47	1000--	18	0	0	11	18	0	
	608		95	101	49	175	185	2	
2013 YTD totals			1822	277	293	156	539	554	2
YTD Averages			607.3	92.3	97.7	52.0	179.7	184.7	0.7

FEBRUARY 2016									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
20	6	Up to 500	2	0	4	0	0		
133	65	500-599	18	20	3	15	9		
316	153	600-699	14	39	28	30	42		
163	75	700-799	5	17	2	20	31		
126	62	800-899	7	13	5	15	22		
204	101	900-999	21	3	1	31	45		
165	76	1000--	24	10		28	14		
	538		91	102	43	139	163	0	
YTD totals			1127	212	186	104	296	329	0
YTD Averages			563.5	106.0	93.0	52.0	148.0	164.5	0.0

FEBRUARY 2015									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
27	10	Up to 500	4		1	5			
111	49	500-599	10	10	12	12	5		
264	121	600-699	7	24	15	36	38	1	
177	88	700-799	16	10	4	19	39		
132	66	800-899	1	15	4	15	31		
254	124	900-999	20	22	4	52	24	2	
98	39	1000--	9	7		15	7	1	
	497		67	88	40	154	144	4	
YTD totals			1063	155	181	91	343	288	5
YTD Averages			531.5	77.5	90.5	45.5	171.5	144.0	2.5

FEBRUARY 2014									
YTD	Totals	LOA	IntraHr						
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi		
			1	2	3	4	5	6	
21	12	Up to 500	2	1	3	6			
133	54	500-599	12	4	9	14	15		
321	167	600-699	14	51	29	44	29		
167	79	700-799	17	7	2	15	38		
193	95	800-899	7	23	9	20	36		
209	87	900-999	11	9		36	31		
159	78	1000--	31	4		20	23		
	572		94	99	52	155	172	0	
YTD totals			1203	207	195	108	323	370	0
YTD Averages			601.5	103.5	97.5	54.0	161.5	185.0	0.0

FEBRUARY 2013								
YTD	Totals	LOA	IntraHr					
			≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	
			1	2	3	4	5	6
34	21	Up to 500	2	4	3	7	5	
149	73	500-599	14	17	8	17	17	
316	143	600-699	9	29	20	52	33	
175	83	700-799	17	6	7	15	38	
172	74	800-899	3	20	8	17	26	
282	133	900-999	20	12	3	55	43	
86	41	1000--	16			9	16	
	568		81	88	49	172	178	0
2013 YTD totals			1214					

2016	Bulker #	Car Carrier #	Container #	General #	Naval #	Other #	Passenger #	Reefer #	Ro-Ro #	Tanker #	ATB & % of Month	Total Tonnage #													
January	2,889,849	88	2,147,863	39	16,476,854	232	← amounts forced	26,127	14	68,065	4	17,845	1	5,841	1	577,345	19	7,399,317	191	76	40%	23,009,706	588		
February	2,897,135	90	2,568,737	45	14,899,795	212	← used %	36,179	7			11,682	2				712,456	18	6,704,320	164	54	33%	27,830,304	636	
March	2,893,605	97	2,906,891	52	16,033,799	236		35,890	8			17,845	1				701,124	20	7,077,922	177	67	38%	29,667,076	591	
April	1,924,414	70	2,281,522	41	15,156,659	216		35,845	8			52,792	11	172,546	2		810,206	25	8,242,214	200	64	32%	28,766,198	573	
May	2,329,137	85	2,358,483	41	16,271,648	235		25,411	9			369,555	21	6,114,668	64		678,044	18	7,749,381	199	71	36%	35,896,327	672	
June	3,069,125	101	2,460,911	42	15,342,801	221		35,845	17			49,858	11	7,783,710	84	52,959	7	1,289,103	29	7,021,482	198	87	44%	37,105,794	710
July	2,927,898	87	2,763,626	48	15,377,917	224		28,308	8			7,941	3	9,221,853	97	23,229	4	706,185	20	7,983,768	203	85	42%	39,040,725	681
August	3,324,529	105	2,251,575	39	16,156,933	229		27,775	17	1,475	1	21,311	15	7,931,185	85		648,961	21	6,767,695	169	67	40%	37,131,259	684	
Sept	3,503,155	105	2,371,369	40	15,214,517	221		35,860	9			119,758	12	6,402,111	71		675,702	19	7,194,395	176	65	37%	35,516,867	653	
October	3,697,713	100	2,139,252	38	15,870,744	224		12,511	8			7,106	4	836,364	12	15,888	2	814,396	23	7,095,057	195	85	44%	30,489,031	606
November	4,308,396	137	2,491,405	43	15,717,613	214		35,860	11		2	1,493	1	-	-	41,883	5	657,130	20	8,841,178	228	89	39%	32,094,958	661
December	4,109,214	117	2,445,371	42	15,757,486	220		28,584	12	106,623	4					23,832	3	741,882	21	7,234,516	191	53	28%	30,447,508	610
correction		(19)	(2)	(12)								(1)					(1)				(15)			(53)	
	37,874,170	1,163	29,187,005	508	188,276,766	2,672		364,194	126	176,163	11	665,324	79	38,479,960	418	157,791	20	9,012,534	252	89,311,245	2,276	863	38%	393,505,152	7,525
Average	3,156,181	89	2,432,250	39	15,689,731	206		30,350	10	58,721	3	66,532	7	3,847,996	42	31,568	3	751,045	19	7,442,604	175			32,792,096	632
	35,280		62,243		76,335			3,131		21,353		9,264		92,057		11,045		38,744		42,510				51,927	
								Cruise ship season average						7,490,705		80								100.00%	

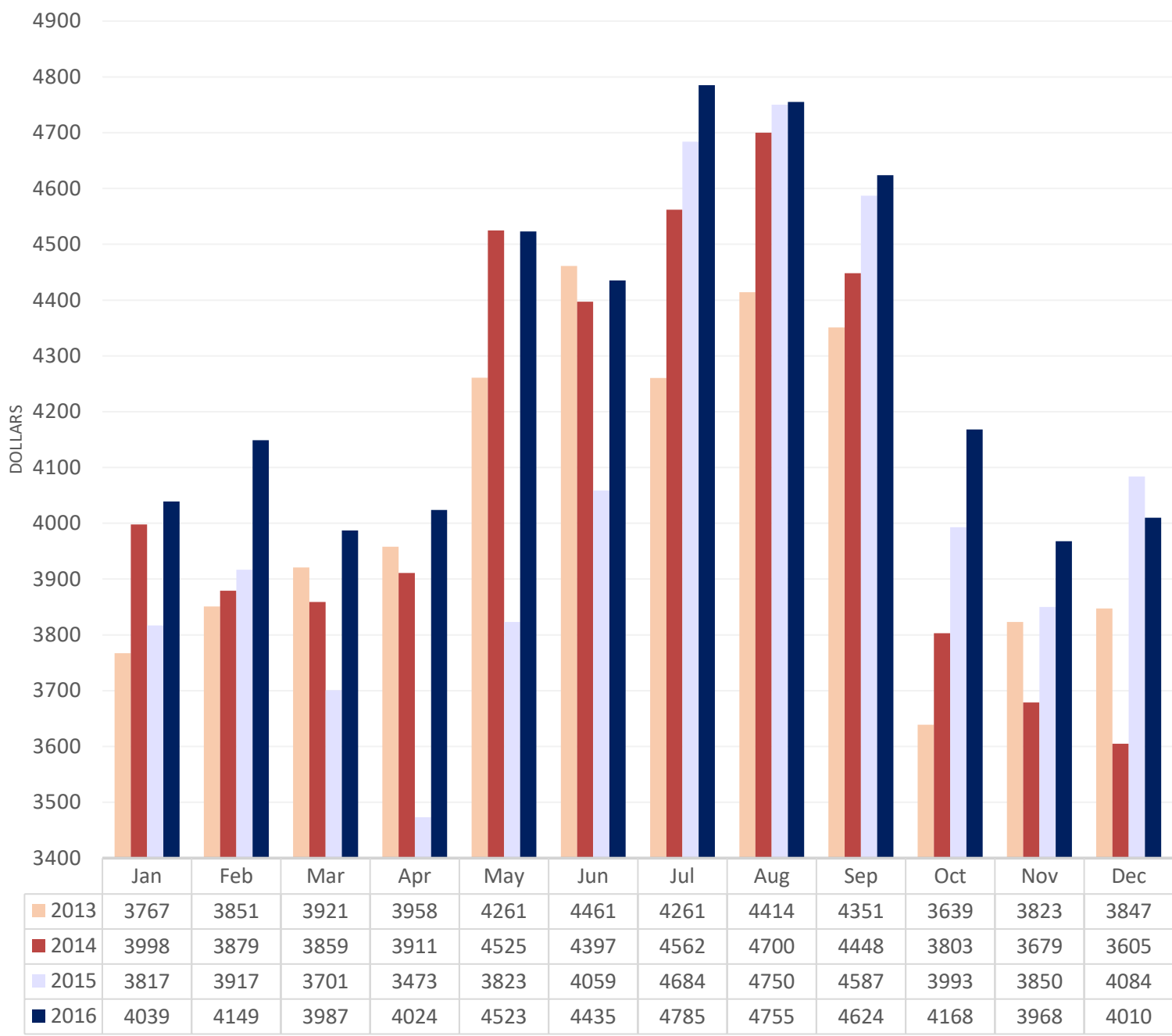
2015	Bulker #	Car Carrier #	Container #	Fishing #	General #	Naval #	Other #	Passenger #	Reefer #	Ro-Ro #	Tanker #	ATB	Total Tonnage #												
January	3,331,935	102	2,071,601	35	13,748,321	219		436,506	23			61,474	4	5,841	1	600,566	18	7,332,020	164	63	38%	27,588,264	566		
February	2,392,118	70	2,490,846	43	12,417,478	209		136,892	5			125,628	7	5,841	1	648,961	21	6,454,064	145	51	35%	24,671,828	501		
March	3,812,507	120	2,584,770	45	14,696,583	234		347,064	14	-	1	279,395	38				812,290	23	6,502,000	148	53	36%	29,034,609	623	
April	2,339,148	78	2,376,205	43	13,620,086	224		471,902	16	3,900	1	363,108	37				878,565	24	6,044,508	175	68	39%	26,097,422	598	
May	1,988,912	76	2,942,123	54	14,601,739	232		551,593	23	4,100	1	516,239	103	5,788,128	62	17,575	2	706,554	20	6,719,512	187	83	44%	33,836,475	760
June	1,919,864	70	3,667,192	67	15,312,749	232		125,046	6	43,758	3	532,720	71	7,545,636	86	16,427	2	757,825	21	7,864,486	213	108	51%	37,785,703	771
July	1,005,311	39	2,824,705	50	14,527,089	225		412,703	19	14,366	4	13,318	6	7,686,050	86		680,675	19	7,431,829	173	73	42%	34,596,046	621	
August	1,669,487	68	2,718,121	47	16,683,264	241		47,860	2			20,247	11	8,259,480	90		724,461	19	8,441,802	206	86	42%	38,564,722	684	
Sept	1,258,580	46	2,044,574	37	15,210,723	218		549,900	25			19,664	3	5,573,108	63		818,163	24	6,807,393	174	80	46%	32,282,105	590	
October	3,838,730	123	2,301,485	40	15,887,620	230		244,423	12			178,425	26			31,270	3	720,611	23	8,583,315	196	70	36%	31,785,879	653
November	2,709,002	85	2,134,726	38	16,389,787	237		213,721	7			263,532	57			10,012	1	629,023	19	6,701,958	185	91	49%	29,051,761	629
December	2,307,800	71	2,382,511	42	15,669,618	231		225,993	9			1,038,346	67					877,695	22	8,276,536	189	55	29%	30,778,499	631
	28,573,394	948	30,538,859	541	178,765,057	2,732	-	3,763,603	161	66,124	10	3,412,096	430	34,864,084	389	75,284	4	8,855,389	253	87,159,423	2,155	563	26%	376,073,313	7,627
Average	2,381,116	79	2,544,905	45	14,897,088	228		313,634	13	13,225	2	284,341	36	4,980,583	56	18,821	2	737,949	21	7,263,285	180			31,339,443	636
	30,141		56,449		65,434			23,376		6,612		7,935		89,625		9,411		35,002		40,445				49,308	
								Cruise ship season average						6,970,480		77									

2014	Bulker #	Car Carrier #	Container #	Fishing #	General #	Naval #	Other #	Passenger #	Reefer #	Ro-Ro #	Tanker #	Wood Chip #	Total Tonnage #															
January	3,050,105	93	2,728,105	51	16,200,977	252	833	1	409,431	15			30,737	2	5,841	1	753,337	21	8,728,129	195				31,907,495	631			
February	3,583,737	113	2,206,011	39	13,775,913	212			116,907	5	18,476	2	92,682	3	5,841	1	588,345	20	8,437,623	177					28,825,535	572		
March	2,888,985	92	2,577,958	47	15,421,032	239			411,209	16			30,737	2			930,900	23	8,365,395	198					30,626,216	617		
April	3,245,399	112	2,727,229	48	15,696,863	242			392,450	16			18,880	2			837,102	22	7,762,008	179					30,679,931	621		
May	1,882,829	67	2,413,632	43	16,837,792	257	833	1	461,196	18	58,265	2	55,682	8	5,645,741	61		720,663	23	7,941,394	185					36,018,027	665	
June	2,024,841	73	2,618,459	46	14,804,286	227	833	1	505,202	24			21,778	2	7,424,969	85	7,634	2	613,164	20	8,273,650	202				36,294,816	682	
July	2,223,507	79	2,411,139	41	15,377,516	240			248,860	10			3	1,035	1	7,021,225	82	852,658	25	7,635,964	177					35,771,904	658	
August	1,817,259	66	2,280,514	41	15,753,895	236			460,276	19	107,265	3	50,401	8	8,050,822	85		697,272	19	9,326,761	201					38,544,465	678	
Sept	1,239,485	48	1,715,767	29	13,943,170	218			254,225	10			73,001	8	4,954,736	54	7,944	1	1,074,417	27	7,992,186	197				31,254,931	592	
October	3,045,067	93	2,415,958	43	15,732,168	242	1,666	2	338,183	16			100,991	8			71,933	9	740,817	23	7,923,071	191				30,368,954	627	
November	4,072,261	126	2,548,384	44	13,116,023	206			155,128	6			12,892	1			32,497	4	593,192	18	7,159,976	176					28,122,353	581
December	2,772,018	90	2,770,604	52	14,436,240	231			483,476	20	67,503	2	5,718	3					778,113	21	7,101,216	173					28,414,888	592
	31,845,493	1,052	29,413,760	524	181,095,875	2,802	4,165	5	4,236,543	175	251,509	12	493,634	48	33,109,175	369	120,008	16	9,179,980	262	97,079,373	2,251					386,829,515	7,516
ytd average	2,653,791	88	2,451,147																									

Pilot Code	2016 Actual Trips PSP Earned Revenue Report Detail			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Actual Assign	Average Assgn 145/12=12.1	Italicized average = <<< over TAL
	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign			
	Lic	Lic	Lic	Lic	Lic	Lic	Lic	Lic	Lic	Lic	Lic	Lic	Lic	Lic	Lic			
4 ANA	Anacker, D.S.	Lic 3/27/12	12	13	6	15	17	18	15	9	16	11	11	9	146	12.2		
4 ANT	Anthony, Michael	Lic 7/24/12	15	12	15	4	17	16	13	13	14	11	18	10	152	12.7		
5 ARN	Arnold, J. E.		12	12	15	12	17	12	18	13	17	13	15	13	157	13.1		
5 BLA	Blake, M.E.		17	15	14	12	19	16	20	17	14	1	15	16	170	14.2	TEC	
5 BOU	Bouma, Blair	Lic 7/28/11	16	12	16	4	14	13	15	12	8	17	23	14	164	13.7		
3 BRO	Brouillard, Dan	Lic 7/31/13	13	13	17	8	17	13	14	12	17	16	19	9	150	12.5		
5 BRU	Brusco, David	Lic 3/11/10	4	15	14	13	22	7	15	15	16	17	0	12	144	12.0		
5 BUJ	Bujacich, J.P.		17	9	9	9	22	24	15	12	19	12	15	14	177	14.8		
3 CAW	Carley, W. Bud	Lic 1/10/13	9	12	10	18	15	14	14	10	12	11	8	15	148	12.3		
5 CAI	Carlson, I.J.		13	10	7	17	16	15	10	12	4	2	13	11	124	10.3		
1 CAJ	Carstensen, J.	Lic. 9/30/15	8	5	10	9	7	16	9	15	9	11	17	14	130	10.8		
5 COE	Coe, F.A.		9	8	16	14	17	15	18	14	16	17	12	167	13.9			
2 COL	Coleman, S.	Lic. 8/27/14	13	6	14	4	9	15	12	18	9	16	12	14	142	11.8		
3 COR	Coryell, T.D.	Lic. 12/13/13	5	12	15	15	16	3	15	15	13	11	1	13	134	11.2		
5 EME	Emerson, L. P.		21	13	9	12	17	20	12	8	25	16	17	20	184	15.3		
4 ENF	Engstrom, F. E.	Lic 11/15/12	12	14	17	15	15	18	15	12	12	13	14	17	168	14.0		
5 ENV	Engstrom, V.		10	12	14	9	19	15	10	14	17	14	14	14	156	13.0		
2 GAL	Galvin, Jamie	Lic 11/11/14	12	14	8	17	13	14	17	12	12	17	16	15	149	12.4		
5 GIE	Giese, P. A.		13	13	14	12	3	13	19	14	14	3	13	14	145	12.1	PSP Director	
5 GRD	Grobschmit, D.W.		0	0	0	0	0	0	0	0	0	0	1	0	1		PSP President	
5 HAJ	Hannuksela, J.		3	21	16	16	17	7	16	19	15	18	18	7	9	164	13.7	
5 HAR	Harris, J. B.		17	17	13	17	12	13	12	21	8	11	11	12	146	12.2		
5 HEN	Henshaw, B. F.		18	12	7	7	14	17	21	12	12	7	16	14	157	13.1		
5 HUR	Hurt, G. D.		13	14	13	3	12	19	16	17	8	10	13	13	145	12.1		
2 JEN	Jensen, Brian	Lic. 12/22/14	15	17	4	12	13	14	13	4	15	9	14	6	130	10.8		
5 JUS	Justice, V. K.	Ret. 2/12/16	0	0	Retired 2/12										0	0.0	Comb days	
5 KAL	Kalvoy, J.E.		17	6	8	12	17	17	13	8	15	13	14	8	142	11.8		
4 KEA	Kearns, J.	Lic. 1/12/12	19	17	10	14	18	13	14	9	17	18	15	18	176	14.7		
5 KEN	Kelleher, N.T.	Lic. 4/14/16				2	8	17	15	17	10	9	12	12	90	10.6		
5 KEP	Kelly, P.S.		6	14	17	15	13	2	16	13	18	17	4	12	147	12.3	PSP Director	
5 KLA	Klapperich, E.C.		15	17	15	13	17	15	9	14	13	13	7	6	148	12.3	PSP Sec/Treas	
2 LIC	Lichty, E.C.	Lic. 5/1/14	4	4	13	14	17	0	6	14	21	14	16	3	120	10.0		
1 LOB	Lowe, Brad	Lic. 9/23/15	13	5	16	14	8	16	8	12	13	16	10	4	135	11.3		
3 LOW	Lowery, W.W.	Lic. 2/11/13	17	9	14	14	21	15	5	21	15	20	13	6	164	13.7		
5 MAR	Marmol, E.		12	7	15	5	12	17	7	12	17	12	9	7	132	11.0	BPC/TEC Apr13	
5 MAY	Mayer, D. W.		9	9	12	2	17	10	13	10	13	11	15	13	128	10.7	BPC/TEC/Exam	
5 MOT	Moreno, S.		10	17	12	17	15	14	10	10	12	12	18	14	155	12.9		
5 MOR	Mork, S. E.		0	0	13	15	13	13	8	10	13	16	16	16	130	10.8	Medical	
5 NEW	Newman, A. J.		17	17	12	17	19	16	16	12	16	13	15	11	163	13.6		
5 SAN	Sanders, D. A.		9	4	12	12	14	13	7	17	8	14	13	2	125	10.4		
5 SCO	Scoggins, J.	Ret. 2/12/16	14	15	12	14	17	15	16	13	17	8	15	11	161	13.4		
5 SCR	Scragg, J.		9	8	7	9	17	7	17	17	8	19	6	12	130	10.8	TEC/PSP Director	
5 SEM	Semler, J. R.		18	19	14	9	10	19	17	17	17	10	16	21	181	15.1		
5 SES	Semler, S.		25	10	20	17	8	22	14	22	16	5	16	17	192	16.0		
5 SEY	Seymour, L.		17	13	0	13	18	22	20	18	0	12	9	13	149	12.4		
5 SHA	Shaffer, D. L.		21	18	13	14	4	17	15	18	10	6	19	12	167	13.9		
5 SHJ	Shaffer, J. A.		16	14	13	17	6	16	19	18	5	1	15	16	156	13.0		
5 SHU	Shuler, M.		9	12	13	17	15	15	16	16	9	14	11	10	157	13.1		
5 SLI	Sliker, W.J.		12	4	12	17	10	17	15	13	17	11	12	21	155	12.9		
5 SOR	Soriano, D. B.		12	14	16	14	16	17	15	13	18	14	9	13	171	14.3		
5 THG	Thoreson, George		14	6	15	17	15	20	8	13	16	16	10	8	152	12.7	PSP Director	
5 VON	vonBrandenfels, E. M.		14	7	9	8	15	15	17	12	13	9	9	9	130	10.8	PSP V.P./Director	
5 WIG	Wiides, G. R.		15	5	13	14	19	14	10	14	14	16	17	5	156	13.0		
Total Assignments/ Month			605	547	607	584	672	725	694	687	653	617	661	610	7662			
Number of licensed PS pilots			52	52	51	52	52	52	52	52	52	52	52	52	52	147.35	12.27884615	
President			1	1	1	1	1	1	1	1	1	1	1	1				
2016 Medical circumstances:			1	1				1										
Available to pilot			50	50	50	51	51	50	51	51	51	51	51	51				
Burning comp days			1	1														
# of Pilots with < 6 jobs(=Pres, #NFFD)			5	7	2	7	2	3	1	1	3	5	3	4				
Pilots w/>5 trips & their avg # of trips			45P: 13	43p: 12.1	48p: 12.5	44p: 12.7	49p: 13.6	47P: 15.3	50P: 13.8	50P: 13.6	48P: 13.4	46P: 13.15	48P: 13.6	47P: 12.7				
Avg assgns/avail pilot			12.1	10.9	12.1	11.5	13.2	14.5	13.6	13.5	12.8	12.1	13.0	12.0				
Cancellations			16	9	16	11	7	15	5	6	3	11	18	20	137			
PSP LOA Report (MOVES)			589	538	591	573	665	710	689	681	650	606	643	590	7525			
Average Assgn/avail pilots			11.78	10.76	11.82	11.24	13.04	14.20	13.51	13.35	12.75	11.88	12.61	11.57				

	Avg Rev per	Avg Rev per	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
	ASSIGN	ASSIGN	minus		(Revenue)	Earned Rev	
	YTD	this Month	Transportation		\$\$ Billed	Detail	
2016							
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
February	\$ 4,305	\$ 4,149	2,269,624	79,737	2,349,361	547	9
March	\$ 4,448	\$ 3,987	2,419,890	90,643	2,510,533	607	16
April	\$ 4,048	\$ 4,024	2,350,195	87,956	2,438,151	584	11
May	\$ 4,154	\$ 4,523	3,039,515	92,009	3,131,524	672	7
June	\$ 4,208	\$ 4,435	3,215,179	100,031	3,315,210	725	15
July	\$ 4,298	\$ 4,785	3,320,803	96,653	3,417,456	694	5
August	\$ 4,360	\$ 4,755	3,261,886	89,893	3,351,779	686	5
September	\$ 4,389	\$ 4,624	3,019,483	94,080	3,113,563	653	3
October	\$ 4,368	\$ 4,168	2,571,409	94,938	\$ 2,666,346	617	11
November	\$ 4,331	\$ 3,968	2,622,922	94,799	\$ 2,717,721	661	18
December	\$ 4,305	\$ 4,010	2,446,187	87,905	\$ 2,534,092	610	20
ytd			\$ 32,980,938	\$ 1,097,108	\$ 34,078,046	7661	136
12/16-12/15 Δ	241	(74)	\$ 1,299,940	(22,297)	1,277,643	(134)	(32)
	ASSIGN	Avg Rev per	Billed		Total Tariff	Assignmts	
	YTD	this Month	minus	(Transpt'n)	(Revenue)	Earned Rev	
			Transportation		\$\$ Billed	Detail	Cancel
2015							
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 4,208	\$ 3,701	2,365,096	84,102	2,449,197	639	16
April	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	620	22
May	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	774	14
June	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	791	20
July	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	632	11
August	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	693	9
September	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	601	11
October	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	666	13
November	\$ 4,062	\$ 3,850	2,479,703	98,603	\$ 2,578,306	644	15
December	\$ 4,064	\$ 4,084	2,618,146	111,764	\$ 2,729,910	641	10
ytd			\$ 31,680,998	\$ 1,119,405	\$ 32,800,403	7795	168
2015/2014 Δ	(64)	\$ 479	241,755	35,854	277,609	179	67
	ASSIGN	Avg Rev per	Billed		Total Tariff	Assignmts	
	YTD	this Month	minus	(Transpt'n)	(Revenue)	Earned Rev	
			Transportation		\$\$ Billed	Detail	Cancel
2014							
January	3,998	3,998	2,554,575	98,762	2,653,337	639	8
February	3,941	3,879	2,261,575	82,889	2,344,464	583	11
March	3,913	3,859	2,403,969	90,895	2,494,864	623	6
April	3,913	3,911	2,464,091	85,345	2,549,436	630	9
May	4,043	4,525	3,036,561	85,787	3,122,348	671	6
June	4,107	4,397	3,033,723	95,193	3,128,916	690	8
July	4,174	4,562	3,024,434	88,977	3,113,411	663	5
August	4,244	4,700	3,219,531	97,072	3,316,603	685	8
September	4,265	4,448	2,655,500	91,878	2,747,378	597	5
October	4,219	3,803	2,430,062	98,126	2,528,188	639	12
November	4,173	3,679	2,177,805	81,264	2,259,069	592	11
December	4,128	3,605	2,177,417	87,363	2,264,780	604	12
ytd			\$ 31,439,243	1,083,551	\$ 32,522,794	7616	101
2014/2013 Δ	\$90	(\$242)	\$ (134,397)	(53,265)	\$ (187,662)	(203)	(16)
	ASSIGN	Avg Rev per	Billed		Total Tariff	Assignmts	
	YTD	this Month	minus	(Transpt'n)	(Revenue)	Earned Rev	
			Transportation		\$\$ Billed	Detail	Cancel
2013							
January		3,767	2,493,701	96,600	2,590,301	662	16
February	3,806	3,851	2,229,846	82,426	2,312,272	579	11
March	3,778	3,721	2,311,037	95,730	2,406,767	621	13
April	3,820	3,958	2,212,733	74,842	2,287,575	559	2
May	3,914	4,261	2,820,632	95,699	2,916,331	662	10
June	4,013	4,461	3,028,751	90,527	3,119,278	679	5
July	4,052	4,261	3,046,277	100,482	3,146,759	715	7
August	4,102	4,414	3,112,078	93,144	3,205,222	705	9
September	4,130	4,351	2,858,510	99,071	2,957,581	657	8
October	4,078	3,639	2,481,925	105,812	2,587,737	682	13
November	4,055	3,823	2,465,837	97,211	2,563,048	645	11
December	4,038	3,847	2,512,313	105,272	2,617,585	653	12
ytd			\$ 31,573,640	1,136,816	\$ 32,710,456	7,819	117
2013/2012 Δ	97	184	\$ 955,959	145,073	\$ 1,101,032	50	(15)

Monthly Revenue per Assignment 2013 - 2016
Calendar Year



Calendar Year Timeframe Comparison
Jan 2013 - December 2016

	1/1/15 Rev neutral -- 7/1/15 ~ 2%						1/1/14 +0%			1/1/13 +3%	
JANUARY 2016 - 2013											
	Jan-16	YTD	ytd	Jan-15	YTD	ytd	Jan-14	YTD	ytd	Jan-13	YTD
Revenue (w/o transportation) M/YTD	\$2,443,846	\$2,443,846	11.0%	\$2,202,588	\$2,202,588	-13.8%	\$2,554,575	\$2,554,575	2.4%	\$2,493,701	\$2,493,701
Assignments M / YTD	605	605	4.9%	577	577	-9.7%	639	639	-3.5%	662	662
Revenue per assignment - M/YTD	\$4,039	\$4,039	5.8%	\$3,817	\$3,817	-4.5%	\$3,998	\$3,998	6.1%	\$3,767	\$3,767
Vessel Moves	589	589	4.1%	566	566	-10.3%	631	631	-2.0%	644	644
Revenue per vessel move - M/YTD	\$4,149	\$4,149	6.6%	\$3,891	\$3,891	-3.9%	\$4,048	\$4,048	4.6%	\$3,872	\$3,872
Tonnage Revenue - M/YTD	\$1,329,440	\$1,329,440	9.3%	\$1,216,397	\$1,216,397	-17.7%	\$1,478,353	\$1,478,353	3.6%	\$1,426,964	\$1,426,964
Tonnage Revenue per move	\$2,257	\$2,257	5.0%	\$2,149	\$2,149	-8.3%	\$2,343	\$2,343	5.7%	\$2,216	\$2,216
FEBRUARY 2016 - 2013											
	Feb-16	YTD	ytd	Feb-15	YTD	ytd	Feb-14	YTD	ytd	Feb-13	YTD
Revenue (w/o transportation) M/YTD	\$2,269,624	\$4,713,470	11.5%	\$2,024,842	\$4,227,430	-12.2%	\$2,261,575	\$4,816,150	2.0%	\$2,229,846	\$4,723,547
Assignments M / YTD	547	1,152	5.3%	517	1,094	-10.5%	583	1,222	-1.5%	579	1,241
Revenue per assignment - M/YTD	\$4,149	\$4,092	5.9%	\$3,917	\$3,864	-2.0%	\$3,879	\$3,941	3.5%	\$3,851	\$3,806
Vessel Moves	538	1127	5.6%	501	1067	-11.3%	572	1203	-0.7%	567	1211
Revenue per vessel move - M/YTD	\$4,219	\$4,182	5.6%	\$4,042	\$3,962	-1.0%	\$3,954	\$4,003	2.6%	\$3,933	\$3,901
Tonnage Revenue - M/YTD	\$1,296,111	\$2,625,551	11.8%	\$1,132,850	\$2,349,247	-15.8%	\$1,311,311	\$2,789,664	2.9%	\$1,285,372	\$2,712,336
Tonnage Revenue per move	\$2,409	\$2,330	5.8%	\$2,261	\$2,202	-5.1%	\$2,293	\$2,319	3.5%	\$2,267	\$2,240
MARCH 2016 - 2013											
	Mar-16	YTD	ytd	Mar-15	YTD	ytd	Mar-14	YTD	ytd	Mar-13	YTD
Revenue (w/o transportation) M/YTD	\$2,419,890	\$7,133,360	8.2%	\$2,365,096	\$6,592,526	-8.7%	\$2,403,969	\$7,220,119	2.6%	\$2,311,037	\$7,034,584
Assignments M / YTD	607	1,759	1.5%	639	1,733	-6.1%	623	1,845	-0.9%	621	1,862
Revenue per assignment - M/YTD	\$3,987	\$4,055	6.6%	\$3,701	\$3,804	-2.8%	\$3,859	\$3,913	3.6%	\$3,721	\$3,778
Vessel Moves	591	1718	1.7%	622	1689	-7.2%	617	1820	7.9%	475	1686
Revenue per vessel move - M/YTD	\$4,095	\$4,152	6.4%	\$3,802	\$3,903	-1.6%	\$3,896	\$3,967	-4.9%	\$4,865	\$4,172
Tonnage Revenue - M/YTD	\$1,345,308	\$3,970,859	9.9%	\$1,263,220	\$3,612,467	-13.6%	\$1,391,531	\$4,181,195	3.9%	\$1,312,137	\$4,024,473
Tonnage Revenue per move	\$2,276	\$2,311	8.1%	\$2,031	\$2,139	-6.9%	\$2,255	\$2,297	-3.8%	\$2,762	\$2,387
APRIL 2016 - 2013											
	Apr-16	YTD	ytd	Apr-15	YTD	ytd	Apr-14	YTD	ytd	Apr-13	YTD
Revenue (w/o transportation) M/YTD	\$2,350,195	\$9,483,555	8.4%	\$2,153,086	\$8,745,611	-9.7%	\$2,464,091	\$9,684,210	4.7%	\$2,212,733	\$9,247,316
Assignments M / YTD	584	2,343	-0.4%	620	2,353	-4.9%	630	2,475	2.2%	559	2,421
Revenue per assignment - M/YTD	\$4,024	\$4,048	8.9%	\$3,473	\$3,717	-5.0%	\$3,911	\$3,913	2.4%	\$3,958	\$3,820
Vessel Moves	573	2291	0.2%	598	2287	-6.3%	621	2441	9.0%	554	2240
Revenue per vessel move - M/YTD	\$4,102	\$4,139	8.2%	\$3,600	\$3,824	-3.6%	\$3,968	\$3,967	-3.9%	\$3,994	\$4,128
Tonnage Revenue - M/YTD	\$1,322,435	\$5,293,294	12.9%	\$1,074,585	\$4,687,052	-16.7%	\$1,444,248	\$5,625,443	5.5%	\$1,305,608	\$5,330,080
Tonnage Revenue per move	\$2,308	\$2,310	12.7%	\$1,797	\$2,049	-11.1%	\$2,326	\$2,305	-3.1%	\$2,357	\$2,380
MAY 2016 - 2013											
	May-16	YTD	ytd	May-15	YTD	ytd	May-14	YTD	ytd	May-13	YTD
Revenue (w/o transportation) M/YTD	\$3,039,515	\$12,523,070	7.0%	\$2,959,296	\$11,704,907	-8.0%	\$3,036,561	\$12,720,771	5.4%	\$2,820,632	\$12,067,948
Assignments M / YTD	672	3,015	-3.6%	774	3,127	-0.6%	671	3,146	2.0%	662	3,083
Revenue per assignment - M/YTD	\$4,523	\$4,154	11.0%	\$3,823	\$3,743	-7.4%	\$4,525	\$4,043	3.3%	\$4,261	\$3,914
Vessel Moves	665	2956	-3.0%	760	3047	-1.9%	664	3105	7.4%	652	2892
Revenue per vessel move - M/YTD	\$4,571	\$4,236	10.3%	\$3,894	\$3,841	-6.2%	\$4,573	\$4,097	-1.8%	\$4,326	\$4,173
Tonnage Revenue - M/YTD	\$1,832,625	\$7,125,919	14.0%	\$1,566,491	\$6,253,543	-16.9%	\$1,896,847	\$7,522,290	6.7%	\$1,717,083	\$7,047,163
Tonnage Revenue per move	\$2,756	\$2,411	17.5%	\$2,061	\$2,052	-15.3%	\$2,857	\$2,423	-0.6%	\$2,634	\$2,437
JUNE 2016 - 2013											
	Jun-16	YTD	ytd	Jun-15	YTD	ytd	Jun-14	YTD	ytd	Jun-13	YTD
Revenue (w/o transportation) M/YTD	\$3,215,179	\$15,738,249	5.5%	\$3,210,995	\$14,915,902	-5.3%	\$3,033,723	\$15,754,494	4.4%	\$3,028,751	\$15,096,699
Assignments M / YTD	725	3,740	-4.5%	791	3,918	2.1%	690	3,836	2.0%	679	3,762
Revenue per assignment - M/YTD	\$4,435	\$4,208	10.5%	\$4,059	\$3,807	-7.3%	\$4,397	\$4,107	2.3%	\$4,461	\$4,013
Vessel Moves	710	3666	-3.9%	769	3816	0.8%	682	3787	6.2%	673	3565
Revenue per vessel move - M/YTD	\$4,528	\$4,293	9.8%	\$4,176	\$3,909	-6.0%	\$4,448	\$4,160	-1.8%	\$4,500	\$4,235
Tonnage Revenue - M/YTD	\$1,923,132	\$9,049,051	12.1%	\$1,816,296	\$8,069,839	-14.2%	\$1,888,492	\$9,410,782	5.0%	\$1,911,566	\$8,958,729
Tonnage Revenue per move	\$2,709	\$2,468	16.7%	\$2,362	\$2,115	-14.9%	\$2,769	\$2,485	-1.1%	\$2,840	\$2,513
JULY 2016 - 2013											
	Jul-16	YTD	ytd	Jul-15	YTD	ytd	Jul-14	YTD	ytd	Jul-13	YTD
Revenue (w/o transportation) M/YTD	\$3,320,803	\$19,059,052	6.6%	\$2,960,243	\$17,876,145	-4.8%	\$3,024,434	\$18,778,928	3.5%	\$3,046,278	\$18,142,977
Assignments M / YTD	694	4,434	-2.5%	632	4,550	1.1%	663	4,499	0.5%	715	4,477
Revenue per assignment - M/YTD	\$4,785	\$4,298	9.4%	\$4,684	\$3,929	-5.9%	\$4,562	\$4,174	3.0%	\$4,261	\$4,052
Vessel Moves	689	4355	-1.8%	621	4437	-0.1%	655	4442	4.0%	707	4272
Revenue per vessel move - M/YTD	\$4,820	\$4,376	8.6%	\$4,767	\$4,029	-4.7%	\$4,617	\$4,228	-0.5%	\$4,309	\$4,247
Tonnage Revenue - M/YTD	\$2,062,503	\$11,111,554	12.7%	\$1,793,733	\$9,863,572	-12.8%	\$1,894,514	\$11,305,296	4.1%	\$1,905,487	\$10,864,216
Tonnage Revenue per move	\$2,993	\$2,551	14.8%	\$2,888	\$2,223	-12.7%	\$2,892	\$2,545	0.1%	\$2,695	\$2,543
AUGUST 2016 - 2013											
	Aug-16	YTD	ytd	Aug-15	YTD	ytd	Aug-14	YTD	ytd	Aug-13	YTD
Revenue (w/o transportation) M/YTD	\$3,261,886	\$22,320,938	5.4%	\$3,291,439	\$21,167,584	-3.8%	\$3,219,532	\$21,998,460	3.5%	\$3,112,078	\$21,255,055
Assignments M / YTD	686	5,120	-2.3%	693	5,243	1.1%	685	5,184	0.0%	705	5,182
Revenue per assignment - M/YTD	\$4,755	\$4,360	8.0%	\$4,750	\$4,037	-4.9%	\$4,700	\$4,244	3.5%	\$4,414	\$4,102
Vessel Moves	681	5036	-1.7%	684	5121	0.0%	677	5119	3.1%	695	4967
Revenue per vessel move - M/YTD	\$4,790	\$4,432	7.2%	\$4,812	\$4,133	-3.8%	\$4,756	\$4,297	0.4%	\$4,478	\$4,279
Tonnage Revenue - M/YTD	\$2,012,001	\$13,123,555	10.5%	\$2,008,943	\$11,872,515	-11.2%	\$2,071,239	\$13,376,535	4.3%	\$1,960,258	\$12,824,474
Tonnage Revenue per move	\$2,954	\$2,606	12.4%	\$2,937	\$2,318	-11.3%	\$3,059	\$2,613	1.2%	\$2,821	\$2,582
SEPTEMBER 2016 - 2013											
	Sep-16	YTD	ytd	Sep-15	YTD	ytd	Sep-14	YTD	ytd	Sep-13	YTD
Revenue (w/o transportation) M/YTD	\$3,019,483	\$25,340,421	5.9%	\$2,756,533	\$23,924,117	-3.0%	\$2,655,500	\$24,653,960	2.2%	\$2,858,511	\$24,113,566
Assignments M / YTD	653	5,773	-1.2%	601	5,844	1.1%	597	5,781	-1.0%	657	5,839
Revenue per assignment - M/YTD	\$4,624	\$4,389	7.2%	\$4,587	\$4,094	-4.0%	\$4,448	\$4,265	3.3%	\$4,351	\$4,130
Vessel Moves	650	5686	-0.4%	590	5711	0.0%	592	5711	1.7%	649	5616
Revenue per vessel move - M/YTD	\$4,645	\$4,457	6.4%	\$4,672	\$4,189	-3.0%	\$4,486	\$4,317	0.5%	\$4,404	\$4,294
Tonnage Revenue - M/YTD	\$1,849,337	\$14,972,892	10.7%	\$1,655,487	\$13,528,001	-9.8%	\$1,628,467	\$15,005,002	3.0%	\$1,742,072	\$14,566,546
Tonnage Revenue per move	\$2,845	\$2,633	11.2%	\$2,806	\$2,369	-9.8%	\$2,751	\$2,627	1.3%	\$2,684	\$2,594
OCTOBER 2016 - 2013											
	Oct-16	YTD	ytd	Oct-15	YTD	ytd	Oct-14	YTD	ytd	Oct-13	YTD
Revenue (w/o transportation) M/YTD	\$2,571,409	\$27,911,830	5.0%	\$2,659,033	\$26,583,150	-1.8%	\$2,430,062	\$27,084,022	1.8%	\$2,481,926	\$26,595,492
Assignments M / YTD	617	6,390	-1.8%	666	6,510	1.4%	639	6,420	-1.5%	682	6,521
Revenue per assignment - M/YTD	\$4,168	\$4,368	7.0%	\$3,993	\$4,083	-3.2%	\$3,803	\$4,219	3.4%	\$3,639	\$4,078
Vessel Moves	606	6292	-1.1%	653	6364	0.4%	627	6338	0.8%	669	6285
Revenue per vessel move - M/YTD	\$4,243	\$4,436	6.2%	\$4,072	\$4,177	-2.3%	\$3,876	\$4,273	1.0%	\$3,710	\$4,232
Tonnage Revenue - M/YTD	\$1,484,111	\$16,457,003	9.9%	\$1,450,149	\$14,978,150	-8.5%	\$1,366,727	\$16,371,729	2.9%	\$1,346,376	\$15,912,922
Tonnage Revenue per move	\$2,449	\$2,616	11.1%	\$2,221	\$2,354	-8.9%	\$2,180	\$2,583	2.0%	\$2,013	\$2,532
NOVEMBER 2016 - 2013											
	Nov-16	YTD	ytd	Nov-15	YTD	ytd	Nov-14	YTD	ytd	Nov-13	YTD
Revenue (w/o transportation) M/YTD	\$2,622,922	\$30,534,752	5.1%	\$2,479,703	\$29,062,853	-0.7%	\$2,177,805	\$29,261,826	0.7%	\$2,465,836	\$29,061,328
Assignments M / YTD	661	7,051	-1.4%	644	7,154	2.0%	592	7,012	-2.1%	645	7,166
Revenue per assignment - M/YTD	\$3,968	\$4,331	6.6%	\$3,850	\$4,062	-2.7%	\$3,679	\$4,173	2.9%	\$3,823	\$4,055
Vessel Moves	643	6935	-0.8%	629	6993	1.1%	581	6919	0.0%	633	6918
Revenue per vessel move - M/YTD	\$4,079	\$4,403	5.9%	\$3,942	\$4,156	-1.7%	\$3,748				

SUMMARY OF PSP																					
Earned Revenue Rpt Calendar Year	2016 9 months YTD		Oct-16	Nov-16	Dec-16	2016 YTD		2015 9 months YTD		Oct-15	Nov-15	Dec-15	2015 YTD		2014 9 months YTD		Oct-14	Nov-14	Dec-14	2014 YTD	
--Counters & Misc Totals--																					
Seattle Assigns	1,742	-10.2%	169	157	149	2,216	-9.1%	1,940	8.2%	181	182	134	2,437	3.7%	1,793	-1.6%	178	200	180	2,351	
Ship Assigns	5,773	-1.2%	617	661	610	7,660	-1.7%	5,844	1.1%	666	644	641	7,795	2.4%	5,781	-1.0%	639	592	604	7,616	
Pilot Boat Assigns	4,147	1.5%	432	485	459	5,523	1.4%	4,084	-6.2%	480	445	439	5,448	-3.7%	4,355	-3.5%	452	423	428	5,658	
Tonnage Surcharge/Moves	5,686	-0.4%	606	643	590	7,525	-1.3%	5,711	0.0%	653	629	631	7,624	1.5%	5,711	-0.7%	627	581	592	7,511	
Surcharge Revenue	14,972,892	10.7%	1,484,111	1,484,173	1,404,181	19,345,357	9.1%	13,528,002	-9.8%	1,450,149	1,344,787	1,404,847	17,727,785	-6.0%	15,005,002	3.0%	1,366,727	1,243,491	1,245,415	18,860,635	
--Source of Revenue Breakdown--																					
LOA/Zone (*)	6,673,541	1.7%	696,467	721,477	666,745	8,758,230	1.1%	6,562,361	-11.0%	736,018	693,793	673,140	8,665,312	-9.0%	7,373,382	-0.4%	780,476	677,456	688,751	9,520,065	
Harbor Shift (*)	763,255	4.0%	80,666	87,306	76,221	1,007,448	0.6%	733,912	3.8%	93,020	85,438	88,959	1,001,329	3.3%	707,123	19.4%	93,943	84,928	83,153	969,147	
Transportation (**)	819,467	1.0%	94,938	94,799	87,905	1,097,109	-2.0%	811,567	-0.6%	97,472	98,603	111,764	1,119,406	3.3%	816,797	-1.4%	98,126	81,264	87,363	1,083,550	
BC Surcharge (***)	309,729	8.9%	33,712	25,284	21,070	389,795	3.9%	284,445	-3.6%	29,498	29,498	31,605	375,046	-7.3%	294,980	-17.6%	42,140	25,284	42,140	404,544	
Bridge Transit (***)	76,484	4.7%	3,786	7,548	6,532	94,350	0.7%	73,042	2.9%	10,578	6,302	3,768	93,690	-3.5%	70,980	1.6%	6,538	14,322	5,286	97,126	
Waterway (***)	532,532	-0.5%	51,300	54,093	52,136	690,061	-4.3%	535,477	-2.9%	65,873	62,890	56,468	720,708	1.2%	551,665	11.8%	63,593	50,673	45,980	711,911	
Tonnage Surcharge (***)	14,972,892	10.7%	1,484,111	1,484,173	1,404,181	19,345,357	9.1%	13,528,001	-9.8%	1,450,149	1,344,787	1,404,847	17,727,784	-6.0%	15,005,002	3.0%	1,366,727	1,243,491	1,245,415	18,860,635	
Cancellations (***)	53,186	-20.9%	8,324	10,999	14,668	87,177	-3.4%	67,216	69.3%	7,770	9,423	5,839	90,248	42.3%	39,710	-20.0%	6,710	7,607	9,402	63,429	
Compass Adj (***)	3,949	10.0%	718	718	359	5,744	23.1%	3,590	-28.6%	1,077			4,667	-38.1%	5,026	-6.7%	1,077	359	1,077	7,539	
Standby/Sail Delay (***)	215,935	-51.3%	42,232	40,570	29,646	328,383	-45.6%	443,678	68.8%	89,050	32,880	38,104	603,712	69.5%	262,915	11.4%	31,784	38,360	23,016	356,075	
Slow Down (***)	184,483	-13.6%	5,498	4,658	3,014	197,653	-22.4%	213,446	279.7%	1,370	10,412	29,336	254,564	253.0%	56,215	-12.0%	6,028	6,576	3,288	72,107	
Salmon Bay (***)	4,852	228.5%	844		211	5,907	299.9%	1,477	-53.3%				1,477	-65.0%	3,165	275.0%	844		211	4,220	
Lk Union/Washington (***)	2,882		-375		164	2,671		0					0		0					0	
Sea Trials (***)	15,210	-1.1%	1,014		0	16,224	-91.4%	15,379	-35.9%	1,014	43,940	128,102	188,435	548.3%	23,998	-12.9%	2,028	3,042	0	29,068	
Delayed Arr & Dock Delay (***)	87,972	113.5%	10,412	17,316	11,508	127,208	208.7%	41,208	42.2%				41,208	42.2%	28,984	12.1%				28,984	
Miscellaneous (***)	14		2,364		0	2,378	-86.2%	0		6,576	5,480	5,206	17,262	18.9%	0		4,218	3,288	7,014	14,520	
Pilot Boat (***)	1,443,504	1.6%	150,336	168,780	159,732	1,922,352	1.4%	1,420,884	515.6%	167,040	154,860	152,772	1,895,556	532.1%	230,815	4.4%	23,956	22,419	22,684	299,874	
Total-Source Section	26,159,886	5.8%	2,666,347	2,717,721	2,534,092	34,078,046	3.9%	24,735,683	-2.9%	2,756,505	2,578,306	2,729,910	32,800,404	0.9%	25,470,757	2.1%	2,528,188	2,259,069	2,264,780	32,522,794	
-----Revenue-----																					
Mileage (*)	7,436,796	1.9%	777,133	808,783	742,966	9,765,678	1.0%	7,296,273	-9.7%	829,038	779,231	762,099	9,666,641	-7.8%	8,080,505	1.1%	874,419	762,384	771,904	10,489,212	
Trans (**)	819,466	1.0%	94,938	94,799	87,905	1,097,108	-2.0%	811,567	-0.6%	97,472	98,603	111,764	1,119,406	3.3%	816,797	-1.4%	98,126	81,264	87,363	1,083,550	
Special (***)	17,903,624	7.7%	1,794,276	1,814,139	1,703,221	23,215,260	5.5%	16,627,843	0.3%	1,829,995	1,700,472	1,856,047	22,014,357	5.1%	16,573,455	2.8%	1,555,643	1,415,421	1,405,513	20,950,032	
Total -Revenue Section	26,159,886	5.8%	2,666,347	2,717,721	2,534,092	34,078,046	3.9%	24,735,683	-2.9%	2,756,505	2,578,306	2,729,910	32,800,404	0.9%	25,470,757	2.1%	2,528,188	2,259,069	2,264,780	32,522,794	
Revenue/Assignment, no Trans	4,389	7.2%	4,168	3,968	4,010	4,306	5.9%	4,094	-4.0%	3,993	3,850	4,084	4,064	-1.5%	4,265	3.3%	3,803	3,679	3,605	4,128	
Other Stats																					
Pilot Boat Charges	1,443,504	1.6%	150,336	168,780	159,732	1,922,352	1.4%	1,420,884	515.6%	167,040	154,860	152,772	1,895,556	532.1%	230,815	4.4%	23,956	22,419	22,684	299,874	
Pilot Boat Assignments	4147	1.5%	432	485	459	5523	1.4%	4084	-6.2%	480	445	439	5448	-3.7%	4355	-3.5%	452	423	428	5658	
Avg	348		348	348	348	348	0.0%	348		348	348	348	348		53		53	53	53	53	
Tonnage Surcharge Revenue	14,972,892	10.7%	1,484,111	1,484,173	1,404,181	19,345,357	9.1%	13,528,002	-9.8%	1,450,149	1,344,787	1,404,847	17,727,785	-6.0%	15,005,002	3.0%	1,366,727	1,243,491	1,245,415	18,860,635	
Tonnage Surcharge Charge #	5,686	-0.4%	606	643	590	7,525	-1.3%	5,711	0.0%	653	629	631	7,624	1.5%	5,711	-0.7%	627	581	592	7,511	
Avg Tonnage Surcharge/Move	2,633	11.2%	2,449	2,308	2,380	2,571	10.6%	2,369	-9.8%	2,221	2,138	2,226	2,325	-7.4%	2,627	3.7%	2,180	2,140	2,104	2,511	

CALENDAR YEAR	2017	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA	
		Jan							
		Feb							
		Mar							
		Apr							
		May							
		Jun							
CALENDAR YEAR	2016	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA	
		Jan	2,443,846	605	4,039				
		Feb	2,269,624	547	4,149	4,713,470	1,152	4,092	
		Mar	2,419,890	607	3,987	7,133,360	1,759	4,055	
		Apr	2,350,195	584	4,024	9,483,555	2,343	4,048	
		May	3,039,515	672	4,523	12,523,070	3,015	4,154	
		Jun	3,215,179	725	4,435	15,738,249	3,740	4,208	
		Jul	3,320,803	694	4,785	19,059,052	4,434	4,298	
		Aug	3,261,886	686	4,755	22,320,938	5,120	4,360	
		Sep	3,019,483	653	4,624	25,340,421	5,773	4,389	
		Oct	2,571,409	617	4,168	27,911,830	6,390	4,368	
		Nov	2,622,922	661	3,968	30,534,752	7,051	4,331	
		Dec	2,446,187	610	4,010	32,980,939	7,661	4,305	
		32,980,939	7,661			(134)			
CALENDAR YEAR	2015	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA	
		Jan	2,202,588	577	3,817				
		Feb	2,024,842	517	3,917	4,227,430	1,094	\$3,864	
		Mar	2,365,096	639	3,701	6,592,526	1,733	\$3,804	
		Apr	2,153,086	620	3,473	8,745,612	2,353	\$3,717	
		May	2,959,296	774	3,823	11,704,908	3,127	\$3,743	
		Jun	3,210,995	791	4,059	14,915,903	3,918	\$3,807	
		Jul	2,960,243	632	4,684	17,876,146	4,550	\$3,929	
		Aug	3,291,439	693	4,750	21,167,585	5,243	\$4,037	
		Sep	2,756,533	601	4,587	23,924,118	5,844	\$4,094	
		Oct	2,659,033	666	3,993	26,583,151	6,510	\$4,083	
		Nov	2,479,703	644	3,850	29,062,854	7,154	\$4,062	
		Dec	2,618,146	641	4,084	31,681,000	7,795	\$4,064	
		31,681,000	7,795			179			
CALENDAR YEAR	2014	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA	
		Jan	2,554,575	639	3,998				
		Feb	2,261,575	583	3,879	4,816,150	1,222	3,941	
		Mar	2,403,969	623	3,859	7,220,119	1,845	3,913	
		Apr	2,464,091	630	3,911	9,684,210	2,475	3,913	
		May	3,036,561	671	4,525	12,720,771	3,146	4,043	
		Jun	3,033,723	690	4,397	15,754,494	3,836	4,107	
		Jul	3,024,434	663	4,562	18,778,928	4,499	4,174	
		Aug	3,219,532	685	4,700	21,998,460	5,184	4,244	
		Sep	2,655,500	597	4,448	24,653,960	5,781	4,265	
		Oct	2,430,062	639	3,803	27,084,022	6,420	4,219	
		Nov	2,177,805	592	3,679	29,261,827	7,012	\$4,173	
		Dec	2,177,417	604	3,605	31,439,244	7,616	\$4,128	
		31,439,244	7,616			(203)			
CALENDAR YEAR	2013	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA	
		Jan	2,493,701	662	3,767				
		Feb	2,229,846	579	3,851	4,723,547	1,241	3,806	
		Mar	2,311,037	621	3,721	7,034,584	1,862	3,778	
		Apr	2,212,733	559	3,958	9,247,317	2,421	3,820	
		May	2,820,632	662	4,261	12,067,949	3,083	3,914	
		Jun	3,028,751	679	4,461	15,096,700	3,762	4,013	
		Jul	3,046,278	715	4,261	18,142,978	4,477	4,052	
		Aug	3,112,078	705	4,414	21,255,056	5,182	4,102	
		Sep	2,858,511	657	4,351	24,113,567	5,839	4,130	
		Oct	2,481,926	682	3,639	26,595,493	6,521	4,078	
		Nov	2,465,836	645	3,823	29,061,329	7,166	\$4,055	
		Dec	2,512,313	653	3,847	31,573,642	7,819	\$4,038	
		31,573,642	7,819						

TARIFF YEAR	2016	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jul	3,320,803	694	\$ 4,785			
		Aug	3,261,886	686	\$ 4,755	6,582,689	1,380	\$4,770
		Sep	3,019,483	653	\$ 4,624	9,602,172	2,033	\$4,723
		Oct	2,571,409	617	\$ 4,168	12,173,581	2,650	\$4,594
		Nov	2,622,922	661	\$ 3,968	14,796,503	3,311	\$4,469
		Dec	2,446,187	610	\$ 4,010	17,242,690	3,921	\$4,398
		17,242,690						
TARIFF YEAR	2015	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jul	2,960,243	632	4,684			
		Aug	3,291,439	693	4,750	6,251,682	1,325	\$4,718
		Sep	2,756,533	601	4,587	9,008,215	1,926	\$4,677
		Oct	2,659,033	666	3,993	11,667,248	2,592	\$4,501
		Nov	2,479,703	644	3,850	14,146,951	3,236	\$4,372
		Dec	2,618,146	641	4,084	16,765,097	3,877	\$4,324
		Jan	2,443,846	605	4,039	19,208,943	4,482	\$4,286
		Feb	2,269,624	547	4,149	21,478,567	5,029	\$4,271
		Mar	2,419,890	607	3,987	23,898,457	5,636	\$4,240
		Apr	2,350,195	584	4,024	26,248,652	6,220	\$4,220
		May	3,039,515	672	4,523	29,288,167	6,892	\$4,250
	2016	Jun	3,215,179	725	4,435	32,503,346	7,617	\$4,267
			32,503,346	7,617				
TARIFF YEAR	2014	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jul	3,024,434	663	4,562			
		Aug	3,219,532	685	4,700	6,243,966	1,348	\$4,632
		Sep	2,655,500	597	4,448	8,899,466	1,945	\$4,576
		Oct	2,430,062	639	3,803	11,329,528	2,584	\$4,384
		Nov	2,177,805	592	3,679	13,507,333	3,176	\$4,253
		Dec	2,177,417	604	3,605	15,684,750	3,780	\$4,149
		Jan	2,202,588	577	3,817	17,887,338	4,357	\$4,105
		Feb	2,024,842	517	3,917	19,912,180	4,874	\$4,085
		Mar	2,365,096	639	3,701	22,277,276	5,513	\$4,041
		Apr	2,153,086	620	3,473	24,430,362	6,133	\$3,983
		May	2,959,296	774	3,823	27,389,658	6,907	\$3,965
	2015	Jun	3,210,995	791	4,059	30,600,653	7,698	\$3,975
			30,600,653	7,698				
TARIFF YEAR	2013	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jul	3,046,278	715	4,261			
		Aug	3,112,078	705	4,414	6,158,356	1,420	\$4,337
		Sep	2,858,511	657	4,351	9,016,867	2,077	\$4,341
		Oct	2,481,926	682	3,639	11,498,793	2,759	\$4,168
		Nov	2,465,836	645	3,823	13,964,629	3,404	\$4,102
		Dec	2,512,313	653	3,847	16,476,942	4057	\$4,061
		Jan	2,554,575	639	3,998	19,031,517	4,696	\$4,053
		Feb	2,261,575	583	3,879	21,293,092	5,279	\$4,034
		Mar	2,403,969	623	3,859	23,697,061	5,902	\$4,015
		Apr	2,464,091	630	3,911	26,161,152	6,532	\$4,005
		May	3,036,561	671	4,525	29,197,713	7,203	\$4,054
	2014	Jun	3,033,723	690	4,397	32,231,436	7,893	\$4,084
			32,231,436	7,893				
TARIFF YEAR	2012	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jul	3,152,810	728	4,331			
		Aug	3,193,924	721	4,430	6,346,734	1,449	\$4,380
		Sep	2,866,720	661	4,337	9,213,454	2,110	\$4,367
		Oct	2,411,757	629	3,834	11,625,211	2,739	\$4,244
		Nov	2,255,805	600	3,760	13,881,016	3,339	\$4,157
		Dec	2,289,593	625	3,663	16,170,609	3,964	\$4,079
		Jan	2,493,701	662	3,767	18,664,310	4,626	\$4,035
		Feb	2,229,846	579	3,851	20,894,156	5,205	\$4,014
		Mar	2,311,037	621	3,721	23,205,193	5,826	\$3,983
		Apr	2,212,733	559	3,958	25,417,926	6,385	\$3,981
		May	2,820,632	662	4,261	28,238,558	7,047	\$4,007
	2013	Jun	3,028,751	679	4,461	31,267,309	7,726	\$4,047
			31,267,309	7,726				

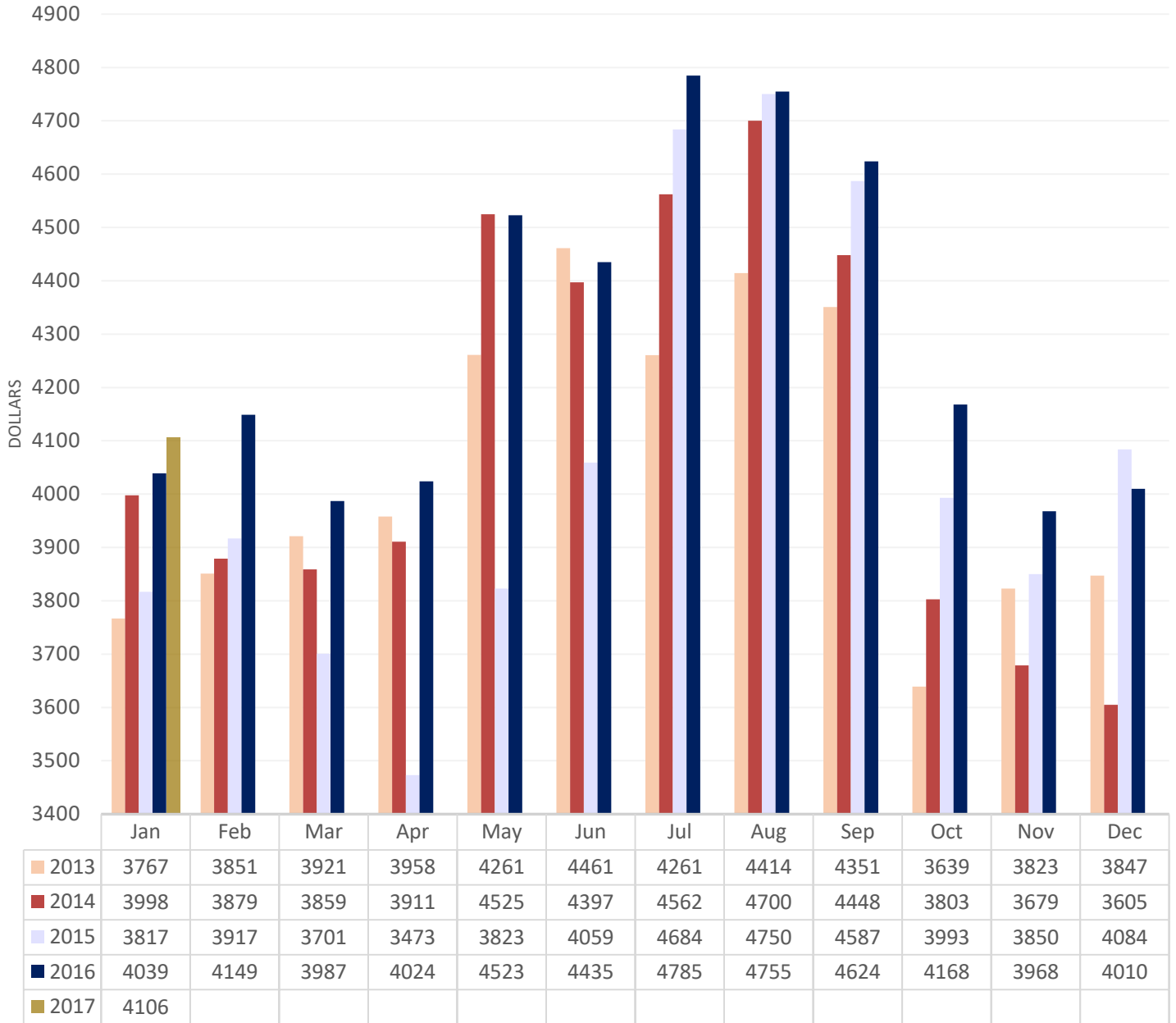
SUMMARY OF PSP		January - J			
Earned Revenue Rpt <u>Calendar Year</u>	Jan-17	Jan-16	Jan-15	Jan-14	
--Counters & Misc Totals--			Rev neutral		
Seattle Assigns	148	150	200	165	
Ship Assigns	606	605	577	639	
Pilot Boat Assigns	422	419	411	460	
Tonnage Surcharge/Moves	594	589	566	631	
Surcharge Revenue	1,456,699	1,329,440	1,216,397	1,478,353	
--Source of Revenue Breakdown--					
LOA/Zone (*)	666,444	660,059	647,911	789,582	
Harbor Shift (*)	88,169	96,559	67,821	91,173	
Transportation (**)	89,385	88,464	78,814	98,762	
BC Surcharge (***)	23,177	23,177	40,033	52,675	
Bridge Transit (***)	9,592	7,802	6,677	6,302	
Waterway (***)	58,558	59,869	42,503	65,265	
Tonnage Surcharge (***)	1,456,699	1,329,440	1,216,397	1,478,353	
Cancellations (***)	6,412	11,167	7,335	4,247	
Compass Adj (***)		718	359	359	
Standby/Sail Delay (***)	18,358	46,059	18,358	38,594	
Slow Down (***)	4,658	42,470	5,206	1,918	
Salmon Bay (***)		210		211	
Lk Union/Washington (***)		164			
Sea Trials (***)	1,183	1,690	2,028	1,352	
Delayed Arr & Dock Delay (***)	8,220	18,650	4,932	164	
Miscellaneous (***)					
Pilot Boat (***)	146,856	145,812	143,028	24,380	
Total-Source Section	2,577,711	\$2,532,310	\$2,281,401	\$2,653,337	
-----Revenue-----					
Mileage (*)	754,613	756,618	715,732	880,755	
Trans (**)	89,385	88,464	78,814	98,762	
Special (***)	1,733,713	1,687,228	1,486,856	1,673,820	
Total -Revenue Section	2,577,711	\$2,532,310	\$2,281,401	\$2,653,337	
Revenue/Assignment, no Trans	\$4,106	\$4,039	\$3,817	\$3,998	
Other Stats					
Pilot Boat Charges	146,856	145,812	143,028	24,380	
Pilot Boat Assignments	422	419	411	460	
Avg	348	348	348	53	
Tonnage Surcharge Revenue	1,456,699	1,329,440	1,216,397	1,478,353	
Tonnage Surcharge Charge #	594	589	566	631	
Avg Tonnage Surcharge/Move	2,452	2,257	2,149	2,343	

C/	CALENDAR YEAR							
	2017	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,488,326	606	\$ 4,106				
CALENDAR YEAR	2016	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,443,846	605	4,039				
	Feb	2,269,624	547	4,149	4,713,470	1,152	4,092	
	Mar	2,419,890	607	3,987	7,133,360	1,759	4,055	
	Apr	2,350,195	584	4,024	9,483,555	2,343	4,048	
	May	3,039,515	672	4,523	12,523,070	3,015	4,154	
	Jun	3,215,179	725	4,435	15,738,249	3,740	4,208	
	Jul	3,320,803	694	4,785	19,059,052	4,434	4,298	
	Aug	3,261,886	686	4,755	22,320,938	5,120	4,360	
	Sep	3,019,483	653	4,624	25,340,421	5,773	4,389	
	Oct	2,571,409	617	4,168	27,911,830	6,390	4,368	
	Nov	2,622,922	661	3,968	30,534,752	7,051	4,331	
	Dec	2,446,187	610	4,010	32,980,939	7,661	\$4,305	
		32,980,939	7,661			(134)		
CALENDAR YEAR	2015	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,202,588	577	3,817				
	Feb	2,024,842	517	3,917	4,227,430	1,094	\$3,864	
	Mar	2,365,096	639	3,701	6,592,526	1,733	\$3,804	
	Apr	2,153,086	620	3,473	8,745,612	2,353	\$3,717	
	May	2,959,296	774	3,823	11,704,908	3,127	\$3,743	
	Jun	3,210,995	791	4,059	14,915,903	3,918	\$3,807	
	Jul	2,960,243	632	4,684	17,876,146	4,550	\$3,929	
	Aug	3,291,439	693	4,750	21,167,585	5,243	\$4,037	
	Sep	2,756,533	601	4,587	23,924,118	5,844	\$4,094	
	Oct	2,659,033	666	3,993	26,583,151	6,510	\$4,083	
	Nov	2,479,703	644	3,850	29,062,854	7,154	\$4,062	
	Dec	2,618,146	641	4,084	31,681,000	7,795	\$4,064	
		31,681,000	7,795			179		
CALENDAR YEAR	2014	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,554,575	639	3,998				
	Feb	2,261,575	583	3,879	4,816,150	1,222	3,941	
	Mar	2,403,969	623	3,859	7,220,119	1,845	3,913	
	Apr	2,464,091	630	3,911	9,684,210	2,475	3,913	
	May	3,036,561	671	4,525	12,720,771	3,146	4,043	
	Jun	3,033,723	690	4,397	15,754,494	3,836	4,107	
	Jul	3,024,434	663	4,562	18,778,928	4,499	4,174	
	Aug	3,219,532	685	4,700	21,998,460	5,184	4,244	
	Sep	2,655,500	597	4,448	24,653,960	5,781	4,265	
	Oct	2,430,062	639	3,803	27,084,022	6,420	4,219	
	Nov	2,177,805	592	3,679	29,261,827	7,012	\$4,173	
	Dec	2,177,417	604	3,605	31,439,244	7,616	\$4,128	
		31,439,244	7,616			(203)		
CALENDAR YEAR	2013	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,493,701	662	3,767				
	Feb	2,229,846	579	3,851	4,723,547	1,241	3,806	
	Mar	2,311,037	621	3,721	7,034,584	1,862	3,778	
	Apr	2,212,733	559	3,958	9,247,317	2,421	3,820	
	May	2,820,632	662	4,261	12,067,949	3,083	3,914	
	Jun	3,028,751	679	4,461	15,096,700	3,762	4,013	
	Jul	3,046,278	715	4,261	18,142,978	4,477	4,052	
	Aug	3,112,078	705	4,414	21,255,056	5,182	4,102	
	Sep	2,858,511	657	4,351	24,113,567	5,839	4,130	
	Oct	2,481,926	682	3,639	26,595,493	6,521	4,078	
	Nov	2,465,836	645	3,823	29,061,329	7,166	\$4,055	
	Dec	2,512,313	653	3,847	31,573,642	7,819	\$4,038	
		31,573,642	7,819					

TARIFF YEAR	TARIFF YEAR								
	2016	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA	
TARIFF YEAR		Jul	3,320,803	694	\$ 4,785				
			19,731,016						
		2015	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
			Jul	2,960,243	632	4,684			
			Aug	3,291,439	693	4,750	6,251,682	1,325	\$4,718
			Sep	2,756,533	601	4,587	9,008,215	1,926	\$4,677
			Oct	2,659,033	666	3,993	11,667,248	2,592	\$4,501
			Nov	2,479,703	644	3,850	14,146,951	3,236	\$4,372
			Dec	2,618,146	641	4,084	16,765,097	3,877	\$4,324
			Jan	2,443,846	605	4,039	19,208,943	4,482	\$4,286
			Feb	2,269,624	547	4,149	21,478,567	5,029	\$4,271
			Mar	2,419,890	607	3,987	23,898,457	5,636	\$4,240
			Apr	2,350,195	584	4,024	26,248,652	6,220	\$4,220
		May	3,039,515	672	4,523	29,288,167	6,892	\$4,250	
		2016	Jun	3,215,179	725	4,435	32,503,346	7,617	\$4,267
				32,503,346	7,617				
TARIFF YEAR		2014	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
			Jul	3,024,434	663	4,562			
			Aug	3,219,532	685	4,700	6,243,966	1,348	\$4,632
			Sep	2,655,500	597	4,448	8,899,466	1,945	\$4,576
			Oct	2,430,062	639	3,803	11,329,528	2,584	\$4,384
			Nov	2,177,805	592	3,679	13,507,333	3,176	\$4,253
			Dec	2,177,417	604	3,605	15,684,750	3,780	\$4,149
			Jan	2,202,588	577	3,817	17,887,338	4,357	\$4,105
			Feb	2,024,842	517	3,917	19,912,180	4,874	\$4,085
			Mar	2,365,096	639	3,701	22,277,276	5,513	\$4,041
			Apr	2,153,086	620	3,473	24,430,362	6,133	\$3,983
			May	2,959,296	774	3,823	27,389,658	6,907	\$3,965
			2015	Jun	3,210,995	791	4,059	30,600,653	7,698
				30,600,653	7,698				
TARIFF YEAR		2013	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
			Jul	3,046,278	715	4,261			
			Aug	3,112,078	705	4,414	6,158,356	1,420	\$4,337
			Sep	2,858,511	657	4,351	9,016,867	2,077	\$4,341
			Oct	2,481,926	682	3,639	11,498,793	2,759	\$4,168
			Nov	2,465,836	645	3,823	13,964,629	3,404	\$4,102
			Dec	2,512,313	653	3,847	16,476,942	4057	\$4,061
			Jan	2,554,575	639	3,998	19,031,517	4696	\$4,053
			Feb	2,261,575	583	3,879	21,293,092	5,279	\$4,034
			Mar	2,403,969	623	3,859	23,697,061	5,902	\$4,015
			Apr	2,464,091	630	3,911	26,161,152	6,532	\$4,005
			May	3,036,561	671	4,525	29,197,713	7,203	\$4,054
			2014	Jun	3,033,723	690	4,397	32,231,436	7,893
				32,231,436	7,893				
TARIFF YEAR		2012	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
			Jul	3,152,810	728	4,331			
			Aug	3,193,924	721	4,430	6,346,734	1,449	\$4,380
			Sep	2,866,720	661	4,337	9,213,454	2,110	\$4,367
			Oct	2,411,757	629	3,834	11,625,211	2,739	\$4,244
			Nov	2,255,805	600	3,760	13,881,016	3,339	\$4,157
			Dec	2,289,593	625	3,663	16,170,609	3,964	\$4,079
			Jan	2,493,701	662	3,767	18,664,310	4,626	\$4,035
			Feb	2,229,846	579	3,851	20,894,156	5,205	\$4,014
			Mar	2,311,037	621	3,721	23,205,193	5,826	\$3,983
			Apr	2,212,733	559	3,958	25,417,926	6,385	\$3,981
			May	2,820,632	662	4,261	28,238,558	7,047	\$4,007
			2013	Jun	3,028,751	679	4,461	31,267,309	7,726
				31,267,309	7,726				

2017	Avg Rev per ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff (Revenue) \$\$ Billed	Assignmts	Cancel
			minus			Earned Rev	
			Transportation			Detail	
January		\$ 4,106	2,488,326	89,385	2,577,711	606	12
2016	Avg Rev per ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff (Revenue) \$\$ Billed	Assignmts	Cancel
			minus			Earned Rev	
			Transportation			Detail	
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
February	\$ 4,305	\$ 4,149	2,269,624	79,737	2,349,361	547	9
March	\$ 4,448	\$ 3,987	2,419,890	90,643	2,510,533	607	16
April	\$ 4,048	\$ 4,024	2,350,195	87,956	2,438,151	584	11
May	\$ 4,154	\$ 4,523	3,039,515	92,009	3,131,524	672	7
June	\$ 4,208	\$ 4,435	3,215,179	100,031	3,315,210	725	15
July	\$ 4,298	\$ 4,785	3,320,803	96,653	3,417,456	694	5
August	\$ 4,360	\$ 4,755	3,261,886	89,893	3,351,779	686	5
September	\$ 4,389	\$ 4,624	3,019,483	94,080	3,113,563	653	3
October	\$ 4,368	\$ 4,168	2,571,409	94,938	\$ 2,666,346	617	11
November	\$ 4,331	\$ 3,968	2,622,922	94,799	\$ 2,717,721	661	18
December	\$ 4,305	\$ 4,010	2,446,187	87,905	\$ 2,534,092	610	20
ytd			\$ 32,980,938	1,097,108	\$34,078,046	7661	136
2/16-12/15 Δ	241	(74)	\$ 1,299,940	(22,297)	1,277,643	(134)	(32)
2015	Avg Rev per ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff (Revenue) \$\$ Billed	Assignmts	Cancel
			minus			Earned Rev	
			Transportation			Detail	
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 4,208	\$ 3,701	2,365,096	84,102	2,449,197	639	16
April	\$ 3,717	\$ 3,473	2,153,086	89,666	2,242,751	620	22
May	\$ 3,743	\$ 3,823	2,959,296	97,134	3,056,429	774	14
June	\$ 3,807	\$ 4,059	3,210,995	120,359	3,331,354	791	20
July	\$ 3,929	\$ 4,684	2,960,243	87,317	3,047,560	632	11
August	\$ 4,037	\$ 4,750	3,291,439	98,290	3,389,728	693	9
September	\$ 4,094	\$ 4,587	2,756,533	83,259	2,839,792	601	11
October	\$ 4,083	\$ 3,993	2,659,033	97,472	\$ 2,756,505	666	13
November	\$ 4,062	\$ 3,850	2,479,703	98,603	\$ 2,578,306	644	15
December	\$ 4,064	\$ 4,084	2,618,146	111,764	\$ 2,729,910	641	10
ytd			\$ 31,680,998	1,119,405	\$32,800,403	7795	168
2015/2014 Δ	(64)	\$ 479	241,755	35,854	277,609	179	67
2014	Avg Rev per ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff (Revenue) \$\$ Billed	Assignmts	Cancel
			minus			Earned Rev	
			Transportation			Detail	
January	3,998	3,998	2,554,575	98,762	2,653,337	639	8
February	3,941	3,879	2,261,575	82,889	2,344,464	583	11
March	3,913	3,859	2,403,969	90,895	2,494,864	623	6
April	3,913	3,911	2,464,091	85,345	2,549,436	630	9
May	4,043	4,525	3,036,561	85,787	3,122,348	671	6
June	4,107	4,397	3,033,723	95,193	3,128,916	690	8
July	4,174	4,562	3,024,434	88,977	3,113,411	663	5
August	4,244	4,700	3,219,531	97,072	3,316,603	685	8
September	4,265	4,448	2,655,500	91,878	2,747,378	597	5
October	4,219	3,803	2,430,062	98,126	2,528,188	639	12
November	4,173	3,679	2,177,805	81,264	2,259,069	592	11
December	4,128	3,605	2,177,417	87,363	2,264,780	604	12
ytd			\$ 31,439,243	1,083,551	\$32,522,794	7616	101
2014/2013 Δ	\$90	(\$242)	\$ (134,397)	(53,265)	\$ (187,662)	(203)	(16)

Monthly Revenue per Assignment 2013 - 2017
Calendar Year



2017		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
				IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car											
					1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Totals
Jan		606	111	116	56	155	168	0	114	43	222	11	5	4	1	0	17	189	606	assignments	
		606	111	116	56	155	168	0	114	43	222	11	5	4	1	0	17	189			
2016		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
				IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car											
					1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Totals
Jan		589	121	84	61	157	166	0	88	39	232	14	4	1	1		19	191	589		
Feb	1,127	538	91	102	43	139	163	0	90	45	212	7			2		18	164	538	moves	
Mar	1,718	591	102	92	58	150	189	0	97	52	236	8	0	1	0	0	20	177	591	moves	
Apr	2,291	573	107	79	64	155	168	0	70	41	216	8	0	11	2	0	25	200	573	moves	
May	2,956	665	105	97	63	224	176		85	41	235	9	0	21	64	0	18	199	672	assignments	
June	3,666	710	121	93	65	254	177	0	101	42	221	17	0	11	84	7	29	198	710	moves	
July	4,355	689	98	82	58	271	180	0	87	48	224	8	0	3	97	4	20	203	694	assignments	
Aug	5,036	681	106	88	56	247	184		105	39	229	17	1	15	85	0	21	169	681	moves	
Sept	5,686	650	115	80	68	214	173		105	40	221	9		12	71		19	176	653	assignments	
Oct	6,292	606	94	113	63	173	163		100	38	224	8		4	12	2	23	195	606	moves	
Nov	6,953	661	108	130	73	175	175	0	137	43	214	11	2	1	0	5	20	228	661	assignments	
Dec	7,563	610	97	114	65	178	156		117	42	220	12	4			3	21	191	610	assignments	
		7563	1265	1154	737	2337	2070	0	1182	510	2684	128	11	80	418	21	253	2291	7578	not accurate d	
@ Nov 2015/2016 ytd Δ		(64)	(162)	116	48	(24)	(24)	(12)	234	(31)	(48)	(33)	1	(350)	29	13	0	136	(49)	inconsistent movi	
2015		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
				IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car											
					1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Totals
Jan		566	88	93	51	189	144	1	102	35	219	23		4	1		18	164	566	moves	
Feb	1,067	501	67	88	40	154	144	4	70	43	209	5		7	1		21	145	501	moves	
Mar	1,690	623	139	85	50	168	179	0	120	45	234	14	1	38			23	148	623	moves	
Apr	2,288	598	127	60	59	174	178	0	78	43	224	16	1	37			24	175	598	moves	
May	3,048	760	178	92	50	238	197	5	76	54	232	23	1	103	62	2	20	187	760	moves	
June	3,819	771	152	108	65	249	197	0	70	67	232	6	3	71	86	2	21	213	771	moves	
July	4,440	621	95	70	56	231	169	0	39	50	225	19	4	6	86		19	173	621	moves	
Aug	5,124	684	117	72	59	247	189	0	68	47	241	2		11	90		19	206	684	moves	
Sept	5,714	590	87	77	52	208	166	0	46	37	218	25		3	63		24	174	590	moves	
Oct	6,367	653	124	93	64	182	190		123	40	230	12		26		3	23	196	653	moves	
Nov	6,996	629	117	100	65	177	170	0	85	38	237	7		57		1	19	185	629	moves	
Dec	7,627	631	136	100	78	144	171	2	71	42	231	9		67			22	189	631	moves	
		7627	1427	1038	689	2361	2094	12	948	541	2732	161	10	430	389	8	253	2155	7627	moves	
2014/2015 ytd Δ		111	202	(34)	22	(43)	(54)	12	(104)	17	(70)	(19)	(2)	382	20	(8)	(9)	(96)	111		
2014		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE											
				IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car											
					1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	Totals
Jan		631	113	96	56	168	198	0	93	51	252	16		2	1		21	195	631	moves	
Feb	1,203	572	94	99	52	155	172	0	113	39	212	5	2	3	1		20	177	572	moves	
Mar	1,820	617	106	99	47	178	187	0	92	47	239	16		2			23	198	617	moves	
Apr	2,441	621	109	83	48	194	187	0	112	48	242	16		2			22	179	621	moves	
May	3,106	665	93	94	48	247	183	0	67	43	257	19	2	8	61		23	185	665	moves	
June	3,788	682	99	82	61	260	180	0	73	46	227	25		2	85	2	20	202	682	moves	
July	4,446	658	93	81	52	253	179	0	79	41	240	10	3	1	82		25	177	658	moves	
Aug	5,124	678	101	90	65	234	188	0	66	41	236	19	3	8	85		19	201	678	moves	
Sept	5,716	592	73	82	64	203	170	0	48	29	218	10		8	54	1	27	197	592	moves	
Oct	6,343	627	115	85	60	165	202	0	93	43	242	18		8			9	23	191	627	moves
Nov	6,924	581	117	88	50	174	152		126	44	206	6		1		4	18	176	581	moves	
Dec	7,516	592	112	93	64	173	150	0	90	52	231	20	2	3			21	173	592	moves	
		7516	1225	1072	667	2404	2148	0	1052	524	2802	180	12	48	369	16	262	2251	7516	moves	
2013/2014 ytd Δ		(186)	(186)	79	(54)	25	(202)	(31)	(2)	133	(8)	(91)	6	0	(69)	(8)	5	2	(156)	(186)	

PSP 2017	January	February	March	April	May	June	6 mo to date	July	August	Sept	Oct	Nov	Dec	
Assignments	606													
# of licensed pilots w/o Pres	51													
Average Assgn/pilot on rotation	11.88													
# pilots with < 6 jobs (+1=Pres)	2 + 1													
Assignment change	1													
Tariff Revenue-Trans	\$2,488,326													
RPA-Revenue per Assign	\$4,106													
Moves	594													
Gross Tonnage	31,690,494													

PSP 2016	January	February	March	April	(cruise season) May	June	6 mo to date	July	August	Sept	Oct	Nov	Dec		Year to Date to date
Assignments	605	547	607	584	672	725	3740	694	687	653	617	661	610	-4.8%	7662
# of licensed pilots w/o Pres	51	51	50	51	51	51		51	51	51	51	51	51		
Average Assgn/pilot	11.86	10.73	12.14	11.45	13.18	14.22		13.61	13.47	12.80	12.10	13.22	11.00		16.76
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1		1 + 1	1+1	3 + 1	5 + 1	3 + 1	11.96		
Assignment change	28	30	-32	-36	-102	-66	-178	62	-6	52	-49	17	-31		-102
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	\$3,039,515	\$3,215,179	\$15,738,246	\$3,320,803	\$3,261,886	\$3,019,483	\$2,571,409	\$2,622,922	\$2,446,187	-6.57%	\$32,980,935
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	\$4,523	\$4,435	\$4,208	\$4,785	\$4,748	\$4,624	\$4,168	\$3,968	\$4,010	-1.82%	\$4,304
Moves	589	538	591	573	665	710	3666	689	681	650	606	643	590	-6.5%	7525
Gross Tonnage	29,609,106	27,830,304	29,667,076	28,676,198	35,896,326	37,105,794	188,784,804	39,040,725	37,131,259	35,516,867	30,489,031	32,094,958	30,447,508	-1.08%	393,505,152

PSP 2015	January	February	March	April	(cruise season) May	June	6 mo to date	July	August	Sept	Oct	Nov	Dec		12 months to date
Assignments	577	517	639	620	774	791	3918	632	693	601	666	644	641	6.1%	7795
# of licensed pilots w/o Pres	53	53	52	52	52	52		52	52	52	52	52	52		
Average Assgn/pilot	10.89	9.75	12.29	11.92	14.88	15.51		12.39	13.59	11.78	13.06	12.63	12.57		147.77
# pilots with < 6 jobs(+1=Pres)	7	9	4	2	1	3		4	2	5	3	5			
Assignment change	-62	-66	16	-10	103	101	82	-31	8	4	27	52	37		142
Tariff Revenue-Trans	\$2,202,588	\$2,024,841	\$2,365,096	\$2,153,086	\$2,959,296	\$3,210,995	\$14,915,902	\$2,960,243	\$3,291,439	\$2,756,533	\$2,659,033	\$2,479,703	\$2,618,146	20.24%	\$31,680,998
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701.25	\$3,473	\$3,823	\$4,059	\$3,807	\$4,684	\$4,750	\$4,587	\$3,993	\$3,850	\$4,084	13.30%	\$4,064
Moves	566	501	623	598	760	771	3819	621	684	590	653	629	631	6.6%	7627
Gross Tonnage	27,588,264	24,671,828	29,034,609	26,097,422	33,836,475	37,785,703	179,014,301	34,596,046	38,564,722	32,282,105	31,785,879	29,051,761	30,778,499	8.32%	376,073,313

PSP 2014	January	February	March	April	(cruise season) May	June	6 mo to date	July	August	Sept	Oct	Nov	Dec		12 mo to date
Assignments	639	583	623	630	671	690	3836	663	685	597	639	592	604	-7.5%	7616
# of licensed pilots w/o Pres	53	53	53	53	53	53		53	53	54	53	53	53	+1 p	
Average Assgn/pilot	12.06	11.00	11.75	11.89	12.66	13.27		12.75	13.17	11.26	12.29	11.38	11.62		12.09
# pilots with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1	4+1	5+1		5+1	3+1	4+1					
Assignment change	-23	4	2	71	9	640	74	613	634	546	588	541	552		2996
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	\$3,036,561	\$3,033,723	\$15,754,494	\$3,024,434	\$3,219,531	\$2,655,500	\$2,430,062	\$2,177,805	\$2,177,417	0.00%	\$31,439,243
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,858.70	\$3,911	\$4,525	\$4,397	\$4,107	\$4,562	\$4,700	\$4,448	\$3,803	\$3,679	\$3,605	0.00%	\$4,128
Moves	631	572	617	621	665	682	3788	658	677	592	627	581	592	-7.6%	7515
Gross Tonnage	31,907,495	28,825,535	30,626,216	30,679,931	36,018,027	36,294,816	194,352,020	35,771,904	38,544,465	31,254,931	30,368,954	28,122,353	28,414,888	-6.25%	386,829,515

2017				Jan
Pilot Code	Actual Trips PSP Earned Revenue Report Detail			Actual Assign
4	ANA	Anacker, D.S.	Lic 3/27/12	7
4	ANT	Anthony, Michael	Lic 7/24/12	15
5	ARN	Arnold, J. E.		16
5	BLA	Blake, M.E.		16
5	BOU	Bouma, Blair	Lic 7/28/11	11
3	BRO	Brouillard, Dan	Lic 7/31/13	10
5	BRU	Brusco, David	Lic 3/11/10	14
5	BUJ	Bujacich, J.P.		3
3	CAW	Carley, W. Bud	Lic 1/10/13	6
5	CAI	Carlson, I.J.		11
1	CAJ	Carstensen, J	Lic. 9/30/15	13
5	COE	Coe, F.A.		11
2	COL	Coleman, S	Lic. 8/27/14	13
3	COR	Coryell, T.D.	Lic. 12/13/13	10
5	EME	Emerson, L. P.		10
4	ENF	Engstrom, F. E.	Lic 11/15/12	8
5	ENV	Engstrom, V.		12
2	GAL	Galvin, Jamie	Lic 11/11/14	13
5	GIE	Giese, P. A.		13
5	GRD	Grobschmit, D.W.		7
5	HAI	Hannuksela, J		14
5	HAR	Harris, J. B.		14
5	HEN	Henshaw, B. F.		8
5	HUR	Hurt, G. D.		8
2	JEN	Jensen, Brian	Lic. 12/22/14	9
5	KAL	Kalvoy, J.E.		3
4	KEA	Kearns, J.	Lic. 1/12/12	10
	KEN	Kelleher, N.T.	Lic. 4/14/16	8
5	KEP	Kelly, P.S.		14
5	KLA	Klapperich, E.C.		8
2	LIC	Lichty, E.C.	Lic. 5/1/14	14
1	LOB	Lowe, Brad	Lic. 9/23/15	11
3	LOW	Lowery, W.W.	Lic. 2/11/13	16
5	MAR	Marmol, E.		11
5	MAY	Mayer, D. W.		11
5	MOT	Moreno, S.		13
5	MOR	Mork, S. E.		14
5	NEW	Newman, A. J.		14
5	SAN	Sanders, D. A.		15
5	SCO	Scoggins, J		13
5	SCR	Scragg, J.		11
5	SEM	Semler, J. R.		14
5	SES	Semler, S.		16
5	SEY	Seymour, L.		9
5	SHA	Shaffer, D. L.		14
5	SHJ	Shaffer, J. A.		23
5	SHU	Shuler, M.		12
5	SLI	Sliker, W.J.		11
5	SOR	Soriano, D. B.		13
5	THG	Thoreson, George		19
5	VON	vonBrandenfels, E. M.		1
5	WIG	Wildes, G. R.		16
Total Assignments/ Month				606
Number of licensed PS pilots				52
Pilots on rotation				51
Average Assgn/pilot on rotation				11.88
PSP LOA Report (MOVES)				
Cancellations				606
# of Pilots with < 6 jobs(+1=Pres)				2 + 1
Pilots w/>5 trips & their avg # of trips				47P; 12.3
Medical circumstances:				

Source of Revenue Breakdown
2016, 2015, 2014, 2013

	2016			2015			2014			2013
--Counters & Miscellaneous Totals--										
Seattle Assigns	2,216	-9.0%		2,434	3.5%		2,351	-1.2%		2,380
Ship Assigns	7,660	-1.7%		7,795	2.4%		7,616	-2.6%		7,819
Pilot Boat Assigns	5,523	1.4%		5,448	-3.7%		5,658	-4.9%		5,952
Tonnage Surcharge	7,525	-1.3%		7,624	1.5%		7,511	-2.4%		7,692
Surcharge Revenue	19,345,357	9.1%		17,727,784	-6.0%		18,860,634	0.9%		18,688,318
--Source of Revenue Breakdown--										
LOA/Zone	8,758,230	1.1%	Z1	8,665,312	-9.0%	Z1	9,520,065	-2.6%	Z1	9,769,908
Harbor Shift	1,007,448	0.6%	1427	1,001,329	3.3%	1225	969,147	14.5%	1146	846,142
Transportation	1,097,109	-2.0%		1,119,406	3.3%		1,083,551	-4.7%		1,136,816
BC Surcharge	389,795	3.9%		375,046	-7.3%		404,544	-20.9%		511,595
Bridge Transit	94,350	0.7%	2 pilot jobs? →	93,690	-3.5%		97,126	6.2%		91,470
Waterway	690,061	-4.3%	2 pilot jobs? →	720,708	1.2%		711,911	4.6%		680,504
Tonnage Surcharge	19,345,357	9.1%		17,727,784	-6.0%		18,860,634	0.9%		18,688,318
Cancellations	87,177	-3.4%		90,248	42.3%		63,429	-10.7%		71,061
Compass Adj	5,744	23.1%		4,667	-38.1%		7,539	5.0%		7,180
Standby	328,383	-45.6%		603,712	69.5%		356,075	-1.2%		360,286
Slow Down	197,653	-22.4%		254,564	253.0%		72,107	-10.2%		80,300
Salmon Bay	5,907	299.9%		1,477	-65.0%		4,220	122.2%		1,899
Sea Trials	16,224	-91.4%		188,435	548.3%		29,068	-79.0%		138,749
Miscellaneous	2,378	-86.2%		17,262						
Delayed Arrival &/or Lk Union	129,879	215.2%		41,208	-5.3%		43,504	25.6%		34,630
Pilot Boat	1,922,352	1.4%		1,895,556	532.1%		299,874	2.8%		291,599
Total-Source Section	34,078,047	3.9%		32,800,404	0.9%		32,522,794	-0.6%		32,710,456
-----Revenue-----										
Mileage	9,765,678	1.0%		9,666,641	-7.8%		10,489,212	-1.2%		10,616,050
Trans	1,097,109	-2.0%		1,119,406	3.3%		1,083,551	-4.7%		1,136,816
Special	23,215,260	5.5%		22,014,357	5.1%		20,950,031	0.0%		20,957,591
Total -Revenue Section	34,078,047	3.9%		32,800,404	0.9%		32,522,794	-0.6%		32,710,456
Other Stats										
Pilot Boat Charges	1,922,352	1.4%		1,895,556	532.1%		299,874	2.8%		291,599
Pilot Boat Assignments	5,523	1.4%		5,448	-3.7%		5,658	-4.9%		5,952
Tonnage Surcharge Revenue	19,345,357	9.1%		17,727,784	-6.0%		18,860,634	0.9%		18,688,318
Tonnage Surcharge Assignments	7,525	-1.3%		7,624	1.5%		7,511	-2.4%		7,692
Avg Tonnage Surcharge/Assgn	2,571	10.6%		2,325	-7.4%		2,511	3.4%		2,430

Arrow launch considered utility perhaps paid by agent

Are majority of				
Zone 1 moves?	2016	2015	2014	2013
Bulker moves	1,182	948	1,052	919

Tonnage Moved	2016	2015	2014	2013
Bulker	37,874,170	28,573,394	31,845,493	25,424,570
Car Carrier	29,187,005	30,538,859	29,413,760	29,165,760
Container	188,276,766	178,765,057	181,095,875	174,206,444
Other/Gen	1,029,518	7,175,699	4,730,177	4,686,407
Passenger	38,479,960	34,864,084	33,109,175	34,435,465
Reefer	157,791	75,284	120,008	105,526
Ro-Ro	9,012,534	8,855,389	9,179,980	8,739,445
Tanker	89,311,245	87,159,423	97,079,373	104,292,019
	393,328,989	376,007,189	386,573,841	381,055,636
	4.61%	-2.73%	1.45%	

7/1/15 - 6/30/16	1/1/15 - 6/30/15	1/1/14 - 12/31/14	1/1/13 - 12/31/13
Generate additional revenue of \$656,000 by implementing \$500 min tonnage charge. Thru attrition, reduce pilots from 53 to 52.	↑ Boat Fee \$53 to \$348; ↓ 6.52% LOA rates on Zones 2-6; ↓ 6.52% tonnage >20,000	Only ↑ Pilot Boat fee from \$49 to \$53	↑ across board 3%, not transp or surcharge with expectation of purchasing PPIUs
7/1/16 - 12/31/16 no change in tariff			

Source of Revenue Breakdown
Jan and Feb for 2017, 2016, 2015, 2014, 2013

SUMMARY OF PSP										
Earned Revenue Rpt <u>Calendar Year</u>	Jan-17	Feb-17	Jan-16	Feb-16	Jan-15	Feb-15	Jan-14	Feb-14	Jan-13	Feb-13
--Counters & Misc Totals--										
Seattle Assigns	148	132	150	129	200	150	165	135	168	147
Ship Assigns	606	529	605	547	577	517	639	583	662	579
Pilot Boat Assigns	422	389	419	401	411	365	460	448	513	453
Tonnage Surcharge/Moves	594	520	589	538	566	501	631	572	644	567
Surcharge Revenue	1,456,699	1,256,480	1,329,440	1,296,111	1,216,397	1,132,850	1,478,353	1,311,311	1,426,964	1,285,372
--Source of Revenue Breakdown--										
LOA/Zone (*)	666,444	595,861	660,059	623,092	647,911	596,544	789,582	710,883	804,180	722,055
Harbor Shift (*)	88,169	74,490	96,559	74,268	67,821	52,138	91,173	76,683	76,642	62,206
Transportation (**)	89,385	74,474	88,464	79,737	78,814	72,628	98,762	82,889	96,600	82,426
BC Surcharge (***)	23,177	23,177	23,177	18,963	40,033	29,498	52,675	25,284	34,720	34,405
Bridge Transit (***)	9,592	3,151	7,802	10,064	6,677	3,768	6,302	6,036	9,314	5,788
Waterway (***)	58,558	46,436	59,869	62,225	42,503	35,891	65,265	53,770	59,147	50,141
Tonnage Surcharge (***)	1,456,699	1,256,480	1,329,440	1,296,111	1,216,397	1,132,849	1,478,353	1,311,311	1,426,964	1,285,372
Cancellations (***)	6,412	7,503	11,167	5,228	7,335	10,603	4,247	6,085	6,155	6,223
Compass Adj (***)			718	359	359	718	359	359	718	359
Standby/Sail Delay (***)	18,358	23,088	46,059	25,244	18,358	24,934	38,594	38,104	37,572	35,072
Slow Down (***)	4,658	5,754	42,470	3,562	5,206	3,562	1,918	4,932	6,028	3,562
Salmon Bay (***)		211	210				211			
Lk Union/Washington (***)		164	164							
Sea Trials (***)	1,183	2,535	1,690		2,028	1,014	1,352			
Delayed Arr & Dock Delay (***)	8,220	8,768	18,650	10,960	4,932	6,302	164	4,384	7,124	2,466
Miscellaneous (***)		42								
Pilot Boat (***)	146,856	135,372	145,812	139,548	143,028	127,020	24,380	23,744	25,137	22,197
Total-Source Section	\$2,577,711	\$2,257,506	\$2,532,310	\$2,349,361	\$2,281,401	\$2,097,469	\$2,653,337	\$2,344,464	\$2,590,301	\$2,312,272
-----Revenue-----										
Mileage (*)	754,613	670,351	756,618	697,360	715,732	648,682	880,755	787,566	880,822	784,261
Trans (**)	89,385	74,474	88,464	79,737	78,814	72,628	98,762	82,889	96,600	82,426
Special (***)	1,733,713	1,512,681	1,687,228	1,572,264	1,486,856	1,376,160	1,673,820	1,474,009	1,612,879	1,445,585
Total -Revenue Section	2,577,711	2,257,506	\$2,532,310	2,349,361	\$2,281,401	2,097,469	\$2,653,337	\$2,344,464	2,590,301	2,312,272
Revenue/Assignment, no Trans	\$4,106	\$4,127	\$4,039	\$4,149	\$3,817	\$3,917	\$3,998	\$3,879	\$3,767	\$3,851
Other Stats										
Pilot Boat Charges	146,856	135,372	145,812	139,548	143,028	127,020	24,380	23,744	25,137	22,197
Pilot Boat Assignments	422	389	419	401	411	365	460	448	513	453
Avg	348	348	348	348	348	348	53	53	49	49
Tonnage Surcharge Revenue	1,456,699	1,256,480	1,329,440	1,296,111	1,216,397	1,132,849	1,478,353	1,311,311	1,426,964	1,285,372
Tonnage Surcharge Charge #	594	520	589	538	566	501	631	572	644	567
Avg Tonnage Surcharge/Move	2,452	2,416	2,257	2,409	2,149	2,261	2,343	2,293	2,216	2,267

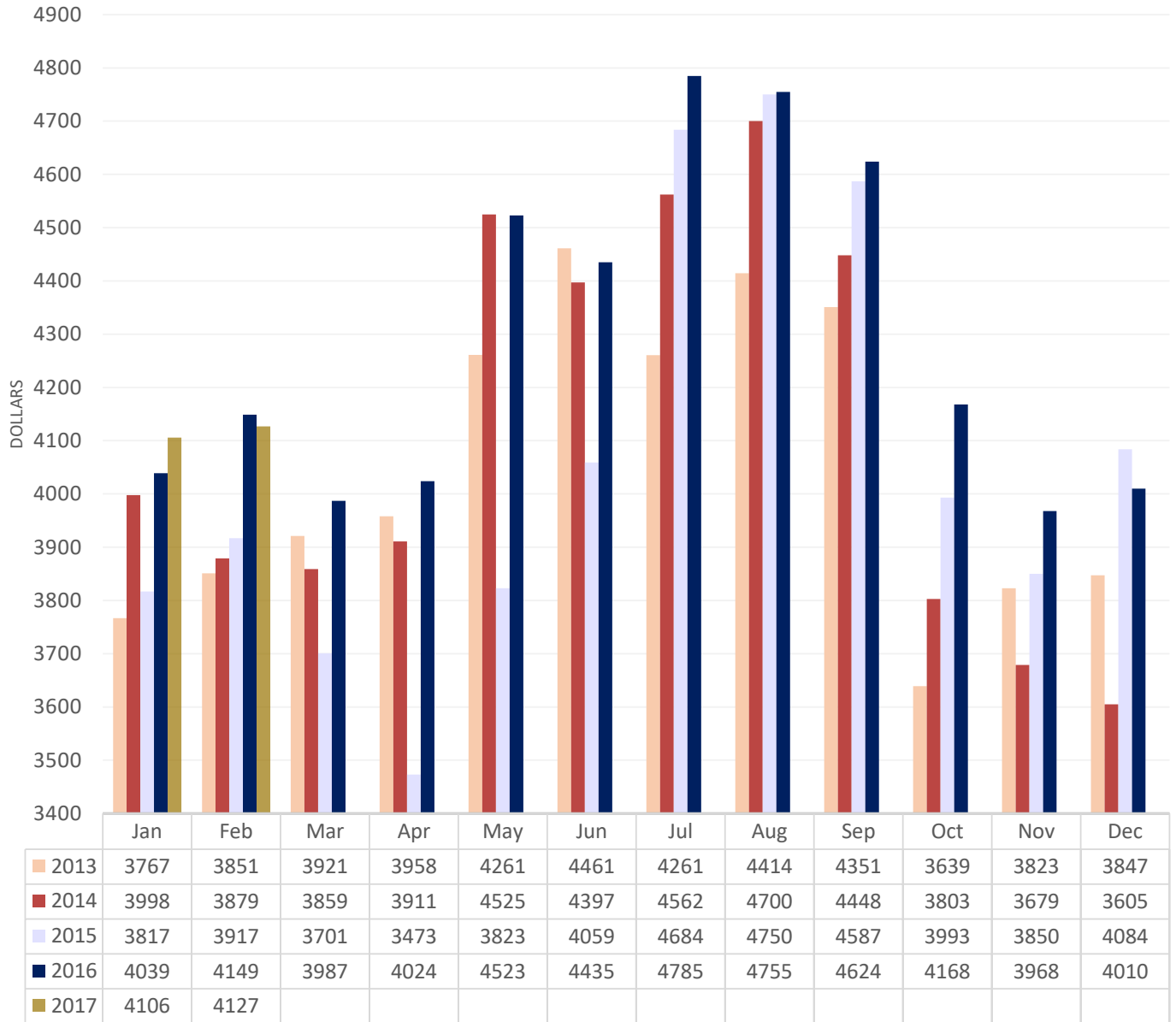
2017				Jan	Feb	YTD Actual Assign	Average Assgn 145/12=12.1
Pilot Code	Actual Trips PSP	Earned Revenue Report Detail		Actual Assign	Actual Assign		
4	ANA	Anacker, D.S.	Lic 3/27/12	7	12	19	9.5
4	ANT	Anthony, Michael	Lic 7/24/12	15	6	21	10.5
5	ARN	Arnold, J. E.		16	11	27	13.5
5	BLA	Blake, M.E.		16	14	30	15.0
5	BOU	Bouma, Blair	Lic 7/28/11	11	4	15	7.5
3	BRO	Brouillard, Dan	Lic 7/31/13	10	8	18	9.0
5	BRU	Brusco, David	Lic 3/11/10	14	7	21	10.5
5	BUJ	Bujacich, J.P.		3	16	19	9.5
3	CAW	Carley, W. Bud	Lic 1/10/13	6	8	14	7.0
5	CAI	Carlson, I.J.		11	10	21	10.5
1	CAJ	Carstensen, J	Lic. 9/30/15	13	9	22	11.0
5	COE	Coe, F.A.		11	10	21	10.5
2	COL	Coleman, S	Lic. 8/27/14	13	7	20	10.0
3	COR	Coryell, T.D.	Lic. 12/13/13	10	13	23	11.5
5	EME	Emerson, L. P.		10	13	23	11.5
4	ENF	Engstrom, F. E.	Lic 11/15/12	8	13	21	10.5
5	ENV	Engstrom, V.		12	9	21	10.5
2	GAL	Galvin, Jamie	Lic 11/11/14	13	14	27	13.5
5	GIE	Giese, P. A.		13	16	29	14.5
5	GRD	Grobschmit, D.W.		7	11	18	9.0
5	HAI	Hannuksela, J		14	10	24	12.0
5	HAR	Harris, J. B.		14	5	19	9.5
5	HEN	Henshaw, B. F.		8	0	8	4.0
5	HUR	Hurt, G. D.		8	4	12	6.0
2	JEN	Jensen, Brian	Lic. 12/22/14	9	12	21	10.5
5	KAL	Kalvoy, J.E.		3	9	12	6.0
4	KEA	Kearns, J.	Lic. 1/12/12	10	13	23	11.5
	KEN	Kelleher, N.T.	Lic. 4/14/16	8	9	17	8.5
5	KEP	Kelly, P.S.		14	15	29	14.5
5	KLA	Klapperich, E.C.		8	10	18	9.0
2	LIC	Lichty, E.C.	Lic. 5/1/14	14	8	22	11.0
1	LOB	Lowe, Brad	Lic. 9/23/15	11	11	22	11.0
3	LOW	Lowery, W.W.	Lic. 2/11/13	16	16	32	16.0
5	MAR	Marmol, E.		11	7	18	9.0
5	MAY	Mayer, D. W.		11	14	25	12.5
5	MOT	Moreno, S.		13	9	22	11.0
5	MOR	Mork, S. E.		14	10	24	12.0
5	NEW	Newman, A. J.		14	11	25	12.5
5	SAN	Sanders, D. A.		15	13	28	14.0
5	SCO	Scoggins, J		13	9	22	11.0
5	SCR	Scragg, J.		11	6	17	8.5
5	SEM	Semler, J. R.		14	16	30	15.0
5	SES	Semler, S.		16	10	26	13.0
5	SEY	Seymour, L.		9	17	26	13.0
5	SHA	Shaffer, D. L.		14	10	24	12.0
5	SHJ	Shaffer, J. A.		23	14	37	18.5
5	SHU	Shuler, M.		12	3	15	7.5
5	SLI	Sliker, W.J.		11	10	21	10.5
5	SOR	Soriano, D. B.		13	12	25	12.5
5	THG	Thoreson, George		19	10	29	14.5
5	VON	vonBrandenfels, E. M.		1	0	1	
5	WIG	Wildes, G. R.		16	15	31	15.5
Total Assignments/ Month				606	529	1135	
Number of licensed PS pilots				52	52	52	
Pilots on rotation				51	51	51	
Average Assgn/pilot on rotation				11.88	10.37		
PSP LOA Report (MOVES)						0	
Cancellations				606	529	1135	
# of Pilots with < 6 jobs(+1=Pres)				2 + 1	5 + 1		
Pilots w/>5 trips & their avg # of trips				49P; 12.2	46P; 11.15		
Medical circumstances:							

2017		Jan	Feb		
Pilot	Actual Trips PSP	Actual	Actual	YTD	Average
Code	Earned Revenue	<u>Assign</u>	<u>Assign</u>	Actual	Assign
	Report Detail			<u>Assign</u>	145/12=12.1

Selected Comparatives Summary

PSP 2017	January	Jan to prev Jan	February	Feb to prev Feb	March	April	(cruise season) May	June	to date
Tariff Revenue-Trans	\$2,488,326	1.8%	\$2,183,031	-3.8%					\$4,671,357
RPA-Revenue per Assign	\$4,106	1.7%	\$4,127	-0.5%					\$4,116
# of licensed pilots w/o Pres	51		51						
Average Assgn/pilot on rotation	11.88		10.37						11.13
# pilots with < 6 jobs (+1=Pres)	2 + 1		5 + 1						
Assignments	606	0.2%	529	-3.3%					1135
Assignment change	1		-18						-17
Moves	594	0.8%	520	-3.3%					1114
Moves change	5		-18						-13
Cancellations	12	-25.0%	9	0.0%					21
Tonnage Revenue	\$1,456,699	9.6%	\$1,256,480	-3.1%					\$2,713,179
Tonnage Revenue per Move	\$2,452	8.7%	\$2,416	0.3%					\$2,436
Gross Tonnage Moved	31,303,842	5.7%	\$27,797,983	-0.1%					\$59,101,825
PSP 2016	January	Jan to prev Jan	February	Feb to prev Feb	March	April	(cruise season) May	June	6 mo to date
Tariff Revenue-Trans	\$2,443,846	11.0%	\$2,269,624	12.1%	\$2,419,887	\$2,350,195	\$3,039,515	\$3,215,179	\$15,738,246
RPA-Revenue per Assign	\$4,039	5.8%	\$4,149	5.9%	\$3,987	\$4,024	\$4,523	\$4,435	\$4,208
# of licensed pilots w/o Pres	51		51		50	51	51	51	
Average Assgn/pilot	11.86		10.73		12.14	11.45	13.18	14.22	
# pilots with < 6 jobs(+1=Pres)	6 + 1		8 + 1		3 + 1	7 + 1	2 + 1	4 + 1	
Assignments	605	4.9%	547	5.8%	607	584	672	725	3740
Assignment change	28		30		-32	-36	-102	-66	-178
Moves	589	4.1%	538	7.4%	591	573	665	710	3666
Moves change	23		37		-32	-25	-95	-61	-153
Cancellations	16		9	-0.016	16	11	7	15	74
Tonnage Revenue	\$1,329,440		\$1,296,111		\$1,345,308	\$1,322,435	\$1,832,625	\$1,923,132	\$9,049,051
Tonnage Revenue per Move	\$2,257		\$2,409		\$2,276	\$2,308	\$2,756	\$2,709	\$2,468
Gross Tonnage Moved	29,609,106	7.3%	27,830,304	12.8%	29,667,076	28,676,198	35,896,326	37,105,794	188,784,804
PSP 2015	January		February		March	April	(cruise season) May	June	6 mo to date
Tariff Revenue-Trans	\$2,202,588	-13.8%	\$2,024,841	-10.5%	\$2,365,096	\$2,153,086	\$2,959,296	\$3,210,995	\$14,915,902
RPA-Revenue per Assign	\$3,817	-4.5%	\$3,917	1.0%	\$3,701	\$3,473	\$3,823	\$4,059	\$3,807
# of licensed pilots w/o Pres	53		53		52	52	52	52	
Average Assgn/pilot	10.89		9.75		12.29	11.92	14.88	15.51	
# pilots with < 6 jobs(+1=Pres)	7		9		4	2	1	3	
Assignments	577	-9.7%	517	-11.3%	639	620	774	791	3918
Assignment change	-62		-66		16	-10	103	101	82
Moves	566	-10.3%	501	-12.4%	623	598	760	771	3819
Moves change	-65		-71	-0.131	6	-23	95	89	31
Cancellations	11		16	0.011	16	22	14	20	99
Tonnage Revenue	\$1,216,397		\$1,132,850		\$1,263,220	\$1,074,585	\$1,566,491	\$1,816,296	\$8,069,839
Tonnage Revenue per Move	\$2,149		\$2,261		\$2,028	\$1,797	\$2,061	\$2,356	\$2,113
Gross Tonnage Moved	27,588,264	-13.5%	24,671,828	-14.4%	29,034,609	26,097,422	33,836,475	37,785,703	179,014,301
PSP 2014	January		February		March	April	(cruise season) May	June	6 mo to date
Tariff Revenue-Trans	\$2,554,575	2.4%	\$2,261,575	1.4%	\$2,403,969	\$2,464,091	\$3,036,561	\$3,033,723	\$15,754,494
RPA-Revenue per Assign	\$3,998	6.1%	\$3,879	0.7%	\$3,859	\$3,911	\$4,525	\$4,397	\$4,107
# of licensed pilots w/o Pres	53		53	+1.5 p	53	53	53	53	
Average Assgn/pilot	12.06		11.00		11.75	11.89	12.66	13.27	
# pilots with < 6 jobs(+1=Pres)	5+1		6+1		5+1	2+1	4+1	5+1	
Assignments	639	-3.5%	583	0.7%	623	630	671	690	3836
Assignment change	-23		4		2	71	9	640	74
Moves	631	-2.3%	572	0.7%	617	621	665	682	3788
Moves change	-15		4	-0.009	9	64	13	8	83
Cancellations	8		11	-1E-04	6	9	6	8	48
Tonnage Revenue	\$1,478,353		\$1,311,311		\$1,391,531	\$1,444,248	\$1,896,847	\$1,888,492	\$9,410,782
Tonnage Revenue per Move	\$2,343		\$2,293		\$2,255	\$2,326	\$2,852	\$2,769	\$2,484
Gross Tonnage Moved	31,907,495	1.5%	28,825,535	5.9%	30,626,216	30,679,931	36,018,027	36,294,816	194,352,020

Monthly Revenue per Assignment 2013 - 2017
Calendar Year



Number of and Tonnage Moved by Vessel Type

2017		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB & % of Month			Total Tonnage	#
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	-	0	676,105	17	8,074,610	183	48	26%		31,303,842	594
February		3,398,733	93	2,168,144	36	14,860,771	209	16,208	10			41,730	6	5,841	1			531,502	17	6,202,672	148	46	31%		27,225,601	520
		6,997,032	203	4,770,064	79	30,901,288	429	41,411	21	227,040	5	96,037	10	11,682	2	-	-	1,207,607	34	14,277,282	331	94	28%		58,529,443	1,114
Change @Feb2016/2017		1,210,048	25	53,464	(5)	(475,361)	(15)	(20,895)	-	158,975	1	78,192	9	(5,841)	(1)	-	-	(82,194)	(3)	173,645	(24)	(36)	(9%)	#	1,090,034	(13)
2016		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB & % of Month			Total Tonnage	#
January		2,889,849	88	2,147,863	39	16,476,854	232	26,127	14	68,065	4	17,845	1	5,841	1			577,345	19	7,399,317	191	76	40%		29,609,106	589
February		2,897,135	90	2,568,737	45	14,899,795	212	36,179	7					11,682	2			712,456	18	6,704,320	164	54	33%		27,830,304	538
		5,786,984	178	4,716,600	84	31,376,649	444	62,306	21	68,065	4	17,845	1	17,523	3	-	#	1,289,801	37	14,103,637	355	130	37%	#	57,439,410	1,127
2015		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB			Total Tonnage	#
January		3,331,935	102	2,071,601	35	13,748,321	219	436,506	23			61,474	4	5,841	1			600,566	18	7,332,020	164	63	38%		27,588,264	566
February		2,392,118	70	2,490,846	43	12,417,478	209	136,892	5			125,628	7	5,841	1			648,961	21	6,454,064	145	51	35%		24,671,828	501
		5,724,053	172	4,562,447	78	26,165,799	428	573,398	28	-	#	187,102	11	11,682	2	-	#	1,249,527	39	13,786,084	309	114	37%		52,260,092	1,067
2014		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip			Total Tonnage	#
January		3,050,105	93	2,728,105	51	16,200,977	252	409,431	15			31,570	3	5,841	1			753,337	21	8,728,129	195				31,907,495	631
February		3,583,737	113	2,206,011	39	13,775,913	212	116,907	5	18,476	2	92,682	3	5,841	1			588,345	20	8,437,623	177				28,825,535	572
		6,633,842	206	4,934,116	90	29,976,890	464	526,338	20	18,476	2	124,252	6	11,682	2	-	#	1,341,682	41	17,165,752	372	-	-	#	60,733,030	1,203
2013		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip			Total Tonnage	#
January		2,759,567	95	2,232,371	40	15,483,660	257	114,163	5	15,752	2	43,514	4	5,841	1			557,373	17	10,216,395	225				31,428,636	646
February		2,330,407	82	2,222,529	43	13,587,705	229	338,693	15	-	1			121,873	5			603,183	19	8,023,750	174				27,228,140	568
		5,089,974	177	4,454,900	83	29,071,365	486	452,856	20	15,752	3	43,514	4	127,714	6	-	#	1,160,556	36	18,240,145	399	-	-	#	58,656,776	1,214

Vessel Moves by Zone and Type

2017		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										moves
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		594	111	114	53	150	166	0	110	43	220	11	5	4	1	0	17	183	594	moves
Feb	1,114	520	80	101	52	144	143		93	36	209	10	0	6	1	0	17	148	520	moves
		1114	191	215	105	294	309	0	203	79	429	21	5	10	2	0	34	331	1114	
@Feb2016/2017		(13)	(21)	29	1	(2)	(20)	0	25	(5)	(15)	0	1	9	(1)	0	(3)	(24)	(13)	

2016		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										moves
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		589	121	84	61	157	166	0	88	39	232	14	4	1	1		19	191	589	
Feb	1,127	538	91	102	43	139	163	0	90	45	212	7		2		18	164	538	moves	
		1127	212	186	104	296	329	0	178	84	444	21	4	1	3	0	37	355	1127	

2015		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										moves
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		566	88	93	51	189	144	1	102	35	219	23		4	1		18	164	566	moves
Feb	1,067	501	67	88	40	154	144	4	70	43	209	5		7	1		21	145	501	moves
		1067	155	181	91	343	288	5	172	78	428	28	0	11	2	0	39	309	1067	

2014		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										moves
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		631	113	96	56	168	198	0	93	51	252	16		2	1		21	195	631	moves
Feb	1,203	572	94	99	52	155	172	0	113	39	212	5	2	3	1		20	177	572	moves
		1203	207	195	108	323	370	0	206	90	464	21	2	5	2	0	41	372	1203	

2013		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										moves
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car										
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		646	101	104	58	192	191	0	95	40	257	5	2	4	1		17	225	646	moves
Feb	1,214	568	81	88	49	172	178		82	43	229	15	1	5		19	174	568	moves	
		1214	182	192	107	364	369	0	177	83	486	20	3	4	6	0	36	399	1214	

MOVES BY
Length Overall and Distance (Zone)
Jan and Feb, 2017-2014

FEBRUARY 2017								FEBRUARY 2016								FEBRUARY 2015								FEBRUARY 2014												
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
34	22	Up to 500	0	6	5	8	3		20	6	Up to 500	2	0	4	0	0		27	10	Up to 500	4	1	5				21	12	Up to 500	2	1	3	6			
125	69	500-599	3	11	4	13	38		133	65	500-599	18	20	3	15	9		111	49	500-599	10	10	12	12	5		133	54	500-599	12	4	9	14	15		
310	140	600-699	12	42	25	30	31		316	153	600-699	14	39	28	30	42		264	121	600-699	7	24	15	36	38	1	321	167	600-699	14	51	29	44	29		
174	79	700-799	9	22	5	25	18		163	75	700-799	5	17	2	20	31		177	88	700-799	16	10	4	19	39		167	79	700-799	17	7	2	15	38		
158	80	800-899	12	5	12	17	34		126	62	800-899	7	13	5	15	22		132	66	800-899	1	15	4	15	31		193	95	800-899	7	23	9	20	36		
154	65	900-999	15	7	0	24	19		204	101	900-999	21	3	1	31	45		254	124	900-999	20	22	4	52	24	2	209	87	900-999	11	9		36	31		
159	65	1000--	29	8	1	27			165	76	1000--	24	10		28	14		98	39	1000--	9	7		15	7	1	159	78	1000--	31	4		20	23		
	520		80	101	52	144	143	0	moves	538		91	102	43	139	163	0		497		67	88	40	154	144	4		572		94	99	52	155	172	0	
YTD totals		1114	191	215	105	294	309	0	YTD totals		1127	212	186	104	296	329	0	YTD totals		1063	155	181	91	343	288	5	YTD totals		1203	207	195	108	323	370	0	
YTD Averages		557.0	95.5	107.5	52.5	147.0	154.5	0.0	YTD Averages		563.5	106.0	93.0	52.0	148.0	164.5	0.0	YTD Averages		531.5	77.5	90.5	45.5	171.5	144.0	2.5	YTD Averages		601.5	103.5	97.5	54.0	161.5	185.0	0.0	

JANUARY 2017								JANUARY 2016								JANUARY 2015								JANUARY 2014												
YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	
	12	Up to 500	1	4	7					14	Up to 500	4	3	1	6				17	Up to 500	3	1	4	9				9	Up to 500	4		3	2			
	56	500-599	25	7	2	16	6			68	500-599	14	12	11	23	8			62	500-599	12	15	8	21	6			79	500-599	17	13	15	15	19		
	170	600-699	13	51	32	34	40			163	600-699	20	35	34	31	43			143	600-699	13	22	26	39	43			154	600-699	13	38	27	46	30		
	95	700-799	13	19	3	22	38			88	700-799	17	9	4	26	32			88	700-799	17	8	2	24	38			88	700-799	22	2		19	45		
	78	800-899	13	13	9	23	20			64	800-899	17	7	9	13	18			66	800-899	5	16	10	13	22			98	800-899	7	25	10	23	33		
	89	900-999	15	8		28	38			103	900-999	20	7	2	28	46			130	900-999	20	22	1	61	26			122	900-999	17	13	1	46	45		
	94	1000--	31	12		27	24			89	1000--	29	11		30	19			59	1000--	18	9		22	9	1		81	1000--	33	5		17	26		
assignm	594		111	114	53	150	166	0	moves	589		121	84	61	157	166	0		566		88	93	51	189	144	1		631		113	96	56	168	198	0	

Selected Comparatives Summary

PSP 2017	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	to date
Tariff Revenue-Trans	\$2,488,326	1.8%	\$2,183,031	-3.8%	\$2,274,287	-6.0%	\$6,945,644
RPA-Revenue per Assign	\$4,106	1.6%	\$4,127	-0.5%	\$3,990	0.1%	\$4,074
# of licensed pilots w/o Pres	51		51		51		51
Average Assgn/pilot on rotation	11.88		10.37	-3.3%	11.18	-7.9%	8.35
# pilots with < 6 jobs (+1=Pres)	2 + 1		5 + 1		3 + 1		
Assignments	606	0.2%	529	-3.3%	570	-6.1%	1705
Assignment change	1		-18		-37		-54
Moves	594	0.8%	520	-3.3%	548	-7.3%	1662
Moves change	5		-18		-43		-56
Cancellations	12	-25.0%	9	0.0%	22	37.5%	43
Tonnage Revenue	\$1,456,699	9.6%	\$1,256,480	-3.1%	\$1,261,538	-6.2%	\$3,974,717
Tonnage Revenue per Move	\$2,452	8.7%	\$2,416	0.3%	\$2,302	1.1%	\$2,392
Gross Tonnage Moved	31,303,842	5.7%	\$27,797,983	-0.1%	27,446,553	-7.5%	\$86,548,378
PSP 2016	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	to date
Tariff Revenue-Trans	\$2,443,846	11.0%	\$2,269,624	12.1%	\$2,419,887	2.3%	\$7,133,357
RPA-Revenue per Assign	\$4,039	5.8%	\$4,149	5.9%	\$3,987	7.7%	\$4,055
# of licensed pilots w/o Pres	51		51		50		50.67
Average Assgn/pilot	11.86		10.73		12.14		11.58
# pilots with < 6 jobs(+1=Pres)	6 + 1		8 + 1		3 + 1		
Assignments	605	4.9%	547	5.8%	607	-5.0%	\$1,759
Assignment change	28		30		-32		\$26
Moves	589	4.1%	538	7.4%	591	-5.1%	\$1,718
Moves change	23		37		-32	-0.0611	\$28
Cancellations	16		9	-0.0158	16	0.00129	\$41
Tonnage Revenue	\$1,329,440		\$1,296,111		\$1,345,308		\$3,970,859
Tonnage Revenue per Move	\$2,257		\$2,409		\$2,276	\$0	\$2,311
Gross Tonnage Moved	29,609,106	7.3%	27,830,304	12.8%	29,667,076	2.2%	\$87,106,486
PSP 2015	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	to date
Tariff Revenue-Trans	\$2,202,588	-13.8%	\$2,024,841	-10.5%	\$2,365,096	-1.6%	\$6,592,525
RPA-Revenue per Assign	\$3,817	-4.5%	\$3,917	1.0%	\$3,701	-4.1%	\$3,804
# of licensed pilots w/o Pres	53		53		52		
Average Assgn/pilot	10.89		9.75		12.29		10.98
# pilots with < 6 jobs(+1=Pres)	7		9		4		
Assignments	577	-9.7%	517	-11.3%	639	2.6%	1733
Assignment change	-62		-66		16		-112
Moves	566	-10.3%	501	-12.4%	623	1.0%	1690
Moves change	-65		-71	-0.1312	6	-0.0051	-130
Cancellations	11		16	0.01092	16	0.01596	43
Tonnage Revenue	\$1,216,397		\$1,132,850		\$1,263,220		\$3,612,467
Tonnage Revenue per Move	\$2,149		\$2,261		\$2,028	\$0	\$2,138
Gross Tonnage Moved	27,588,264	-13.5%	24,671,828	-14.4%	29,034,609	-5.2%	\$81,294,701
PSP 2014	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	to date
Tariff Revenue-Trans	\$2,554,575	2.4%	\$2,261,575	1.4%	\$2,403,969	4.0%	\$7,220,119
RPA-Revenue per Assign	\$3,998	6.1%	\$3,879	0.7%	\$3,859	3.7%	\$3,913
# of licensed pilots w/o Pres	53		53	+1.5 p	53		53
Average Assgn/pilot	12.06		11.00		11.75		11.60
# pilots with < 6 jobs(+1=Pres)	5+1		6+1		5+1		
Assignments	639	-3.5%	583	0.7%	623	0.3%	1845
Assignment change	-23		4		2		-17
Moves	631	-2.3%	572	0.7%	617	1.5%	1820
Moves change	-15		4	-0.0091	9	-0.0371	-2
Cancellations	8		11	-0.0001	6	-0.0116	25
Tonnage Revenue	\$1,478,353		\$1,311,311		\$1,391,531		\$4,181,195
Tonnage Revenue per Move	\$2,343		\$2,293		\$2,255	\$0	\$2,297
Gross Tonnage Moved	31,907,495	1.5%	28,825,535	5.9%	30,626,216	7.7%	\$91,359,246

2017	Avg Rev per ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
			minus Transportation		(Revenue)	Earned Rev	
					\$\$ Billed	Detail	
January		\$ 4,106	2,488,326	89,385	2,577,711	606	12
February	\$ 4,116	\$ 4,127	2,183,032	74,474	2,257,505	529	9
March	\$ 4,074	\$ 3,990	2,274,287	78,888	2,352,748	570	22
1st Quarter			\$ 6,945,644	\$ 242,747	\$ 7,187,964	1705	43
@3/17 to 3/16	\$ 18	Mar to Mar ↓ \$ 3	\$ (187,716)	\$ (16,097)	\$ (204,240)	(54)	2
↓ year to date change ↓							
2016	Avg Rev per ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
			minus Transportation		(Revenue)	Earned Rev	
					\$\$ Billed	Detail	
January	\$ 4,039	\$ 4,039	2,443,846	88,464	2,532,310	605	16
February	\$ 4,092	\$ 4,149	2,269,624	79,737	2,349,361	547	9
March	\$ 4,055	\$ 3,987	2,419,890	90,643	2,510,533	607	16
1st Quarter			7,133,360	258,844	7,392,204	1,759	41
2015	RPA ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
			minus Transportation		(Revenue)	Earned Rev	
					\$\$ Billed	Detail	
January	\$ 3,817	\$ 3,817	2,202,588	78,813	2,281,401	577	11
February	\$ 3,864	\$ 3,917	2,024,842	72,628	2,097,470	517	16
March	\$ 3,804	\$ 3,701	2,365,096	84,102	2,449,197	639	16
1st Quarter			6,592,526	235,543	6,828,068	1,733	43
2014	Avg Rev per ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
			minus Transportation		(Revenue)	Earned Rev	
					\$\$ Billed	Detail	
January	\$ 3,998	\$ 3,998	2,554,575	98,762	2,653,337	639	8
February	\$ 3,941	\$ 3,879	2,261,575	82,889	2,344,464	583	11
March	\$ 3,913	\$ 3,859	2,403,969	90,895	2,494,864	623	6
1st Quarter			7,220,119	272,546	7,492,665	1,845	25
2013	Avg Rev per ASSIGN YTD	Avg Rev per ASSIGN this Month	Billed	(Transpt'n)	Total Tariff	Assignmts	Cancel
			minus Transportation		(Revenue)	Earned Rev	
					\$\$ Billed	Detail	
January		3,767	2,493,701	96,600	2,590,301	662	16
February	3,806	3,851	2,229,846	82,426	2,312,272	579	11
March	3,778	3,721	2,311,037	95,730	2,406,767	621	13
1st Quarter			7,034,584	274,756	7,309,340	1,862	40

Source of Revenue Breakdown
Jan - Mar for 2017, 2016, 2015, 2014, 2013

SUMMARY OF PSP																						
Earned Revenue Rpt <u>Calendar Year</u>	Jan-17	Feb-17	Mar-17	adjmts	2017 3 Months YTD	Jan-16	Feb-16	Mar-16	2016 3 Months YTD	Jan-15	Feb-15	Mar-15	2015 3 Months YTD	Jan-14	Feb-14	Mar-14	2014 3 Months YTD	Jan-13	Feb-13	Mar-13	2013 3 Months YTD	
--Counters & Misc Totals--																						
Seattle Assigns	148	132	137		417	150	129	136	415	200	150	183	533	165	135	161	461	168	147	153	468	
Ship Assigns	606	529	570		1,705	605	547	607	1,759	577	517	639	1,733	639	583	623	1,845	662	579	621	1,862	
Pilot Boat Assigns	422	389	407		1,218	419	401	434	1,254	411	365	444	1,220	460	448	472	1,380	513	453	475	1,441	
Tonnage Surcharge/Moves	594	520	548		1,662	589	538	591	1,718	566	501	622	1,689	631	572	617	1,820	644	567	608	1,819	
Surcharge Revenue	\$1,456,699	\$1,256,480	\$1,261,538	\$427	\$3,975,144	\$1,329,440	\$1,296,111	\$1,345,308	\$3,970,859	\$1,216,397	\$1,132,850	\$1,263,220	\$3,612,467	\$1,478,353	\$1,311,311	\$1,391,531	\$4,181,195	\$1,426,964	\$1,285,372	\$1,312,137	\$4,024,473	
--Source of Revenue Breakdown--																						
LOA/Zone (*)	\$666,444	\$595,861	\$644,323		\$1,906,628	\$660,059	\$623,092	\$688,024	\$1,971,175	\$647,911	\$596,544	\$676,562	\$1,921,017	\$789,582	\$710,883	\$774,298	\$2,274,763	\$804,180	\$722,055	\$761,180	\$2,287,415	
Harbor Shift (*)	88,169	74,490	78,573		241,232	96,559	74,268	84,302	255,129	67,821	52,138	90,862	210,821	91,173	76,683	84,268	252,124	76,642	62,206	68,532	207,380	
Transportation (**)	89,385	74,474	78,888		242,747	88,464	79,737	90,643	258,844	9.9%	78,814	72,628	84,102	235,544	98,762	82,889	90,895	272,546	96,600	82,426	95,730	274,756
BC Surcharge (***)	23,177	23,177	31,605		77,959	23,177	18,963	31,605	73,745	40,033	29,498	12,642	82,173	52,675	25,284	12,642	90,601	34,720	34,405	44,247	113,372	
Bridge Transit (***)	9,592	3,151	7,028		19,771	7,802	10,064	6,314	24,180	6,677	3,768	10,318	20,763	6,302	6,036	9,290	21,628	9,314	5,788	8,576	23,678	
Waterway (***)	58,558	46,436	53,048		158,042	59,869	62,225	63,897	185,991	42,503	35,891	58,387	136,781	65,265	53,770	61,902	180,937	59,147	50,141	53,333	162,621	
Tonnage Surcharge (***)	1,456,699	1,256,480	1,261,538	427	3,975,144	1,329,440	1,296,111	1,345,308	3,970,859	9.9%	1,216,397	1,132,849	1,263,220	3,612,466	1,478,353	1,311,311	1,391,531	4,181,195	1,426,964	1,285,372	1,312,137	4,024,473
Cancellations (***)	6,412	7,503	13,437		27,352	11,167	5,228	8,153	24,548	7,335	10,603	6,649	24,587	4,247	6,085	3,289	13,621	6,155	6,223	8,518	20,896	
Compass Adj (***)			718		718	359	718	359	1,077	359	718	359	1,436	359	359	359	1,077	718	359	359	1,436	
Standby/Sail Delay (***)	18,358	23,088	27,966		69,412	46,059	25,244	17,307	88,610	18,358	24,934	61,376	104,668	38,594	38,104	35,620	112,318	37,572	35,072	20,276	92,920	
Slow Down (***)	4,658	5,754	4,110		14,522	42,470	3,562	8,220	54,252	5,206	3,562	21,098	29,866	1,918	4,932	4,110	10,960	6,028	3,562	4,384	13,974	
Salmon Bay (***)		211			211	210			210				0	211			211				0	
Lk Union/Washington (***)		164			164	164			164				0									
Sea Trials (***)	1,183	2,535			3,718	1,690	2,028	3,718	3,718	2,028	1,014	2,535	5,577	1,352			1,352			1,014	1,014	
Delayed Arr & Dock Delay (***)	8,220	8,768	9,864		26,852	18,650	10,960	13,700	43,310	4,932	6,302	6,576	17,810	164	4,384	1,644	6,192	7,124	2,466	5,206	14,796	
Miscellaneous (***)		42	14		56								0									
Pilot Boat (***)	146,856	135,372	141,636		423,864	145,812	139,548	151,032	436,392	143,028	127,020	154,512	424,560	24,380	23,744	25,016	73,140	25,137	22,197	23,275	70,609	
Total-Source Section	\$2,577,711	\$2,257,506	\$2,352,748	\$427	\$7,188,392	\$2,532,310	\$2,349,361	\$2,510,533	\$7,392,204	8.3%	\$2,281,401	\$2,097,469	\$2,449,198	\$6,828,068	\$2,653,337	\$2,344,464	\$2,494,864	\$7,492,665	\$2,590,301	\$2,312,272	\$2,406,767	\$7,309,340
-----Revenue-----																						
Mileage (*)	\$754,613	\$670,351	\$722,896		\$2,147,860	\$756,618	\$697,360	\$772,326	\$2,226,304	4.4%	\$715,732	\$648,682	\$767,424	\$2,131,838	\$880,755	\$787,566	\$858,566	\$2,526,887	\$880,822	\$784,261	\$829,712	\$2,494,795
Trans (**)	89,385	74,474	78,888		242,747	88,464	79,737	90,643	258,844	9.9%	78,814	72,628	84,102	235,544	98,762	82,889	90,895	272,546	96,600	82,426	95,730	274,756
Special (***)	1,733,713	1,512,681	1,550,964	427	4,797,785	1,687,228	1,572,264	1,647,564	4,907,056	10.0%	1,486,856	1,376,160	1,597,672	4,460,688	1,673,820	1,474,009	1,545,403	4,693,232	1,612,879	1,445,585	1,481,325	4,539,789
Total -Revenue Section	\$2,577,711	\$2,257,506	\$2,352,748	\$427	\$7,188,392	\$2,532,310	\$2,349,361	\$2,510,533	\$7,392,204	8.3%	\$2,281,401	\$2,097,469	\$2,449,198	\$6,828,068	\$2,653,337	\$2,344,464	\$2,494,864	\$7,492,665	\$2,590,301	\$2,312,272	\$2,406,767	\$7,309,340
Revenue/Assignment, no Trans	\$4,106	\$4,127	\$3,989		\$4,074	\$4,039	\$4,149	\$3,987	4,055	7%	\$3,817	\$3,917	\$3,701	\$3,804	\$3,998	\$3,879	\$3,859	\$3,913	\$3,767	\$3,851	\$3,721	\$3,778
Other Stats																						
Pilot Boat Charges	\$146,856	\$135,372	\$141,636		\$423,864	\$145,812	\$139,548	\$151,032	\$436,392	2.8%	\$143,028	\$127,020	\$154,512	\$424,560	\$24,380	\$23,744	\$25,016	\$73,140	\$25,137	\$22,197	\$23,275	\$70,609
Pilot Boat Assignments	422	389	407		1,218	419	401	434	1,254	2.8%	411	365	444	1,220	460	448	472	1,380	513	453	475	1,441
Avg	\$348	\$348	\$348		\$348	348	348	348	348		348	348	348	348	53	53	53	53	49	49	49	49
Tonnage Surcharge Revenue	\$1,456,699	\$1,256,480	\$1,261,538	\$427	\$3,975,144	\$1,329,440	\$1,296,111	\$1,345,308	\$3,970,859	9.9%	\$1,216,397	\$1,132,849	\$1,263,220	\$3,612,466	\$1,478,353	\$1,311,311	\$1,391,531	\$4,181,195	\$1,426,964	\$1,285,372	\$1,312,137	\$4,024,473
Tonnage Surcharge Charge # moves	594	520	548		1,662	589	538	591	1,718	1.7%	566	501	622	1,689	631	572	617	1,820	644	567	608	1,819
Avg Tonnage Surcharge/Move	\$2,452	\$2,416	\$2,302		\$2,392	\$2,257	\$2,409	\$2,276	\$2,311	8.1%	\$2,149	\$2,261	\$2,031	\$2,139	\$2,343	\$2,293	\$2,255	\$2,297	\$2,216	\$2,267	\$2,158	\$2,212

2017				Jan	Feb	Mar	YTD	Average	(under)
Pilot Code	Actual Trips PSP Earned Revenue Report Detail			Actual Assign	Actual Assign	Actual Assign	Actual Assign	Assgn 145/12=12.1	over TAL
	5	ANA	Anacker, D.S.	Lic 3/27/12	7	12	14	33	11.0
4	ANT	Anthony, Michael	Lic 7/24/12	15	6	15	36	12.0	(0)
5	ARN	Arnold, J. E.		16	11	8	35	11.7	(1)
5	BLA	Blake, M.E.		16	14	11	41	13.7	5
5	BOU	Bouma, Blair	Lic 7/28/11	11	4	11	26	8.7	(10)
3	BRO	Brouillard, Dan	Lic 7/31/13	10	8	12	30	10.0	(6)
5	BRU	Brusco, David	Lic 3/11/10	14	7	17	38	12.7	2
5	BUJ	Bujacich, J.P.		3	16	13	32	10.7	(4)
4	CAW	Carley, W. Bud	Lic 1/10/13	6	8	12	26	8.7	(10)
5	CAI	Carlson, I.J.		11	10	12	33	11.0	(3)
1	CAJ	Carstensen, J	Lic. 9/30/15	13	9	12	34	11.3	(2)
5	COE	Coe, F.A.		11	10	12	33	11.0	(3)
2	COL	Coleman, S	Lic. 8/27/14	13	7	10	30	10.0	(6)
3	COR	Coryell, T.D.	Lic. 12/13/13	10	13	14	37	12.3	1
5	EME	Emerson, L. P.		10	13	15	38	12.7	2
4	ENF	Engstrom, F. E.	Lic 11/15/12	8	13	12	33	11.0	(3)
5	ENV	Engstrom, V.		12	9	12	33	11.0	(3)
2	GAL	Galvin, Jamie	Lic 11/11/14	13	14	11	38	12.7	2
5	GIE	Giese, P. A.		13	16	3	32	10.7	(4)
5	GRD	Grobschmit, D.W.		7	11	12	30	10.0	(6)
5	HAJ	Hannuksela, J		14	10	17	41	13.7	5
5	HAR	Harris, J. B.		14	5	10	29	9.7	(7)
5	HEN	Henshaw, B. F.		8	0	13	21	7.0	(15)
5	HUR	Hurt, G. D.		8	4	6	18	6.0	(18)
2	JEN	Jensen, Brian	Lic. 12/22/14	9	12	10	31	10.3	(5)
5	KAL	Kalvoy, J.E.		3	9	14	26	8.7	(10)
5	KEA	Kearns, J.	Lic. 1/12/12	10	13	10	33	11.0	(3)
1	KEN	Kelleher, N.T.	Lic. 4/14/16	8	9	6	23	7.7	(13)
5	KEP	Kelly, P.S.		14	15	12	41	13.7	5
5	KLA	Klapperich, E.C.		8	10	10	28	9.3	(8)
2	LIC	Lichty, E.C.	Lic. 5/1/14	14	8	12	34	11.3	(2)
2	LOB	Lowe, Brad	Lic. 9/23/15	11	11	15	37	12.3	1
4	LOW	Lowery, W.W.	Lic. 2/11/13	16	16	14	46	15.3	10
5	MAR	Marmol, E.		11	7	9	27	9.0	(9)
5	MAY	Mayer, D. W.		11	14	4	29	9.7	(7)
5	MOT	Moreno, S.		13	9	13	35	11.7	(1)
5	MOR	Mork, S. E.		14	10	23	47	15.7	11
5	NEW	Newman, A. J.		14	11	8	33	11.0	(3)
5	SAN	Sanders, D. A.		15	13	11	39	13.0	3
5	SCO	Scoggins, J		13	9	10	32	10.7	(4)
5	SCR	Scragg, J.		11	6	8	25	8.3	(11)
5	SEM	Semler, J. R.		14	16	4	34	11.3	(2)
5	SES	Semler, S.		16	10	10	36	12.0	(0)
5	SEY	Seymour, L.		9	17	9	35	11.7	(1)
5	SHA	Shaffer, D. L.		14	10	6	30	10.0	(6)
5	SHJ	Shaffer, J. A.		23	14	6	43	14.3	7
5	SHU	Shuler, M.		12	3	9	24	8.0	(12)
5	SLI	Sliker, W.J.		11	10	12	33	11.0	(3)
5	SOR	Soriano, D. B.		13	12	7	32	10.7	(4)
5	THG	Thoreson, George		19	10	14	43	14.3	7
5	VON	vonBrandenfels, E. M.		1	0	4	5	1.7	(31)
5	WIG	Wildes, G. R.		16	15	16	47	15.7	11
Total Assignments/ Month				606	529	570	1705		
Number of licensed PS pilots				52	52	52	52		
Pilots on rotation				51	51	51	51	12.1*12*51=	
Average Assgn/pilot on rotation				11.88	10.37	11.18	11.14	=7405 assgns/yr	
PSP LOA Report (MOVES)				594	520	548	1662		
Cancellations				12	9	22	43		
# of Pilots with < 6 jobs(+1=Pres)				2 + 1	5 + 1	3+1			
Pilots w/>5 trips & their avg # of trips				49P; 12.2	46P; 11.15	58P; 11.6			
Medical circumstances:									
2016	PSP Assignments from Earned Revenue Report			605	547	607	1759		
	PSP LOA Report			589	538	591	1718		
	Cancellations			16	9	16	41		
	Number of Pilots			52	52	51			

2017		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB & % of Month			Total Tonnage	#
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	-	0	676,105	17	8,074,610	183	48	26%		31,303,842	594	
February	3,398,733	93	2,168,144	36	14,860,771	209	16,208	10			41,730	6	5,841	1			531,502	17	6,202,672	148	46	31%		27,225,601	520	
March	3,542,415	107	2,522,814	44	14,905,690	215	35,875	18	180,000	3	17,979	3	-	-	-	#	700,643	21	5,541,137	137	40	29%		27,446,553	548	
<i>Change</i>	10,539,447	310	7,292,878	123	45,806,978	644	77,286	39	407,040	8	114,016	13	11,682	2	-	-	1,908,250	55	19,818,419	468	134	29%		85,975,996	1,662	
<i>Average</i>	3,513,149	103	2,430,959	41	15,268,993	215	25,762	13	203,520	4	38,005	4	3,894	1	-	0	636,083	18	6,606,140	156				28,658,665	554	
	33,998		59,292		71,129		1,982		50,880		8,770		5,841				34,695		42,347					51,730		
@Mar2016/2017	1,858,858	35	(330,613)	(13)	(1,603,470)	(36)	(20,910)	10	338,975	4	78,326	11	(5,841)	(1)	-	-	(82,675)	(2)	(1,363,140)	(64)	(63)	-		(1,130,490)	(56)	

2016		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB & % of Month			Total Tonnage	#							
January	2,889,849	88	2,147,863	39	16,476,854	232	26,127	14	68,065	4	17,845	1	5,841	1			577,345	19	7,399,317	191	76	40%		29,609,106	589								
February	2,897,135	90	2,568,737	45	14,899,795	212	36,179	7					11,682	2			712,456	18	6,704,320	164	54	33%		27,830,304	538								
March	2,893,605	97	2,906,891	52	16,033,799	236	35,890	8			17,845	1					701,124	20	7,077,922	177	67	38%		29,667,076	591								
	8,680,589	275	7,623,491	136	47,410,448	680	98,196	29	68,065	4	35,690	2	17,523	3	-	#	1,990,925	57	21,181,559	532	197	37%	#	87,106,486	1,718								
<i>Average</i>	2,893,530	92	2,541,164	45	15,803,483	227	32,732	10	68,065	4	17,845	1	8,762	2			663,642	19	7,060,520	177	66	0		29,035,495	573								
	31,566		56,055		69,721		3,386		17,016		17,845		5,841				34,929		39,815					50,702									
														<i>Cruise ship season average</i>																		7,490,705	80

2015		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB			Total Tonnage	#
January	3,331,935	102	2,071,601	35	13,748,321	219	436,506	23			61,474	4	5,841	1			600,566	18	7,332,020	164	63	38%		27,588,264	566	
February	2,392,118	70	2,490,846	43	12,417,478	209	136,892	5			125,628	7	5,841	1			648,961	21	6,454,064	145	51	35%		24,671,828	501	
March	3,812,507	120	2,584,770	45	14,696,583	234	347,064	14	-	1	279,395	38					812,290	23	6,502,000	148	53	36%		29,034,609	623	
	9,536,560	292	7,147,217	123	40,862,382	662	920,462	42	-	1	466,497	49	11,682	2	-	#	2,061,817	62	20,288,084	457	167	37%	#	81,294,701	1,690	
<i>Average</i>	3,178,853	97	2,382,406	41	13,620,794	221	306,821	14	-	1	155,499	16	5,841	1			687,272	21	6,762,695	152	56	0		27,098,234	563	
	32,659		58,107		61,726		21,916		-		9,520		5,841				33,255		44,394					48,103		

2014		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip			Total Tonnage	#							
January	3,050,105	93	2,728,105	51	16,200,977	252	409,431	15			31,570	3	5,841	1			753,337	21	8,728,129	195				31,907,495	631								
February	3,583,737	113	2,206,011	39	13,775,913	212	116,907	5	18,476	2	92,682	3	5,841	1			588,345	20	8,437,623	177				28,825,535	572								
March	2,888,985	92	2,577,958	47	15,421,032	239	411,209	16			30,737	2					930,900	23	8,365,395	198				30,626,216	617								
	9,522,827	298	7,512,074	137	45,397,922	703	937,547	36	18,476	2	154,989	8	11,682	2	-	#	2,272,582	64	25,531,147	570	-	-	#	91,359,246	1,820								
<i>ytd average</i>	3,174,276	99	2,504,025	46	15,132,641	234	312,516	12	18,476	2	51,663	3	5,841	1			757,527	21	8,510,382	190				30,453,082	607								
	31,956		54,833		64,577		26,043		9,238		19,374		5,841				35,509		44,791					50,197									
														<i>Cruise ship season average</i>																		6,619,499	73

2013		Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip			Total Tonnage	#							
January	2,759,567	95	2,232,371	40	15,483,660	257	114,163	5	15,752	2	43,514	4	5,841	1			557,373	17	10,216,395	225				31,428,636	646								
February	2,330,407	82	2,222,529	43	13,587,705	229	338,693	15	-	1			121,873	5			603,183	19	8,023,750	174				27,228,140	568								
March	2,556,831	91	2,329,631	42	13,562,280	228	374,759	14			61,474	4					824,737	26	8,721,188	203				28,430,900	608								
	7,646,805	268	6,784,531	125	42,633,645	714	827,615	34	15,752	3	104,988	8	127,714	6	-	#	1,985,293	62	26,961,333	602	-	-	#	87,087,676	1,822								
<i>average</i>	2,548,935	89	2,261,510	42	14,211,215	238	275,872	11	7,876	2	52,494	4	63,857	3			661,764	21	8,987,111	201				29,029,225	607								
	28,533		54,276		59,711		24,342		5,251		13,124		21,286				32,021		44,786					47,798									
														<i>Cruise ship season average</i>																		6,861,550	74

Vessel Moves by Zone and Type

Year	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										Totals			
			IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	Car													
			1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker				
2017																						
Jan		594	111	114	53	150	166	0	110	43	220	11	5	4	1	0	17	183	594		moves	
Feb	1,114	520	80	101	52	144	143		93	36	209	10	0	6	1	0	17	148	520		moves	
Mar	1,662	548	95	90	51	143	169	0	107	44	215	18	3	3	0	0	21	137	548		moves	
		1662	286	305	156	437	478	0	310	123	644	39	8	13	2	0	55	468	1662			
@Mar2016/2017		(56)	(28)	27	(6)	(9)	(40)	0	35	(13)	(36)	10	4	11	(1)	0	(2)	(64)	(56)			
2016																						
Jan		589	121	84	61	157	166	0	88	39	232	14	4	1	1		19	191	589		moves	
Feb	1,127	538	91	102	43	139	163	0	90	45	212	7		2			18	164	538		moves	
Mar	1,718	591	102	92	58	150	189	0	97	52	236	8	0	1	0	0	20	177	591		moves	
Apr	2,291	573	107	79	64	155	168	0	70	41	216	8	0	11	2	0	25	200	573		moves	
May	2,956	665	105	97	63	224	176		85	41	235	9	0	21	64	0	18	199	672		Assign	
June	3,666	710	121	93	65	254	177	0	101	42	221	17	0	11	84	7	29	198	710		moves	
July	4,355	689	98	82	58	271	180	0	87	48	224	8	0	3	97	4	20	203	694		Assign	
Aug	5,036	681	106	88	56	247	184		105	39	229	17	1	15	85	0	21	169	681		moves	
Sept	5,686	650	115	80	68	214	173		105	40	221	9		12	71		19	176	653		Assign	
Oct	6,292	606	94	113	63	173	163		100	38	224	8		4	12	2	23	195	606		moves	
Nov	6,953	661	108	130	73	175	175	0	137	43	214	11	2	1	0	5	20	228	661		Assign	
Dec	7,563	610	97	114	65	178	156		117	42	220	12	4			3	21	191	610		Assign	
		7563	1265	1154	737	2337	2070	0	1182	510	2684	128	11	80	418	21	253	2291	7578		not accu	
@ Dec 2015/2016 ytd Δ		(64)	(162)	116	48	(24)	(24)	(12)	234	(31)	(48)	(33)	1	(350)	29	13	0	136	(49)		inconsi	
2015																						
Jan		566	88	93	51	189	144	1	102	35	219	23		4	1		18	164	566		moves	
Feb	1,067	501	67	88	40	154	144	4	70	43	209	5		7	1		21	145	501		moves	
Mar	1,690	623	139	85	50	168	179	0	120	45	234	14	1	38			23	148	623		moves	
Apr	2,288	598	127	60	59	174	178	0	78	43	224	16	1	37			24	175	598		moves	
May	3,048	760	178	92	50	238	197	5	76	54	232	23	1	103	62	2	20	187	760		moves	
June	3,819	771	152	108	65	249	197	0	70	67	232	6	3	71	86	2	21	213	771		moves	
July	4,440	621	95	70	56	231	169	0	39	50	225	19	4	6	86		19	173	621		moves	
Aug	5,124	684	117	72	59	247	189	0	68	47	241	2		11	90		19	206	684		moves	
Sept	5,714	590	87	77	52	208	166	0	46	37	218	25		3	63		24	174	590		moves	
Oct	6,367	653	124	93	64	182	190		123	40	230	12		26		3	23	196	653		moves	
Nov	6,996	629	117	100	65	177	170	0	85	38	237	7		57		1	19	185	629		moves	
Dec	7,627	631	136	100	78	144	171	2	71	42	231	9		67			22	189	631		moves	
		7627	1427	1038	689	2361	2094	12	948	541	2732	161	10	430	389	8	253	2155	7627		moves	
2014/2015 ytd Δ		111	202	(34)	22	(43)	(54)	12	(104)	17	(70)	(19)	(2)	382	20	(8)	(9)	(96)	111			
2014																						
Jan		631	113	96	56	168	198	0	93	51	252	16		2	1		21	195	631		moves	
Feb	1,203	572	94	99	52	155	172	0	113	39	212	5	2	3	1		20	177	572		moves	
Mar	1,820	617	106	99	47	178	187	0	92	47	239	16		2			23	198	617		moves	
Apr	2,441	621	109	83	48	194	187	0	112	48	242	16		2			22	179	621		moves	
May	3,106	665	93	94	48	247	183	0	67	43	257	19	2	8	61		23	185	665		moves	
June	3,788	682	99	82	61	260	180	0	73	46	227	25		2	85	2	20	202	682		moves	
July	4,446	658	93	81	52	253	179	0	79	41	240	10	3	1	82		25	177	658		moves	
Aug	5,124	678	101	90	65	234	188	0	66	41	236	19	3	8	85		19	201	678		moves	
Sept	5,716	592	73	82	64	203	170	0	48	29	218	10		8	54	1	27	197	592		moves	
Oct	6,343	627	115	85	60	165	202	0	93	43	242	18		8		9	23	191	627		moves	
Nov	6,924	581	117	88	50	174	152	0	126	44	206	6		1		4	18	176	581		moves	
Dec	7,516	592	112	93	64	173	150	0	90	52	231	20	2	3			21	173	592		moves	
		7516	1225	1072	667	2404	2148	0	1052	524	2802	180	12	48	369	16	262	2251	7516		moves	
2013/2014 ytd Δ	(186)	(186)	79	(54)	25	(202)	(31)	(2)	133	(8)	(91)	6	0	(69)	(8)	5	2	(156)	(186)			
2013																						
Jan		646	101	104	58	192	191	0	95	40	257	5	2	4	1		17	225	646		moves	
Feb	1,214	568	81	88	49	172	178		82	43	229	15	1		5		19	174	568		moves	
Mar	1,822	608	95	101	49	175	185	2	91	42	228	14		4			26	203	608		moves	
Apr	2,379	557	71	91	35	186	174		52	47	241	13	3	12			22	167	557		moves	
May cruise	3,031	652	93	94	48	239	178		64	42	245	21		7	59		23	191	652		moves	
June ship	3,705	674	84	81	56	286	167		62	44	246	8	1	9	89	2	21	192	674		moves	
July season	12,335	708	103	117	46	271	171	0	51	43	244	14	1	23	80		22	230	708		moves	
August in	5,109	696	89	88	58	278	183	0	64	42	247	21	1	11	84		26	200	696		moves	
Sept blue	5,758	649	78	92	59	237	183		48	46	239	28	2	5	59	4	18	200	649		moves	
October	6,427	669	115	92	62	201	199		111	45	245	7		14		5	24	218	669		moves	
November	7,061	634	106	92	60	182	194		104	50	245	11		2			21	201	634		moves	
December	7,702	641	130	86	62	187	176		95	48	227	17	1	26			21	206	641		moves	
		7702	1146	1126	642	2606	2179	2	919	532	2893	174	12	117	377	11	260	2407	7702		moves	
2012/2013 ytd Δ	65		4	111	47	(211)	132	(19)	(101)	(12)	76	36	(4)	(48)	(33)	(4)	12	143	65			

MOVES BY
Length Overall and Distance (Zone)
Jan - Mar, 2017-2014

MARCH 2017									MARCH 2016									MARCH 2015									MARCH 2014								
YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6				1	2	3	4	5	6				1	2	3	4	5	6				1	2	3	4	5	6
61	27	Up to 500	0	8	10	9	0		35	15	Up to 500	1	4	8	2	0	0	78	51	Up to 500	27	6	8	10	0	0	25	4	Up to 500	1	1	0	2	0	0
179	54	500-599	12	8	4	18	12		198	65	500-599	15	11	2	28	9	0	179	68	500-599	21	6	10	19	12	0	201	68	500-599	13	15	4	25	11	0
460	150	600-699	19	33	28	28	42		492	176	600-699	20	38	35	35	48	0	413	149	600-699	23	33	20	32	41	0	495	174	600-699	22	37	30	48	37	0
262	88	700-799	10	20	3	21	34		234	71	700-799	7	13	1	14	36	0	266	89	700-799	19	3	3	19	45	0	254	87	700-799	19	7	2	19	40	0
219	61	800-899	11	7	5	17	21		204	78	800-899	9	11	10	18	30	0	207	75	800-899	7	8	5	22	33	0	293	100	800-899	6	21	10	28	35	0
237	83	900-999	16	5	1	25	36		310	106	900-999	21	6	2	29	48	0	384	130	900-999	23	24	4	44	35	0	313	104	900-999	15	15	1	32	41	0
244	85	1000--	27	9		25	24		245	80	1000--	29	9	0	24	18	0	157	59	1000--	19	5		22	13	0	239	80	1000--	30	3	0	24	23	0
moves	548		95	90	51	143	169	0	moves	591		102	92	58	150	189	0		621		139	85	50	168	179	0		617		106	99	47	178	187	0
2017 YTD totals	1662		286	305	156	437	478	0	2016 YTD totals	1718		314	278	162	446	518	0	2015 YTD totals	1684	294	266	141	511	467	5	2014 YTD totals	1820	313	294	155	501	557	0		
YTD Averages	554.0		95.3	101.7	52.0	145.7	159.3	0.0	YTD Averages	572.7		104.7	92.7	54.0	148.7	172.7	0.0	YTD Averages	561.3	98.0	88.7	47.0	170.3	155.7	1.7	YTD Averages	606.7	104.3	98.0	51.7	167.0	185.7	0.0		

FEBRUARY 2017									FEBRUARY 2016									FEBRUARY 2015									FEBRUARY 2014								
YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6				1	2	3	4	5	6				1	2	3	4	5	6				1	2	3	4	5	6
34	22	Up to 500	0	6	5	8	3		20	6	Up to 500	2	0	4	0	0		27	10	Up to 500	4		1	5			21	12	Up to 500	2	1	3	6		
125	69	500-599	3	11	4	13	38		133	65	500-599	18	20	3	15	9		111	49	500-599	10	10	12	12	5		133	54	500-599	12	4	9	14	15	
310	140	600-699	12	42	25	30	31		316	153	600-699	14	39	28	30	42		264	121	600-699	7	24	15	36	38	1	321	167	600-699	14	51	29	44	29	
174	79	700-799	9	22	5	25	18		163	75	700-799	5	17	2	20	31		177	88	700-799	16	10	4	19	39		167	79	700-799	17	7	2	15	38	
158	80	800-899	12	5	12	17	34		126	62	800-899	7	13	5	15	22		132	66	800-899	1	15	4	15	31		193	95	800-899	7	23	9	20	36	
154	65	900-999	15	7	0	24	19		204	101	900-999	21	3	1	31	45		254	124	900-999	20	22	4	52	24	2	209	87	900-999	11	9		36	31	
159	65	1000--	29	8	1	27			165	76	1000--	24	10	28	14			98	39	1000--	9	7		15	7	1	159	78	1000--	31	4		20	23	
	520		80	101	52	144	143	0	moves	538		91	102	43	139	163	0		497		67	88	40	154	144	4		572		94	99	52	155	172	0
YTD totals	1114		191	215	105	294	309	0	YTD totals	1127		212	186	104	296	329	0	YTD totals	1063	155	181	91	343	288	5	YTD totals	1203	207	195	108	323	370	0		
YTD Averages	557.0		95.5	107.5	52.5	147.0	154.5	0.0	YTD Averages	563.5		106.0	93.0	52.0	148.0	164.5	0.0	YTD Averages	531.5	77.5	90.5	45.5	171.5	144.0	2.5	YTD Averages	601.5	103.5	97.5	54.0	161.5	185.0	0.0		

JANUARY 2017									JANUARY 2016									JANUARY 2015									JANUARY 2014								
YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi	YTD	Totals	LOA	IntraHbr	≤30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
			1	2	3	4	5	6				1	2	3	4	5	6				1	2	3	4	5	6				1	2	3	4	5	6
	12	Up to 500	1	4	7					14	Up to 500	4	3	1	6				17	Up to 500	3	1	4	9				9	Up to 500	4		3	2		
	56	500-599	25	7	2	16	6			68	500-599	14	12	11	23	8			62	500-599	12	15	8	21	6			79	500-599	17	13	15	15	19	
	170	600-699	13	51	32	34	40			163	600-699	20	35	34	31	43			143	600-699	13	22	26	39	43			154	600-699	13	38	27	46	30	
	95	700-799	13	19	3	22	38			88	700-799	17	9	4	26	32			89	700-799	17	8	2	24	38			88	700-799	22	2		19	45	
	78	800-899	13	13	9	23	20			64	800-899	17	7	9	13	18			66	800-899	5	16	10	13	22			98	800-899	7	25	10	23	33	
	89	900-999	15	8		28	38			103	900-999	20	7	2	28	46			130	900-999	20	22	1	61	26			122	900-999	17	13	1	46	45	
	94	1000--	31	12		27	24			89	1000--	29	11	30	19				59	1000--	18	9		22	9	1		81	1000--	33	5		17	26	
assignm	594		111	114	53	150	166	0	moves	589		121	84	61	157	166	0		566		88	93	51	189	144	1		631		113	96	56	168	198	0

Selected Comparatives Summary

PSP 2017	January	February	March	April	Apr to prev Apr	to date	compare d to previous year
Tariff Revenue-Trans	\$2,488,326	\$2,183,031	\$2,274,287	\$2,315,824	-1.5%	\$9,261,469	-2.3%
RPA-Revenue per Assign	\$4,106	\$4,127	\$3,990	\$4,099	1.9%	\$4,080	0.8%
# of licensed pilots w/o Pres	51	51	51	51		51	
Average Assgn/pilot on rotation	11.88	10.37	11.18	11.08		11.13	
# pilots with < 6 jobs (+1=Pres)	2 + 1	5 + 1	3 + 1	5 + 1			
Assignments	606	529	570	565	-3.3%	2270	-3.1%
Assignment change	1	-18	-37	-19		-73	
Moves	594	520	548	550	-4.0%	2212	-3.4%
Moves change	5	-18	-43	-23		-79	
Cancellations	12	9	22	15	36.4%	58	11.5%
Tonnage Revenue	\$1,456,699	\$1,256,480	\$1,261,538	\$1,261,538	-4.6%	\$5,236,256	-1.1%
Tonnage Revenue per Move	\$2,452	\$2,416	\$2,302	\$2,294	-0.6%	\$2,367	2.5%
Gross Tonnage Moved	31,303,842	\$27,797,983	27,446,553	27,831,924	-2.9%	\$114,380,302	-1.2%
PSP 2016	January	February	March	April	Apr to prev Apr	to date	to previous year
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	9.2%	\$9,483,552	8.4%
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	15.9%	\$4,048	8.9%
# of licensed pilots w/o Pres	51	51	50	51		50.67	
Average Assgn/pilot	11.86	10.73	12.14	11.45		11.54	
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1			
Assignments	605	547	607	584	-5.8%	2343	-0.4%
Assignment change	28	30	-32	-36		-10	
Moves	589	538	591	573	-4.2%	2291	0.1%
Moves change	23	37	-32	-25	-0.5%	3	6.4%
Cancellations	16	9	16	11		52	
Tonnage Revenue	\$1,329,440	\$1,296,111	\$1,345,308	\$1,322,435	23.1%	\$5,293,294	12.9%
Tonnage Revenue per Move	\$2,257	\$2,409	\$2,276	\$2,308	28.4%	\$2,310.47	12.8%
Gross Tonnage Moved	29,609,106	27,830,304	29,667,076	28,676,198	9.9%	\$115,782,684	7.8%
PSP 2015	January	February	March	April		to date	
Tariff Revenue-Trans	\$2,202,588	\$2,024,841	\$2,365,096	\$2,153,086	-12.6%	\$8,745,611	-9.7%
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701	\$3,473	-11.2%	\$3,716.79	-5.0%
# of licensed pilots w/o Pres	53	53	52	52			
Average Assgn/pilot	10.89	9.75	12.29	11.92		11.21	
# pilots with < 6 jobs(+1=Pres)	7	9	4	2			
Assignments	577	517	639	620	-1.6%	2353	-4.9%
Assignment change	-62	-66	16	-10		-122	
Moves	566	501	623	598	-3.7%	2288	-6.3%
Moves change	-65	-71	6	-23		-153	
Cancellations	11	16	16	22		65	
Tonnage Revenue	\$1,216,397	\$1,132,850	\$1,263,220	\$1,074,585	-25.6%	\$4,687,052	-16.7%
Tonnage Revenue per Move	\$2,149	\$2,261	\$2,028	\$1,797	-22.7%	\$2,048.54	-11.1%
Gross Tonnage Moved	27,588,264	24,671,828	29,034,609	26,097,422	-14.9%	\$107,392,123	-12.0%
PSP 2014	January	February	March	April		to date	
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	11.4%	\$9,684,210	4.7%
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,859	\$3,911	-1.2%	\$3,913	2.4%
# of licensed pilots w/o Pres	53	53	53	53		53	
Average Assgn/pilot	12.06	11.00	11.75	11.89		11.67	
# pilots with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1			
Assignments	639	583	623	630	12.7%	2475	2.2%
Assignment change	-23	4	2	71		54	
Moves	631	572	617	621	11.5%	2441	2.6%
Moves change	-15	4	9	64	9.2%	62	38.8%
Cancellations	8	11	6	9	1.2%	34	-0.4%
Tonnage Revenue	\$1,478,353	\$1,311,311	\$1,391,531	\$1,444,248		\$5,625,443	
Tonnage Revenue per Move	\$2,343	\$2,293	\$2,255	\$2,326		\$2,305	
Gross Tonnage Moved	31,907,495	28,825,535	30,626,216	30,679,931	13.6%	\$122,039,177	7.0%

Source of Revenue Breakdown
Jan - Apr for 2017, 2016, 2015, 2014, 2013

SUMMARY OF PSP																							
Earned Revenue Rpt	2017			adjmts	2017			2016			2015			2014									
<u>Calendar Year</u>	3 Months	YTD	Apr-17		YTD	3 Months	YTD	Apr-16	YTD	3 Months	YTD	Apr-15	YTD	3 Months	YTD	Apr-14	YTD						
--Counters & Misc Totals--				% chg-prior tim																			
Seattle Assigns	417	0.5%	152	1	570	5.0%		415	-22.1%	128	543	-23.5%	533	15.6%	177	710	8.9%	461	-1.5%	191	652	2.5%	
Ship Assigns	1,705	-3.1%	565	1	2,270	-3.1%		1,759	1.5%	584	2,343	-0.4%	1,733	-6.1%	620	2,353	-4.9%	1,845	-0.9%	630	2,475	2.2%	
Pilot Boat Assigns	1,218	-2.9%	377		1,595	-5.3%		1,254	2.8%	431	1,685	2.7%	1,220	-11.6%	420	1,640	-11.7%	1,380	-4.2%	478	1,858	-1.4%	
Tonnage Surcharge/Moves	1,662	-3.3%	550		2,212	-3.4%		1,718	1.7%	573	2,291	0.2%	1,689	-7.2%	598	2,287	-6.3%	1,820	0.1%	621	2,441	2.9%	
Surcharge Revenue	\$3,975,144	0.1%	\$1,305,187		\$5,280,331	-0.2%		\$3,970,859	9.9%	\$1,322,435	\$5,293,294	12.9%	\$3,612,467	-13.6%	\$1,074,585	\$4,687,052	-16.7%	\$4,181,195	3.9%	\$1,444,248	\$5,625,443	5.5%	
--Source of Revenue Breakdown--				Revenue			YTD Change			YTD Change			YTD Change			YTD Change							
LOA/Zone (*)																							
LOA/Zone (*)	\$1,906,628	-3.3%	\$638,346		\$2,544,974	26.5%	-3.3%	\$1,971,175	2.6%	\$659,935	\$2,631,110	1.9%	\$1,921,017	-15.6%	\$661,366	\$2,582,383	-15.5%	\$2,274,763	-0.6%	\$783,060	\$3,057,823	1.5%	
Harbor Shift (*)	241,232	-5.4%	76,805		318,037	3.3%	-5.0%	255,129	21.0%	79,524	334,653	13.3%	210,821	-16.4%	84,567	295,388	-11.9%	252,124	21.6%	83,094	335,218	27.3%	
Transportation (**)	242,747	-6.2%	85,882		328,629	3.4%	-5.2%	258,844	9.9%	87,956	346,800	6.6%	235,544	-13.6%	89,666	325,210	-9.1%	272,546	-0.8%	85,345	357,891	2.4%	
BC Surcharge (***)	77,959	5.7%	40,033		117,992	1.2%	14.3%	73,745	-10.3%	29,498	103,243	-5.8%	82,173	-9.3%	27,391	109,564	6.1%	90,601	-20.1%	12,642	103,243	-25.5%	
Bridge Transit (***)	19,771	-18.2%	9,795		29,566	0.3%	-5.3%	24,180	16.5%	7,046	31,226	20.9%	20,763	-4.0%	5,062	25,825	-19.2%	21,628	-8.7%	10,330	31,958	7.5%	
Waterway (***)	158,042	-15.0%	56,088		214,130	2.2%		185,991	36.0%	57,798	243,789	25.4%	136,781	-24.4%	57,589	194,370	-21.6%	180,937	11.3%	66,899	247,836	14.9%	
Tonnage Surcharge (***)	3,975,144	0.1%	1,305,187		5,280,331	55.1%	-0.2%	3,970,859	9.9%	1,322,435	5,293,294	12.9%	3,612,466	-13.6%	1,074,585	4,687,051	-16.7%	4,181,195	3.9%	1,444,248	5,625,443	5.5%	
Cancellations (***)	27,352	11.4%	9,417		36,769	0.4%	21.3%	24,548	-0.2%	5,765	30,313	-13.6%	24,587	80.5%	10,516	35,103	82.0%	13,621	-34.8%	5,671	19,292	-11.8%	
Compass Adj (***)	718	-33.3%	359		1,077	0.0%	-25.0%	1,077	-25.0%	359	1,436	-33.3%	1,436	33.3%	718	2,154	20.0%	1,077	-25.0%	718	1,795	-16.7%	
Standby/Sail Delay (***)	69,412	-21.7%	19,827		89,239	0.9%	-16.8%	88,610	-15.3%	18,650	107,260	-37.3%	104,668	-6.8%	66,308	170,976	29.2%	112,318	20.9%	20,020	132,338	20.7%	
Slow Down (***)	14,522	-73.2%	1,644		16,166	0.2%	-71.5%	54,252	81.7%	2,466	56,718	47.9%	29,866	172.5%	8,494	38,360	154.5%	10,960	-21.6%	4,110	15,070	1.9%	
Salmon Bay (***)	211	0.5%			211	0.0%	-66.6%	210		422	632		0			0	#####	211		211	422		
Lk Union/Washington (***)	164	0.0%			164	0.0%	0.0%	164			164		0										
Sea Trials (***)	3,718	0.0%			3,718	0.0%	-66.2%	3,718	-33.3%	7,267	10,985	66.7%	5,577	312.5%	1,014	6,591	178.6%	1,352	33.3%	1,014	2,366	133.3%	
Delayed Arr & Dock Delay (***)	26,852	-38.0%	19,454		46,306	0.5%	-11.5%	43,310	143.2%	9,042	52,352	93.0%	17,810	187.6%	9,316	27,126	109.8%	6,192	-58.2%	6,740	12,932	-12.6%	
Miscellaneous (***)	56		8,022		8,078	0.1%							0										
Pilot Boat (***)	423,864	-2.9%	130,848		554,712	5.8%	-5.4%	436,392	2.8%	149,988	586,380	2.7%	424,560	480.5%	146,160	570,720	479.6%	73,140	3.6%	25,334	98,474	6.7%	
Total-Source Section	\$7,188,392	-2.8%	\$2,401,707		9,590,099	100%	-2.4%	\$7,392,204	8.3%	\$2,438,151	\$9,830,355	8.4%	\$6,828,068	-8.9%	\$2,242,752	\$9,070,820	-9.7%	\$7,492,665	2.5%	\$2,549,436	\$10,042,101	4.6%	
-----Revenue-----																							
Mileage (LOA/Zone) (*)	\$2,147,860	-3.5%	\$715,151		\$2,863,011	29.9%	-3.5%	\$2,226,304	4.4%	\$739,459	\$2,965,763	3.1%	\$2,131,838	-15.6%	\$745,933	\$2,877,771	-15.2%	\$2,526,887	1.3%	\$866,154	\$3,393,041	3.6%	
Trans (**)	242,747	-6.2%	85,882		328,629	3.4%	-5.2%	258,844	9.9%	87,956	346,800	6.6%	235,544	-13.6%	89,666	325,210	-9.1%	272,546	-0.8%	85,345	357,891	2.4%	
Special (***)	4,797,785	-2.2%	1,600,673		6,398,459	66.7%	-1.8%	4,907,056	10.0%	1,610,736	6,517,792	11.1%	4,460,688	-5.0%	1,407,153	5,867,841	-6.7%	4,693,232	3.4%	1,597,937	6,291,169	5.4%	
Total -Revenue Section	\$7,187,965	-2.8%	\$2,401,707		\$9,590,099	-2.4%		\$7,392,204	8.3%	\$2,438,151	\$9,830,355	8.4%	\$6,828,068	-8.9%	\$2,242,752	\$9,070,820	-9.7%	\$7,492,665	2.5%	\$2,549,436	\$10,042,101	4.6%	
Revenue/Assignment, no Trans	\$4,073	0.4%	\$4,099		\$4,080	0.8%		\$4,055	7%	\$4,024	\$4,048	8.9%	\$3,804	-3%	\$3,473	\$3,717	-5.0%	\$3,913	3.6%	\$3,911	\$3,913	2.4%	
Other Stats																							
Pilot Boat Charges	\$423,864	-2.9%	\$130,848		554,712	-5.4%		\$436,392	2.8%	149,988	\$586,380	2.7%	\$424,560	480.5%	\$ 146,160	\$570,720	479.6%	\$73,140	3.6%	\$ 25,334	\$98,474	6.7%	
Pilot Boat Assignments	1,218	-2.9%	377		1,595	-5.3%		1,254	2.8%	431	1,685	2.7%	1,220	-11.6%	\$ 420	1,640	-11.7%	1,380	-4.2%	478	1,858	-1.4%	
Avg					348						348					348					53		
Tonnage Surcharge Revenue	\$3,975,144	0.1%	\$1,305,187		5,280,331	-0.2%		\$3,970,859	9.9%	\$1,322,435	\$5,293,294	12.9%	\$3,612,466	-13.6%	\$ 1,074,585	\$4,687,051	-16.7%	\$4,181,195	3.9%	\$ 1,444,248	\$5,625,443	5.5%	
Tonnage Surcharge Charge # moves	1,662	-3.3%	550		2,212	-3.4%		1,718	1.7%	573	2,291	0.2%	1,689	-7.2%	\$ 598	2,287	-6.3%	1,820	0.1%	\$ 621	2,441	2.9%	
Avg Tonnage Surcharge/Move	\$2,392	3.5%	\$2,373		2,387	3.3%		\$2,311	8.1%	\$2,308	\$2,310	12.7%	\$2,139	-6.9%	\$1,797	\$2,049	-11.1%	\$2,297	3.8%	\$ 2,326	\$2,305	2.6%	

Although assignments are down by 3.2% as compared to the same period last year, overall revenue is down a bit less, only 2.4%. And, revenue from tonnage surcharge is down only 0.2%. Total revenue from Zone charges (mileage) is down slightly more than the assignment decrease, with harbor shifts having a larger decrease than the other zones combined. Many other categories had larger swings in the change between this year and last, but their respective percentage of revenue is less significant. There were more pilot board assignments and fewer Seattle assignments.

2017				Jan	Feb	Mar	Apr	YTD Actual Assign	Cancellations	Pilot Boat Assigns	Average Assgn 145/12=12.1	(under) over TAL	
Pilot Code	Actual Trips PSP Earned Revenue Report Detail			Actual Assign	Actual Assign	Actual Assign	Actual Assign						
5	ANA	Anacker, D.S.	Lic 3/27/12	7	12	14	8	41		#REF!	10.3	(7)	
4	ANT	Anthony, Michael	Lic 7/24/12	15	6	15	9	45	3	#REF!	11.3	(3)	
5	ARN	Arnold, J. E.		16	11	8	13	48		#REF!	12.0	(0)	
5	BLA	Blake, M.E.		16	14	11	15	56		#REF!	14.0	8	
5	BOU	Bouma, Blair	Lic 7/28/11	11	4	11	8	34	1	#REF!	8.5	(14)	
3	BRO	Brouillard, Dan	Lic 7/31/13	10	8	12	15	45	1	#REF!	11.3	(3)	
5	BRU	Brusco, David	Lic 3/11/10	14	7	17	2	40	1	#REF!	10.0	(8)	
5	BUJ	Bujacich, J.P.		3	16	13	15	47	1	#REF!	11.8	(1)	
4	CAW	Carley, W. Bud	Lic 1/10/13	6	8	12	12	38		#REF!	9.5	(10)	
5	CAI	Carlson, I.J.		11	10	12	7	40		#REF!	10.0	(8)	
1	CAJ	Carstensen, J	Lic. 9/30/15	13	9	12	10	44		#REF!	11.0	(4)	
5	COE	Coe, F.A.		11	10	12	9	42	1	#REF!	10.5	(6)	
2	COL	Coleman, S	Lic. 8/27/14	13	7	10	11	41		#REF!	10.3	(7)	
3	COR	Coryell, T.D.	Lic. 12/13/13	10	13	14	3	40	1	#REF!	10.0	(8)	
5	EME	Emerson, L. P.		10	13	15	17	55		#REF!	13.8	7	
4	ENF	Engstrom, F. E.	Lic 11/15/12	8	13	12	12	45	1	#REF!	11.3	(3)	
5	ENV	Engstrom, V.		12	9	12	14	47	2	#REF!	11.8	(1)	
2	GAL	Galvin, Jamie	Lic 11/11/14	13	14	11	12	50		#REF!	12.5	2	
5	GIE	Giese, P. A.		13	16	3	14	46		#REF!	11.5	(2)	
5	GRD	Grobschmit, D.W.		7	11	12	6	36		#REF!	9.0	(12)	
5	HAJ	Hannuksela, J		14	10	17	2	43		#REF!	10.8	(5)	
5	HAR	Harris, J. B.		14	5	10	8	37		#REF!	9.3	(11)	
5	HEN	Henshaw, B. F.		8	0	13	12	33		#REF!	8.3	(15)	
5	HUR	Hurt, G. D.		8	4	6	11	29		#REF!	7.3	(19)	
2	JEN	Jensen, Brian	Lic. 12/22/14	9	12	10	11	42		#REF!	10.5	(6)	
5	KAL	Kalvoy, J.E.		3	9	14	12	38	1	#REF!	9.5	(10)	
5	KEA	Kearns, J.	Lic. 1/12/12	10	13	10	10	43		#REF!	10.8	(5)	
1	KEN	Kelleher, N.T.	Lic. 4/14/16	8	9	6	12	35		#REF!	8.8	(13)	
5	KEP	Kelly, P.S.		14	15	12	5	46	2	#REF!	11.5	(2)	
5	KLA	Klapperich, E.C.		8	10	10	11	39	1	#REF!	9.8	(9)	
2	LIC	Lichty, E.C.	Lic. 5/1/14	14	8	12	15	49		#REF!	12.3	1	
2	LOB	Lowe, Brad	Lic. 9/23/15	11	11	15	12	49		#REF!	12.3	1	
4	LOW	Lowery, W.W.	Lic. 2/11/13	16	16	14	16	62	1	#REF!	15.5	14	
5	MAR	Marmol, E.		11	7	9	9	36	1	#REF!	9.0	(12)	
5	MAY	Mayer, D. W.		11	14	4	6	35		#REF!	8.8	(13)	
5	MOT	Moreno, S.		13	9	13	19	54	1	#REF!	13.5	6	
5	MOR	Mork, S. E.		14	10	23	16	63		#REF!	15.8	15	
5	NEW	Newman, A. J.		14	11	8	14	47		#REF!	11.8	(1)	
5	SAN	Sanders, D. A.		15	13	11	9	48	2	#REF!	12.0	(0)	
5	SCO	Scoggins, J		13	9	10	18	50	1	#REF!	12.5	2	
5	SCR	Scragg, J.		11	6	8	4	29	2	#REF!	7.3	(19)	
5	SEM	Semler, J. R.		14	16	4	15	49	2	#REF!	12.3	1	
5	SES	Semler, S.		16	10	10	12	48	2	#REF!	12.0	(0)	
5	SEY	Seymour, L.		9	17	9	17	52		#REF!	13.0	4	
5	SHA	Shaffer, D. L.		14	10	6	12	42		#REF!	10.5	(6)	
5	SHJ	Shaffer, J. A.		23	14	6	13	56	1	#REF!	14.0	8	
5	SHU	Shuler, M.		12	3	9	13	37	2	#REF!	9.3	(11)	
5	SLI	Sliker, W.J.		11	10	12	6	39	1	#REF!	9.8	(9)	
5	SOR	Soriano, D. B.		13	12	7	11	43	1	#REF!	10.8	(5)	
5	THG	Thoreson, George		19	10	14	9	52	1	#REF!	13.0	4	
5	VON	vonBrandenfels, E. M.		1	0	4	0	5	2	#REF!	1.3	(43)	
5	WIG	Wildes, G. R.		16	15	16	13	60		#REF!	15.0	12	
Total Assignments/ Month				606	529	570	565	2270	36	#REF!		(203)	
Number of licensed PS pilots				52	52	52	52	52	Avg assgn				
Pilots on rotation				51	51	51	51	51			12.1*12*51=		
Average Assgn/pilot on rotation				11.88	10.37	11.18	11.08	11.13	11.84			=7405 assgns/yr	
PSP LOA Report (MOVES)				594	520	548	550	2212	Avg move				
Cancellations				12	9	22	15	58					
# of Pilots with < 6 jobs(+1=Pres)				2 + 1	5 +1	3+1	5 + 1		5P;				
Pilots w/>5 trips & their avg # of trips				49P; 12.2	46P; 11.15	58P; 11.6	46P; 11.9		12.8				
Medical circumstances:													
2016	PSP Assignments from Earned Revenue Report			605	547	607	584	2343					
	PSP LOA Report			589	538	591	573	2291					
	Cancellations			16	9	16	11	52					
	Number of Pilots			51	51	51	51	51					

TONNAGE, NUMBER OF MOVES -- BY VESSEL TYPE

Docket TP 190976

Table for 2017: Columns include Vessel Type (Bulk, Car Carrier, Container, General, Naval, Other, Passenger, Reefer, Ro-Ro, Tanker), ATB & % of Month, and Total Tonnage. Rows include monthly data (Jan-Apr), YTD Average, and a comparison row for @Apr2017/2016.

Table for 2016: Columns include Vessel Type, ATB & % of Month, and Total Tonnage. Rows include monthly data (Jan-Apr), YTD Average, and a comparison row for @Apr2016/2015.

Table for 2015: Columns include Vessel Type, ATB, and Total Tonnage. Rows include monthly data (Jan-Apr), YTD Average, and a comparison row for @Apr2015/2014.

Table for 2014: Columns include Vessel Type, Wood Chip, and Total Tonnage. Rows include monthly data (Jan-Apr), YTD Average, and a comparison row for @Apr2014/2013.

Table for 2013: Columns include Vessel Type, Wood Chip, and Total Tonnage. Rows include monthly data (Jan-Apr), YTD Average, and a comparison row for @Apr2013/2012.

2017		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
				1	2	3	4	5	6
Jan		594	111	114	53	150	166	0	
Feb	1,114	520	80	101	52	144	143		
Mar	1,662	548	95	90	51	143	169	0	
Apr	2,212	550	97	75	49	166	163		
		2212	383	380	205	603	641	0	
@Apr2017/2016		(79)	(38)	23	(21)	2	(45)	0	

SHIP MOVES BY TYPE											Totals
Car											
Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker		
110	43	220	11	5	4	1	0	17	183	594	
93	36	209	10	0	6	1	0	17	148	520	
107	44	215	18	3	3	0	0	21	137	548	
99	45	203	1	0	5	4	2	18	173	550	
409	168	847	40	8	18	6	2	73	641	2212	
64	(9)	(49)	3	4	5	1	2	(9)	(91)	(79)	

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2016		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
				1	2	3	4	5	6
Jan		589	121	84	61	157	166	0	
Feb	1,127	538	91	102	43	139	163	0	
Mar	1,718	591	102	92	58	150	189	0	
Apr	2,291	573	107	79	64	155	168	0	
		2291	421	357	226	601	686	0	
@Apr2016/2015		3	0	31	26	(84)	41	(5)	

SHIP MOVES BY TYPE											Totals
Car											
Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker		
88	39	232	14	4	1	1		19	191	589	
90	45	212	7			2		18	164	538	
97	52	236	8	0	1	0	0	20	177	591	
70	41	216	8	0	11	2	0	25	200	573	
345	177	896	37	4	13	5	0	82	732	2291	
(25)	11	10	(21)	2	(73)	3	0	(4)	100	3	

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2015		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
				1	2	3	4	5	6
Jan		566	88	93	51	189	144	1	
Feb	1,067	501	67	88	40	154	144	4	
Mar	1,690	623	139	85	50	168	179	0	
Apr	2,288	598	127	60	59	174	178	0	
		2288	421	326	200	685	645	5	
@Apr2015/2014		(153)	(1)	(51)	(3)	(10)	(99)	5	

SHIP MOVES BY TYPE											Totals
Car											
Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker		
102	35	219	23		4	1		18	164	566	
70	43	209	5		7	1		21	145	501	
120	45	234	14	1	38			23	148	623	
78	43	224	16	1	37			24	175	598	
370	166	886	58	2	86	2	0	86	632	2288	
(40)	(19)	(59)	5	0	77	0	0	0	(117)	(153)	

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2014		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
				1	2	3	4	5	6
Jan		631	113	96	56	168	198	0	
Feb	1,203	572	94	99	52	155	172	0	
Mar	1,820	617	106	99	47	178	187	0	
Apr	2,441	621	109	83	48	194	187	0	
		2441	422	377	203	695	744	0	
@Apr2014/2013		62	74	(7)	12	(30)	16	(2)	

SHIP MOVES BY TYPE											Totals
Car											
Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker		
93	51	252	16		2	1		21	195	631	
113	39	212	5	2	3	1		20	177	572	
92	47	239	16		2			23	198	617	
112	48	242	16		2			22	179	621	
410	185	945	53	2	9	2	0	86	749	2441	
90	13	(10)	6	(4)	(11)	(4)	0	2	(20)	62	

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2013		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE					
				IntraHbr	≤ 30 mi	≤50 mi	≤75 mi	≤100mi	101+ mi
				1	2	3	4	5	6
Jan		646	101	104	58	192	191	0	
Feb	1,214	568	81	88	49	172	178		
Mar	1,822	608	95	101	49	175	185	2	
Apr	2,379	557	71	91	35	186	174		
		2379	348	384	191	725	728	2	
@Apr2013/2012		33	(22)	89	(14)	(121)	106	(6)	

SHIP MOVES BY TYPE											Totals
Car											
Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker		
95	40	257	5	2	4	1		17	225	646	
82	43	229	15	1		5		19	174	568	
91	42	228	14		4			26	203	608	
52	47	241	13	3	12			22	167	557	
320	172	955	47	6	20	6	0	84	769	2379	
(99)	(3)	55	(5)	4	(7)	2	(3)	2	87	33	

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	2016		2015		2014
--Counters & Miscellaneous Totals--					
Seattle Assigns	2,216	-9.1%	2,437	3.7%	2,351
Ship Assigns	7,660	-1.7%	7,795	2.4%	7,616
Pilot Boat Assigns	5,523	1.4%	5,448	-3.7%	5,658
Tonnage Surcharge	7,525	-1.3%	7,624	1.5%	7,511
Surcharge Revenue	19,345,357	9.1%	17,727,785	-6.0%	18,860,635
--Source of Revenue Breakdown--					
LOA/Zone	8,758,230	1.1%	8,665,312	-9.0%	9,520,065
Harbor Shift	1,007,448	0.6%	1,001,329	3.3%	969,147
Transportation	1,097,109	-2.0%	1,119,406	3.3%	1,083,551
BC Surcharge	389,795	3.9%	375,046	-7.3%	404,544
Bridge Transit	94,350	0.7%	93,690	-3.5%	97,126
Waterway	690,061	-4.3%	720,708	1.2%	711,911
Tonnage Surcharge	19,345,357	9.1%	17,727,784	-6.0%	18,860,634
Cancellations	87,177	-3.4%	90,248	42.3%	63,429
Compass Adj	5,744	23.1%	4,667	-38.1%	7,539
Standby	328,383	-45.6%	603,712	69.5%	356,075
Slow Down	197,653	-22.4%	254,564	253.0%	72,107
Salmon Bay	5,907	299.9%	1,477	-65.0%	4,220
Sea Trials	16,224	-91.4%	188,435	548.3%	29,068
Miscellaneous	2,378	-86.2%	17,262		
Delayed Arrival &/or Lk Union	129,879	215.2%	41,208	-5.3%	43,504
Pilot Boat	1,922,352	1.4%	1,895,556	532.1%	299,874
Total-Source Section	34,078,047	3.9%	32,800,404	0.9%	32,522,794
-----Revenue-----					
Mileage	9,765,678	1.0%	9,666,641	-7.8%	10,489,212
Trans	1,097,109	-2.0%	1,119,406	3.3%	1,083,551
Special	23,215,260	5.5%	22,014,357	5.1%	20,950,031
Total -Revenue Section	34,078,047	3.9%	32,800,404	0.9%	32,522,794
Other Stats					
Pilot Boat Charges	1,922,352	1.4%	1,895,556	532.1%	299,874
Pilot Boat Assignments	5,523	1.4%	5,448	-3.7%	5,658
Tonnage Surcharge Revenue	19,345,357	9.1%	17,727,784	-6.0%	18,860,634
Tonnage Surcharge Assignments	7,525	-1.3%	7,624	1.5%	7,511
Avg Tonnage Surcharge/Assgn	2,571	10.6%	2,325	-7.4%	2,511

Selected Comparatives Summary

PSP 2017	January	February	March	April	(cruise season) May	May to prev May	to date	compare d to previous year
Tariff Revenue-Trans	\$2,488,326	\$2,183,031	\$2,274,287	\$2,315,824	\$2,968,949	-2.3%	\$12,230,418	-2.3%
RPA-Revenue per Assign	\$4,106	\$4,127	\$3,990	\$4,099	\$4,471	-1.1%	\$4,169	0.4%
# of licensed pilots w/o Pres	51	51	51	51	51		51	
Average Assgn/pilot on rotation	11.88	10.37	11.18	11.08	13.02		11.51	
# pilots with < 6 jobs (+1=Pres)	2 + 1	5 + 1	3 + 1	5 + 1	7+1			
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	\$1,261,538	\$1,261,538	\$1,808,684	-1.3%	\$7,044,940	-1.1%
Tonnage Revenue per Move	\$2,452	\$2,416	\$2,302	\$2,294	\$2,766	0.4%	\$2,458	2.0%
Gross Tonnage Moved	31,303,842	27,797,983	27,446,553	27,831,924	33,410,880	-6.9%	\$147,791,182	-2.6%
PSP 2016	January	February	March	April	(cruise season) May	May to prev May	to date	to previous year
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	\$3,039,515	2.7%	\$12,523,067	7.0%
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	\$4,523	18.3%	\$4,154	11.0%
# of licensed pilots w/o Pres	51	51	50	51	51		50.80	
Average Assgn/pilot	11.86	10.73	12.14	11.45	13.18		11.87	
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1	2 + 1			
Assignments	605	547	607	584	672	-13.2%	3015	-3.6%
Assignment change	28	30	-32	-36	-102		-112	
Moves	589	538	591	573	665	-12.5%	2956	-3.0%
Moves change	23	37	-32	-25	-95	-26.8%	-92	-1.2%
Cancellations	16	9	16	11	7	-0.7%	59	
Tonnage Revenue	\$1,329,440	\$1,296,111	\$1,345,308	\$1,322,435	\$1,832,625		\$7,125,919	14.0%
Tonnage Revenue per Move	\$2,257	\$2,409	\$2,276	\$2,308	\$2,756	33.7%	\$2,410.66	17.5%
Gross Tonnage Moved	29,609,106	27,830,304	29,667,076	28,676,198	35,896,326	6.1%	\$151,679,010	7.4%
PSP 2015	January	February	March	April	(cruise season) May		to date	
Tariff Revenue-Trans	\$2,202,588	\$2,024,841	\$2,365,096	\$2,153,086	\$2,959,296	-2.5%	\$11,704,907	-8.0%
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701	\$3,473	\$3,823	-15.5%	\$3,743	-7.4%
# of licensed pilots w/o Pres	53	53	52	52	52		52.40	
Average Assgn/pilot	10.89	9.75	12.29	11.92	14.88		11.95	
# pilots with < 6 jobs(+1=Pres)	7	9	4	2	1			
Assignments	577	517	639	620	774	15.4%	3127	-0.6%
Assignment change	-62	-66	16	-10	103		-19	
Moves	566	501	623	598	760	14.3%	3048	-1.9%
Moves change	-65	-71	6	-23	95	12.3%	-58	
Cancellations	11	16	16	22	14	1.1%	79	
Tonnage Revenue	\$1,216,397	\$1,132,850	\$1,263,220	\$1,074,585	\$1,566,491		\$6,253,543	-16.9%
Tonnage Revenue per Move	\$2,149	\$2,261	\$2,028	\$1,797	\$2,061	-27.7%	\$2,052	-15.3%
Gross Tonnage Moved	27,588,264	24,671,828	29,034,609	26,097,422	33,836,475	-6.1%	\$141,228,598	-10.6%
PSP 2014	January	February	March	April	(cruise season) May		to date	
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	\$3,036,561	7.7%	\$12,720,771	37.6%
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,859	\$3,911	\$4,525	6.2%	\$4,043	5.9%
# of licensed pilots w/o Pres	53	53	53	53	53		53	
Average Assgn/pilot	12.06	11.00	11.75	11.89	12.66		11.87	
# pilots with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1	4+1			
Assignments	639	583	623	630	671	1.4%	3146	29.9%
Assignment change	-23	4	2	71	9		54	
Moves	631	572	617	621	665	2.0%	3106	30.6%
Moves change	-15	4	9	64	13	1.1%	75	66.7%
Cancellations	8	11	6	9	6	-0.6%	40	-0.6%
Tonnage Revenue	\$1,478,353	\$1,311,311	\$1,391,531	\$1,444,248	\$1,896,847		\$7,522,290	
Tonnage Revenue per Move	\$2,343	\$2,293	\$2,255	\$2,326	\$2,852		\$2,422	
Gross Tonnage Moved	31,907,495	28,825,535	30,626,216	30,679,931	36,018,027	7.5%	\$158,057,204	38.5%

Just the Basics

Jan - Mar

2013-2017

		MONTH			Year to Date			
CALENDAR YEA	2017	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jan	2,488,326	606	4,106			
		Feb	2,183,031	529	4,127	4,671,357	1135	4,116
		Mar	2,274,287	570	3,990	6,945,644	1705	4,074
		Apr	2,315,878	565	4,099	9,261,522	2270	4,080
		May	2,968,949	664	4,471	12,230,471	2934	4,169
CALENDAR YEA	2016	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jan	2,443,846	605	4,039			
		Feb	2,269,624	547	4,149	4,713,470	1,152	4,092
		Mar	2,419,890	607	3,987	7,133,360	1,759	4,055
		Apr	2,350,195	584	4,024	9,483,555	2,343	4,048
		May	3,039,515	672	4,523	12,523,070	3,015	4,154
CALENDAR YEA	2015	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jan	2,202,588	577	3,817			
		Feb	2,024,842	517	3,917	4,227,430	1,094	3,864
		Mar	2,365,096	639	3,701	6,592,526	1,733	3,804
		Apr	2,153,086	620	3,473	8,745,612	2,353	3,717
		May	2,959,296	774	3,823	11,704,908	3,127	3,743
CALENDAR YEA	2014	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jan	2,554,575	639	3,998			
		Feb	2,261,575	583	3,879	4,816,150	1,222	3,941
		Mar	2,403,969	623	3,859	7,220,119	1,845	3,913
		Apr	2,464,091	630	3,911	9,684,210	2,475	3,913
		May	3,036,561	671	4,525	12,720,771	3,146	4,043
CALENDAR YEA	2013	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
		Jan	2,493,701	662	3,767			
		Feb	2,229,846	579	3,851	4,723,547	1,241	3,806
		Mar	2,311,037	621	3,721	7,034,584	1,862	3,778
		Apr	2,212,733	559	3,958	9,247,317	2,421	3,820
		May	2,820,632	662	4,261	12,067,949	3,083	3,914

2017 Actual Trips PSP Earned Revenue Report Detail				Jan	Feb	Mar	Apr	May	YTD Actual Assign	Average Assgn 145/12=12.1
Pilot Code				Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign		
5	ANA	Anacker, D.S.	Lic 3/27/12	7	12	14	8	13	54	10.8
4	ANT	Anthony, Michael	Lic 7/24/12	15	6	15	9	15	60	12.0
5	ARN	Arnold, J. E.		16	11	8	13	16	64	12.8
5	BLA	Blake, M.E.		16	14	11	15	5	61	12.2
5	BOU	Bouma, Blair	Lic 7/28/11	11	4	11	8	16	50	10.0
3	BRO	Brouillard, Dan	Lic 7/31/13	10	8	12	15	15	60	12.0
5	BRU	Brusco, David	Lic 3/11/10	14	7	17	2	15	55	11.0
5	BUJ	Bujacich, J.P.		3	16	13	15	2	49	9.8
4	CAW	Carley, W. Bud	Lic 1/10/13	6	8	12	12	16	54	10.8
5	CAI	Carlson, I.J.		11	10	12	7	10	50	10.0
1	CAJ	Carstensen, J	Lic. 9/30/15	13	9	12	10	10	54	10.8
5	COE	Coe, F.A.		11	10	12	9	10	52	10.4
2	COL	Coleman, S	Lic. 8/27/14	13	7	10	11	12	53	10.6
3	COR	Coryell, T.D.	Lic. 12/13/13	10	13	14	3	19	59	11.8
5	EME	Emerson, L. P.		10	13	15	17	23	78	15.6
4	ENF	Engstrom, F. E.	Lic 11/15/12	8	13	12	12	10	55	11.0
5	ENV	Engstrom, V.		12	9	12	14	12	59	11.8
2	GAL	Galvin, Jamie	Lic 11/11/14	13	14	11	12	11	61	12.2
5	GIE	Giese, P. A.		13	16	3	14	14	60	12.0
5	GRD	Grobschmit, D.W.		7	11	12	6	13	49	9.8
5	HAI	Hannuksela, J		14	10	17	2	15	58	11.6
5	HAR	Harris, J. B.		14	5	10	8	13	50	10.0
5	HEN	Henshaw, B. F.		8	0	13	12	16	49	9.8
5	HUR	Hurt, G. D.		8	4	6	11	10	39	7.8
2	JEN	Jensen, Brian	Lic. 12/22/14	9	12	10	11	17	59	11.8
5	KAL	Kalvoy, J.E.		3	9	14	12	20	58	11.6
5	KEA	Kearns, J.	Lic. 1/12/12	10	13	10	10	12	55	11.0
1	KEN	Kelleher, N.T.	Lic. 4/14/16	8	9	6	12	12	47	9.4
5	KEP	Kelly, P.S.		14	15	12	5	16	62	12.4
5	KLA	Klapperich, E.C.		8	10	10	11	10	49	9.8
2	LIC	Lichty, E.C.	Lic. 5/1/14	14	8	12	15	4	53	10.6
2	LOB	Lowe, Brad	Lic. 9/23/15	11	11	15	12	8	57	11.4
4	LOW	Lowery, W.W.	Lic. 2/11/13	16	16	14	16	3	65	13.0
5	MAR	Marmol, E.		11	7	9	9	11	47	9.4
5	MAY	Mayer, D. W.		11	14	4	6	14	49	9.8
5	MOT	Moreno, S.		13	9	13	19	10	64	12.8
5	MOR	Mork, S. E.		14	10	23	16	23	86	17.2
5	NEW	Newman, A. J.		14	11	8	14	4	51	10.2
5	SAN	Sanders, D. A.		15	13	11	9	3	51	10.2
5	SCO	Scoggins, J		13	9	10	18	14	64	12.8
5	SCR	Scragg, J.		11	6	8	4	11	40	8.0
5	SEM	Semler, J. R.		14	16	4	15	11	60	12.0
5	SES	Semler, S.		16	10	10	12	18	66	13.2
5	SEY	Seymour, L.		9	17	9	17	18	70	14.0
5	SHA	Shaffer, D. L.		14	10	6	12	20	62	12.4
5	SHJ	Shaffer, J. A.		23	14	6	13	22	78	15.6
5	SHU	Shuler, M.		12	3	9	13	15	52	10.4
5	SLI	Sliker, W.J.		11	10	12	6	15	54	10.8
5	SOR	Soriano, D. B.		13	12	7	11	22	65	13.0
5	THG	Thoreson, George		19	10	14	9	16	68	13.6
5	VON	vonBrandenfels, E. M.		1	0	4	0	0	5	
5	WIG	Wildes, G. R.		16	15	16	13	4	64	12.8
Total Assignments/ Month				606	529	570	565	664	2934	
Number of licensed PS pilots				52	52	52	52	52	52	
Pilots on rotation				51	51	51	51	51	51	12.1*12*51=
Average Assgn/pilot on rotation				11.88	10.37	11.18	11.08	13.02	11.51	=7405 assgns
PSP LOA Report (MOVES)				594	520	548	550	654	2866	
Cancellations				12	9	22	15	10	68	
# of Pilots with < 6 jobs(+1=Pres)				2 + 1	5 + 1	3+1	5 + 1	7 + 1		
Pilots w/>5 trips & their avg # of trips				49P; 12.2	46P; 11.15	58P; 11.6	46P; 11.9	44P; 14.5		
Medical circumstances:										
2016	PSP Assignments from Earned Revenue Report			605	547	607	584	672	3015	
	PSP LOA Report			589	538	591	573	665	2956	
	Cancellations			16	9	16	11	7	59	
	Number of Pilots			51	51	51	51	51	51	

TONNAGE, NUMBER OF MOVES -- BY VESSEL TYPE

2017	Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB & % of Month		Total Tonnage #		
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	-	0	676,105	17	8,074,610	183	48	26%	31,303,842	594	
February	3,398,733	93	2,168,144	36	14,860,771	209	16,208	10			41,730	6	5,841	1			531,502	17	6,202,672	148	46	31%	27,225,601	520	
March	3,542,415	107	2,522,814	44	14,905,690	215	35,875	18	180,000	3	17,979	3	-	-	-		700,643	21	5,541,137	137	40	29%	27,446,553	548	
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	173	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	214	79	37%	33,410,880	654	
	16,881,753	504	12,132,825	203	72,051,447	1,031	140,951	67	452,448	9	233,436	26	6,868,802	78	11,982	2	3,146,268	91	35,298,888	855	266	31%	147,218,800	2,866	
CHANGE FROM																									
May 2017 to 2016	3,947,613	74	(130,671)	(15)	(6,787,308)	(100)	(18,500)	21	384,383	5	(224,601)	(8)	564,065	9	11,982	2	(332,907)	(9)	(1,874,266)	(76)	(66)		#	(4,460,210)	(97)
2016	Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB & % of Month		Total Tonnage #		
January	2,889,849	88	2,147,863	39	16,476,854	232	26,127	14	68,065	4	17,845	1	5,841	1			577,345	19	7,399,317	191	76	40%	29,609,106	589	
February	2,897,135	90	2,568,737	45	14,899,795	212	36,179	7					11,682	2			712,456	18	6,704,320	164	54	33%	27,830,304	538	
March	2,893,605	97	2,906,891	52	16,033,799	236	35,890	8			17,845	1					701,124	20	7,077,922	177	67	38%	29,667,076	591	
April	1,924,414	70	2,281,522	41	15,156,659	216	35,845	8			52,792	11	172,546	2			810,206	25	8,242,214	200	64	32%	28,676,198	573	
May cruise	2,329,137	85	2,358,483	41	16,271,648	235	25,411	9			369,555	21	6,114,668	64			678,044	18	7,749,381	199	71	36%	35,896,327	672	
	12,934,140	430	12,263,496	218	78,838,755	1,131	159,451	46	68,065	4	458,037	34	6,304,737	69	-	-	3,479,175	100	37,173,154	931	332	36%	151,679,010	2,963	
2015	Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	ATB		Total Tonnage #		
January	3,331,935	102	2,071,601	35	13,748,321	219	436,506	23			61,474	4	5,841	1			600,566	18	7,332,020	164	63	38%	27,588,264	566	
February	2,392,118	70	2,490,846	43	12,417,478	209	136,892	5			125,628	7	5,841	1			648,961	21	6,454,064	145	51	35%	24,671,828	501	
March	3,812,507	120	2,584,770	45	14,696,583	234	347,064	14	-	1	279,395	38					812,290	23	6,502,000	148	53	36%	29,034,609	623	
April	2,339,148	78	2,376,205	43	13,620,086	224	471,902	16	3,900	1	363,108	37					878,565	24	6,044,508	175	68	39%	26,097,422	598	
May cruise	1,988,912	76	2,942,123	54	14,601,739	232	551,593	23	4,100	1	516,239	103	5,788,128	62	17,575	2	706,554	20	6,719,512	187	83	44%	33,836,475	760	
	13,864,620	446	12,465,545	220	69,084,207	1,118	1,943,957	81	8,000	3	1,345,844	189	5,799,810	64	17,575	2	3,646,936	106	33,052,104	819	318	39%	141,228,598	3,048	
2014	Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip #		Total Tonnage #		
January	3,050,105	93	2,728,105	51	16,200,977	252	409,431	15			31,570	3	5,841	1			753,337	21	8,728,129	195				31,907,495	631
February	3,583,737	113	2,206,011	39	13,775,913	212	116,907	5	18,476	2	92,682	3	5,841	1			588,345	20	8,437,623	177				28,825,535	572
March	2,888,985	92	2,577,958	47	15,421,032	239	411,209	16			30,737	2					930,900	23	8,365,395	198				30,626,216	617
April	3,245,399	112	2,727,229	48	15,696,863	242	392,450	16			18,880	2					837,102	22	7,762,008	179				30,679,931	621
May cruise	1,882,829	67	2,413,632	43	16,837,792	257	461,196	18	58,265	2	56,515	9	5,645,741	61			720,663	23	7,941,394	185				36,018,027	665
	14,651,055	477	12,652,935	228	77,932,577	1,202	1,791,193	70	76,741	4	230,384	19	5,657,423	63	-	#	3,830,347	109	41,234,549	934	-	-	#	158,057,204	3,106
2013	Bulker	#	Car Carrier	#	Container	#	General	#	Naval	#	Other	#	Passenger	#	Reefer	#	Ro-Ro	#	Tanker	#	Wood Chip #		Total Tonnage #		
January	2,759,567	95	2,232,371	40	15,483,660	257	114,163	5	15,752	2	43,514	4	5,841	1			557,373	17	10,216,395	225				31,428,636	646
February	2,330,407	82	2,222,529	43	13,587,705	229	338,693	15	-	1			121,873	5			603,183	19	8,023,750	174				27,228,140	568
March	2,556,831	91	2,329,631	42	13,562,280	228	374,759	14			61,474	4					824,737	26	8,721,188	203				28,430,900	608
April	1,172,869	52	2,539,360	47	14,179,846	241	259,116	13		3	36,974	12					684,814	22	8,128,407	167				27,001,386	557
May cruise	1,468,108	64	2,376,022	42	14,281,569	245	527,078	21			77,638	7	5,578,098	59			873,766	23	8,309,380	191				33,491,659	652
	10,287,782	384	11,699,913	214	71,095,060	1,200	1,613,809	68	15,752	6	219,600	27	5,705,812	65	-	#	3,543,873	107	43,399,120	960	-	-	#	147,580,721	3,031

2017		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
				IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car										Totals
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		594	111	114	53	150	166	0	110	43	220	11	5	4	1	0	17	183	594	
Feb	1,114	520	80	101	52	144	143		93	36	209	10	0	6	1	0	17	148	520	
Mar	1,662	548	95	90	51	143	169	0	107	44	215	18	3	3	0	0	21	137	548	
Apr	2,212	550	97	75	49	166	163		99	45	203	1	0	5	4	2	18	173	550	
May		654	75	104	61	251	163		95	35	184	27	1	8	72	0	18	214	654	
		2866	458	484	266	854	804	0	504	203	1031	67	9	26	78	2	91	855	2866	
@May2017/2016	change	(90)	(68)	30	(23)	29	(58)	0	74	(15)	(100)	21	5	(8)	9	2	(9)	(76)	(97)	

2016		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
				IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car										Totals
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		589	121	84	61	157	166	0	88	39	232	14	4	1	1		19	191	589	
Feb	1,127	538	91	102	43	139	163	0	90	45	212	7			2		18	164	538	
Mar	1,718	591	102	92	58	150	189	0	97	52	236	8	0	1	0	0	20	177	591	
Apr	2,291	573	107	79	64	155	168	0	70	41	216	8	0	11	2	0	25	200	573	
May	2,956	665	105	97	63	224	176		85	41	235	9	0	21	64	0	18	199	672	
		2956	526	454	289	825	862	0	430	218	1131	46	4	34	69	0	100	931	2963	
@May2016/2015	change	(92)	(73)	36	39	(98)	20	(10)	(16)	(2)	13	(35)	1	(155)	5	(2)	(6)	112	(85)	

2015		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
				IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car										Totals
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		566	88	93	51	189	144	1	102	35	219	23		4	1		18	164	566	
Feb	1,067	501	67	88	40	154	144	4	70	43	209	5		7	1		21	145	501	
Mar	1,690	623	139	85	50	168	179	0	120	45	234	14	1	38			23	148	623	
Apr	2,288	598	127	60	59	174	178	0	78	43	224	16	1	37			24	175	598	
May	3,048	760	178	92	50	238	197	5	76	54	232	23	1	103	62	2	20	187	760	
		3048	599	418	250	923	842	10	446	220	1118	81	3	189	64	2	106	819	3048	
@May2015/2014	change	(58)	84	(53)	(1)	(19)	(85)	10	(31)	(8)	(84)	9	(1)	172	1	2	(3)	(115)	(58)	

2014		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
				IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car										Totals
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		631	113	96	56	168	198	0	93	51	252	16		2	1		21	195	631	
Feb	1,203	572	94	99	52	155	172	0	113	39	212	5	2	3	1		20	177	572	
Mar	1,820	617	106	99	47	178	187	0	92	47	239	16		2			23	198	617	
Apr	2,441	621	109	83	48	194	187	0	112	48	242	16		2			22	179	621	
May	3,106	665	93	94	48	247	183	0	67	43	257	19	2	8	61		23	185	665	
		3106	515	471	251	942	927	0	477	228	1202	72	4	17	63	0	109	934	3106	
@May2014/2013	change	75	74	(7)	12	(22)	21	(2)	93	14	2	4	(2)	(10)	(2)	0	2	(26)	75	

2013		Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
				IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car										Totals
				1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		646	101	104	58	192	191	0	95	40	257	5	2	4	1		17	225	646	
Feb	1,214	568	81	88	49	172	178		82	43	229	15	1		5		19	174	568	
Mar	1,822	608	95	101	49	175	185	2	91	42	228	14		4			26	203	608	
Apr	2,379	557	71	91	35	186	174		52	47	241	13	3	12			22	167	557	
May	cruise 3,031	652	93	94	48	239	178		64	42	245	21		7	59		23	191	652	
		3031	441	478	239	964	906	2	384	214	1200	68	6	27	65	0	107	960	3031	
@May2013/2012	change	39	(26)	104	(1)	(154)	121	(6)	(124)	(6)	66	7	4	(22)	6	(4)	4	108	685	

NUMBER OF VESSELS MOVED BY LOA Jan-May 2013-2017

2017			2016			2015			2014			2013		
MAY			MAY			MAY			MAY 2014			MAY 2013		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
121	32	Up to 500	89	26	Up to 500	234	117	Up to 500	54	22	Up to 500	96	14	Up to 500
299	68	500-599	327	74	500-599	369	91	500-599	336	73	500-599	403	86	500-599
789	169	600-699	835	175	600-699	747	177	600-699	842	149	600-699	769	165	600-699
436	92	700-799	372	69	700-799	414	73	700-799	405	74	700-799	372	67	700-799
366	79	800-899	359	83	800-899	353	77	800-899	460	79	800-899	413	75	800-899
505	177	900-999	556	142	900-999	645	154	900-999	599	177	900-999	749	196	900-999
350	37	1000--	418	96	1000--	280	71	1000--	410	91	1000--	228	49	1000--
	654		moves	665			760			665			652	
YTD totals			YTD totals			YTD totals			YTD totals			YTD totals		
2866			2956			3042			3106			3031		
YTD Averages 573.2			YTD Averages 591.2			YTD Averages 608.4			YTD Averages 621.2			YTD Averages 606.2		
2017			2016			2015			2014			2013		
APRIL			APRIL			APRIL			APRIL			APRIL 2013		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
89	28	Up to 500	63	28	Up to 500	117	39	Up to 500	32	7	Up to 500	82	26	Up to 500
231	52	500-599	253	55	500-599	278	99	500-599	263	62	500-599	317	88	500-599
620	160	600-699	660	168	600-699	570	157	600-699	693	198	600-699	604	124	600-699
344	82	700-799	303	69	700-799	341	75	700-799	331	77	700-799	305	58	700-799
287	68	800-899	276	72	800-899	276	69	800-899	381	88	800-899	338	73	800-899
328	91	900-999	414	104	900-999	491	107	900-999	422	109	900-999	553	142	900-999
313	69	1000--	322	77	1000--	209	52	1000--	319	80	1000--	179	46	1000--
	550			573			598			621			557	
YTD totals			YTD totals			YTD totals			YTD totals			YTD totals		
2212			2291			2282			2441			2379		
YTD Averages 553.0			YTD Averages 572.8			YTD Averages 570.5			YTD Averages 610.3			YTD Averages 594.8		
2017			2016			2015			2014			2013		
MARCH			MARCH			MARCH			MARCH			MARCH 2013		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
61	27	Up to 500	35	15	Up to 500	78	51	Up to 500	25	4	Up to 500	56	22	Up to 500
179	54	500-599	198	65	500-599	179	68	500-599	201	68	500-599	229	80	500-599
460	150	600-699	492	176	600-699	413	149	600-699	495	174	600-699	480	164	600-699
262	88	700-799	234	71	700-799	266	89	700-799	254	87	700-799	247	72	700-799
219	61	800-899	204	78	800-899	207	75	800-899	293	100	800-899	265	93	800-899
237	83	900-999	310	106	900-999	384	130	900-999	313	104	900-999	411	129	900-999
244	85	1000--	245	80	1000--	157	59	1000--	239	80	1000--	133	47	1000--
	548			591			621			617			608	
2017 YTD totals			2016 YTD totals			2015 YTD totals			2014 YTD totals			2013 YTD totals		
1662			1718			1684			1820			1822		
YTD Averages 554.0			YTD Averages 572.7			YTD Averages 561.3			YTD Averages 606.7			YTD Averages 607.3		
2017			2016			2015			2014			2013		
FEBRUARY			FEBRUARY			FEBRUARY			FEBRUARY			FEBRUARY 2013		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
34	22	Up to 500	20	6	Up to 500	27	10	Up to 500	21	12	Up to 500	34	21	Up to 500
125	69	500-599	133	65	500-599	111	49	500-599	133	54	500-599	149	73	500-599
310	140	600-699	316	153	600-699	264	121	600-699	321	167	600-699	316	143	600-699
174	79	700-799	163	75	700-799	177	88	700-799	167	79	700-799	175	83	700-799
158	80	800-899	126	62	800-899	132	66	800-899	193	95	800-899	172	74	800-899
154	65	900-999	204	101	900-999	254	124	900-999	209	87	900-999	282	133	900-999
159	65	1000--	165	76	1000--	98	39	1000--	159	78	1000--	86	41	1000--
	520			538			497			572			568	
YTD totals			YTD totals			YTD totals			YTD totals			YTD totals		
1114			1127			1063			1203			1214		
YTD Averages 557.0			YTD Averages 563.5			YTD Averages 531.5			YTD Averages 601.5			YTD Averages 607.0		
2017			2016			2015			2014			2013		
JANUARY			JAN 2016			JAN 2015			JAN 2014			JANUARY 2013		
YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA	YTD	Totals	LOA
	12	Up to 500		14	Up to 500		17	Up to 500		9	Up to 500		13	Up to 500
	56	500-599		68	500-599		62	500-599		79	500-599		76	500-599
	170	600-699		163	600-699		143	600-699		154	600-699		173	600-699
	95	700-799		88	700-799		89	700-799		88	700-799		92	700-799
	78	800-899		64	800-899		66	800-899		98	800-899		98	800-899
	89	900-999		103	900-999		130	900-999		122	900-999		149	900-999
	94	1000--		89	1000--		59	1000--		81	1000--		45	1000--
	594			589			566			631			646	
moves			moves			moves			moves			moves		

Selected Comparatives Summary

PSP 2017	January	February	March	April	(cruise season) May	June	Jun to prev Jun	6 mo to date	compared to previous year
Tariff Revenue-Trans	\$2,488,326	\$2,183,031	\$2,273,861	\$2,315,825	\$2,968,949	\$3,060,089	-4.8%	\$15,290,508	-2.8%
RPA-Revenue per Assign	\$4,106	\$4,127	\$3,989	\$4,099	\$4,471	\$4,811	8.5%	\$4,284	1.8%
# of licensed pilots w/o Pres	51	51	51	51	51	51	0.0%	51	
Average Assgn/pilot on rotation	11.88	10.37	11.18	11.08	13.02	12.72	-10.5%	11.71	
# pilots with < 6 jobs (+1=Pres)	2 + 1	5 + 1	3 + 1	5 + 1	7+1	2 + 1			
Assignments	606	529	570	565	664	636	-12.3%	3570	-4.5%
Assignment change	1	-18	-37	-19	-8	-89	34.8%	-170	
Moves	594	520	548	550	654	625	-12.0%	3491	-4.8%
Moves change	5	-18	-43	-23	-11	-85	39.3%	-175	
Cancellations	12	9	22	15	10	11	-26.7%	79	6.8%
Tonnage Revenue	\$1,456,699	\$1,256,480	\$1,261,965	\$1,305,187	\$1,808,684	\$1,931,955	0.5%	\$9,020,970	-0.3%
Tonnage Revenue per Move	\$2,452	\$2,416	\$2,303	\$2,373	\$2,766	\$3,091	14.1%	\$2,584	4.7%
Gross Tonnage Moved	31,303,842	27,797,983	27,446,553	27,831,924	33,410,880	34,205,855	-7.8%	\$181,997,037	-3.6%
PSP 2016	January	February	March	April	(cruise season) May	June	Jun to prev Jun	6 mo to date	to previous year
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	\$3,039,515	\$3,215,179	0.1%	\$15,738,246	5.5%
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	\$4,523	\$4,435	9.2%	\$4,208	10.5%
# of licensed pilots w/o Pres	51	51	50	51	51	51		50.80	
Average Assgn/pilot	12.26	10.73	12.14	11.45	13.18	14.22		11.95	
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1			
Assignments	605	547	607	584	672	725	-8.3%	3740	-4.5%
Assignment change	28	30	-32	-36	-102	-66		-178	
Moves	589	538	591	573	665	710	-7.9%	3666	-4.0%
Moves change	23	37	-32	-25	-95	-61	-21.0%	-153	-4.8%
Cancellations	16	9	16	11	7	15	-0.4%	74	
Tonnage Revenue	\$1,329,440	\$1,296,111	\$1,345,308	\$1,322,435	\$1,832,625	\$1,923,132		\$9,049,051	12.1%
Tonnage Revenue per Move	\$2,257	\$2,409	\$2,276	\$2,308	\$2,756	\$2,709	\$0	\$2,468.37	16.8%
Gross Tonnage Moved	29,609,106	27,830,304	29,667,076	28,676,198	35,896,326	37,105,794	-1.8%	\$188,784,804	5.5%
PSP 2015	January	February	March	April	(cruise season) May	June		6 mo to date	
Tariff Revenue-Trans	\$2,202,588	\$2,024,841	\$2,365,096	\$2,153,086	\$2,959,296	\$3,210,995	5.8%	\$14,915,902	-5.3%
RPA-Revenue per Assign	\$3,817	\$3,917	\$3,701	\$3,473	\$3,823	\$4,059	-7.7%	\$3,807	-7.3%
# of licensed pilots w/o Pres	53	53	52	52	52	52		52.40	
Average Assgn/pilot	10.89	9.75	12.29	11.92	14.88	15.51		12.54	
# pilots with < 6 jobs(+1=Pres)	7	9	4	2	1	3			
Assignments	577	517	639	620	774	791	14.6%	3918	2.1%
Assignment change	-62	-66	16	-10	103	101		82	
Moves	566	501	623	598	760	771	13.0%	3819	0.8%
Moves change	-65	-71	6	-23	95	89	11.9%	31	
Cancellations	11	16	16	22	14	20	1.6%	99	
Tonnage Revenue	\$1,216,397	\$1,132,850	\$1,263,220	\$1,074,585	\$1,566,491	\$1,816,296		\$8,069,839	-14.2%
Tonnage Revenue per Move	\$2,149	\$2,261	\$2,028	\$1,797	\$2,061	\$2,356	\$0	\$2,113	-14.9%
Gross Tonnage Moved	27,588,264	24,671,828	29,034,609	26,097,422	33,836,475	37,785,703	4.1%	\$179,014,301	-7.9%
PSP 2014	January	February	March	April	(cruise season) May	June		6 mo to date	
Tariff Revenue-Trans	\$2,554,575	\$2,261,575	\$2,403,969	\$2,464,091	\$3,036,561	\$3,033,723	0.0%	\$15,754,494	4.4%
RPA-Revenue per Assign	\$3,998	\$3,879	\$3,859	\$3,911	\$4,525	\$4,397	0.0%	\$4,107	2.3%
# of licensed pilots w/o Pres	53	53	53	53	53	53	+1 p	53	
Average Assgn/pilot	12.06	11.00	11.75	11.89	12.66	13.27		12.10	
# pilots with < 6 jobs(+1=Pres)	5+1	6+1	5+1	2+1	4+1	5+1			
Assignments	639	583	623	630	671	690	1.6%	3836	2.0%
Assignment change	-23	4	2	71	9	11		74	
Moves	631	572	617	621	665	682	1.2%	3788	2.2%
Moves change	-15	4	9	64	13	8	9.5%	83	2.8%
Cancellations	8	11	6	9	6	8	0.4%	48	-0.3%
Tonnage Revenue	\$1,478,353	\$1,311,311	\$1,391,531	\$1,444,248	\$1,896,847	\$1,888,492		\$9,410,782	
Tonnage Revenue per Move	\$2,343	\$2,293	\$2,255	\$2,326	\$2,852	\$2,769	\$0	\$2,484	
Gross Tonnage Moved	31,907,495	28,825,535	30,626,216	30,679,931	36,018,027	36,294,816	2.2%	\$194,352,020	6.2%

Just the Basics

Jan - Mar

2013-2017

CALENDAR YEAR	MONTH				Year to Date			
	2017	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
CALENDAR YEAR	Jan	2,488,326	606	4,106				
	Feb	2,183,032	529	4,127	4,671,358	1135	4,116	
	Mar	2,274,287	570	3,990	6,945,645	1705	4,074	
	Apr	2,315,825	565	4,099	9,261,470	2270	4,080	
	May	2,968,949	664	4,471	12,230,419	2934	4,169	
	Jun	3,060,089	636	4,811	15,290,508	3570	4,283	
CALENDAR YEAR	2016	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,443,846	605	4,039				
	Feb	2,269,624	547	4,149	4,713,470	1,152	4,092	
	Mar	2,419,890	607	3,987	7,133,360	1,759	4,055	
	Apr	2,350,195	584	4,024	9,483,555	2,343	4,048	
	May	3,039,515	672	4,523	12,523,070	3,015	4,154	
Jun	3,215,179	725	4,435	15,738,249	3,740	4,208		
CALENDAR YEAR	2015	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,202,588	577	3,817				
	Feb	2,024,842	517	3,917	4,227,430	1,094	3,864	
	Mar	2,365,096	639	3,701	6,592,526	1,733	3,804	
	Apr	2,153,086	620	3,473	8,745,612	2,353	3,717	
	May	2,959,296	774	3,823	11,704,908	3,127	3,743	
Jun	3,210,995	791	4,059	14,915,903	3,918	3,807		
CALENDAR Y	2014	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,554,575	639	3,998				
	Feb	2,261,575	583	3,879	4,816,150	1,222	3,941	
	Mar	2,403,969	623	3,859	7,220,119	1,845	3,913	
	Apr	2,464,091	630	3,911	9,684,210	2,475	3,913	
	May	3,036,561	671	4,525	12,720,771	3,146	4,043	
Jun	3,033,723	690	4,397	15,754,494	3,836	4,107		
CALENDAR Y	2013	Month	Revenue(Trans)	Assignments	RPA for month	YTD Rev	YTD Assgn	YTD RPA
	Jan	2,493,701	662	3,767				
	Feb	2,229,846	579	3,851	4,723,547	1,241	3,806	
	Mar	2,311,037	621	3,721	7,034,584	1,862	3,778	
	Apr	2,212,733	559	3,958	9,247,317	2,421	3,820	
	May	2,820,632	662	4,261	12,067,949	3,083	3,914	
Jun	3,028,751	679	4,461	15,096,700	3,762	4,013		

SUMMARY OF PSP															
Earned Revenue Rpt															
Calendar Year															
	Jun-17	2017 2nd Qtr	2017 YTD		Jun-16	2016 YTD		Jun-15	2015 YTD		Jun-14	2014 YTD			
--Counters & Misc Totals--															
Seattle Assigns	225	611	0.7%	1,028	0.6%	257	1,022	-18.8%	273	1,259	12.2%	246	1,122	2.9%	
Ship Assigns	636	1,866	-5.8%	3,571	-4.5%	725	3,740	-4.5%	791	3,918	2.1%	690	3,836	2.0%	
Pilot Boat Assigns	498	1,393	-3.3%	2,611	-3.1%	514	2,694	0.0%	497	2,694	-7.4%	522	2,908	-0.5%	
Tonnage Surcharge/Moves	625	1,829	-6.1%	3,491	-4.8%	710	3,666	-3.9%	769	3,816	0.8%	682	3,787	2.4%	
Surcharge Revenue	\$1,931,955	\$5,045,826	-0.6%	\$9,020,970	-0.3%	\$1,923,132	\$9,049,051	12.1%	\$1,816,296	\$8,069,839	-14.2%	\$1,888,492	\$9,410,782	5.0%	
--Source of Revenue Breakdown--															
			QTD change	Revenue	% of total Rev	YTD Change		Revenue	YTD Change		Revenue	YTD Change		Revenue	YTD Change
LOA/Zone (*)	764,024	2,187,021	-3.8%	\$4,093,649	25.9%	-3.5%	\$824,080	\$4,243,432	-0.1%	\$852,049	\$4,248,304	-11.9%	\$886,211	\$4,824,323	1.7%
Harbor Shift (*)	51,421	179,973	-29.5%	421,205	2.7%	-17.5%	92,011	510,290	3.3%	99,303	494,209	1.6%	77,659	486,539	24.0%
Transportation (**)	88,238	265,285	-5.3%	508,032	3.2%	-5.7%	100,031	538,840	-0.7%	120,359	542,703	0.7%	95,193	538,871	0.6%
BC Surcharge (***)	35,819	107,457	-8.9%	185,416	1.2%	-3.3%	52,675	191,737	12.3%	35,819	170,667	1.3%	35,819	168,560	-26.5%
Bridge Transit (***)	7,040	23,252	-15.2%	43,023	0.3%	-16.6%	11,570	51,608	11.3%	5,836	46,376	0.7%	8,298	46,062	-0.1%
Waterway (***)	38,684	130,986	-26.6%	289,028	1.8%	-20.7%	57,152	364,420	7.3%	72,333	339,625	-8.1%	60,420	369,360	14.9%
Tonnage Surcharge (***)	1,931,955	5,045,826	-0.6%	9,020,970	57.1%	-0.3%	1,923,132	9,049,051	12.1%	1,816,296	8,069,837	-14.2%	1,888,492	9,410,782	5.0%
Cancellations (***)	5,726	21,649	10.6%	49,001	0.3%	11.1%	9,905	44,118	-15.0%	9,948	51,906	75.2%	4,923	29,622	-10.0%
Compass Adj (***)		359	-85.7%	1,077	0.0%	-70.0%	1,077	3,590	42.9%	359	2,513	-22.2%	359	3,231	-18.2%
Standby/Sail Delay (***)	24,961	77,466	8.2%	146,878	0.9%	-8.3%	32,094	160,214	-56.1%	64,170	364,766	95.1%	29,125	186,945	20.7%
Slow Down (***)	18,084	39,456	-9.5%	53,978	0.3%	-44.8%	20,550	97,863	-33.1%	79,460	146,316	316.9%	9,069	35,099	-0.7%
Salmon Bay (***)	633	1,266	0.0%	1,477	0.0%	0.1%	844	1,476			1,477	0.0%	422	1,477	
Lk Union/Washington (***)	492	984		1,148	0.0%	-7.6%	1,078	1,242							
Sea Trials (***)		0		3,718	0.0%	-66.2%		10,985	-3.0%	0	11,323	-39.1%	0	18,590	6.8%
Delayed Arr & Dock Delay (***)	7,946	36,716	34.0%	63,568	0.4%	-10.1%	10,138	70,710	127.6%	2,466	31,070	57.1%	5,260	19,780	2.8%
Miscellaneous (***)		8,036		8,092	0.1%										
Pilot Boat (***)	173,304	484,416	-3.3%	908,280	5.7%	-3.1%	178,872	937,512	0.0%	172,956	937,512	508.3%	27,666	154,124	7.6%
Total-Source Section	\$3,148,327	\$8,610,149	-3.1%	15,798,540	100%	-2.9%	\$3,315,209	\$16,277,088	5.3%	\$3,331,354	\$15,458,603	-5.1%	3,128,916	\$16,293,365	4.2%
-----Revenue-----															
Mileage (LOA/Zone) (*)	815,445	2,366,994	-6.3%	\$4,514,854	28.6%	-5.0%	916,091	\$4,753,722	0.2%	951,352	\$4,742,513	-10.7%	963,870	\$5,310,862	3.5%
Trans (**)	88,238	265,285	-5.3%	508,032	3.2%	-5.7%	100,031	538,840	-0.7%	120,359	542,703	0.7%	95,193	538,871	0.6%
Special (***)	2,244,644	5,977,868	-1.6%	10,775,654	68.2%	-1.9%	2,299,087	10,984,526	8.0%	2,259,643	10,173,389	-2.6%	2,069,853	10,443,632	4.8%
Total -Revenue Section	\$3,148,327	\$8,610,148	-3.1%	\$15,798,540		-2.9%	3,315,209	\$16,277,088	5.3%	3,331,354	\$15,458,603	-5.1%	3,128,916	\$16,293,365	4.2%
Revenue/Assignment, no Trans	\$4,811	\$4,472	3.0%	\$4,282		1.8%	\$4,435	\$4,208	10.5%	\$4,059	\$3,807	-7.3%	\$4,397	\$4,107	2.3%
Other Stats															
Pilot Boat Charges	\$173,304	484,416	-3.3%	908,280		-3.1%	178,872	\$937,512	0.0%	172,956	\$937,512	508.3%	27,666	\$154,124	7.6%
Pilot Boat Assignments	498	1,393	-3.3%	2,611		-3.1%	514	2,694	0.0%	497	2,694	-7.4%	522	2,908	-0.5%
Avg				348			348	348		348	348		53	53	
Tonnage Surcharge Revenue	\$1,931,955	\$5,045,826	-0.6%	\$9,020,970		-0.3%	\$1,923,132	\$9,049,051	12.1%	1,816,296	\$8,069,837	-14.2%	1,888,492	\$9,410,782	5.0%
Tonnage Surcharge Charge # moves	625	1,829	-6.1%	3,491		-4.8%	710	3,666	-3.9%	769	3,816	0.8%	682	3,787	2.4%
Avg Tonnage Surcharge/Move	\$3,091	\$2,759	5.8%	2,584		4.7%	\$2,709	\$2,468	16.7%	\$2,362	\$2,115	-14.9%	\$2,769	\$2,485	2.6%

2017 Actual Trips PSP Earned Revenue Report Detail				Jan	Feb	Mar	Apr	May	Jun	YTD Actual Assign	Average Assgn 145/12=12.1	(under) over TAL
Pilot Code				Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign		
5	ANA	Anacker, D.S.		7	12	14	8	13	7	61	10.2	1
4	ANT	Anthony, Michael	Lic 7/24/12	15	6	15	9	15	13	73	12.2	13
5	ARN	Arnold, J. E.		16	11	8	13	16	19	83	13.8	23
5	BLA	Blake, M.E.		16	14	11	15	5	0	61	10.2	1
5	BOU	Bouma, Blair		11	4	11	8	16	12	62	10.3	2
3	BRO	Brouillard, Dan	Lic 7/31/13	10	8	12	15	15	10	70	11.7	10
5	BRU	Brusco, David		14	7	17	2	15	18	73	12.2	13
5	BUJ	Bujacich, J.P.		3	16	13	15	2	13	62	10.3	2
4	CAW	Carley, W. Bud	Lic 1/10/13	6	8	12	12	16	6	60	10.0	(1)
5	CAI	Carlson, I.J.		11	10	12	7	10	10	60	10.0	(1)
1	CAJ	Carstensen, J	Lic. 9/30/15	13	9	12	10	10	11	65	10.8	5
5	COE	Coe, F.A.		11	10	12	9	10	11	63	10.5	3
2	COL	Coleman, S	Lic. 8/27/14	13	7	10	11	12	14	67	11.2	7
3	COR	Coryell, T.D.	Lic. 12/13/13	10	13	14	3	19	11	70	11.7	10
5	EME	Emerson, L. P.		10	13	15	17	23	17	95	15.8	35
4	ENF	Engstrom, F. E.	Lic 11/15/12	8	13	12	12	10	14	69	11.5	9
5	ENV	Engstrom, V.		12	9	12	14	12	11	70	11.7	10
2	GAL	Galvin, Jamie	Lic 11/11/14	13	14	11	12	11	11	72	12.0	12
5	GIE	Giese, P. A.		13	16	3	14	14	16	76	12.7	16
5	GRD	Grobschmit, D.W.		7	11	12	6	13	16	65	10.8	5
5	HAJ	Hannuksela, J		14	10	17	2	15	15	73	12.2	13
5	HAR	Harris, J. B.		14	5	10	8	13	11	61	10.2	1
	HEJ	Henderson, J. David	Lic 7/6/17									
5	HEN	Henshaw, B. F.		8	0	13	12	16	10	59	9.8	(2)
5	HUR	Hurt, G. D.		8	4	6	11	10	16	55	9.2	(6)
2	JEN	Jensen, Brian	Lic. 12/22/14	9	12	10	11	17	8	67	11.2	7
5	KAL	Kalvoy, J.E.		3	9	14	12	20	5	63	10.5	3
5	KEA	Kearns, J.		10	13	10	10	12	10	65	10.8	5
1	KEN	Kelleher, N.T.	Lic. 4/14/16	8	9	6	12	12	13	60	10.0	(1)
5	KEP	Kelly, P.S.		14	15	12	5	16	15	77	12.8	17
5	KLA	Klapperich, E.C.		8	10	10	11	10	7	56	9.3	(5)
2	LIC	Lichty, E.C.	Lic. 5/1/14	14	8	12	15	4	15	68	11.3	8
2	LOB	Lowe, Brad	Lic. 9/23/15	11	11	15	12	8	15	72	12.0	12
4	LOW	Lowery, W.W.	Lic. 2/11/13	16	16	14	16	3	17	82	13.7	22
5	MAR	Marmol, E.		11	7	9	9	11	8	55	9.2	(6)
5	MAY	Mayer, D. W.		11	14	4	6	14	10	59	9.8	(2)
5	MOT	Moreno, S.		13	9	13	19	10	11	75	12.5	15
5	MOR	Mork, S. E.		14	10	23	16	23	11	97	16.2	37
5	NEW	Newman, A. J.		14	11	8	14	4	11	62	10.3	2
	ROU	Rounds, Chris	Lic 7/11/17									
5	SAN	Sanders, D. A.		15	13	11	9	3	15	66	11.0	6
5	SCO	Scoggins, J		13	9	10	18	14	17	81	13.5	21
5	SCR	Scragg, J.		11	6	8	4	11	15	55	9.2	(6)
5	SEM	Semler, J. R.		14	16	4	15	11	16	76	12.7	16
5	SES	Semler, S.		16	10	10	12	18	16	82	13.7	22
5	SEY	Seymour, L.		9	17	9	17	18	18	88	14.7	28
5	SHA	Shaffer, D. L.		14	10	6	12	20	16	78	13.0	18
5	SHJ	Shaffer, J. A.		23	14	6	13	22	14	92	15.3	32
5	SHU	Shuler, M.		12	3	9	13	15	12	64	10.7	4
5	SLI	Slizer, W.J.		11	10	12	6	15	11	65	10.8	5
5	SOR	Soriano, D. B.		13	12	7	11	22	10	75	12.5	15
5	THG	Thoreson, George		19	10	14	9	16	14	82	13.7	22
5	VON	vonBrandenfels, E. M.	president	1	0	4	0	0	2	7		President
5	WIG	Wildes, G. R.		16	15	16	13	4	12	76	12.7	16
Total Assignments/ Month				606	529	570	565	664	636	3570		
Number of licensed PS pilots				52	52	52	52	52	52	52		
Pilots on rotation				51	51	51	51	51	51	51	12.1*12*51=	
Average Assgn/pilot on rotation				11.88	10.37	11.18	11.08	13.02	12.47	11.67	=7405 assgns/yr	
PSP LOA Report (MOVES)				594	520	548	550	654	625	3491		
Cancellations				12	9	22	15	10	11	79		
# of Pilots with < 6 jobs(+1=Pres)				2 + 1	5 + 1	3+1	5 + 1	7 + 1	2 + 1			
Pilots w/>5 trips & their avg # of trips				49P; 12.2	46P; 11.15	58P; 11.6	46P; 11.9	44P; 14.5	49P; 12.8			
Medical circumstances:												
2016												
PSP Assignments from Earned Revenue Report				605	547	607	584	672	725	3740		
PSP LOA Report				589	538	591	573	665	710	3666		
Cancellations				16	9	16	11	7	15	74		
Number of Pilots				51	51	51	51	51	51	51		

2017	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car										Totals
			1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		594	111	114	53	150	166	0	110	43	220	11	5	4	1	0	17	183	594
Feb	1,114	520	80	101	52	144	143		93	36	209	10	0	6	1	0	17	148	520
Mar	1,662	548	95	90	51	143	169	0	107	44	215	18	3	3	0	0	21	137	548
Apr	2,212	550	97	75	49	166	163		99	45	203	1	0	5	4	2	18	173	550
May	2,866	654	75	104	61	251	163		95	35	184	27	1	8	72	0	18	214	654
June	3,491	625	76	83	61	255	150		60	36	186	4	2	19	89	5	23	201	625
		3491	534	567	327	1109	954	0	564	239	1217	71	11	45	167	7	114	1056	3491
@Jun2017/2016	change	(175)	(113)	20	(27)	30	(85)	0	33	(21)	(135)	8	7	0	14	0	(15)	(73)	(182)

2016	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car										Totals
			1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		589	121	84	61	157	166	0	88	39	232	14	4	1	1		19	191	589
Feb	1,127	538	91	102	43	139	163	0	90	45	212	7			2		18	164	538
Mar	1,718	591	102	92	58	150	189	0	97	52	236	8	0	1	0	0	20	177	591
Apr	2,291	573	107	79	64	155	168	0	70	41	216	8	0	11	2	0	25	200	573
May	2,956	665	105	97	63	224	176		85	41	235	9	0	21	64	0	18	199	672
June	3,666	710	121	93	65	254	177	0	101	42	221	17	0	11	84	7	29	198	710
			647	547	354	1079	1039	0	531	260	1352	63	4	45	153	7	129	1129	3673
@Jun2016/2015	change	(153)	(104)	21	39	(93)	0	(10)	15	(27)	2	(24)	(2)	(215)	3	3	2	97	(146)

2015	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car										Totals
			1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		566	88	93	51	189	144	1	102	35	219	23		4	1		18	164	566
Feb	1,067	501	67	88	40	154	144	4	70	43	209	5		7	1		21	145	501
Mar	1,690	623	139	85	50	168	179	0	120	45	234	14	1	38			23	148	623
Apr	2,288	598	127	60	59	174	178	0	78	43	224	16	1	37			24	175	598
May	3,048	760	178	92	50	238	197	5	76	54	232	23	1	103	62	2	20	187	760
June	3,819	771	152	108	65	249	197	0	70	67	232	6	3	71	86	2	21	213	771
			751	526	315	1172	1039	10	516	287	1350	87	6	260	150	4	127	1032	3819
@Jun2015/2014	change	31	137	(27)	3	(30)	(68)	10	(34)	13	(79)	(10)	2	241	2	2	(2)	(104)	31

2014	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car										Totals
			1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		631	113	96	56	168	198	0	93	51	252	16		2	1		21	195	631
Feb	1,203	572	94	99	52	155	172	0	113	39	212	5	2	3	1		20	177	572
Mar	1,820	617	106	99	47	178	187	0	92	47	239	16		2			23	198	617
Apr	2,441	621	109	83	48	194	187	0	112	48	242	16		2			22	179	621
May	3,106	665	93	94	48	247	183	0	67	43	257	19	2	8	61		23	185	665
June	3,788	682	99	82	61	260	180	0	73	46	227	25		2	85	2	20	202	682
			614	553	312	1202	1107	0	550	274	1429	97	4	19	148	2	129	1136	3788
@Jun2014/2013	change	83	89	(6)	17	(48)	34	(2)	104	16	(17)	21	(3)	(17)	(6)	0	1	(16)	83

2013	Moves YTD	Moves/ Month	SHIP MOVES BY ZONE/DISTANCE						SHIP MOVES BY TYPE										
			IntraHbr	≤ 30 mi	≤ 50 mi	≤ 75 mi	≤ 100mi	101+ mi	Car										Totals
			1	2	3	4	5	6	Bulker	Carrier	Container	General	Naval	Other	Passngr	Reefer	Ro-Ro	Tanker	
Jan		646	101	104	58	192	191	0	95	40	257	5	2	4	1		17	225	646
Feb	1,214	568	81	88	49	172	178		82	43	229	15	1		5		19	174	568
Mar	1,822	608	95	101	49	175	185	2	91	42	228	14		4			26	203	608
Apr	2,379	557	71	91	35	186	174		52	47	241	13	3	12			22	167	557
May	3,031	652	93	94	48	239	178		64	42	245	21		7	59		23	191	652
June	3,705	674	84	81	56	286	167		62	44	246	8	1	9	89	2	21	192	674
			525	559	295	1250	1073	2	446	258	1446	76	7	36	154	2	128	1152	3705
@Jun2013/2012	change	(22)	(38)	72	10	(190)	131	(8)	(132)	(15)	83	4	5	(83)	0	(4)	4	116	(22)