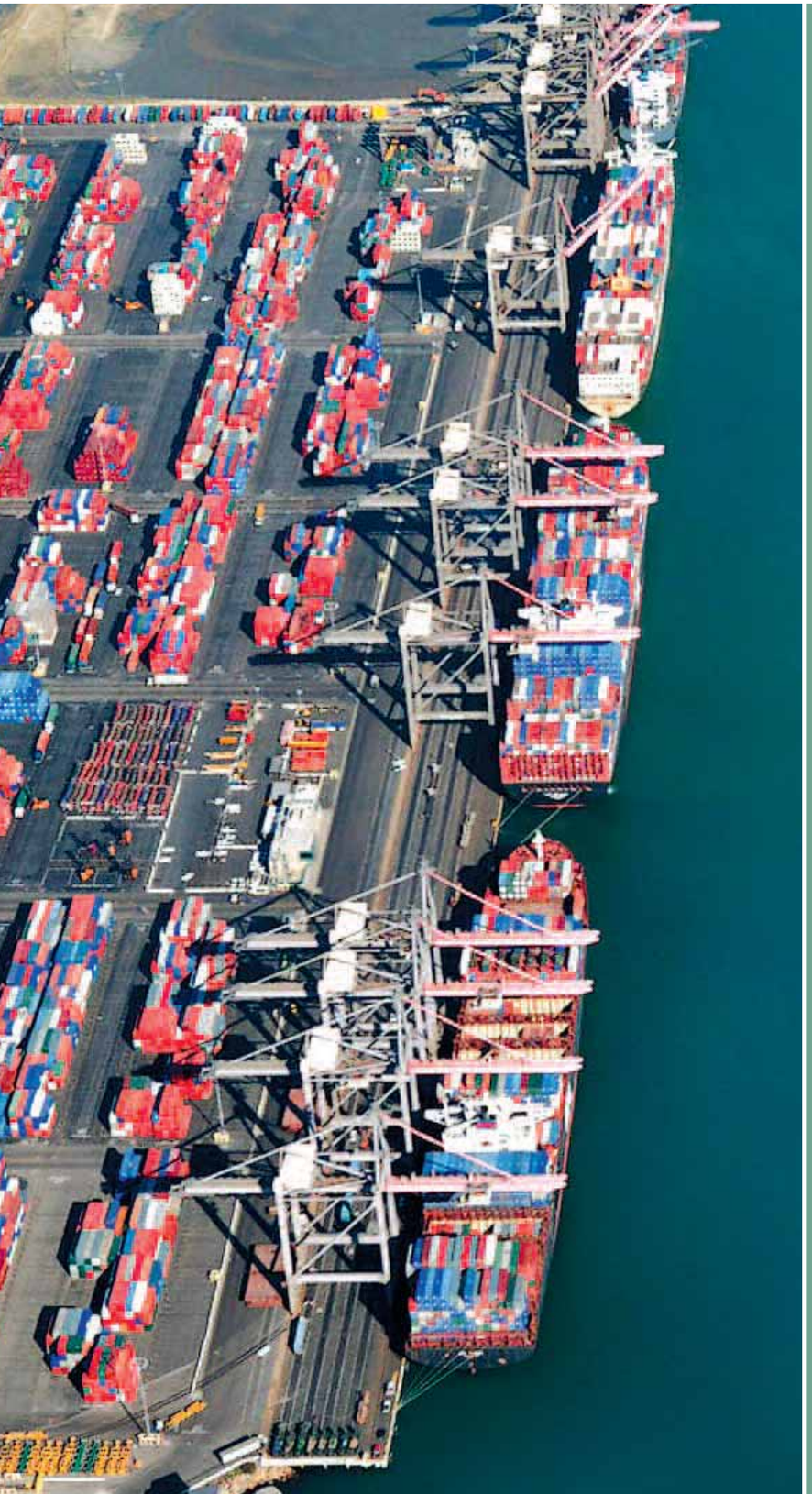


2004 Annual Report

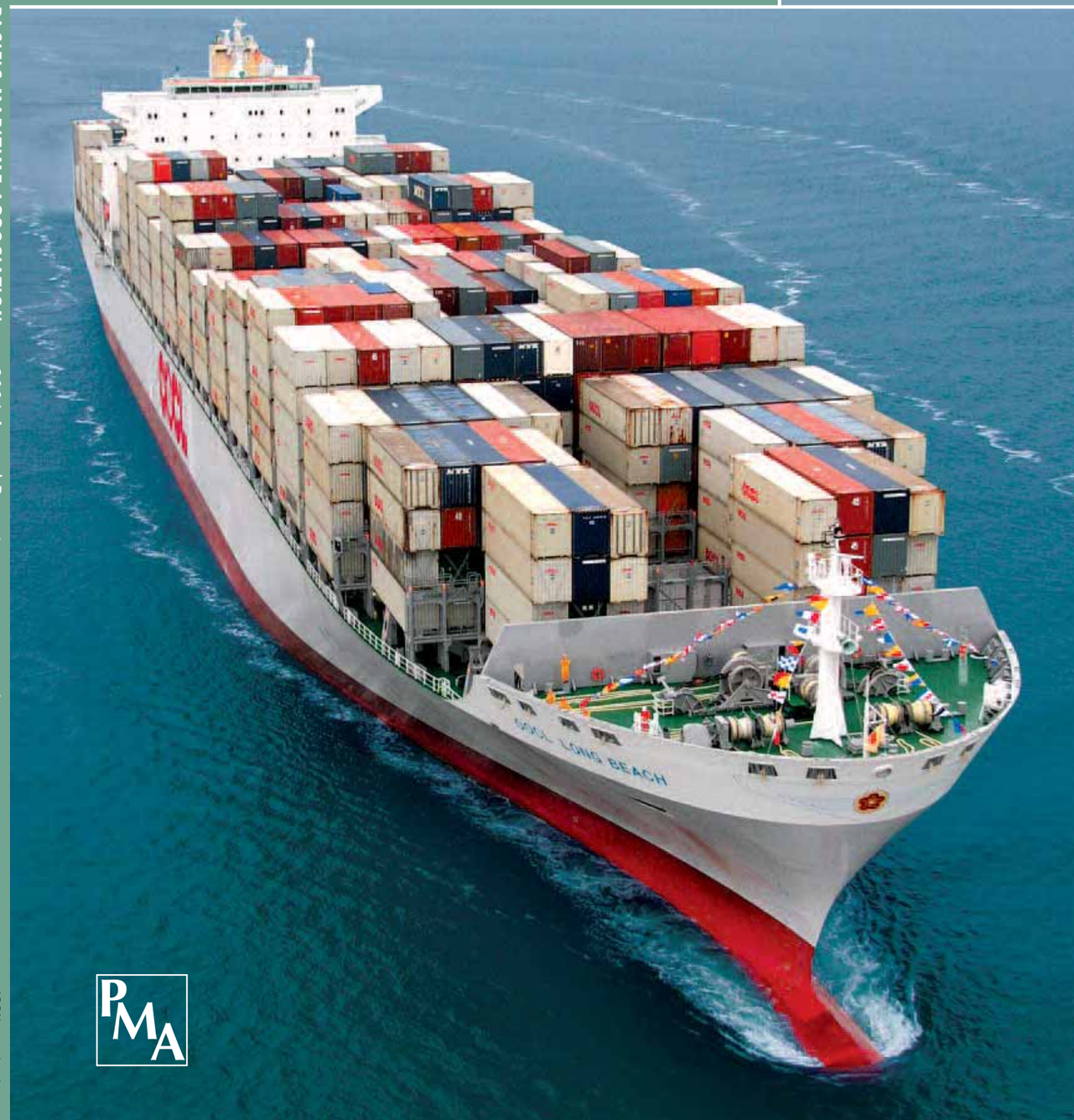
Pacific Maritime Association

2004
Annual Report

PACIFIC MARITIME ASSOCIATION ■ 2004 Annual Report ■ www.pmanet.org

Pacific Maritime Association
550 California Street
San Francisco, CA 94104-1006
(415) 576-3200
www.pmanet.org

ISSN 8756-3622



The Pacific Maritime Association

The principal business of the Pacific Maritime Association (PMA) is to negotiate and administer maritime labor agreements with the International Longshore and Warehouse Union (ILWU).

The membership of the PMA consists of domestic carriers, international carriers and stevedores that operate in California, Oregon, and Washington.

The labor agreements the PMA negotiates on behalf of its members cover wages, employee benefits, and conditions of employment for workers employed at longshore, marine clerk, and walking boss/foreman jobs.

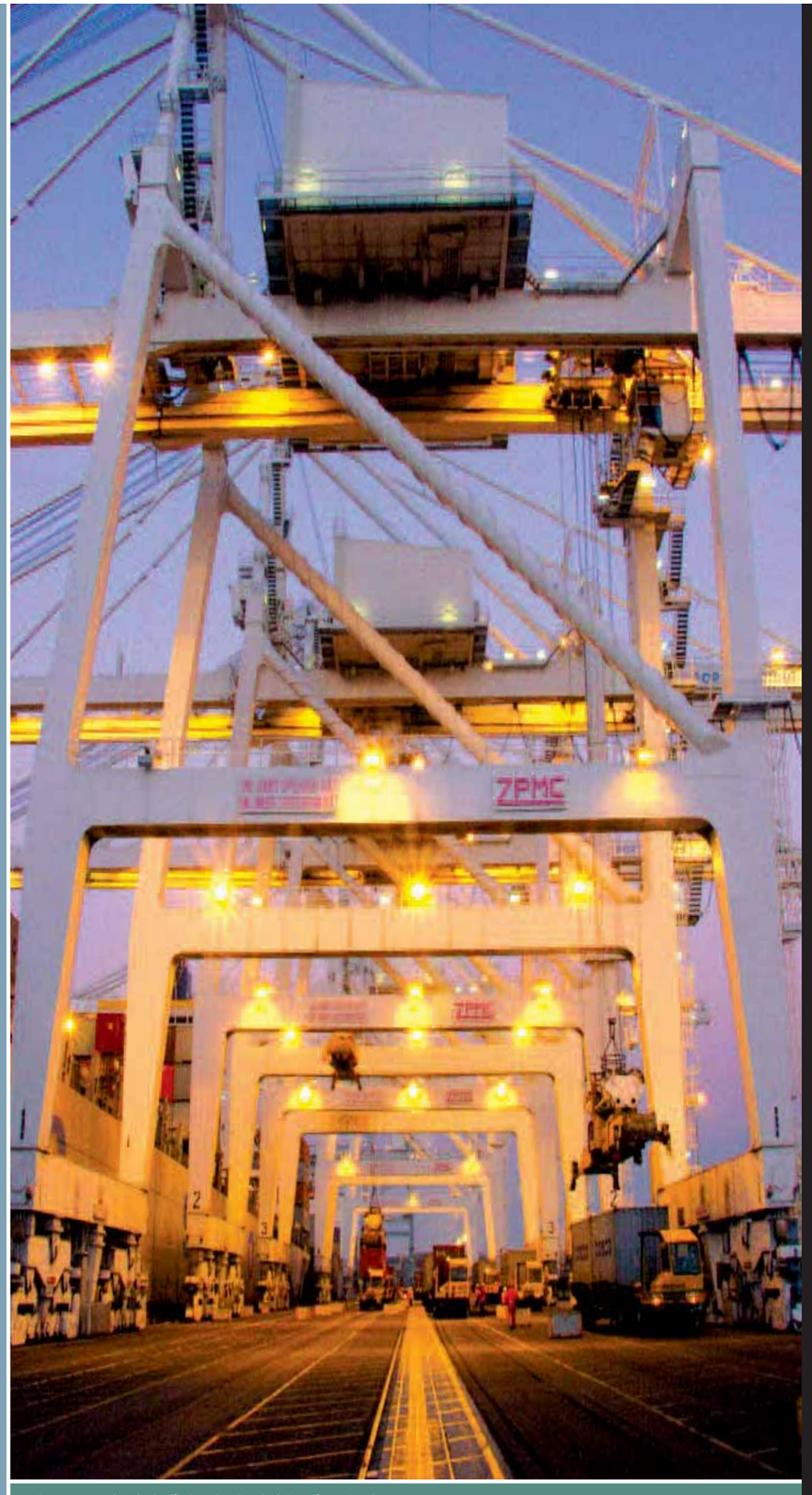
The Association processes weekly payrolls for workers and collects assessments on payroll hours and revenue cargo to fund employee benefits plans provided for by the ILWU-PMA labor agreements.

PMA Mission: To provide industry leadership to our member companies through innovative integrated Labor Relations, Human Resources, and Administrative Services.

The regular meeting of the membership will be held at Pacific Maritime Association Headquarters, San Francisco, California on Wednesday, March 16, 2005 at 2:00 p.m. in Conference Room 1.

On the Cover

The 8,000-TEU OOCL Long Beach—one of the largest container ships in the world—makes its maiden voyage into the Port of Long Beach.



Four gangs work at the Pacific Container Terminal, Port of Long Beach.

AVOVE: This reefer container will cross the Pacific and traverse the United States – many times.

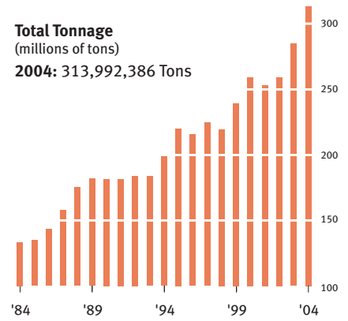
BACK COVER: Pier 300 is home to American President Lines at the Port of Los Angeles.

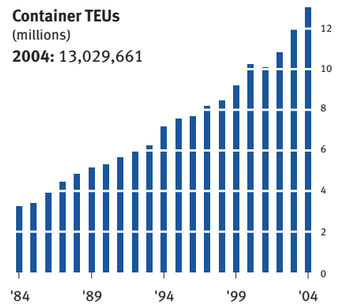
PMA

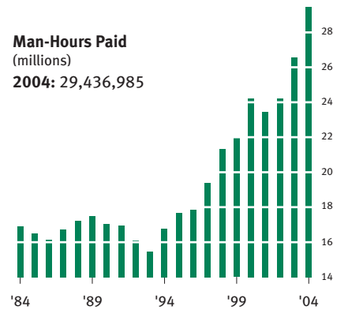
The Pacific Maritime Association is a nonprofit mutual benefit corporation, incorporated under the laws of the State of California on June 3, 1949.

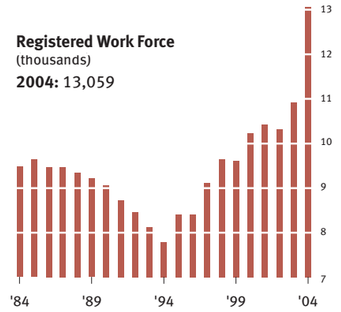
Inside front cover-
Separate file

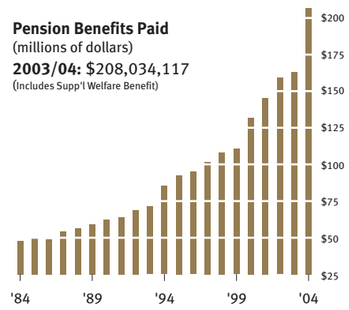
Highlights

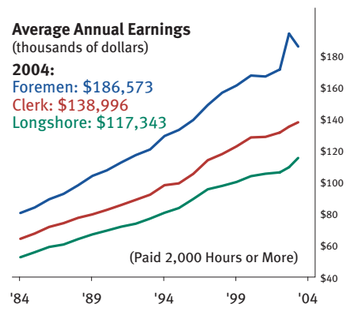


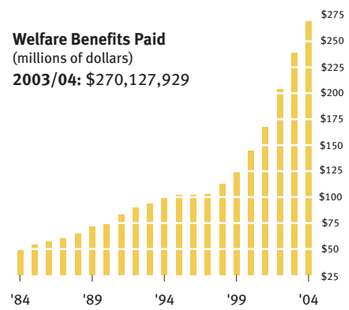


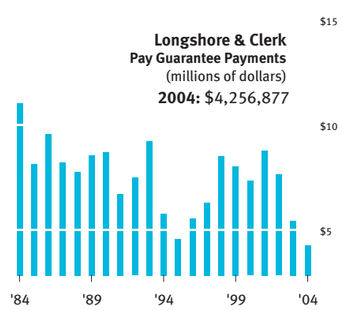












Contents

James C. McKenna
President and CEO

To Our Stakeholders:

When the PMA board asked me to take over as CEO last spring, I looked forward to the challenge of leading the organization at a time of growth and change for our industry. I did not realize, however, how quickly and how much we'd all be challenged.

Last summer, unanticipated volume increases, combined with a growing labor shortage, caused disruptions in cargo operations at Southern California ports. Shipments were delayed; some cargo was diverted; and customers were left to reconsider their options.

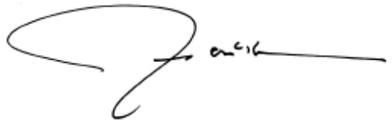
Yet these events—as regrettable as they were—allowed us to speed much-needed changes through the system. In particular:

- We brought 5,000 new workers into the industry in Southern California, and created a mechanism for additional workers to be added as they are needed.
- We are making better use of statistics, or "metrics," to monitor cargo activities in real time, and to predict future labor needs.
- Our members are moving more swiftly to bring technology to West Coast ports, in order to ensure safe, reliable, efficient goods movement.

This annual report details these and other changes being made by the PMA at a critical time for our industry. The market is growing significantly. New 8,000 TEU ships are becoming the rule, not the exception. We know that volume will increase year-in and year-out – and we must be ready for it.

Looking ahead, we will succeed by aggressively managing our operations; by working closely with the International Longshore and Warehouse Union and other stakeholders; and by recognizing opportunities to enhance the flow of cargo throughout the system.

The PMA will do everything it can to prove the reliability of West Coast ports as the premier place to ship goods in and out of the United States. And we will continue to adapt, as an industry, to the ever-changing landscape of international goods movement.



James C. McKenna

FACING PAGE: An Evergreen vessel berths at the Port of Los Angeles.

Membership

American President Lines, Ltd.
APM Pacific Terminals Ltd.
Benicia Port Terminal Company
Bridge Warehouse, Inc.
California United Terminals
Centennial Stevedoring Services
China Shipping (North America) Holding Co., Ltd.
Coast Maritime Services
Consolidated Stevedoring Company LLC
Cooper/T. Smith Stevedoring Co., Inc.
COSCO North America, Inc.
Crescent City Marine Ways & Drydock Company, Inc.
Deep Pacific, L.L.C.
Eagle Marine Services, Ltd.
Evergreen Marine Corp. (Taiwan) Ltd.
Foss Alaska Line, Inc.
Hanjin Shipping Company, Ltd.
Hapag Lloyd AG
Harbor Industrial Services Corporation
Horizon Lines, LLC
Husky Terminal & Stevedoring, Inc.
Hyundai Merchant Marine (America) Inc.
Innovative Terminal Services Inc.
International Transportation Service, Inc.
Italia Line
Jones Stevedoring Company
"K" Line (Kawasaki Kisen Kaisha, Ltd.)
Kinder Morgan Bulk Terminals, Inc.
Long Beach Container Terminal, Inc.
Maersk Inc.
Main Lines Inc.
Marine Terminals Corporation
Marine Terminals Corporation - Columbia River
Marine Terminals Corporation - Puget Sound
Marine Terminals Corporation of Los Angeles
Matson Navigation Company, Inc.
Metropolitan Stevedore Company
MOL (America) Inc.
National Lines Bureau, Inc.
Norske Skog Canada (USA) Inc.
Norsk Pacific Steamship Co., Ltd.
NYK Line
OOCL (USA) Inc.
Oregon Chip Terminal Inc.
P&O Nedlloyd B.V.
Pacific Coast Stevedoring, Inc.
Pacific Coast Terminals, Ltd.
Pacific Crane Maintenance Company, Inc.
Pacific Northwest Auto Terminals, LLC
Pacific Ro-Ro Stevedoring, LLC
Pasha Maritime Services, Inc.
Pasha Stevedoring & Terminals, LP
Pier Maintenance Incorporated
Portland Lines Bureau
Reliable Line Service
Rogers Terminal & Shipping Corporation
Sea Star Stevedore Company
SSA Marine, Inc.
SSA Terminals, LLC
Tacoma Line Handling Company
Terminal Maintenance Company, LLC
Terminal Maintenance Corporation
Tesoro Refining and Marketing Company
Trans Pacific Container Service Corporation
TransBay Container Terminal, Inc.
Transpac Terminal Services, LLC
Wallenius Wilhelmsen Lines AS
Washington United Terminals
Western Stevedoring Corporation
Westfall Stevedore Company
Williams, Dimond & Company
Yangming Marine Transport Corporation
Yusen Terminals Inc.
Zim American Integrated Shipping Service Company, Inc.

"Any firm, person, association or corporation engaged in the business of carrying cargo by water to or from any port on the Pacific Coast of the United States, or any agent of any such firm, person, association or corporation, and any firm, person, association or corporation employing longshoremen or other shoreside employees in operations at docks or marine terminals or container freight stations (CFS) at any such port or within the Port Area CFS zone of any such port, and any association or corporations composed of employers of such longshoremen or other shoreside employees shall be eligible for membership in this corporation...."

– PMA Bylaws

Board of Directors

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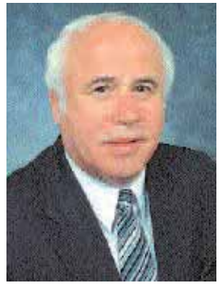
Domestic Carrier Class

John Bowe
Regional President Americas
American President Lines, Ltd.
International Carrier Class

T. F. Hau
Senior Vice President, Operations and Logistics
OOCL (USA) Inc.
International Carrier Class

Joji "George" Hayashi
Chairman, President and CEO
MOL (America) Inc.
International Carrier Class

Jon Hemingway
President and CEO
SSA Marine, Inc.
Stevedore/Non-carrier class



Gerhard "Tony" Hupfeld
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International Carrier Class

J. S. Lee
Managing Director
Hanjin Shipping Co.
International Carrier Class

Charles G. Raymond
Chairman, President and CEO
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Bernard B. Druck
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APL Americas, Operations

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Sr. Vice President & CFO
APM Terminals North America, Inc.

Gail A. Parris
Chief Financial Officer
Marine Terminals Corporation & MTC Holdings

Charlie Sadoski
Chief Financial Officer
SSA Marine, Inc.

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Vice President
SSA Marine, Inc.

Dave Adam
Executive Vice President - Opoerations
Marine Terminals Corporation

Bill Alverson
Terminal Manager
Horizon Lines, LLC

Peter D. Bennett
Vice President - Pacific Region/Operations
"K" Line America Ltd.

Wesley Brunson
Executive Vice President
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Yusen Terminals, Inc.

Robert L. Stephens
Vice President - Labor Relations
American President Lines, Ltd.

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SSA Terminals, Inc.

Photo not available

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Trans Pacific Container Service Corporation

Larry Bennett
Total Terminals International (TTI)

Robert Clark
Eagle Marine Services. Ltd.

Joe DiMassa
Yusen Teminals, Inc.

Phil Feldhus
International Transportation Services Inc.

Albert Garnier
Metropolitan Stevedore Company

Jason Hsu
Evergreen America Corp. (Taiwan) Ltd.

Eileen Kuljis
Matson Navigation Company, Inc.

George Lang
California United Terminals

Chad Lindsay
APM Terminals North America, Inc.

Sean Lindsay
Marine Terminals Corporation

Robert Loya
Horizon Lines, LLC

Anthony Otto
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Tim Tess
Pasha Stevedoring & Terminals, L.P.

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"K" Line (Kawasaki Kisen Kaisha, Ltd.)

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Jones Stevedoring Company

Art Hayes
Rogers Terminal & Shipping Corporation

Paul Huculak
SSA Marine, Inc.

Steve Johnson
Hanjin Shipping Company, Ltd.

Kevin Jones
Kinder Morgan Bulk Terminals, Inc.

Mike Morgan
Marine Terminals Corporation

Pacific Northwest: Washington and Puget Sound Area

Chairman:
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SSA Terminals, LLC

K.C. Bacon
Rogers Terminal & Shipping Corporation

Greg Chu
Matson Navigation Company, Inc.

Tom Clay
Marine Terminals Corporation – PS

Kevin Dietsch
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Clayton R. Jones, III
Jones Stevedoring Company

Mike Lingerfelt
Washington United Terminals

George F. Osborn
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David A. Pickles
Eagle Marine Services, Ltd.

Eric Waltz
APM Terminals Pacific Ltd. – Tacoma

Northern California Area

Chairman:
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SSA Terminals, LLC

Bob Bergmann
TransBay Container Terminal, Inc.

Mike Cuffe
Yusen Terminals, Inc.

Leif Gistrand
Metropolitan Stevedore Company

Bob Johnson
APM Terminals

Brian Morgan
Matson Navigation Company, Inc.

Mike Ogieglo
Eagle Marine Services, Ltd.

Mike Porte
Trans Pacific Container Service Corporation

Dean Wilson
Total Terminals International, LLC

Dennis Woodfork
Marine Terminals Corporation

West Coast ports: container movement that circles the globe.

In the past two decades, containerized cargo movement through the West Coast ports has risen more than four-fold – to an all-time record of 13 million TEUs in 2004. With cargo ranging from tennis shoes and personal computers to heavy equipment and produce, these containers carry many of the staples of our economy. Laid end to end, they would circle the globe – twice.

These Maersk Sealand ships carry thousands of containers into Pier 400, Los Angeles.

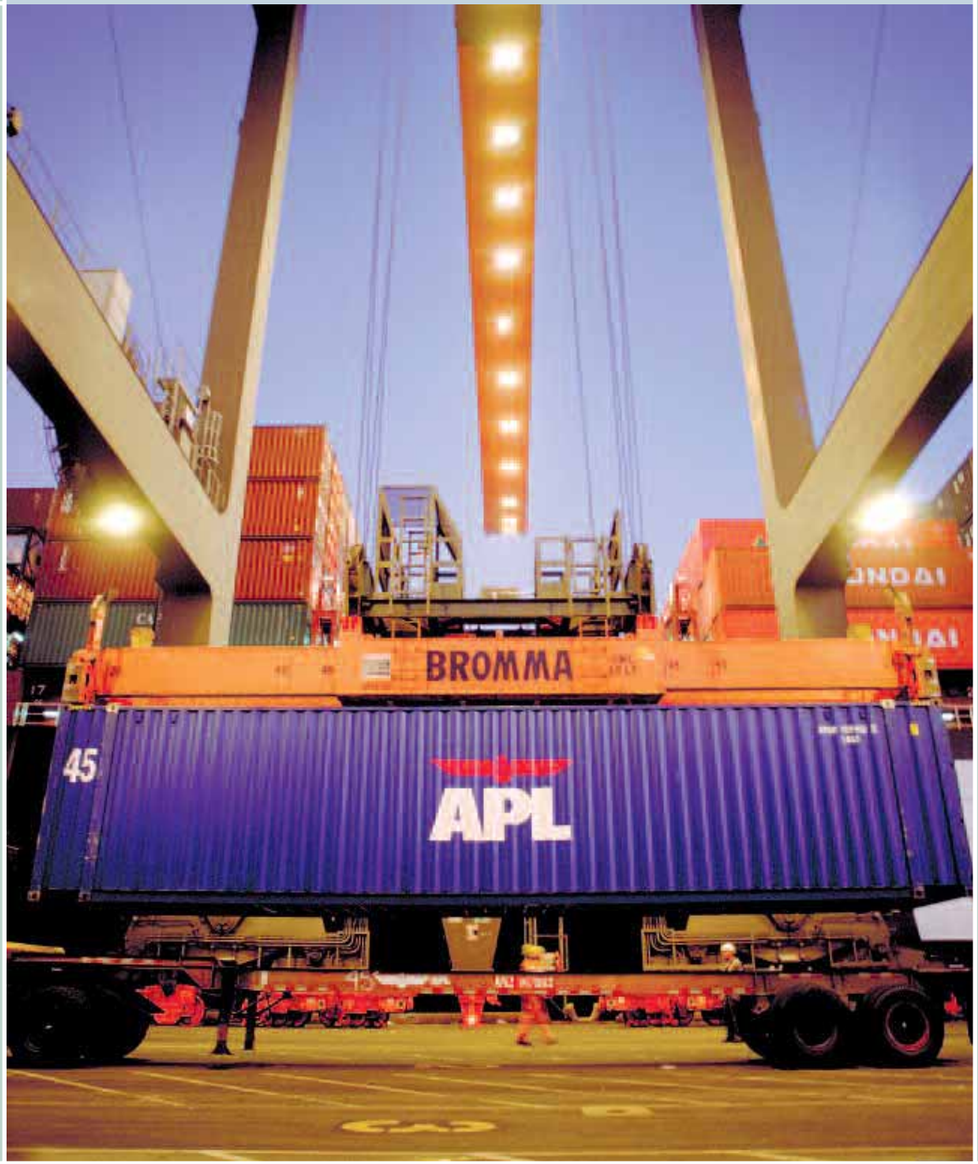
The Port of Los Angeles, viewed from above, joins with its neighbor in Long Beach to form the nation's largest container port complex.

Through this staggering growth – and as a result of its huge consumer markets – **the West Coast has become the destination of choice** for those sending cargo to U.S. shores. Along the way, these ports have built their reputation as reliable points of entry to the national transportation infrastructure.

Last year, while ships waited at anchor and containers stacked up in yards, some began to question that reliability. But we have learned from our experience, and **we're prepared for future growth**. Since last summer, we have hired 5,000 additional workers to keep the goods moving. Manpower, however, is just the start.

A China Shipping vessel calls at SSA's Terminal 18, Seattle.

Here at PMA, **we are making bold use of technology and statistics** – we call them "metrics" – to create real-time management. That means when conditions change, we can allocate labor or hire new people in advance of the crunch. Our members, too, are meeting the challenge, working hard to bring labor-saving technology to the waterfront.



Cargo operations at APL's Pier 300 in Los Angeles.

MTC stevedores a "K" Line vessel in Portland.

Together, this means operations that are more efficient, that can move more cargo, and can predict what we'll need to get the job done. **Shippers and consumers can continue to count on West Coast ports** as a reliable, efficient gateway to the United States.

Looking more broadly, every sector of the transportation infrastructure has its own unique challenges. Systems must be integrated so goods move where they're needed, when they're needed.

A straddle carrier unloads containers in the intermodal yard of the Pierce County Terminal, Tacoma.

Members of ILWU Local 23 lash containers on an Evergreen Ship.

Each link in the transportation chain influences all the others. That's why the PMA is working with the ILWU and other stakeholders to ensure that we're all focused on safe, efficient, reliable goods movement.

Because at the end of the day, that's what it's about: moving all those tons of cargo – and all of those containers – in support of millions of domestic jobs and a huge chunk of the U.S. GDP.

A nighttime shot of the Hanjin Terminal, Long Beach.

The Year In Review
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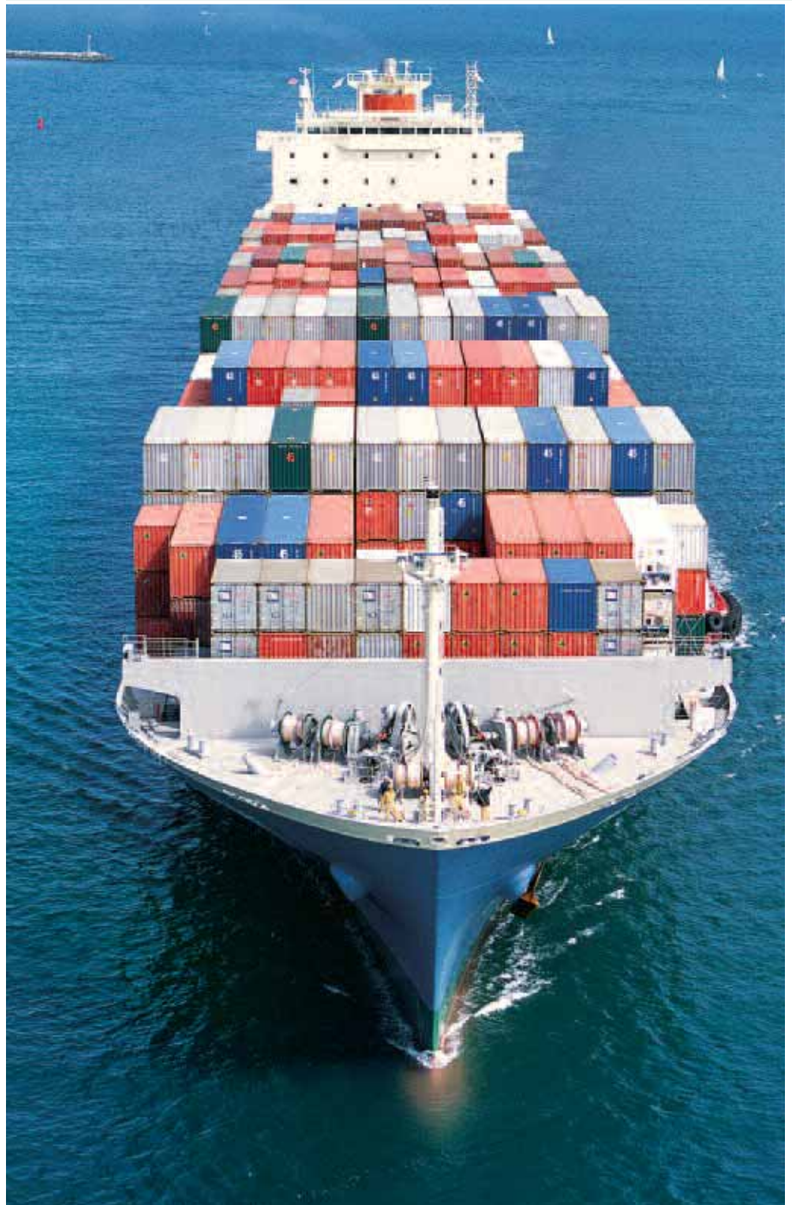
- separate file

Page 16: Last Page of Front Section

- Separate file

The Year in Review

A head-on shot of the MOL Encore.



The summer and fall months of 2004 brought a great deal of attention to the West Coast ports, as a cargo surge and labor shortages in Southern California highlighted the fragile nature of the national and international transportation infrastructure. At the same time, it was the third straight year of coast-wide record cargo volume, with unprecedented movement through many West Coast ports. This volume spurred a hiring wave that brought in 5,000 new workers in Southern California alone, as well as the promotion of nearly 2,000 more. With so many new workers on the job, the PMA's training and accident prevention departments continued to focus on ensuring a safe, productive workplace. And PMA had a significant promotion of its own—the naming of Jim McKenna as its eighth president.

During this time of rapid change, the PMA evolved into a more proactive, information-driven organization. With powerful new statistical measures designed to identify trends and predict labor needs, the PMA is ready for a productive 2005—likely to be another all-time record year.

On the following pages are some of the highlights of the past year.

Record volume—again

For the third straight year, coast-wide tonnage in 2004 set an all-time record. Containerized cargo led the way, reaching record levels for the 19th time in the past 20 years. These figures underscore the ever-growing tide of cargo that moves through the West Coast ports. The Los Angeles/Long Beach port complex again led the nation by moving more than 9 million container TEUs (twenty-foot equivalent units)—the third-highest total of any port complex in the world. At the same time, the ports of Oakland, Seattle and Tacoma reached all-time highs in container TEUs. For full details of cargo movement, see pages 51-72.

Draw for Casuals—5,000 new workers

In August, the PMA and the International Longshore and Warehouse Union jointly oversaw the drawing for new casual workers at Southern California ports from an estimated pool of more than 300,000 names. Those who were interested in working on the waterfront were asked either to fill out industry interest cards or to send in a standard-size postcard. The response to the request was overwhelming—and showed the enormous public interest in longshore work. While casuals are not guaranteed full-time work, they start earning $20.66 per hour and can later become regular registered longshore workers. Registered workers who worked full-time earned an average of $117,343 last year, with full health benefits and a generous pension.

The draw took place at the Port of Los Angeles headquarters in San Pedro, with substantial assistance from port staff. Area arbitrators drew cards in a process that was covered live by local news media. Initial plans called for the addition of 3,000 new workers, but ongoing demand for labor caused the PMA and ILWU to increase that total to 5,000. Furthermore, the parties have developed a priority list with an automatic trigger, so that there will always be a pool of applicants from which to select. In that way, and with an ongoing review of labor needs, PMA will ensure that there will be sufficient labor to meet demand.

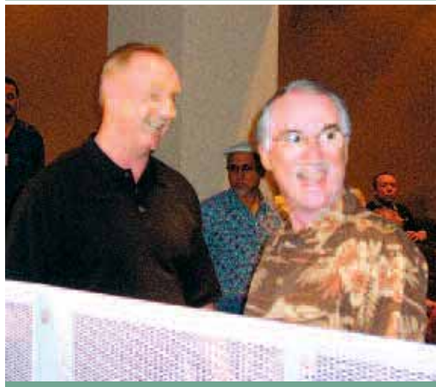
Slew of promotions

Along with the thousands of new casuals who were added to the workforce, 2004 saw the promotion of nearly 2,000 existing casuals in Southern California and more than 500 others along the rest of the coast into the ranks of registered longshoremen. After registration, workers gain access to full benefits once they have accumulated enough qualifying hours, and become eligible to train for advanced cargo-handling positions that receive higher pay. The rightsizing of the workforce—ensuring not only enough labor but also the proper mix of casuals and registered workers, skilled operators, clerks and foremen—is a priority for 2005 and beyond.

2005 forecast: another record year

In late December, PMA gathered information from its member companies to develop a preliminary forecast for 2005. As a result, it was estimated that cargo volume would increase between 12 and 14 percent—again exceeding all past years. PMA President Jim McKenna and his staff are working closely with the member companies to update and refine the forecast to ensure that it represents an accurate gauge of likely future labor demand. With the ability to adjust the forecast based on data from the field, and to capture changes taking place in real-time, the PMA is confident in its ability to provide sufficient labor to meet the needs at West Coast ports.

Containers stacked at the Evergreen terminal, Tacoma.



PMA President Jim McKenna and ILWU President Jim Spinosa share a light moment during the casual draw.

More than 300,000 cards were received from applicants for the casual positions.

Bruce Weule, the Southern California Relief Area Arbitrator, pulls cards from a huge bin.

James C. McKenna
President and CEO

McKenna promoted to CEO; charts steady course for PMA

In March of 2004, the PMA Board named Jim McKenna the association's eighth president. He also holds the title of chief executive officer. Previously, McKenna was chief operating officer and senior vice president, posts he held for just under a year. Prior to that, he had nearly three decades of domestic and international industry experience that included overseeing vessel operations, procurement, terminal operations, labor relations activities and working with various unions.

Known as a straight-shooter with a sharp wit and a penchant for detail, McKenna has worked to streamline the operations of the PMA through the use of metrics (see page 28) and has made several key additions to the senior staff. His mission is straightforward: to transform the PMA into a progressive, fact-based organization that enables the industry to grow wisely and efficiently. Jim is a graduate of Chico State University and holds an MBA from the University of Tennessee.

Senior Staffers Bring Wide-Ranging Experience, Expertise

Vice Presidents Steve Hennessey and Sheila Presto joined the top ranks of the PMA team in the past year, filling key positions in labor relations and research/information technology, respectively.

Hennessey took over the position of vice president for labor relations in Southern California. In this role, Steve oversees the Southern California office of the PMA, managing the PMA's relationship with Longshore Local 13, Clerks' Local 63 and the Foremen's Local 94.

Steve joined the PMA in June of 2004 after working for Sea-Land and Horizon Lines since 1996, most recently as general manager, North American operations. Steve also worked at Roadway Express. He holds a bachelor's degree from Southwest Texas State University and an MBA from the University of Tennessee.

Presto was named vice president of research & analysis and information technology. In this role, she has responsibilities for both the research and analysis department and information technology application development and support. Sheila joined PMA in 2002 as senior director of information technology.

Previously, she was vice president, information services, with American President Lines. At APL, she spent 17 years managing and developing technology efforts. Before that, Sheila gained experience in rail by working for the Southern Pacific Railroad. She holds a B.A. in mathematics from Holy Names University and pursued graduate studies in technology at San Francisco State University.

Legal Issues and Developments

PMA and its member companies continue to vigorously defend against, and when appropriate assert, legal claims, and respond to developing legal obligations. As in the past, the parties have defended and will continue to defend their long-standing collectively agreed practices.

In Southern California, the Division of Advice of the National Labor Relations Board has determined that several unfair labor practice charges against PMA and the ILWU should be dismissed. The charges frontally challenged the 2004 agreement to add 5000 new identified casual workers on the ground that it unlawfully favored industry-connected individuals. We hope that the Division's decision will conclude this challenge. Other ancillary charges related to the hiring process remain pending.

In another Southern California case, the Ninth Circuit Court of Appeals affirmed a trial court ruling that the Industry did not violate a long-standing consent decree relating to the hiring of women. Members of the female class alleged that over a number of years PMA and ILWU had brought hundreds

fewer women into the longshore workforce than required by the Consent Decree. The trial court rejected their contention, and the appellate court agreed. The trial court had also concluded that in view of the substantial representation of women in the longshore workforce there was no need to continue the Consent Decree, and allowed it to expire.

In Washington, PMA defeated a claim alleging disability discrimination, insufficient accommodation of disability, and related claims brought by a Tacoma longshore worker. This result reinforces the continued viability of seniority-based defenses to disability claims established in prior cases, and also demonstrates the reasonableness of the Industry's various efforts to accommodate alleged disabilities.

The Industry continues when necessary to seek judicial enforcement of arbitration awards under the no strike clause of the contract and to enforce its innovative, jointly-agreed policies and procedures prohibiting unlawful discrimination and harassment, accommodating disabilities, and responding to military leaves of absence.

Port security developments

In July 2004, new Coast Guard regulations went into effect, requiring carriers, ports and terminal operators to be operating in accordance with their approved terminal and vessel security plans. The dates for domestic compliance with the Marine Transportation Security Act (MTSA) coincided with the implementation of international maritime regulations under that IMO International Port and Terminal Security Code (ISPS). All PMA members complied with these regulations.

Night falls on the Horizon Anchorage in Tacoma.

ACCIDENT PREVENTION "TOP TENS" FOR 2004

Most Injured Occupations

Semi-Tractor	546
Lasher	491
Mechanic,ILWU	246
Holdmen	231
Mechanic,IAM	177
Dockmen	137
Foremen/Walking Boss	133
Clerk Supervisor	120
Auto Driver	102
Gantry Crane Driver	79

Cause of most Injuries

Slip/Trip/fall <4ft	410
Strained	377
Stuck by	376
Struck Against	208
Twisted	140
Object in eye	127
Onset of Pain	120
Other	106
Bounced in Vehicle	99
Collision with another Vehicle	84

Most Common Injuries

Sprain/Strain/Spasm	1331
Contusion	700
Cut, Laceration	214
Foreign Obj. in Eye	130
Unclass/Undetermined	113
Scratch/Abrasion	73
Hearing Impair (ill)	68
Fracture	59
Crushing	42
Toxic Respiratory	41

Most Injured Body Part

Back	566
Knee	409
Shoulder	293
Neck	241
Finger	235
Ankle	193
Hand	158
Head	156
Eye	148
Wrist	131

Since that time, federal officials have continued to hone their security requirements, with further refinements expected in 2005. The U.S. Coast Guard published several guidelines to interpret the act and establish screening policies. Customs, meanwhile, toughened procedures for reporting cargo to be shipped as well as provisions for their voluntary Customs Trade Partnership against Terrorism (C-TPAT.)

In addition, Customs continues to expand the use of truck-mounted Mobile Vehicle and Container Inspection Systems (VACIS) to non-intrusively inspect a greater number of arriving marine containers. Customs is also proceeding with the planning and installation of Radiation Portal Monitors at each out-gate of every terminal. These portals can detect radiation coming from inside containers.

PMA member companies continue to support the Transportation Security Administration (TSA) prototype testing of Transportation Workers Identification Cards (TWIC). Although regulations have not been written to formalize TWIC application procedures, hardware has been selected and is being tested to prove the technical aspects of the enrollment and entry systems. Meanwhile, TSA has moved ahead with background check requirements for hazardous material endorsements for Commercial Drivers Licenses. Some PMA members have gearmen who require these licenses to drive fuel trucks over the road between terminals.

During the past year, PMA joined with other industry associations and ports as members of the Coalition for Secure Ports. The coalition's mission is to educate policymakers and the public on the significant progress made to improve maritime security in the last several years, and to advocate for further actions by the U.S. government—in cooperation with private sector stakeholders—to enhance port and cargo chain security.

Customs tests the VACIS system in Long Beach.

Regional developments:

Southern California—

In addition to the well-documented volume increases and workforce additions noted elsewhere in this report, Southern California ports saw a number of smaller changes, as well. Updates have been made to the dispatch hall process for the Ports of Los Angeles and Long Beach, in order to speed the timely movement of workers to the job-site. A new passenger berth was added at the Port of Long Beach, operated by Metropolitan Stevedore Company. Additional cranes and container handling equipment were added at both Los Angeles and Long Beach, as terminal operators seek to maximize their ability to move cargo with limited space.

Just up the coast, Port Hueneme saw a significant addition, as Chiquita moved its produce operation there. The company is one of the largest banana producers in the world.

Northern California—

While the Southern California ports received a great deal of attention in 2004, their counterparts in Northern California produced record volume levels and workforce additions of their own. The Port of Oakland moved more containers than ever before – greater than 1.5 million TEUs. In addition to being a port record, it was also higher than any West Coast port outside of LA/LB. As a result of this increase in traffic, the port registered more than 200 Class B longshore workers in 2004, with 150 additional registrations scheduled for the first quarter of 2005. This is the largest wave of registration at the port in many years.

Like the Pacific Northwest, Northern California continued to see increases in passenger vessel work in 2004. San Francisco, in particular, which had fewer than 40 passenger vessel calls in 2002, expects more than 80 in 2005. Their destinations range from coastal cities in California to Alaska, Hawaii and Mexico.

Pacific Northwest—

As noted previously in this report, 2004 was a record year for container TEUs at both Tacoma and Seattle. Yet the increase in cargo movement for the Pacific Northwest was not limited to containers. In particular:

- Military cargo continued to move through the Ports of Tacoma and Olympia.
- Grain from Eastern Oregon and Washington moved in great quantities, through the ports of Seattle, Tacoma, Portland, Vancouver and Longview. Much of this trade was bound for Asia - in particular, India, Pakistan and China.
- While two lines stopped calling containers in Portland, consolidating their Pacific Northwest operations to Seattle and Tacoma, Portland saw increases in both grain and breakbulk.
- Passenger ship trade continued to be strong in Seattle. In fact, after doubling in size the previous year, passenger ship trade again nearly doubled.

As a result of continued volume increases, workforce additions have begun at both the Tacoma and Seattle ports. In Tacoma, public advertising preceded the drawing of nearly 250 names to be placed on a list for casual processing. Between these recruitment efforts and thorough training and screening of applicants, these new workers should provide a stable addition to the workforce. In Seattle, the number of workforce additions is smaller, but there too it is anticipated that ongoing demand will require additional workers.

In Tacoma, the Pierce County Terminals expanded in December to provide a modern, high-tech location for Evergreen and MTC. That move is expected to free up space for other lines to expand in 2005.

SSA's Terminal A in Long Beach.

An aerial view of the Port of Oakland.

COSCO's charter ship, Jing Po He, docks at Terminal 18, Seattle.

A casual practices backing into a slot during semi-tractor training in Long Beach.

Training: thousands of new workers

As a result of the large-scale hiring of casuals, begun in August, the PMA training department worked together with the ILWU to prepare nearly 5,000 workers for the waterfront in Southern California. Since the unprecedented influx of new workers required additional training facilities, training staff promptly found and leased an 11-acre site from the Port of Long Beach for training new casuals on semi-tractors. With help from member companies, 40 semi-tractors and 113 chassis were quickly gathered and put to use. An average of 35 students were trained at the site each day—70 students per day when training was held during both day and night shifts.

The LA/LB casual processing program also includes lashing training and testing; General Safety Training (GST V); a physical and drug/alcohol test; and a clerk cognitive test. All casuals are carefully evaluated and trained before going on the job, in order to ensure that they enter the waterfront as safe, productive workers. As new workers are brought into the workforce in other parts of the coast, they will be similarly trained to ensure that only qualified workers are joining the waterfront.

In addition to working with new casuals, PMA staff oversaw training programs for military cargo such as the M1 Tank at Port Hueneme, CA, and the Stryker vehicle at the Port of Tacoma. They also re-evaluated all operators of skilled cargo-handling equipment that falls under the classification of Powered Industrial Truck. The Federal Occupational Safety and Health Administration requires this evaluation every three years.

Further information about PMA training programs may be found on page 66.

Safety on the waterfront: watching out for one another

While PMA began adding thousands of new casuals to the workforce, accident prevention staff monitored the workforce and accident statistics to confirm the safety of the new casuals. As a result, casuals proved to be as safe as the rest of the workforce on the waterfront.

Several initiatives were undertaken to assist employers in relevant safety and security issues. New gangway safety talk booklets were distributed at foreman training to promote terminal safety. The safety talks were updated to include pertinent job safety elements, security and evacuation procedures. Gangway safety talks take place at the beginning of each work shift, in order to remind workers how to work in a safe manner, and to warn them of potential hazards that may exist.

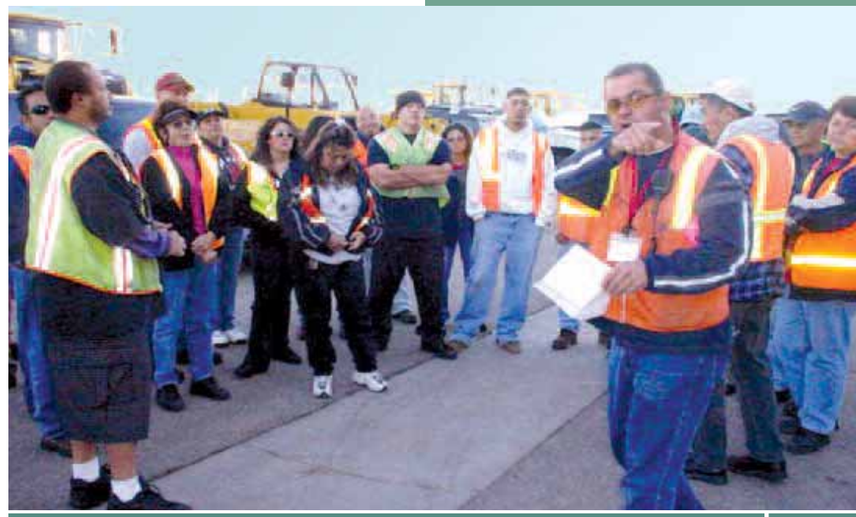
Gangway safety talks take place before work shifts.

During the past year, lost time incident/illness rates were reduced in all areas. For details, see page 26.

As in years past, accident prevention developed longshore safety tip flyers on a number of subjects. These flyers, sent to workers with their paychecks and posted on the web and at training sites, reach the vast majority of workers with simple yet effective reminders about how to stay safe. In particular, PMA distributed flyers on Powered Industrial Truck Safety; floating the load; and crane and lashing safety while bunker barges are alongside—important concerns while working on the waterfront.

Safety tips are regularly communicated to ILWU members.

As part of an agreement reached between PMA and the ILWU during the 2002 contract negotiations, the National Institute for Occupational Safety and Health (NIOSH) conducted air testing at a port terminal in Oakland. Previously, NIOSH had conducted tests in Los Angeles, and further tests are anticipated in the Pacific Northwest. The results of the Oakland test showed that in nearly all cases, exposures to diesel emissions were well within established parameters.



A gangway safety talk before a shift in Los Angeles.

GENERAL SAFETY TRAINING: A THIRTEEN-YEAR HISTORY

YEAR	PASS	CUMULATIVE
GST I – Safety First		
1991	552	552
1992	5,246	5,798
1993	4,512	10,310
GST II- Your Right, Your Life		
1994	1,068	1,068
1995	6,867	7,935
1996	4,798	12,724
GST III- What Counts		
1997	2,993	2,993
1998	7,788	10,781
1999	4,059	14,840
GST IV- Going Home Safe		
2000	4,007	4,007
2001	6,675	10,682
2002	5,464	16,146
GST V- Aware Today, Everyday		
2003	3,442	3,442
2004	9,733	13,175

Vessel operations at Trapac Berth 30, Oakland.

Working with state and federal regulators

2004 was an active year for PMA participation with regulators. State and federal regulations that were considered or implemented included everything from personal floatation devices to crane test weights to vertical tandem lifts to terminal equipment air emissions. In each case, PMA provided comments to draft regulations and/or presented testimony as to the need for particular policies.

SHORESIDE OCCUPATIONAL INJURY AND ILLNESS INCIDENCE RATES

The Pacific Maritime Association processes injury and illness reports submitted by companies to analyze industry injury and illness trends and to evaluate the safety programs of individual companies.

The information shown in the tables on this page is summarized from injury and illness reports submitted to PMA in 2004.

The Injury and Illness Incidence Rate is based on Occupational Safety and Health Act (OSHA) record keeping criteria and is a national standard used by the government and most industries to provide an overall indication of injury and illness trends.

The formula for the lost time injury and illness incidence rate includes the number of lost time injuries and illnesses that occurred in the workplace and the total hours worked during the period (usually one year). It is based upon a work force of 100, each working 2,000 hours per year. (Number of injuries and illnesses x 200,000 ÷ total hours worked = Incidence Rate)

Year	Coast	Southern California	Northern California	Pacific Northwest	
				Oregon	Washington
1990	12.5	12.1	13.6	14.1	11.9
1991	13.6	12.7	13	16	14.8
1992	14	14.6	12.3	14.1	14.1
1993	13	12.1	13.4	16.5	13
1994	11.2	10	14.6	11.9	11.2
1995	10.9	8.9	15.6	11.5	12.8
1996	10.4	9.3	14.3	12.7	9.9
1997	9.4	8.2	11.6	11.2	11.2
1998	9.2	6.8	15.1	13.9	12.4
1999	8.67	6.64	13.7	12.6	11.2
2000	7.2	5.68	9.81	10.7	10.7
2001	8.6	6.6	13.4	11.98	12.5
2002	8.5	6.4	14.1	11.2	13.3
2003	7.5	6	10.5	10	11.9
2004	**6.77**	**5.71**	**9.04**	**9.95**	**9.11**

Coast Accident Prevention Award-Winners

Stevedoring Companies
(companies engaged in one or more types of cargo handing operations)

Group A (400,000 or more man-hours)

First Place: Marine Terminals Corporation
Los Angeles - Long Beach – Southern California

Second Place: SSA Marine, Inc
Los Angeles - Long Beach – Southern California

Group B (100,000 to 399,999 man-hours)

First Place: Marine Terminals Corporation
Port Hueneme – Southern California

Second Place: Marine Terminals Corporation
Vancouver – Pacific Northwest Area

Group C (10,000 to 99,999 man-hours)

First Place: Pasha Stevedore & Terminals L.P.
San Diego – Southern California

Second Place: SSA Marine, Inc
Port Hueneme – Southern California

Container Operators
(companies that predominantly handle intermodal containers to and from ships)

Group A (750,000 or more man-hours)

First Place: California United Terminals
Long Beach – Southern California

Second Place: APM Terminals Pacific, LTD
Long Beach – Southern California

Group B (500,000 to 749,999 man-hours)

First Place: Long Beach Container Terminal
Long Beach – Southern California

Second Place: Eagle Marine Services, Ltd.
Washington – Pacific Northwest Area

Group C (100,000 to 499,000 man-hours)

First Place: Husky Terminal & Stevedoring, Inc.
Washington – Pacific Northwest Area

Second Place: Marine Terminal Corporation
Portland – Pacific Northwest Area

Terminal Operators
(companies engaged primarily in terminal and or container freight operations with total man-hours exceeding 5,000)

First Place: Pacific Northwest Auto Terminals
Oregon Area – Pacific Northwest Area

Second Place: Norske Skog Canada (USA), Inc.
Los Angeles - Long Beach – Southern California

Bulk Operators
(companies engaged primarily in bulk cargo operations with total man-hours exceeding 9,000)

First Place: Roger Terminals & Shipping Corporation
Oregon Area – Pacific Northwest Area

Second Place: Metropolitan Stevedore Company
Anacortes – Pacific Northwest Area

Coast Award - Lines Companies
(companies engaged primarily in bulk cargo operations with total man-hours exceeding 5,000)

First Place: Main Line, Inc.
Washington – Pacific Northwest Area

Second Place: Coast Maritime Services
Los Angeles - Long Beach – Southern California

ILWU WORK FORCE AWARDS

Longshore Locals

Group A (Over 400 Registered Members)
Local 13 – LA/LB (Southern California)

Group B (less than 400 Registered Members, less than 100,000 Man Hours)
Local 46 Port Hueneme – Southern California

Group C (less than 100 Registered Members an/or less than 100,000 Man Hours)
Local 32 Everett – Washington

Foreman Locals
Local 92 (Oregon)

Clerk Locals
Local 52 – Washington

COAST THREE YEAR ZERO INCIDENT RATE AWARD
(Those companies who have achieved a zero lost time incident rate 3 consecutive times over a 4 year period)

Metropolitan Stevedore Company
– Washington - Pacific Northwest

COAST FOUR YEAR ZERO INCIDENT RATE AWARD
(Those companies who have achieved a zero lost time incident rate 4 consecutive times over a 4 year period)

Pasha Maritime Services
– Los Angeles & Long Beach

Pacific Northwest Auto Terminals
– Oregon - Pacific Northwest

COAST THREE YEAR REDUCTION AWARD
(Those companies who have reduced their lost time incident rate 3 consecutive times over a 4 year period)

Stevedoring Services of America Pacific
– Washington - Pacific Northwest

THE COAST ACCIDENT PREVENTION AWARDS

Pacific Maritime Association sponsors an annual Accident Prevention Awards Program, a valuable feature of the coast-wide industry accident prevention program.

To qualify for an award, a member company must actively participate in the PMA safety program and report all occupational injuries and illnesses and all applicable man hours for the previous calendar year.

Member companies are divided into four categories according to the type of operation in which they are predominantly involved. Within each category, companies are further grouped according to the number of man-hours paid during the year.

Awards are presented to those qualifying member companies having the lowest injury/illness incidence rate within their respective category and group. In addition, awards are presented to the ILWU longshore, clerk, and foreman locals based on similar criteria.

Winners are listed above.

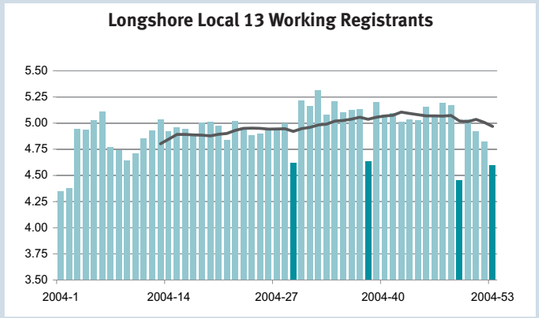
Metrics: measuring progress

What is a Metric?

A metric is a statistical snapshot of work taking place on the waterfront. It is a measure derived from operational data—usually in the form of a chart or graph—designed to show trends in volume, productivity and patterns in the workforce. In the months ahead, metrics can answer key questions about volume growth, worker productivity and labor demand – both at the present time, and projected for the future.

Though the following examples all come from Southern California, PMA has expanded the use of metrics into Northern California and the Pacific Northwest. Over time, these measures will be fine-tuned, in order to continue to provide timely, accurate, useful information to the industry.

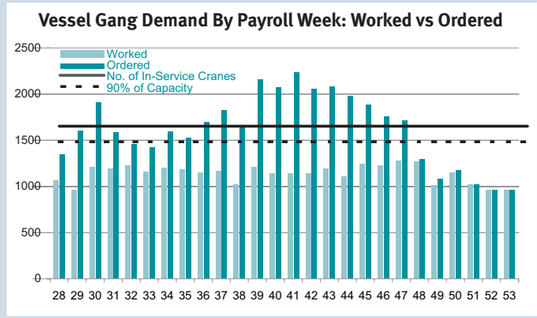
Understanding the work behaviors of the labor force – who is working, how often, what should we count on?



Metric: Average Weekly Shifts Paid

This chart shows the number of shifts paid, on average, per working registrant. By gaining a clearer understanding of these workforce patterns, managers can better ascertain the need for future labor. They can also discern changes in normal behavior much more quickly than in the past.

How does vessel gang demand compare with available labor on a daily shift basis?



Metric: Vessel Gang Demand – Worked vs. Ordered

This chart shows, on a weekly basis, the number of gangs (typically 21-23 workers) requested vs. those that were filled. Thus, during the busiest months of 2004, there was not sufficient labor to fill all requests. By December, however, all orders were filled.

Why is PMA focusing on Metrics?

In 2004, it became apparent that volume trends in containerized shipping were deviating from their normal patterns. Record volumes were happening far above any forecasted expectations. Significant volume increases were causing even greater labor demand. Thus, improved labor capacity was critical; however, the time frame to achieve this did not meet the immediacy of the needs.

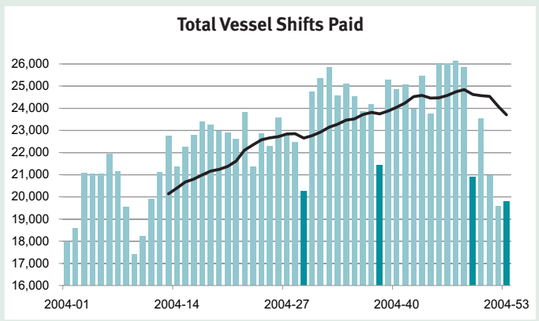
Decisions needed to be made – and quickly. It was essential to understand the work patterns of the labor force – in a systematic, supportable manner. The industry needed objective data to make the right decisions and to effectively manage the increasingly difficult labor shortage and ensuing yard/rail congestion. Improved metrics allowed for fact-based decision making.

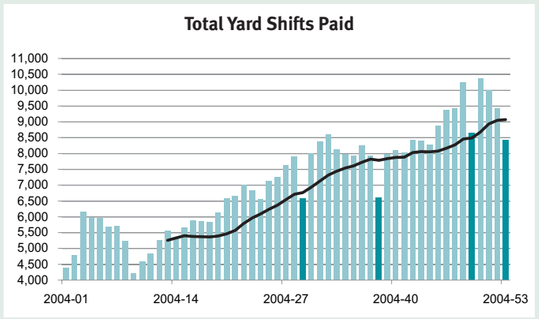
A number of key questions emerged. In particular, what business indicators were critical to manage the labor situation then and in the future? Some of the answers are on these pages.

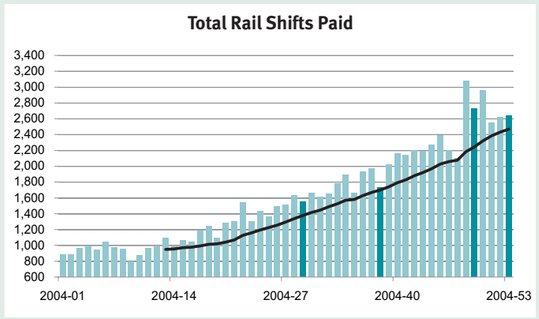
How is the work split between the vessel, yard, and rail operations?

Metric: Vessel/Yard/Rail Analysis – Total Shifts Paid

This indicates how the workforce is being utilized and can identify changing trends. In the example below, note the steady increase in yard and rail work as 2004 went on. These were the result of both yard congestion and, in the case of rail, three new on-dock rail operations at LA/LB.



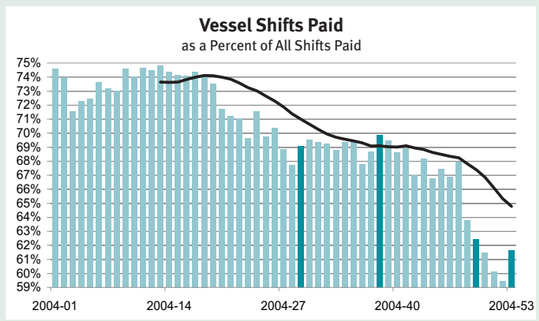


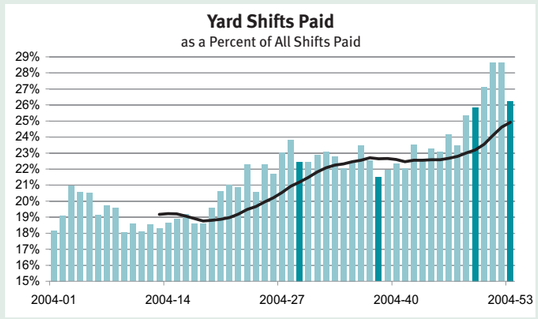


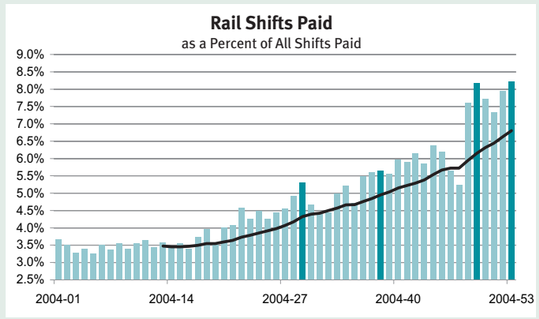
Another view of vessel, yard and rail work:

Metric: Vessel/Yard/Rail Analysis – Percentage Mix

This is a percentage mix view that shows the pieces relative to the whole. In the summer and fall months of 2004, yard and rail operations were given priority in order to clear the yards for new containers. This fact is borne out by the charts below.







Other metrics being used by PMA are designed to answer the following questions:

Registration Status –

At a glance, we can see how many workers are registered for each local, and how the numbers have shifted each month.

Weekly Productivity Analysis –

This measure is designed to let us know if congestion and related labor demand are increasing and whether terminal inefficiencies are driving demand. Changes are observed in real-time.

Real-time dispatch information –

This tool lets us know how many workers and how many gangs are being dispatched each day, and how these totals compare with requests. PMA members receive this information electronically on a daily basis. (See www.pmanet.org for dispatch summaries.)

Manpower Forecasting –

We are modeling the impact of volume and congestion to determine how many workers will be needed, in all classifications, to meet anticipated demand. This tool gives the PMA and its members the ability to manage cargo growth going forward.

Industry Overview

Labor Agreements

The ILWU-PMA coastwise agreements remain in effect until 5:00 p.m., July 1, 2008.

Coast Agreements	EFFECTIVE
Longshore and Clerks' Agreement	7/1/02*
Walking Bosses and Foremen's Agreement	7/1/02**

* MOU was signed 11/23/2002 ** MOU was signed 12/18/2002

Labor Allocations and Dispatching

Work on the waterfront, both loading and unloading of ships and barges and in marine terminals, has historically been performed by a work force employed on a "casual" basis. A casual laborer, as contrasted with someone hired as a full-time or steady employee, is hired for a single work shift and, if needed, may be asked to return each day until a certain work task is completed.

Casual employment allows the individual longshore employee, within certain limitations, the choice both of making himself or herself available for a work assignment on any given day and of taking a particular job for which he or she is qualified. Registration, dispatch, and benefits eligibility rules specify minimum availability and work requirements that are expected of longshore registrants.

At an increasing pace during the past several decades, more regular or steady employees have been added to company payrolls, but the majority of the work is still performed by registered members of the ILWU who are dispatched on a "casual" basis.

Within the West Coast longshore industry the term *casual* is commonly used with an entirely different meaning. The term identifies workers dispatched to jobs who are not jointly registered longshore employees, clerks, or foremen. Casuals are dispatched only after all available Class "A" and Class "B" registrants have been dispatched.

Longshore employees who work out of the dispatch hall are dispatched (receive job assignments) on a shift basis to ship, dock, marine terminal, Container Freight Station, and other related maritime jobs. (Steadily employed longshore workers generally report directly to their employer and are not dispatched through the dispatch hall on a regular basis.)

The dispatch process begins with the receipt of the daily manpower orders that each employer telephones or otherwise sends to the allocator. If the employer will be loading or unloading a ship or barge, they report the name of the vessel and the actual time that the vessel arrived in port or the estimated time that the vessel is expected to arrive and the number and types of jobs that will need to be filled.

After receiving all of the vessel labor orders for the day, the PMA Allocator arranges orders by ship name from highest priority to lowest in accordance with the allocation rules agreed to by the PMA Area Sub-Steering Committee and approved by the Coast Steering Committee. When the PMA Allocator has completed the vessel allocation list, it is transmitted to the dispatch hall.

The joint dispatcher then begins the dispatching process. The ship jobs are to be offered first, in the sequence listed by the PMA Allocator. Other jobs are dispatched following vessel jobs, subject to local dispatch rules.

FACING PAGE: ILWU Local 8 workers lash containers for MTC in Portland.

SUPPLEMENTARY AREA AGREEMENTS

LOCAL	EFFECTIVE
Southern California	
13 - Supplementary Agreement for Gearmen	7/1/96
13 - Sweepers' Agreement	7/1/96
13 - Lines Handling Agreement	7/1/93
13 - Mechanics' Port Supplement	7/1/93
13, 29 & 46 - Industry Travel Agreement	5/17/88
26 - Watchmen's Agreement	7/1/02
29 - Lines Handling Agreement	1/25/88
29 - Foremen's Port Supplement	11/1/73
29 - Gearmen's Port Supplement	1/28/88
29 - Mechanics' Port Supplement	1/25/88
63 - Clerks' Port Supplement	11/10/53
94 - Foremen's Port Supplement	7/1/84
Northern California	
10 - APL Mechanics Agreement	7/1/02
10 - Crockett Gantry Maintenance Agreement	7/1/99
10 - Miscellaneous Dock Workers	11/1/99
10 - Mechanics Port Supplement	7/1/93
10 - Rotary Dispatch Rules	9/16/95
14 - Working and Dispatching Rules	7/1/81
18 - Working and Dispatching Rules	10/6/87
34 - Clerks' Port Supplement	12/22/52
54 - Working and Dispatching Rules	11/23/87
75 - Watchmen's Agreement	7/1/02
75 - Watchmen's Supplement	1/19/00
91 - Walking Boss Port Supplement	11/1/99
92 - Walking Boss Supplement (Eureka)	7/1/81
Pacific Northwest: Oregon	
4 - Mechanics Port Supplement	4/9/01
4 - Gear and Locker Agreement	7/2/88
4 - Dispatching Rules (LRC Agreement)	5/12/82
4 - Baggage Handling Agreement	5/30/86
4 & 8 - Lines Agreement	4/12/03
4, 8 & 21 - Shipboard Bulk Grain Operators' Agreement	1/8/05
4, 8, 12, 21, 50 & 53 - Area Travel Agreement	12/1/84
4, 8, 21, 50 & 53 - Columbia River and Newport Working and Dispatching Rules	10/4/86
8 - Baggage Handling Agreement	11/27/90
8 - Gearmen, Mechanics' and Millwrights' Agreement	11/4/00
12 - Gear and Locker Agreement	6/18/88
12 - Working and Dispatching Rules	10/31/87
21 - Gear and Locker Agreement	6/18/88
21 - Dispatching Rules	3/1/79
21 - Port of Kalama Lines Handling Agreement	7/1/90
21 & 50 - Boat Rental Agreement	7/1/00
40 - Clerks' Port Supplement	3/31/58
50 - Lines Agreement	11/5/96
92 - Walking Boss Supplement	7/1/78
Pacific Northwest: Washington	
7 – Working and Dispatching Rules	6/1/60
19 – Working and Dispatching Rules	6/20/60
19 – Lines Handling Agreement	12/12/03
19 – Gear and Locker Agreement	12/12/03
19 – Seattle Mechanics Supplement	12/12/03
19 & 23 – Shipboard Bulk Grain Operators' Agreement	1/8/05
23 – Working and Dispatching Rules	6/17/88
23 – Lines Handling Agreement	3/21/00
23 – Gear and Locker Agreement	8/19/04
23 – Tacoma Mechanics' Supplement	11/29/04
24 – Working and Dispatching Rules	5/9/60
25 – Working and Dispatching Rules	2/10/73
27 – Working and Dispatching Rules	9/30/58
32 – Working and Dispatching Rules	5/26/89
47 – Working and Dispatching Rules	1/19/89
47 – Olympia Mechanics Agreement	5/1/97
51 – Working and Dispatching Rules	1/13/73
52 – Working and Dispatching Rules	12/15/88
98 – Foremen's Port Supplement	12/9/98

HISTORY OF LONGSHORE STRAIGHT TIME WAGE RATES

Effective Date	Hourly Rate Increase		Rate
August 13 1906		–	$ 0.55
May 27 1917	$ 0.15	27.3%	0.70
July 1 1918	0.10	14.3	0.80
December 9 1919	0.10	12.5	0.90
December 10 1932	(0.15)	-16.7	0.75
December 10 1933	0.10	13.3	0.85
July 1 1934*	0.10	11.8	0.95
February 20 1941	0.05	5.3	1.00
February 4 1942	0.10	10.0	1.10
October 1 1944	0.05	4.5	1.15
October 1 1945	0.22	19.1	1.37
November 17 1946	0.15	10.9	1.52
January 1 1947	0.05	3.3	1.57
December 15	0.08	5.1	1.65
February 10 1948	0.02	1.2	1.67
December 6	0.15	9.0	1.82
September 30 1950	0.10	5.5	1.92
June 18 1951	0.05	2.6	1.97
June 16 1952	0.13	6.6	2.10
June 15 1953	0.06	2.9	2.16
December 20 1954	0.05	2.3	2.21
June 13 1955	0.06	2.7	2.27
June 18 1956	0.02	0.9	2.29
October 1	0.16	7.0	2.45
June 17 1957	0.08	3.3	2.53
June 16 1958	0.10	4.0	2.63
June 15 1959	0.11	4.2	2.74
June 13 1960	0.08	2.9	2.82
June 12 1961	0.06	2.1	2.88
July 30 1962	0.18	6.3	3.06
June 17 1963	0.13	4.2	3.19
June 15 1964	0.13	4.1	3.32
June 14 1965	0.06	1.8	3.38
July 1 1966	0.50	14.8	3.88
June 28 1969	0.20	5.2	4.08
June 27 1970	0.20	4.9	4.28
December 25 1971	0.42	9.8	4.70
July 1 1972	0.40	8.5	5.10
June 2 1973	0.25	4.9	5.35
June 30	0.15	2.8	5.50
June 1 1974	0.30	5.5	5.80
June 29	0.30	5.2	6.10
January 4 1975	0.12	2.0	6.22
June 28	0.70	11.3	6.92
July 3 1976	0.60	8.7	7.52
July 2 1977	0.85	11.3	8.37
July 1 1978	0.85	10.2	9.22
June 30 1979	0.85	9.2	10.07
June 28 1980	0.85	8.4	10.92
July 4 1981	1.30	11.9	12.22
July 3 1982	1.30	10.6	13.52
July 2 1983	1.25	9.2	14.77
June 30 1984	0.80	5.4	15.57
June 29 1985	0.85	5.5	16.42
June 28 1986	0.85	5.2	17.27
July 4 1987	2.16	**	19.43
July 2 1988	0.40	2.1	19.83
July 1 1989	0.50	2.5	20.33
June 30 1990	0.67	3.3	21.00
June 29 1991	0.78	3.7	21.78
July 4 1992	0.70	3.2	22.48
July 3 1993	0.20	0.9	22.68
June 29 1996	2.00	8.8	24.68
June 28 1997	1.00	4.1	25.68
July 3 1999	1.00	3.9	26.68
July 1 2000	0.50	1.9	27.18
June 30 2001	0.50	1.8	27.68
June 28 2003	0.50	1.8	28.18
July 3 2004	0.50	1.8	28.68
July 2 2005	1.00	3.5	29.68
July 1 2006	0.50	1.7	30.18
June 30 2007	0.50	1.7	30.68

* A "6 hour day, 30 hour week" was incorporated into the first coastwise industry agreement in 1934. This was the result of a decision by a presidentially appointed arbitration board. Commonly referred to as the "6 and 2" rule, this contract provision called for 6 hours' straight time pay and 2 hours' overtime pay for 8 hours' work for most longshore jobs on the regular day shift.

** The "6 and 2" pay provision was converted to an 8 hour pay rate effective July 4, 1987. There was no wage increase; 6 hours at $17.27 and 2 hours at the overtime rate of $25.905 are equivalent to 8 hours at $19.43. Other cost increases inherent in the conversion were partially offset by other contract provisions.

Working Times and Wage Rates

The standard first and second work shifts are eight hours in length. The *first shift* normally begins at 0800, and the *second shift* begins at 1800 (1900 in the San Francisco Bay Area). The standard *third shift* begins at 0230 or 0300 at the option of the employer and is generally five hours in duration.

Meal time is one hour beginning at 1100, 1130, or 1200 on the first shift and beginning at 2200 or 2300 on the second shift (2300 or 2400 in the San Francisco Bay Area). Employees are entitled to a 15-minute relief period around the midpoint of each work period.

The *straight time rate* is to be paid for the first eight hours worked between 0800 and 1800 Monday through Friday. The *second shift rate*, which is 1.333333 times the straight time rate, is to be paid for the first 8 hours worked on the second shift Monday through Friday.

The *first and second shift overtime rate* (1.5 times the straight time rate) is to be paid for all other hours on the first and second shifts on weekdays and all first and second shift hours on weekends and Agreement holidays.

The *third shift rate*, which is 1.6 times the straight time rate, is to be paid for the first five hours worked on the third shift Monday through Friday. The *third shift overtime rate* of 1.8 times the straight time rate is to be paid for all other hours worked on the third shift on weekdays and for all hours worked on the third shift on weekends and Agreement holidays.

Employees working as Supercargoes and Chief Supervisory Clerks are paid a minimum of one hour *extended time* before and after each shift. Employees paid as 20% Foremen are paid one hour extended time on each shift, and 30% Foremen/Walking Bosses are paid two hours extended time on each shift.

Effective November 23, 2002, three *Skill Rates* were defined for several specific types of longshore and clerk work. Skill Rates are calculated by adding specific amounts to the appropriate base wage rate, and all shift and overtime rates are calculated from this adjusted base rate. Those amounts are shown in the following table.

Longshore & Clerk Skills	SKILL RATE
Longshore Skill I & Clerk Supervisor	$2.40
Longshore Skill II & Kitchen/Tower/Computer Clerk	4.67
Longshore Skill III & Chief Supervisor & Supercargo	5.80

Longshore mechanics' skill rates, referred to as 20% and 30% skills, are calculated by applying the appropriate skill percentage to the longshore base wage rate.

The straight time hourly wage rate paid for longshore and clerk work is based on the total number of hours (work experience) that have been paid previously to the individual performing the work. The basic straight time hourly longshore and clerk wage rate is paid to those individuals who have accumulated more than 4,000 hours prior to the week for which the payment is being made. Experience rates of pay are paid to those with less than 4,000 hours work experience in accordance with the following formulas.

Work Experience Group	
4,001 or more hours	Basic Straight Time Rate of Pay
2,001 through 4,000 Hours	Basic S/T Rate x 0.72053526 + $3.00
1,001 through 2,000 Hours	Basic S/T Rate x 0.72053526 + $1.00
0 through 1,000 Hours	Basic S/T Rate x 0.72053526

For the handling of certain specified cargos, cargo conditions, or working conditions, cargo penalty rates are paid. These penalty rates, which range from 15¢ to $1.20 per hour (the explosives penalty is equivalent to the base straight time rate), are also added to the straight time rate. All second shift work under penalty conditions is paid at the appropriate shift or overtime rate plus 1.333333 times the cargo penalty rate, and all overtime and third shift work under penalty conditions is paid at the appropriate overtime or shift rate plus 1.5 times the basic cargo penalty rate.

Registered employees who are ordered to a job and "turned to" are guaranteed eight hours' pay on the first and second shifts and five hours' pay on the third shift; other employees are guaranteed four hours' pay. Employees working as 20% Foremen or 30% Walking Bosses/Foremen, when ordered to a job and turned to, are also paid their extended time in addition to the appropriate eight-hour or four-hour guarantee.

Payroll Periods and Occupation Codes

Pacific Maritime Association processes longshore payrolls for the entire coast. Every week, the hours and other items to be paid to each employee are received from the employers, and a single payroll check is issued to the employee for that week's earnings. The administrative procedures are promulgated by the PMA Payroll Services Department.

The *payroll week* begins at 0800 Saturday morning, and payroll checks are issued on the Friday following the end of the *payroll week*. The payroll year consists of 52 payroll weeks, divided into 4 quarters of 13 payroll weeks each. The first payroll week of each quarter begins on the Saturday morning previous to the last Friday in the months of December (also the first of the payroll year), March, June and September.

OCCUPATIONAL CODE RANGES

For the purpose of calculating payrolls and for statistical reporting purposes, PMA uses 4-digit occupation codes to identify the job categories for which an employee is paid. These 4-digit codes are divided into several general categories based on the type of work being defined:

0001-0099	Longshore Work
0100-0121	Clerk Work
0125-0143	Foreman/Walking Boss Work
0150-0190	CFS Supplement Work
0200-0299	Miscellaneous Dock Work
0300-0399	Local Labor Relations Committee
0400-0499	Other Member Agreements

JSC workers loading pipe aboard the M/V Vasily Burkhanov.

ILWU members work at West Coast ports, including Oakland, under contract with the PMA.

Thus, the payroll year does not coincide exactly with a calendar year; the 2004 payroll year began on December 20, 2003, and ended December 24, 2004. (Some payroll quarters and years require 1-week adjustments to maintain consistency with the tax year. For example, the 2004 payroll year contained 53 weeks.)

Within a general category, occupation codes specify the skill differentials, type of operation, or equipment being operated by the employee. Different occupation codes may or may not have different wage rates.

The International Longshore and Warehouse Union

The Longshore Division of the International Longshore and Warehouse Union (ILWU) represents waterfront employees on the U.S and Canadian Pacific Coast.

History

The ILWU was formed in 1937, under the leadership of Harry Bridges, out of District 38 of the International Longshoremen's Association (ILA).

James "Jimmy" R. Herman succeeded Harry Bridges in 1977 and served as the second President of the ILWU until 1991 when he retired. David Arian was elected to the ILWU's highest office in 1991 followed by Brian McWilliams in 1994. In 2000 James Spinosa was elected President and re-elected in 2003. The other Titled Officers are Robert McEllrath, Vice President (Mainland); Wesley Furtado, Vice President (Hawaii); and William E. Adams, Secretary-Treasurer.

The Longshore Division

The Longshore Division of the Union is made up of locals that are defined along occupational lines: longshore workers, clerks, and walking bosses/foremen. In each of the four geographic divisions — Washington and Puget Sound, Oregon and the Columbia River, Northern California, and Southern California — there are several Longshore locals, one Clerk local, and one Walking Boss or Foreman local.

Governing Body

The ILWU Longshore Division is governed by the Division's Coast Committee, which consists of President James Spinosa, Vice President Robert McEllrath, and Committeemen Ray Ortiz, Jr., and Joseph Wenzl.

The Longshore Division holds periodic Caucuses to which each local sends representatives, where policy is established, collective bargaining demands formulated, and other union business is conducted.

Longshore workers handle the loading and unloading of ships and barges, stuff and unstuff certain containers, handle lines, maintain stevedoring gear, and perform many other activities.

The Clerks process the cargo, record the type and amount, and report any cargo damage.

The Walking Bosses or Foremen are in charge of the loading and unloading operation and report to the stevedoring company superintendent.

The Longshore Division makes up about one-fifth of the ILWU's total membership. The bulk of the membership consists of: longshore members in Alaska, Hawaii, and British Columbia, Canada; warehousing workers; office workers; workers in Hawaiian sugar and pineapple plantations and processing plants; Hawaiian hotel and tourism workers; the Inlandboatman's Union, the Marine Division of the ILWU; and various other groups.

Industry Benefits

The PMA coastwise agreements with the ILWU provide for comprehensive benefits programs for jointly registered members of the work force. These programs include generous pension and health care benefits that are administered through the ILWU-PMA Benefit Plans Office.

The operation of the ILWU-PMA Benefit Plans Office is funded by PMA. The Benefit Plans Office Executive Director reports to the Trustees of the ILWU-PMA Pension, Welfare, Watchmen Pension, and Supplemental Welfare Benefit Plans. The trustees consist of four employer trustees and four Union trustees.

Other benefits programs are administered by PMA and include the paid holiday benefits program (13 paid holidays), the vacation benefits program (up to 6 weeks of paid vacation), a Savings 401(k) employee savings plan to which the employers contribute, and a Pay Guarantee Plan (PGP) which provides for an income supplement. Other PMA administered programs covered under the Longshore and Clerk's Agreement include an industry travel system, a CFS Program Fund, and payments for up to 85% of the expenses of the jointly operated dispatch halls.

An overview of the various benefits, including analysis of benefits costs and utilization, follows. For further information on all plans, refer to the PMA website (www.pmanet.org) for various benefit agreements, contract documents, and other related materials or contact the ILWU-PMA Benefit Plans Office for specific questions concerning pensions or health care.

ILWU-PMA Pension Plan

The "Normal Retirement Date" is age 65 or the fifth anniversary of the date of participation, whichever is later. Reduced retirement benefits are payable for Early Retirement as early as age 55 with 13 years of service.

Effective July 1, 2004, the rate of pension benefit accrual for longshore employees retiring on or after July 1, 2002, was $110 per month per year of qualifying service. This rate provides a maximum monthly pension benefit of $3,850 for a participant with 35 or more years of qualifying service retiring at

Students attach air hoses from cab to chassis during practice runs for semi-tractor training. See page 24.

RETIREES BY YEAR

Year	Normal	Early	Disability	Total
1995	74	132	59	265
1996	62	183	49	294
1997	69	170	68	307
1998	33	99	49	181
1999	71	190	54	315
2000	84	134	59	277
2001	36	53	41	130
2002	78	103	40	221
2003	166	309	57	532
2004	**98**	**162**	**34**	**294**

The table *Retirees by Year* shows the number of longshore, clerk, and foreman retirees by calendar year. *Normal* includes those retiring at or after age 65, normal retirement age; *Early,* those retiring at ages 55-64; and *Disability,* those retiring on a disability pension.

PENSION BENEFITS FOR NORMAL RETIREMENT

(the following benefits were effective July 1, 2002)

Retirement Date	Max Yrs. of Svc.	Rate Per Mo/Yr.	Max. Mo. Benefit
Before 7/81	25	$65	$1,625
7/81-6/84	30	65	1,950
7/84-6/87	33	65	2,145
7/87-6/93	35	65	2,275
7/93-6/96	35	69	2,415
7/96-6/99	35	72	2,520
7/99-6/02	35	95	3,325
7/02-6/03	35	100	3,500
7/03-6/04	35	105	3,675
7/04-6/05	**35**	**110**	**3,850**

The table *Pension Benefits for Normal Retirement* shows maximum pension benefits by retirement date. Also shown are the maximum years of service which may be credited toward benefit accrual and the benefit rate per month per year of credited service by retirement date.

FRACTIONAL BENEFIT ACCRUAL

Credited Annual Hours	Monthly Benefit Accrued
1,300	$110.00
1,250	$105.77
1,200	$101.54
1,150	$97.31
1,100	$93.08
1.050	$88.85
1,000	$84.62
950	$80.38
900	$76.15
850	$71.92
800	$67.69

The table *Fractional Benefit Accrual* shows examples of monthly benefit accruals for the credited annual hours between 800 and 1,300. The example is based on the monthly normal retirement rate effective on or after July 1, 2004. A minimum of 800 credited hours per payroll year is required to earn a qualifying year of service for vesting and eligibility

age 62 or later. For those with at least 13 years of qualifying service taking early retirement between ages 55 and 62, the benefit is reduced for each year before age 62 (5% or fraction thereof for each year).

A $400 monthly "bridge" supplement is paid, until Social Security Retirement age, for those who retire at age 62 with at least 25 years of service. For those taking an early retirement between the ages of 55 and 62, this "bridge" supplement is reduced by an amount determined by the retiree's exact age (in years and months) at retirement.

An early retirement incentive window was available to any registered longshore and marine clerk participant who submitted an application for retirement with all required documentation completed between August 1, 2003 and March 1, 2004. A second early retirement window will be made available from August 1, 2006, to January 31, 2007. The applicant for an early unreduced pension benefit without the actuarial reduction that otherwise applies must, as of the date of application, be at least 59½ years old and have accrued at least 13 qualifying years of service under the Plan.

Disability pensions have no minimum age but do require a minimum of 13 years of service. The monthly benefit is the same amount as the Normal Retirement Benefit (with no reduction for its early commencement) except that no supplement is payable.

Effective July 1, 2004, all surviving spouses of actives who retired prior to July 1, 2002, receive $53.35 per month per qualifying year of service. Survivors of actives who retire after June 30, 2002 will receive 55% of the pensioner's basic pension benefit (excluding any supplement).

Effective with the 1994 payroll year, a year of service for benefit accrual is established when a registered participant is paid or is credited with 1,300 hours. Creditable hours include work, travel, and vacation hours, as well as equated hours for PGP, paid holidays, and unemployment insurance payments.

A participant who is credited with fewer than 1,300 hours but at least 800 hours in any payroll year will earn a fraction of a year of service for benefit accrual determined by dividing the number of credited hours by 1,300. Years of Service credited prior to 1994 are not subject to reduction in benefit accrual based on hours credited.

A minimum of 800 credited hours per payroll year is required to earn a qualifying year of service for vesting and eligibility. A participant is vested after five qualifying years of service or, if earlier, at normal retirement date. The Plan Trustees have adopted the Cliff Vesting option. Benefits are 100% vested after five qualifying years of service. If a participant leaves the plan prior to the vesting date, no partial benefits are received. Once vested, a participant's earned qualifying years of service remain credited for life.

The Plan is non-contributory for the participants and is completely funded by employer contributions.

SSA Terminal 18, Seattle.

Retirees, Pensioners and Surviving Spouses

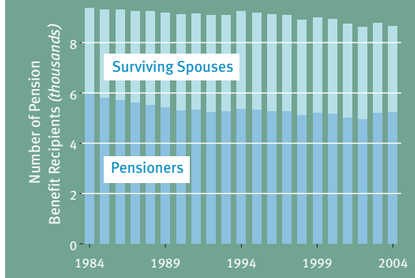
The table to the right shows the number of pension benefit recipients by calendar year.

Effective April 1, 1990, the Plan commenced payment of vested pension benefits to actively employed participants who have attained age 70½ on or after July 1, 1988. These monthly payments, which are referred to as In-Service Distributions, are equal to the amount of the monthly pension to which the participant would be entitled if he retired, and the payments commence on April 1 of the year following his having attained age 70½. The in-service distribution rules under the Plan were eliminated for participants reaching age 70½ after the end of the 2002 calendar year.

Effective with plan year 1996, persons receiving pensions under a "Qualified Domestic Relations Order" (QDRO), issued by a court as a result of divorce proceedings, are shown separately. At the end of 2004, the Plan was paying $17,397,672.56 per month to 8,691 benefit recipients. These monthly benefits include payments from the Supplemental Welfare Benefit Plan established pursuant to the Longshore and Clerk Memorandum of Understanding of July 1, 1999.

NUMBER OF BENEFIT RECIPIENTS BY YEAR

	PENSIONERS					SURVIVING SPOUSES			
	Normal/ Early	Dis-ability	In-Service	QDRO	Sub-total	Post-Retire	Pre-Retire	Sub-total	Total
1995	3,830	1,380	99		5,309	3,551	322	3,873	9,182
1996	3,811	1,333	100	14	5,258	3,547	331	3,878	9,136
1997	3,788	1,336	103	22	5,249	3,504	341	3,845	9,094
1998	3,669	1,294	107	28	5,098	3,457	349	3,806	8,904
1999	3,705	1,260	119	119	5,203	3,424	365	3,789	8,992
2000	3,656	1,240	134	126	5,156	3,395	375	3,770	8,926
2001	3,510	1,212	149	143	5,014	3,337	400	3,737	8,751
2002	3,463	1,180	161	159	4,963	3,237	430	3,667	8,630
2003	3,699	1,168	158	179	5,204	3,085	456	3,541	8,745
2004	**3,731**	**1,136**	**138**	**195**	**5,200**	**3,004**	**487**	**3,491**	**8,691**



ILWU-PMA Supplemental Welfare Benefit Plan

An additional income supplement is paid from the ILWU-PMA Supplemental Welfare Benefit Plan for registrants who retired before July 1, 2002 under the ILWU-PMA Pension Plan. Effective July 1, 2004, the additional monthly Supplemental Welfare Benefit Plan benefit payable to these individuals is shown in the chart below.

Date of Retirement	SWB Benefit	Pension Benefit	Combined Retirement Income
Before July 1, 1993	$23	$48	$71
July 1, 1993 to June 30, 1996	$4	$69	$73
July 1, 1996 to June 30, 1999	$3	$72	$75
July 1, 1999 to June 30, 2002	$2	$95	$97

ILWU-PMA Welfare Plan

The ILWU-PMA Welfare Plan provides comprehensive health care and related benefits to qualified active and retired participants and their qualified dependents.

Plan Funding

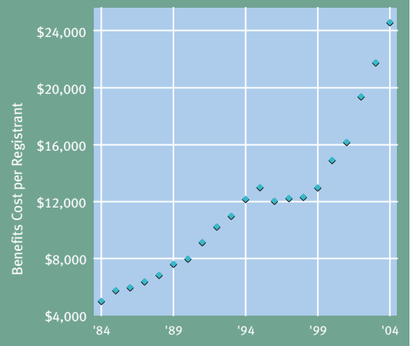
The Plan is primarily funded by PMA through employer assessments on tonnage and payroll hours. If an employee is required to contribute to the California State Disability Insurance Program, the employee's contribution to the Plan is reduced by the amount of the employee's payment to that Program.

The Trustees set the employee contribution rate. In setting the rate, the parties customarily adhere to the annual recommendation of the Plan Consultant. This is based on the sufficiency of the current rate of employee contributions in relation to the "Weekly Indemnity" and the "Non-Industrial Disability Supplement" benefits.

The ILWU contributes the Union's share of the cost of the Widows' Independent Living Subsidy Program.

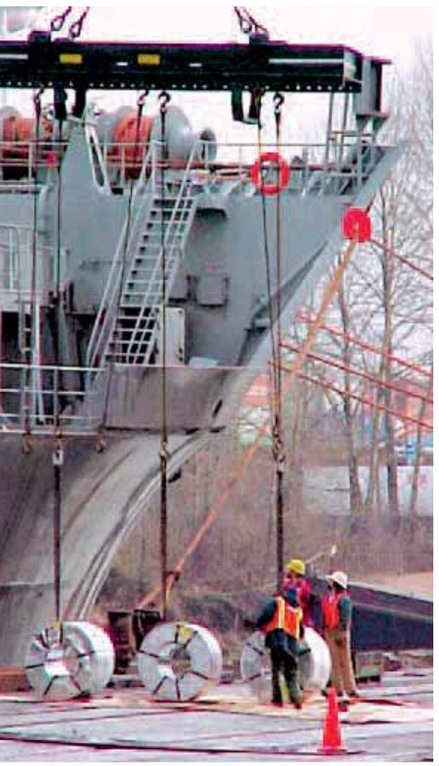
ILWU-PMA WELFARE PLAN BENEFITS COSTS PER ACTIVE REGISTRANT

Fiscal Years 1984-2004



Total Welfare Plan benefits costs—for the active registered work force and dependents and for retirees and covered dependents—for each fiscal year are divided by the count of active registrants at the end of the previous payroll year (midpoint of the fiscal year). For example, costs for 2003/2004 are divided by the count of active registrants at the end of 2003.

JSC discharges coils from the M/V Pine Arrow.



Tenure of the Agreement

The Plan runs concurrently with the 2002-2008 Pacific Coast Longshore and Clerk's Agreement. Unless provided to the contrary, extension or renewal of the Pacific Coast Longshore and Clerks' Agreement extends the Plan, and the Plan remains in effect for the period of the extension or renewal. If the Plan were to be terminated, the remaining assets of the Plan would be used for payment of benefits until the assets were exhausted.

Who is Eligible for ILWU-PMA Welfare Plan Benefits

An overview of eligibility requirements, by eligibility category for Welfare Plan participation, is shown below. The Plan Trustees are the final arbiters of eligibility.

Active Registrants: Only persons who have industry registration may become eligible for Welfare Plan benefits. An annual review is conducted by the Trustees prior to July 1. Each active registrant's record of covered employment for the preceding payroll year is used to determine whether the registrant has established eligibility for the succeeding 12 months (July through June).

In major ports, a registrant will be eligible effective July 1 for 12 months of welfare coverage if a minimum of 800 hours were credited in the preceding payroll year, or if a minimum of 400 hours were credited in the last half of the preceding payroll year. The same requirements apply to minor ports except that the hours requirement is 480 hours in the preceding payroll year or 240 hours in the last half of the preceding payroll year.

A mid-year review is also conducted by the Trustees prior to January 1 to determine eligibility for those active registrants who do not hold 12-month eligibility from the previous July 1. An active registrant may receive eligibility for January through June if sufficient hours of covered employment have been credited for the registrant in the first half of the preceding payroll year. In major ports, at least 400 hours must have been worked or credited in the first half of the preceding payroll year. In minor ports, at least 240 hours must have been worked or credited in the first half of the preceding payroll year. No port has qualified for Minor Port status for Welfare Plan eligibility purposes since the disestablishment of Local 49 in Crescent City.

New Registrants: Longshore and clerk registrants who were registered after July 1, 2002 in ports with HMO coverage will be covered by the HMO programs for the first eighteen months of registration, with no requirement for 400 hours of work for initial eligibility coverage. Additionally, new registrants after July 1, 2002 in ports with *no* HMO coverage will be covered by the Coastwise Indemnity Plan for the first eighteen months of eligibility. Thereafter, the Welfare Plan's normal eligibility requirements for continuation of coverage will apply.

Pensioners: Most Welfare Plan participants who become pensioners have Welfare Plan eligibility beginning on the day they become pensioners. All disability pensioners have Welfare Plan eligibility. All participants who are registered when they retire on a normal pension with a separation date on or after July 1, 1984 have eligibility except for the following:

- Pensioners whose separation date was on or after July 1, 1988, and who accrued fewer than five years of credited pension service, and
- Deferred pensioners whose separation date was before age 55 or whose normal pension benefit has not commenced.

Adult Survivor Pensioners: A surviving spouse receiving a survivor pension has Welfare Plan eligibility as well as any qualified dependent children provided that the pension is claimed through a Pensioner who had Welfare Plan eligibility upon death or through an active participant who would have been entitled to Welfare Plan eligibility had retirement occurred on the date of death. Welfare Plan eligibility ends when the adult survivor pensioner remarries.

Child Survivor Pensioners: A deceased pensioner's dependent child has Welfare Plan eligibility as a child survivor pensioner for the period that the child receives survivor pension benefits. A deceased active registrant's dependent child who is eligible to receive a survivor pension has Welfare Plan eligibility for the period that survivor pension benefits are received.

Surviving Dependent Spouse or Child: The dependent spouse or child of a deceased eligible active registrant has Welfare Plan eligibility for four years immediately following the registrant's death. Welfare Plan eligibility ends when the surviving dependent spouse remarries.

The four-year limitation is eliminated if the deceased eligible active registrant has five or more pension qualifying years. In such case, the dependent spouse has Welfare Plan eligibility until the spouse remarries, and the dependent child has Welfare Plan eligibility to age 19 (age 23 if a student).

Dependents: The qualified dependent spouse and qualified dependent children of an eligible active registrant or pensioner are eligible for Welfare Plan benefits. Eligibility as a dependent continues as long as the person through whom the dependent claims remains eligible, or until the dependents themselves cease to be qualified for dependent status.

Surviving Employee Retirement Income Security Act (ERISA) Spouse: A surviving spouse of a pensioner who died on or after July 1, 1987, who was married for at least one year at the pensioner's date of death, (and who would have qualified as an adult survivor pensioner under ERISA before the laws were changed in 1984) has welfare plan eligibility. Welfare Plan eligibility ends when a surviving ERISA spouse remarries.

Widows' Independent Living Subsidy Program (WILSP)

Effective July 1, 1978, the Widows' Independent Living Subsidy Program was implemented as part of the Plan. This program provides a cash subsidy benefit and Medicare supplement benefits. Benefits are available to certain widows of pensioners under the ILWU-PMA Pension Plan who died prior to July 1, 1964, and effective 1982, certain widows of active registrants who died prior to July 1, 1975, and satisfied other requirements.

Payment for Benefit Coverage

Most benefits are paid directly from the Plan's own assets. The Plan does utilize medical care service providers and insurance companies for some of the benefits covered by the Plan.

Vacation Plan

A basic one-week or two-week vacation is paid according to the qualifying hours credited an eligible registrant in the previous payroll year. An individual who is registered and qualified on December 31 of the calendar year in which he or she earns a vacation receives a vacation with pay.

Payment is made at the straight time hourly rate prevailing on January 1 of the calendar year in which the vacation is paid. Each week of vacation is paid at 40 times the registrant's applicable straight time hourly rate or appropriate skilled straight time rate. Vacation payments are made in early February.

A skilled rate applies when at least half of the qualifying hours are paid at a skilled rate. The skilled rate payable is the highest skill rate at which accumulated skilled hours equal at least 25% of the qualifying hours for the basic vacation.

A top pick stands at sunrise.

VACATION BENEFITS, TAXES & EXPENSES

Payroll Year in which earned:	
2004*	**$59,004,167**
2003	53,653,753
2002	50,137,652
2001	48,766,271
2000	48,556,598

*Estimated benefits

Vacation benefits are paid in the first full payroll week in February for vacations earned in the prior payroll year.

ANNUAL HOURS REQUIREMENTS FOR VACATION ELIGIBILITY

Average Port Hours	Under Age 60		Age 60 and over	
	1 wk	2 wks	1 wk	2 wks
1,300 or more	800	1,300	700	1,200
1,200 - 1,299	700	1,200	600	1,100
1,100 - 1,199	676	1,100	600	1,100
1,000 - 1,099	615	1,000	600	1,000
900 - 999	552	900	552	900
less than 900	552	800	552	800

ADDITIONAL VACATION WEEKS

Registrants who qualify for a basic one-week vacation may qualify for additional vacation weeks based on total qualifying years:

One additional week
if registrant has 17 total qualifying years

– or –

Two additional weeks
if registrant has 23 total qualifying years

– or –

Three additional weeks
if registrant has 25 total qualifying years

Registrants who qualify for a basic two-week vacation may also qualify for one additional vacation week independent of weeks paid above:

if registrant has 8 total vacation qualifying years

– or –

if registrant has 5 total vacation qualifying years in the last 10, and was registered before July 1, 1990 in ports other than Seattle, Portland, San Francisco and Los Angeles, and has been available for employment 10 or more years

One-week or two-week vacation benefit eligibility requirements depend on the age of the registrant and the average hours of the port in which the individual is registered.

The "average port hours" are calculated separately for longshore registrants, clerks and foremen and are the average hours paid to registrants in the "port of registration" during the payroll year, excluding those with fewer than 100 hours.

Description of Year of Service for Vacation

A Year of Service for vacation eligibility is a payroll year in which the registrant is credited with at least 800 combined hours paid and equivalenced hours of Pay Guarantee Plan payments.

Service as a full-time Union official or as a joint employee of a Labor Relations Committee, Welfare Fund, Pension Fund, or of another joint entity of the ILWU and the PMA is considered qualifying time.

After registration, service in the Armed Forces of the United States or as a civilian in longshore operations during World War II, the Korean or Vietnam War is considered qualifying time.

Continuous absence due to work-related injury for which an employee received Worker's Compensation is considered qualifying time. Temporary absence due to compensable temporary partial disability because of industrial illness or injury shall also be considered qualifying time.

Extra Benefits for Clerks and Foremen

Clerks and walking bosses/foremen receive additional hours of vacation pay, depending on the total hours paid to the individual in the previous payroll year.

Two additional hours of vacation are accrued for each 50 paid hours a clerk accumulates per year in excess of 2,024, up to a maximum of 16 hours additional vacation pay.

Walking bosses and foremen accrue 2 additional hours of vacation pay for every 100 hours of pay accumulated over 1,400 hours, up to a maximum of 20 additional hours of vacation pay.

Additional Weeks of Vacation

Up to four additional weeks of vacation may be earned and paid, based on the number of past years of service in which a registrant received a basic one-week vacation. The requirements are shown in the table on the left.

To receive a third week of vacation, a registrant must have qualified for a two-week basic vacation in the previous payroll year and must also have eight total years of service with a one-week vacation. Individuals registered prior to July 1, 1990, in ports other than Seattle, Portland, San Francisco, and Los Angeles, may receive a third week of vacation if they have qualified for a two-week basic vacation in the previous payroll year, have qualified for at least a one-week basic vacation in five of the previous ten payroll years, and have been available for employment for ten or more years. "Available for employment," in this instance, means any year that the individual has been paid at least 100 longshore hours, regardless of registrations status.

Eligible registrants may also receive extra weeks of vacation independent of having received a third week of vacation. For these extra weeks of vacation, the registrant must have earned one week of basic vacation and have 17 or more years of service. After 17, 23, and 25 years of service with one week of vacation, one, two, or three extra weeks of vacation are earned, respectively. Therefore, an individual with sufficient years of service may earn extra weeks of vacation without qualifying for a two-week basic vacation.

The Joint Labor Relations Committee in each port schedules vacations.

Holiday Plan

The longshore, clerks', and foremen's agreements recognize 15 holidays of which 13 are paid holidays. There are five no work holidays—Christmas Day, New Year's Day, Bloody Thursday, Labor Day, and Thanksgiving Day. All no work holidays are "paid holidays," except for Bloody Thursday. The nine other paid holidays are normal work days, and Lincoln's Birthday is a recognized holiday although it is not a paid holiday.

Registrants are eligible to receive a paid holiday benefit provided they (1) have registration status on the date of the paid holiday and (2) have been paid or credited sufficient hours in the previous payroll year to qualify for a basic one-week vacation. To receive a paid holiday benefit, eligible registrants must be available for at least two of the five days, Monday through Friday (exclusive of the holiday), during the payroll week in which the holiday falls.

If the registrant was paid sufficient hours in the previous payroll year to qualify for a two-week basic vacation, the availability requirement is waived for paid holidays which are normal work days—i.e., Martin Luther King's Birthday, Washington's Birthday, Cesar Chavez' Birthday, Memorial Day, Independence Day, Harry Bridges' Birthday, and Veterans' Day.

HOLIDAY PAYMENTS BY CONTRACT YEAR*
Contract Year Ended June 30

2004	**$32,320,236**
2003	29,938,741
2002	30,381,249
2001	28,848,182
2000	27,027,030

* includes taxes and expenses

Those eligible for paid holidays receive pay equivalent to eight hours at the basic straight time rate whether or not they work on the holiday. All registrants who are paid for work hours on a "paid holiday" or on a recognized holiday receive wages for the hours paid at the overtime rate.

Holidays recognized by the Agreements for 2005 and for the first six months of 2006 are shown to the right.

HOLIDAY PLAN

2005

January	1	New Year's Day[1]
	17	Martin Luther King's Birthday
February	12	Lincoln's Birthday
	21	Washington's Birthday
March	31	Cesar Chavez' Birthday
May	30	Memorial Day
July	4	Independence Day
	5	Bloody Thursday[1]
	28	Harry Bridges' Birthday
September	5	Labor Day[1]
November	11	Veterans' Day
	24	Thanksgiving Day[1]
December	24	Christmas Eve Day[1]
	26	Christmas Day[1,2]
	31	New Year's Eve Day[1]

2006

January	2	New Year's Day[1,2]
	16	Martin Luther King's Birthday
February	13	Lincoln's Birthday[2]
	20	Washington's Birthday
March	31	Cesar Chavez' Birthday
May	29	Memorial Day

Holidays shown in yellow are non-paid holidays.

[1] No work will be performed except for passenger vessels, essential military cargo and emergencies from 1500 December 31 until 0700 January 2, from 0800 Bloody Thursday, Labor Day, and Thanksgiving Day until 0700 the following day, and from 1500 December 24 until 0700 December 26. However, an extended shift may be worked from 1500 to 1700 on December 24 and on December 31 to complete a vessel.

[2] When a holiday falls on a Sunday, the holiday is observed on the following Monday.

In September 2004, Matson moved 900 pieces of military cargo from Hawaii to the West Coast, on the chartered vessel, Great Land.

PAY GUARANTEE PLAN BENEFITS AND EXPENSES

Contract Year Ended June 30

	Longshore and Clerks	Walking Bosses and Foremen
2004	**$4,851,179**	**$97,138**
2003	5,671,239	162,722
2002	9,050,662	227,387
2001	7,734,511	201287
2000	8,256,649	193,769

A view from atop the Oakland International Container Terminal.

Pay Guarantee Plan

The Pay Guarantee Plan (PGP) provides a weekly income supplement to longshore, clerk, and foreman registrants who meet certain eligibility criteria and are unable to obtain a week's work.

A Class "A" longshore or clerk registrant who qualifies is guaranteed an income equivalent to a 38-hour week at the longshore basic straight time hourly wage ($28.68 per hour, effective July 3, 2004, or $1,089.84 per week). Class "B" registrants with 5 or more vacation qualifying years receive the same guarantee. Those Class "B" registrants with fewer than five vacation qualifying years are guaranteed income equivalent to a 28-hour week ($803.04).

In general, to be eligible, a Class "A" or "B" registrant must, during the most recent four payroll quarters, have worked at least 50% of the average hours available in the home port. Further, the registrant must be available for work Monday through Friday in a given payroll week and may not refuse any work offered for which the registrant is qualified. Class "B" registrants are not eligible for benefits until after one year of registration.

The actual amount guaranteed an eligible individual each week is the difference between the four-week guarantee and the sum of earnings and other compensation received over the most recent four weeks.

The contingent PGP liability for longshore and clerk registrants for 2004/2005 is $20,020,000. This amount is divided into quarterly amounts. One-thirteenth of each quarter's amount is available at the end of each payroll week to meet that week's obligation.

Unused funds for a week are added to the next week and so on. If funds available during a given week are insufficient to pay all the guarantees on the coast in full, the payments to all are reduced proportionally. If funds remain at the end of a quarter, a lump sum make-whole payment is given to those whose PGP payment had been reduced.

The foremen's plan guarantees weekly pay equivalent to a 38-hour week at the foreman straight time rate, but PGP is suspended if the registrant's quarterly earnings exceed a negotiated limit.

ILWU-PMA Savings 401(k) Plan

The ILWU-PMA Savings 401(k) Plan went into effect on June 30, 1991. The unique status PMA holds as payroll agent for the industry on the West Coast provided the opportunity for the Parties to establish this as the first tax-qualified multi-employer 401(k) plan in the United States.

Longshore, clerk and foreman registrants may elect to defer, in increments of $1, up to $8 per hour paid each payroll week into their 401(k) accounts. As of January 1, 2005, this amount has been raised to $12 per hour.

The Employers contribute to a fund each year an amount sufficient to provide to the 401(k) account of each registrant, who has established a pension qualifying year in the previous payroll year, a contribution for qualifying hours paid by PMA member companies. The employer contributions are made to each account as soon as practicable following the end of each contract year. Registered walking bosses/foremen will receive $5 per qualifying hour up to a maximum of 2,240 hours and longshore and clerk registrants will receive $1 per qualifying hour up to a maximum of 2,000 hours.

The first employer contribution to registered walking bosses/foremen was negotiated in the 1993-96 agreement, and the first employer contribution to longshore and clerk registrants was negotiated in the 1999-2002 agreement.

Industry Travel System

The Industry Travel System, originally called the Voluntary Travel Fund, was established to provide PMA member employers with an economic incentive to use voluntary travelers.

The purpose of the system is to provide a mechanism whereby all ports may have available qualified longshore employees in periods of peak work opportunity and to provide reimbursement for travel expenses to longshore registrants who travel to nearby ports to seek work opportunity.

Individual longshore registrants who travel voluntarily or individual longshore registrants and/or gangs who are ordered to travel by an employer within a defined area are paid for travel, when assigned to a job, under the provisions of the Industry Travel System. Clerks registered in the multi-chartered locals receive the same benefit when they travel.

Employers are reimbursed for the payments made to individuals and/or gangs ordered to travel for their travel expenses, payroll taxes, payroll hour assessments, and an allowance for workmen's compensation insurance and other related expenses.

Qualified travelers are paid for travel time at the rate of one-half of the basic hourly rate. A mileage allowance for transportation is also paid, not to exceed the maximum nontaxable rate allowed by IRS standards.

Travelers employed on successive days are paid travel time and transportation allowances for the first day and the last day. For any intervening days, travelers are paid the lesser of travel time plus transportation and subsistence. Subsistence rates are $80.00 per night for lodging and $20.00 per meal.

ILWU-PMA Marine Clerk Opportunity Fund

The purpose of the ILWU-PMA Marine Clerk Opportunity program is to assure a registered marine clerk will be provided full work opportunity to work as a marine clerk. A registered marine clerk checked into the hall will be assigned clerk work in five of seven days in any payroll week. The fund will pay a qualified registered clerk employee at the prevailing supervisory skill rate if the clerk has checked into the hall, is otherwise qualified, and is not assigned work as described above.

The fund was established as part of the ***Framework for New Technology*** agreed to during the 2002 negotiations, in which Employers are given the right to implement technologies that may impact marine clerks. The program is funded through assessments on containers as described in a membership agreement filed with the Federal Maritime Commission in June 2003. When a clerk qualifies for payment through the Marine Clerk Opportunity Fund, the fund pays wages, taxes and appropriate hourly benefits assessments.

CFS Program Fund

The purpose of the Container Freight Station (CFS) Program is to "encourage the establishment, development and growth of efficient and productive container freight stations on the docks to preserve work which has historically been performed by the longshore work force."

In order to accomplish the program objective, assessments collected on containerized cargo are used to reimburse PMA member employers operating designated CFS facilities for payments they have made for payroll hour assessments. CFS hours are hours that are paid to certain longshore, clerk, and walking boss/foreman for job assignments in designated CFS facilities.

There are two types of reimbursements made for CFS activity: (1) a credit based on CFS hours paid in a facility defined as an "A-Credit," for "Assessment Credit," and (2) a credit based on both CFS hours paid and CFS tonnage defined as an "I-Credit," for "Incentive Credit."

A member of ILWU Local 23 coiling slings.

INDUSTRY TRAVEL PAYMENTS

Contract Year Ended June 30

2004	**$11,123,055**
2003	8,904,541
2002	7,573,827
2001	6,423,758
2000	6,495,549

CFS PROGRAM FUND

Payroll Year	A-Credit (Assessment Credit)	I-Credit (Incentive Credit)	Total
2004	**$1,463,510**	**$162,612**	**$1,626,123**
2003	1,610,028	178,892	1,788,920
2002	1,289,830	143,314	1,433,145
2001	1,824,879	202,764	2,027,644
2000	2,377,011	264,112	2,641,123

MSC's new Liebherr-Harbor mobile crane moves containers in Port Hueneme.

The A-Credit is an amount equal to 90% of the hourly benefit assessment rate excluding that portion of the vacation assessment that is collected to cover insurance and taxes. The I-Credits are an amount that equal 11.1% of the sum of A-Credits paid in a PMA administrative area. Therefore, the sum of A Credits and I-Credits equals the total hourly assessments paid less the vacation insurance and taxes portion.

Payments for A-Credits are made on a regular basis. However, I-Credit payments are made only after the close of the payroll year. Each employer's share of I-Credits is to be the same proportion, that the employer's CFS tons are of the total CFS tons for the area; no employer's I-Credit is allowed to exceed 22.2% of his A-Credits.

Dispatch Halls

All longshore employees in a port are dispatched through a hall maintained and operated jointly by the ILWU and the PMA under the auspices of a Joint Port Labor Relations Committee.

Any longshore worker who is not a member of the Union is permitted to use the dispatching hall only if the worker pays a pro rata share of the dispatching hall expenses, the Labor Relations Committee's expenses, and other related expenses. Any non-PMA employer may use the dispatching hall only if that company pays PMA the equivalent of the dues and assessments paid by PMA members for the support of the hall. Workers not on the registered list may not be dispatched from the dispatching hall or employed by any employer while there are individuals on the registered list who are qualified, ready, and willing to do the work.

The personnel for each dispatching hall, with the exception of the Dispatchers, are appointed by the Joint Labor Relations Committee of each port. Dispatchers are selected by the Union through elections in which all candidates must be qualified according to standards prescribed and measured by the Joint Port Labor Relations Committee. All dispatch hall personnel are governed by rules and regulations set down by the Joint Port Labor Relations Committee. PMA may, at its option, maintain a representative in the dispatching hall, and any authorized
representative of the PMA or the Union may inspect dispatching hall records.

The dispatching of clerks is similar to that of longshore employees except that there are four central dispatching halls, one in each respective port area with such branch halls as may be mutually agreed. Walking bosses' and foremen's dispatching procedures are contained in local supplemental agreements.

The joint operating expenses of the dispatch halls were equally shared by the parties until 1978. During the 1978/81 contract, PMA's portion of all jointly-agreed-to dispatch hall expenses was 75% of the joint dispatch hall costs in the contract year ending July 1, 1978, plus an additional amount each year of the contract. The additional amount was equal to the 1977/78 dispatch hall wage costs multiplied by the cumulative percentage increases in the longshore base wage applicable to each of the contract years. From July 1, 1981, to October 1, 1993, PMA was obligated to pay 85% of joint expenses.

The parties agreed to return to the original 50/50 cost sharing formula in the 1993 negotiations. This was accomplished in three steps beginning July 1, 1993, when PMA's share was reduced to 75% of all jointly agreed to dispatch hall expenses. The PMA portion was reduced to 65% effective July 1, 1994, and was returned to 50% effective July 1, 1995.

During the 1999 contract negotiations it was agreed that PMA would be obligated to pay 85% of all 1998 base year dispatch hall expenses in exchange for implementation of seven-day allocations, orders, and dispatch in those Areas in which it was not currently enacted.

DISPATCH HALL COSTS

Payroll Year	ILWU Portion	PMA Portion	Total
2004*	$2,648,693	$17,810,927	$20,459,620
2003	2,541,687	17,062,723	19,604,410
2002	2,160,373	15,214,066	17,374,439
2001	2,150,519	14,426,940	16,577,459
2000	1,978,090	12,287,232	14,265,322

* Based on unaudited financial reports

Assessments

Assessments are levied on payroll hours and tonnage to fund the costs of collectively bargained fringe benefits and to fund the cost of other industry obligations. Payroll hour assessments are paid by the companies simultaneously with weekly payrolls. Tonnage is reported and assessments paid on a monthly basis. The tonnage reporting is also a source of statistical data that chronicle waterborne cargo movements through West Coast ports.

Funding of Benefits

Methods designed to assess funds to pay for collectively bargained fringe benefits and other programs have increased in complexity over the years because of the increasing amounts of money required and the changing structure of the industry. Benefits and other Industry obligations historically have been funded by assessments levied on hours paid or on tons handled or on a combination of the two. As assessment systems have changed, responsibility for paying for benefits programs have shifted between stevedores and vessel operators.

Funding Benefits with Hours and Tonnage Contributions

The genesis of the current benefits funding assessment system was an agreement among the PMA membership dated December 14, 1983. Although the agreement has been amended a number of times over the last 19 years, the basic structure remains.

The 1983 assessment agreement was based on the premise that all benefits will be funded by an assessment on hours paid unless the total hours paid falls below a defined number, which is referred to as the divisor. When paid hours fall below the divisor, a portion of the benefits funding obligation shifts to the tonnage sector.

The hours portion of the benefits obligation is derived by first dividing the total benefits costs by the divisor. The result is the hourly benefits assessment rate. This rate is then multiplied by the number of hours expected to be paid to determine the total amount that will be raised by the hours sector. If total benefits costs exceed the amount raised by the hours sector then the difference will be raised by the tonnage sector.

The process of achieving an agreement on the divisor that was used in the assessment formula was a formidable undertaking. During the fall of 1983 Pres Lancaster, now retired, and a group of Industry executives worked intensely for many weeks to develop the divisor and the assessment system in which it would be deployed.

After reaching consensus on a solution, the group presented their assessment proposal to the PMA Board of Directors. The Board, however, demanded a further refinement of the divisor, and after further deliberations, a compromise was reached and the number 24,800,546 was agreed upon.

The divisor that was first proposed in September 1983 was 26,021,071. This number was the total number of payroll hours reported for calendar year 1962. The number was "brokered" down because some PMA members felt that the higher number shifted too much of the benefits costs to the tonnage sector.

On November 9, 1983, the Board adopted a resolution recommending approval of the proposed assessment system by the PMA membership. The membership adopted the proposal on December 14, 1983. The agreement was filed with the Federal Maritime Commission on December 22, 1983 and was designated LM-84.

MTC discharges containers at Berth 100, Port of Los Angeles.

Unloading "K" Line containers on the Husky Terminal.

The newly established assessment system was used to calculate an hourly assessment rate that was put into effect for the payroll week beginning December 24, 1983. The accompanying tonnage assessment rates became effective January 1, 1984.

By early 1999, the number of hours paid was approaching the 24,800,546. The Coast Executive Committee (CEC) appointed a subcommittee to examine the applicability of the assessment system in relation to cargo volume and hours paid. The subcommittee, recommended to the CEC that the divisor be increased in a three-step process beginning with a change to 28,556,221. The CEC in turn recommended to the Board of Directors that the divisor be increased. At the June 28, 2000 Membership Meeting, the membership voted unanimously to adopt the 28,556,221 divisor.

In October 2000, the PMA membership approved amended and restated bylaws and the following month a new Board of Directors was elected. By the Spring of 2002 the Board was ready for another review of the assessment system. A subcommittee was appointed. The first task was to review the work performed by the previous subcommittee on the proposal for a three-step phase-in of a new divisor. The first step was in place and the question was whether to do a delayed second step or move to the third step. After deliberation, the subcommittee recommended to the Board that the divisor be increased to 32,311,896 - the third step. The membership approved the new divisor on August 23, 2002.

Several months after the August 2002 divisor change, a new six-year longshore agreement was reached that resulted in greater than expected increases in benefits costs. The benefits increases, coupled with a projected increase in assessable hours again raised the percentage of the benefits costs paid by the hours sector higher than the ratio of hours to tonnage reflected in the original appendix to the Membership agreement dated December 14, 1983. In order to bring the hours and tonnage cost distribution within the target range established in 1983, the Board, after careful study, recommended to the Membership that the divisor be increased to 34,189,733, using the previous incremental increase. The Membership approved the change on June 3, 2003 to be effective for benefits assessments rates calculated for the 2003/04 fiscal year.

Similarly, the following year after further study, the Board recommended, and on May 24, 2004, the membership approved, another increase in the divisor to 36,067,570 to be effective for benefits assessment rates for the 2004/2005 fiscal year.

Calculation of Assessment Rates

Assessments are calculated based on projected tonnage, payroll hours, and benefits plans costs applicable to the future period for which the rate calculations will be applicable.

The first step is to determine the projected benefits costs for each plan. After adjusting each of these numbers to reflect prior year experience, anticipated interest earnings, and a prudent level of reserves, a "net funding requirement" is determined.

The payroll hourly assessment rate is calculated by dividing the sum of the plan's net funding requirements by the divisor, 36,067,570. The result is the hourly assessment rate. The hourly assessment rate is then multiplied by the estimated number of assessable hours that will be paid in the fiscal year for which the rates will be applicable. If the result equals the total "net funding requirement" there will be no tonnage assessments. If the hourly assessment rate generates insufficient funds, the remainder of the needed money is collected from the tonnage sector. The tonnage rates are calculated in accordance with formulas described in detail on pages 32 and 33 of the 1989 PMA Annual Report.

Rate Components

The number of hours expected to be paid during a time period has no impact on the hourly assessment rate; only the total net funding requirement affects the hourly assessment rate. The greater the net funding requirements, the higher the hourly assessment rate becomes.

Changes in tonnage rates are not as easily explained. Tonnage rates are dependent on estimates of both hours and tonnage. Given a constant benefits cost, the total dollar obligation of the tonnage sector will increase as the estimated number of hours paid decreases, but if the estimated tonnage handled increases sufficiently, tonnage assessment rates may actually decrease-even though increased benefits costs cause the hourly assessment rate and the total tonnage sector obligation to increase.

The PMA Board of Directors approves the assessment rates required to fund collectively bargained fringe benefit plans. The Board also approves PMA Cargo Dues assessment rates that fund the operations of PMA. The PMA portion also pays for operation of the Joint Port Labor Relations Committees' expenses (dispatch halls), industry training programs, legal settlements, and other industry expenses.

Assessment Rate History

The waterfront organizations that preceded PMA used tonnage as a means of funding the internal operations of their organizations well before the turn of the last century. The first ILWU employee benefit was a paid vacation that was funded based upon an hourly assessment paid by each employer. The vacation plan for longshore workers, was instituted on January 1, 1946 with a 7.3¢ hourly assessment. A welfare benefits plan, the first under the auspices of the newly formed PMA, was added August 1, 1949 with a 3¢ per hour assessment. A Pension Plan was added effective July 1, 1951 and was funded by a 15¢ per hour contribution.

The first tonnage assessment for a benefit was collected to fund the Walking Bosses/Foremen's Mechanization Fund effective August 10, 1959. Additional "Mechanization & Modernization" (M&M) tonnage assessments were collected for the Longshoremen's and Clerks' Mechanization Fund effective January 16, 1961.

Shortly after the termination of the M&M Plan on June 30, 1971, the Pay Guarantee Plan was negotiated and was funded primarily by tonnage assessments. Tonnage assessments were used to fund pension, welfare, and other benefits beginning in 1980. During the last six months of 1983, all benefits were funded by assessments on hours; only the CFS plan was funded by tonnage. On December 14, 1983 the Memorandum of Agreement Concerning Assessments to Pay ILWU-PMA Employee Benefit Costs was approved and implemented.

	Hourly Assessment			Offshore and Intercoastal Assessment Rates					
	401(k)			Benefits Plans					
	Benefit Plans	L/S and Clerk	Walking Boss	Container RU/TEU	General Cargo	Lumber & Logs	Autos & Trucks	Bulk	CFS Fund RU/TEU
1980	$4.108			$0.579	$1.495	$1.014	$0.071	$0.029	
1981	6.878			0.573	0.430	0.430	0.134	0.030	
1982	8.371			0.621	0.467	0.467	0.144	0.033	$0.202
1983	12.270			-	-	-	-	-	0.247
1984	7.680			18.710	1.101	1.101	0.089	0.022	1.284
1985	6.740			14.549	0.856	0.856	0.069	0.017	1.301
1987	7.520			13.775	0.810	0.810	0.066	0.016	0.785
1989	7.520			13.762	0.783	0.783	0.063	0.016	0.798
1990	7.520			13.306	0.783	0.783	0.063	0.016	1.458
1991	7.520			12.674	0.746	0.746	0.060	0.015	1.014
1992	8.810			13.221	0.778	0.778	0.063	0.015	0.490
1993	10.010			14.790	0.870	0.870	0.070	0.017	0.350
1994	11.700		$0.50	16.700	0.982	0.982	0.080	0.019	0.880
1995	9.300		0.50	9.790	0.576	0.576	0.047	0.011	0.660
1996	10.870		0.50	11.390	0.670	0.670	0.054	0.013	0.520
1997	11.530		2.00	9.980	0.587	0.587	0.048	0.012	0.100
1998	10.340		1.84	7.350	0.433	0.433	0.035	0.009	0.310
1999	10.340	$1.00	3.84	7.350	0.433	0.433	0.035	0.009	0.310
2001	11.040	0.83	3.49	6.280	0.370	0.370	0.030	0.007	0.190
2002	13.110	0.84	3.49	12.120	0.713	0.713	0.058	0.014	
2003	14.080	0.81	3.77	13.470	0.792	0.792	0.064	0.016	0.100
2004	**15.620**	**0.82**	**3.82**	**13.650**	**0.803**	**0.803**	**0.065**	**0.016**	**0.120**

The assessment system formula was changed effective 12/24/83 to allow rates to vary for certain benefit plans by PMA area while maintaining a single coastwise rate. Initially, only the Welfare and Vacation Plans were included. Effective 2/23/85 the Holiday Plan was also included. The rates shown are the average assessment rates for the affected Plans. Coastwise rates for all affected plans were established on September 28, 1991. Tonnage assessments discontinued from 7/1/83 to 12/31/83 except for PMA Cargo Dues and CFS Program Fund.

Prior to 1984, Container rates for benefits and the CFS Fund were assessed on a per ton basis. Tonnage assessments were discontinued from 7/1/83 to 12/31/83 except for PMA Cargo Dues and the CFS Program Fund.

Revenue Tonnage Reporting

All waterborne cargo revenue tonnage loaded and discharged in California, Oregon, and Washington ports, for which persons were paid in connection with its movement under the terms of ILWU-PMA collective bargaining agreements, is required to be reported to PMA.

The 8,000-TEU OOCL Long Beach.

Cargo revenue tonnage is subject to assessments to fund that portion of the collectively bargained fringe benefits costs that are not funded by hourly assessments and to fund other industry obligations. Data generated by the tonnage reporting system is used to determine membership voting strength, to measure terminal and port productivity, to compile statistics necessary for the collective bargaining process, and to assist in projecting short term work force and training requirements.

An Internet based tonnage reporting system was introduced in February 2000 that replaced a paper based reporting system. The Internet tonnage reporting system provides many additional features such as automatic conversion from metric to common U.S. measurement and automatic container box conversion to twenty-foot-equivalent-units. The metric conversion was a particularly important feature for reporting companies since nearly all import and export manifests record cargo weight and/or volume in metric units.

Tonnage data published by PMA includes cargo moving in international (foreign) trade and in domestic trade (Alaska, Hawaii, coastwise, and intercoastal). For this reason PMA's data will generally differ from data published by government agencies, PIERS™, and other reporting entities. In general, the PMA tonnage data will be greater.

Tonnage definitions and reporting requirements are shown in the PMA Tonnage Reporting System Manual available to tonnage reporting entities. A brief description of the reporting system follows.

Reporting Responsibilities

PMA Members and other companies that have entered into collective bargaining agreements that include participation in benefits plans administered by PMA are required to pay applicable assessments on all cargo tonnage loaded and discharged in California, Oregon, and Washington ports.

Any Member (Vessel Operator, Contracting Stevedore, or Member Agent) who is responsible for paying but fails to pay tonnage assessments may be further liable for penalties and interest.

Cargo Movement

Revenue tonnage is identified by the geographic movement of the cargo. Cargo assessment rates differ according to the geographic movement of cargo and the type of cargo. The geographic movement of waterborne cargo may be:

- Offshore & Intercoastal. Cargo loaded or discharged at a California, Oregon, or Washington port which was originally loaded or is destined for final discharge in a port not located in California, Oregon, or Washington,
- Coastwise. Cargo loaded at one California, Oregon, or Washington port for discharge at another California, Oregon, or Washington port, or
- Inbound from British Columbia. Applicable only to General Cargo and Lumber & Logs loaded in the province of British Columbia, Canada for discharge in a California, Oregon, or Washington port.

Reporting Categories

Container cargo is assessed on the basis of a revenue unit or a TEU (twenty-foot equivalent unit), and Non-Containerized Cargo is reported in revenue tons.

Containers

Containers are reported according to the outside length of the container in feet, specifically in 20′, 24′, 35′, 40′, 45′, 48′, and 53′ lengths. The tonnage reporting system automatically converts the container length to TEUs: one TEU for each 20 feet of outside container length.

Containers reported as Assessable are subject to assessment. Containers reported as Empty, Transshipped, and Exempt are not assessed. Containers reported as "containerized autos" are not assessed as containers, but the cubic measurement of the autos in the containers are reported and assessed under the Auto & Truck category. A company that reports tonnage also has the option of reporting containers loaded with autos in the Assessable container category.

A cargo bearing container is assessed one time as it moves through California, Oregon, and Washington ports from its point of origin to its final destination. A container, by definition, begins a new assessment cycle at any point at which its contents are changed. The removal or addition of any portion of the cargo in a container causes a new assessment cycle to begin.

Non-Containerized Cargo

Non-containerized cargo is reported as revenue tons. The rules below specify how the cargo is converted to revenue tons for assessment purposes. Revenue tonnage for manifested cargo is determined based on how ocean revenue is calculated. When ocean revenue is based on:

- measurement, 40 cubic feet equals one revenue ton;
- weight, 2,000 pounds equals one revenue ton; or
- board feet, 1,000 board feet equals one revenue ton.

All non-containerized revenue tonnage is reported in one of the following four categories.

General Cargo is reported as manifested. General cargo includes all non-containerized cargo that is not reported in the Lumber & Logs, Autos, and Bulk categories. Examples of such cargo include truck trailers, live animals, livestock, yachts, bagged and baled commodities, locomotives, newsprint, and other types of cargo.

Two of the most frequently asked questions, how are "livestock in pens" and "yachts" reported? Livestock in pens is converted to cubic feet by multiplying the outside width by the outside depth, by the outside height of the pens or stalls. Yachts are converted to cubic feet by multiplying the length by the width by the height of the yacht, including the cradle on which it is transported.

Lumber & Logs, regardless of how manifested, are reported on the basis of 1,000 board feet to the ton.

Logs are converted to board feet using the Brereton Log Scale. The Brereton Log Scale is used to calculate the volume of a log directly into board feet by approximating its shape as a truncated cone. Although today the Scribner Log Scale is the most commonly used method for scaling logs, the Brereton scaling method remains the basis for log conversion to board feet. There is no uniform standard formula for accurately making a conversion. However, it has been the practice to "convert" from the Scribner Log Scale by multiplying the Scribner board feet by 1.7 to obtain Brereton board feet before converting to revenue tonnage.

Automobiles (including light trucks), regardless of how manifested, are reported based on the cubic measurement of the vehicle. Nearly all automobile shipments are correctly manifested with cubic measurements. In instances where cubic measurement is not available, marine and cargo surveyors compile listings of cubes and weights for each automobile model and type by year.

Bulk Cargo is reported on the basis of weight. Bulk Cargo is any commodity that by the nature of its unsegregated mass is loaded or unloaded and carried without wrapper or container and received and delivered by carriers without transportation mark or count. Bulk cargoes are usually handled by pouring, by pumping, or by mechanical conveyers. Bulk cargo also includes any liquid cargo for which members of the bargaining unit were paid for activity in its loading or discharging.

Cargo operations at APM Terminals' Pier 400, Los Angeles.

Millions of containers move through West Coast ports each year. See following pages for details.

Pacific Coast Tonnage Statistics

The revenue tonnage data submitted to PMA by tonnage reporting companies are subject to audit by an independent auditing firm. Such periodic reviews as well as updated information from reporting companies sometimes require changes to previously published tonnage data. Current West Coast revenue tonnage data is always available on-line at www.pmanet.org.

It is important to note that PMA data include all "dry" cargo handled in ports in California, Oregon, and Washington. The official U.S. Waterborne Transportation Statistics published by the U.S. Maritime Administration show foreign trade by type of carrier (liner, tanker, and tramp), and do not include domestic tonnage moved to and from Alaska and Hawaii, nor do they contain PMA tonnage described as coastwise and U.S. intercoastal tonnage. PMA data do not include tanker liquid bulk or LPG carrier cargo. The U.S. Army Corps of Engineers publishes domestic cargo tonnage data. Government agencies report tonnage based upon reported actual weight and not in terms of revenue tonnage used by PMA.

The official U.S. Waterborne Transportation Statistics show import and export cargo data summarized by port by customs district, whereas PMA data are summarized by port, port area, and PMA administrative area. The Maritime Administration data provide detail regarding the cargo type, cargo origin, carrier type, value, and the country of import or export, in addition to other information.

Changes in Reporting Categories

Revenue tonnage reporting categories have changed over the years. For example, automobiles were reported as General Cargo until 1962 after which they were reported separately.

Automobiles in containers were reported in the Container category through 1983; beginning in 1983, autos and trucks containerized for the convenience of the carrier could be reported in the Automobile category at the option of the carrier.

Cargo in containers was reported as General Cargo until 1969 after which containerized cargo tonnage is reported separately.

Beginning in 1984, cargo in containers is reported as TEUs and converted into tonnage at the rate of 17 revenue tons for each TEU. A TEU is defined as 20 linear feet of outside container length and is equivalent to a Revenue Unit (RU) described in the PMA Tonnage Reporting Manual distributed to reporting companies.

Coastwise Tonnage

Coastwise revenue tonnage represents a subset of the total revenue tonnage reported to PMA. Reporting separate coastwise tonnage for each of the commodity categories was instituted in November 1989. Previously, there were only provisions for General Cargo and Lumber & Logs to be reported as coastwise tonnage. Other coastwise commodities had to be reported in the Offshore and Intercoastal category.

Coastwise cargo is assessed only on discharge, however, coastwise loaded cargo is reported for statistical and auditing purposes. Cargos inbound from British Columbia represent another subset of total revenue tonnage. General Cargo and Lumber & Logs were reported inbound from British Columbia in 2002 and were discharged in Eureka, Long Beach, North Bend/Coos Bay, Oakland, Olympia, San Diego, San Francisco, and Tacoma.

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The Hyundai Kingdom in Tacoma.

Revenue Tonnage Loaded and Discharged by Port

The data on these two pages represent the revenue tonnage reported to PMA in 2004 by category by port. There are six sets of columns: one set for total revenue tonnage and one set for each of the five reporting categories.

Since November, 1989, tonnage has been reported in "Loaded" and "Discharged" categories. Concurrent with that change in reporting, the summaries of the tonnage data which had been traditionally prepared for statistical purposes by "port area" were further divided into individual port summaries.

Ports have been arranged geographically south to north along the coast. Ports along bays or rivers are listed as though the coastline followed the edge of the interior body of water.

Total tonnage reported for the port.

Chg from 2003 shows the percent 2004 tonnage changed from 2003 tonnage.

% of Coast shows the percentage that the port's tonnage represents of the coast total.

% Loaded: % Discharged shows the ratio of the percentage of total tons or TEUs loaded in the port to the corresponding percentage of tons or TEUs discharged. The categories "loaded" and "discharged" cannot be used synonymously with "export" and "import" because these data include not only foreign trade cargo but also U.S. intercoastal cargo, cargo bound to and from Alaska and Hawaii, and discharged coastwise cargo.

	TOTAL REVENUE TONNAGE				CONTAINERS				GENERAL CARGO				LUMBER & LOGS				AUTOMOBILES AND TRUCKS				BULK CARGO				
	Total	% of Coast	Chg from 2003	% Loaded: % Discharged	Total (TEUs)	% of Coast	Chg from 2003	% Loaded: % Discharged	Total	% of Coast	Chg from 2003	% Loaded: % Discharged	Total	% of Coast	Chg from 2003	% Loaded: % Discharged	Total	% of Coast	Chg from 2003	% Loaded: % Discharged	Total	% of Coast	Chg from 2003	% Loaded: % Discharged	
SOUTHERN CALIFORNIA																									**SOUTHERN CALIFORNIA**
San Diego	4,703,840	1.5%	4.6%	6.7: 93.3	57,433	0.4%	7.2%	20.4: 79.6	213,298	2.0%	1.0%	11.2: 88.8	111,961	5.9%	22.6%	0.0:100.0	2,217,271	10.3%	-7.4%	0.0:100.0	1,184,949	2.0%	33.3%	7.9: 92.1	San Diego
Long Beach	78,165,829	24.9	19.2	24.9: 75.1	3,807,373	29.2	21.3	22.2: 77.8	1,682,893	15.7	8.3	4.2: 95.8	263,137	13.9	14.6%	0.0:100.0	3,774,108	17.5	19.0	0.5: 99.5	7,720,350	13.2	6.2	65.2: 34.8	Long Beach
Los Angeles	99,384,097	31.7	1.0	25.7: 74.3	5,191,339	39.8	1.4	24.0: 76.0	4,263,772	39.8	52.4	1.5: 98.5	994	0.1	–	0.0:100.0	2,683,435	12.4	-31.7	29.3: 70.7	4,183,133	7.2	-10.2	83.5: 16.5	Los Angeles
Port Hueneme	4,042,152	1.3	18.4	4.9: 95.1	14,143	0.1	-11.6	23.5: 76.5	681,556	6.4	-1.6	15.8: 84.2	–	0.0	–		2,983,453	13.8	27.2	1.1: 98.9	136,712	0.2	34.6	0.0:100.0	Port Hueneme
AREA TOTAL	**186,295,918**	**59.3%**	**8.4%**	**24.4: 75.6**	**9,070,288**	**69.6%**	**8.9%**	**23.2: 76.8**	**6,841,519**	**63.8%**	**30.2%**	**3.9: 96.1**	**376,092**	**19.9%**	**17.1%**	**0.0:100.0**	**11,658,267**	**54.1%**	**-1.6%**	**7.2: 92.8**	**13,225,144**	**22.7%**	**2.4%**	**65.2: 34.8**	**AREA TOTAL**
NORTHERN CALIFORNIA																									**NORTHERN CALIFORNIA**
San Francisco	1,678,663	0.5%	33.2%	6.7: 93.3	20,237	0.2%	27.8%	32.4: 67.6	226,849	2.1%	188.0%	0.3: 99.7	6,233	0.3%	-32.6%	0.0:100.0	15,883	0.1%	–	0.0:100.0	1,085,669	1.9%	20.2%	0.0:100.0	San Francisco
Redwood City	933,000	0.3	18.4	0.0:100.0	–		–		–		–		–		–		–		–		933,000	1.6	18.4	0.0:100.0	Redwood City
Oakland	24,684,492	7.9	9.8	54.8: 45.2	1,389,807	10.7	9.5	53.8: 46.2	48,468	0.5	26.2	78.9: 21.1	–		–		1,009,305	4.7	17.0%	75.8: 24.2	–		–		Oakland
Richmond	836,339	0.3	2,163.7	0.2: 99.8	–		–		25,757	0.2	-30.3	0.0:100.0	–		–		810,582	3.8	–	0.2: 99.8	–		–		Richmond
Crockett	670,462	0.2	-8.0	0.0:100.0	–		–		–		–		–		–		–		–		670,462	1.1	-8.0	0.0:100.0	Crockett
Pittsburg	297,472	0.1	25.4	100.0: 0.0	–		–		–		–		–		–		–		–		297,472	0.5	25.4%	100.0: 0.0	Pittsburg
Stockton	2,061,559	0.7	37.8	13.8: 86.2	26	<0.1	-97.0	100.0: 0.0	293,276	2.7	44.9	16.7: 83.3	–		–		–		–		1,767,841	3.0	38.2%	13.3: 86.7	Stockton
Sacramento	493,006	0.2	-27.4	50.1: 49.9	40	<0.1	-66.7	0.0:100.0	303,765	2.8	-16.0	46.2: 53.8	15,370	0.8	-58.2	0.0:100.0	–		–		173,191	0.3	-37.8%	61.4: 38.6	Sacramento
Benicia	1,146,568	0.4	32.8	7.7: 92.3	–		–		7,464	0.1	–	0.0:100.0	–		–		1,051,676	4.9	43.3	0.1: 99.9	87,428	0.1	-32.2%	100.0: 0.0	Benicia
Eureka	362,266	0.1	-9.6	55.5: 44.5	–		–		204,037	1.9	-6.3	98.5: 1.5	158,229	8.4	-9.2	0.0:100.0	–		–		–		–		Eureka
AREA TOTAL	**33,163,827**	**10.6%**	**14.5%**	**44.5: 55.5**	**1,410,110**	**10.8%**	**9.7%**	**53.5: 46.5**	**1,109,616**	**10.4%**	**18.6%**	**38.7: 61.3**	**179,832**	**9.5%**	**-18.4%**	**0.0:100.0**	**2,887,446**	**13.4%**	**80.9%**	**26.6: 73.4**	**5,015,063**	**8.6%**	**15.2%**	**14.5: 85.5**	**AREA TOTAL**
PACIFIC NORTHWEST: Oregon																									**PACIFIC NORTHWEST: Oregon**
Coos Bay, North Bend	1,672,350	0.5%	-1.2%	98.1: 1.9	–		–		26,756	0.2%	28.6%	97.1: 2.9	115,599	6.1%	-0.9%	72.9: 27.1	–		–		1,529,995	2.6%	-1.5%	100.0: 0.0	Coos Bay, North Bend
Astoria	51	<0.1	–	33.3: 66.7	3	<0.1%	–	33.3: 66.7	–		–		–		–		–		–		–		–		Astoria
Portland	20,360,025	6.5	7.2	69.4: 30.6	207,394	1.6	-4.4%	67.0: 33.0	939,661	8.8%	46.2%	0.0:100.0	18,975	1.0	-41.8	0.0:100.0	4,071,128	18.9%	-0.7%	0.1: 99.9	11,804,563	20.2	12.1	99.6: 0.4	Portland
Vancouver, WA	5,021,408	1.6	25.8	80.0: 20.0	124	<0.1	-53.7	0.0:100.0	341,088	3.2%	18.1%	7.0: 93.0	68,100	3.6	40.6	2.0: 98.0	544,355	2.5	15.9	0.0:100.0	4,065,757	7.0	27.9	98.2: 1.8	Vancouver, WA
Kalama, WA	9,307,102	3.0	27.0	94.8: 5.2	–		–		481,510	4.5%	27.3%	0.0:100.0	–		–		–		–		8,825,592	15.1	26.9	100.0: 0.0	Kalama
Longview, WA	2,343,992	0.7	-8.6	93.7: 6.3	400	<0.1	–	100.0: 0.0	385,685	3.6%	-0.8%	72.2: 27.8	688,207	36.3	4.9	99.6: 0.4	–		–		1,263,300	2.2	-16.8	96.9: 3.1	Longview, WA
AREA TOTAL	**38,704,928**	**12.3%**	**11.9%**	**79.6: 20.4**	**207,921**	**1.6%**	**-4.3%**	**67.0: 33.0**	**2,174,700**	**20.3%**	**26.5%**	**15.1: 84.9**	**890,881**	**47.1%**	**4.4%**	**86.5: 13.5**	**4,615,483**	**21.4%**	**1.0%**	**0.1: 99.9**	**27,489,207**	**47.1%**	**15.8%**	**99.4: 0.6**	**AREA TOTAL**
PACIFIC NORTHWEST: Washington																									**PACIFIC NORTHWEST: Washington**
Aberdeen	535,813	0.2%	82.6%	85.8: 14.2	–		–		18,051	0.2%	-25.4%	100.0: 0.0	186,159	9.8%	-23.6%	59.1: 40.9	–		–		331,603	0.6%	1205.1%	100.0: 0.0	Aberdeen
Port Angeles	33,554	<0.1	82.0	0.0:100.0	–		–		–		–		1,283	0.1	-61.3	0.0:100.0	–		–		32,271	0.1	113.4	0.0:100.0	Port Angeles
Olympia	207,184	0.1	44.7	40.1: 59.9	274	<0.1%	–	100.0: 0.0	114,804	1.1	78.4	6.5: 93.5	76,167	4.0	-3.4	93.0: 7.0	–		–		11,555	<0.1	–	0.0:100.0	Olympia
Tacoma	30,737,823	9.8	11.4	57.7: 42.3	1,198,948	9.2	4.7%	46.7: 53.3	255,379	2.4	10.1	28.7: 71.3	165,779	8.8	-10.3	69.4: 30.6	2,330,438	10.8%	0.4%	19.8: 80.2	7,604,111	13.0	40.9	99.3: 0.7	Tacoma
Seattle	23,975,324	7.6	21.0	48.9: 51.1	1,141,796	8.8	20.4	38.1: 61.9	196,052	1.8	63.1	9.7: 90.3	353	<0.1	-89.3	100.0: 0.0	71,326	0.3	-16.8	41.7: 58.3	4,297,061	7.4	23.2	100.0: 0.0	Seattle
Everett	27,002	<0.1	5.3	74.9: 25.1	324	<0.1	575.0	100.0: 0.0	6,607	0.1	-25.8	16.7: 83.3	14,887	0.8	-6.5	91.4: 8.6	–		–		–		–		Everett
Anacortes	311,013	0.1	-22.1%	100.0: 0.0	–		–		–		–		1,965	0.1	-73.4	100.0: 0.0	–		–		309,048	0.5	-21.1	100.0: 0.0	Anacortes
AREA TOTAL	**55,827,713**	**17.8%**	**15.6%**	**54.3: 45.7**	**2,341,342**	**18.0%**	**11.9%**	**42.5: 57.5**	**590,893**	**5.5%**	**31.1%**	**20.1: 79.9**	**446,593**	**23.6%**	**-16.9%**	**69.8: 30.2**	**2,401,764**	**11.1%**	**-0.2%**	**20.5: 79.5**	**12,585,649**	**21.6%**	**35.1%**	**99.2: 0.8**	**AREA TOTAL**
COAST TOTAL	**313,992,386**	**100.0%**	**10.7%**	**38.7: 61.3**	**13,029,661**	**100.0%**	**9.3%**	**30.7: 69.3**	**10,716,728**	**100.0%**	**28.2%**	**10.7: 89.3**	**1,893,398**	**100.0%**	**-2.0%**	**57.2: 42.8**	**21,562,960**	**100.0%**	**5.6%**	**9.8: 90.2**	**58,315,063**	**100.0%**	**15.9%**	**84.3: 15.7**	**COAST TOTAL**

Container Box Counts

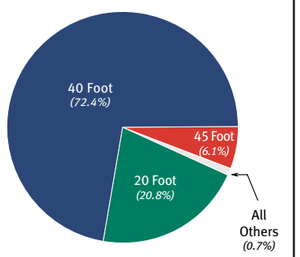
In January 2000, PMA began collecting container counts by box length. Data are reported in seven different box sizes: 20, 24, 35, 40, 45, 48, and 53 foot lengths. These tables show the counts for the most common three lengths and a total for all containers. Containers are divided into two categories: Loaded and Empty. Loaded containers include assessable, those containing cargo exempt from assessments, auto-bearing containers, and transshipped containers.

All Box Lengths is the total of all containers reported including 24, 35, 48, and 53 foot containers, which are not shown in the columns to the left.

2004

Box Length:	20 Feet			40 Feet			45 Feet			All Box Lengths				
	Discharged	Loaded	Total	Discharged	Loaded	Total	Discharged	Loaded	Total	Discharged	Loaded	Total	% of Port	TEUs
Long Beach														
Cargo Bearing	348,105	127,992	476,097	1,218,217	337,590	1,555,807	79,537	18,894	98,431	1,646,296	484,486	2,130,782	69.9%	3,810,325
Empty	1,909	173,110	175,019	3,149	687,553	690,702	195	51,173	51,368	6,272	912,136	918,408	30.1%	1,675,070
TOTAL	**350,014**	**301,102**	**651,116**	**1,221,366**	**1,025,143**	**2,246,509**	**79,732**	**70,067**	**149,799**	**1,652,568**	**1,396,622**	**3,049,190**	**100.0%**	**5,485,394**
Los Angeles														
Cargo Bearing	455,153	180,499	635,652	1,583,244	527,314	2,110,558	153,512	42,674	196,186	2,197,893	758,593	2,956,486	69.9%	5,319,655
Empty	8,077	195,616	203,693	66,633	877,491	944,124	11,272	101,156	112,428	93,652	1,178,281	1,271,933	30.1%	2,366,575
TOTAL	**463,230**	**376,115**	**839,345**	**1,649,877**	**1,404,805**	**3,054,682**	**164,784**	**143,830**	**308,614**	**2,291,545**	**1,936,874**	**4,228,419**	**100.0%**	**7,686,231**
Oakland														
Cargo Bearing	111,751	92,958	204,709	260,954	323,472	584,426	13,499	14,540	28,039	387,153	437,945	825,098	74.4%	1,446,208
Empty	8,894	51,002	59,896	73,676	121,750	195,426	4,255	18,270	22,525	92,937	191,252	284,189	25.6%	509,313
TOTAL	**120,645**	**143,960**	**264,605**	**334,630**	**445,222**	**779,852**	**17,754**	**32,810**	**50,564**	**480,090**	**629,197**	**1,109,287**	**100.0%**	**1,955,522**
Portland														
Cargo Bearing	10,039	14,755	24,794	27,498	60,778	88,276	1,546	1,156	2,702	39,083	76,689	115,772	75.6%	207,426
Empty	687	7,033	7,720	1,228	23,437	24,665	0	4,964	4,964	1,915	35,434	37,349	24.4%	68,219
TOTAL	**10,726**	**21,788**	**32,514**	**28,726**	**84,215**	**112,941**	**1,546**	**6,120**	**7,666**	**40,998**	**112,123**	**153,121**	**100.0%**	**275,645**
Tacoma														
Cargo Bearing	90,820	45,163	135,983	253,479	241,614	495,093	22,546	20,571	43,117	366,845	307,348	674,193	73.7%	1,223,182
Empty	712	44,869	45,581	44,991	124,017	169,008	8,780	16,666	25,446	54,483	185,552	240,035	26.3%	440,851
TOTAL	**91,532**	**90,032**	**181,564**	**298,470**	**365,631**	**664,101**	**31,326**	**37,237**	**68,563**	**421,328**	**492,900**	**914,228**	**100.0%**	**1,664,033**
Seattle														
Cargo Bearing	89,765	53,098	142,863	277,307	182,623	459,930	27,637	3,919	31,556	398,320	251,934	650,254	74.2%	1,155,813
Empty	1,675	32,917	34,592	38,509	121,461	159,970	1,093	18,723	19,816	52,807	173,777	226,584	25.8%	414,576
TOTAL	**91,440**	**86,015**	**177,455**	**315,816**	**304,084**	**619,900**	**28,730**	**22,642**	**51,372**	**451,127**	**425,711**	**876,838**	**100.0%**	**1,570,389**
All Others														
Cargo Bearing	8,662	8,526	17,188	31,551	7,361	38,912	50	45	95	40,263	16,264	56,527	65.7%	95,624
Empty	455	2,306	2,761	1,227	25,395	26,622	0	0	0	1,839	27,701	29,540	34.3%	56,193
TOTAL	**9,117**	**10,832**	**19,949**	**32,778**	**32,756**	**65,534**	**50**	**45**	**95**	**42,102**	**43,965**	**86,067**	**100.0%**	**151,818**
COAST TOTALS														
Cargo Bearing	1,114,295	522,991	1,637,286	3,652,250	1,680,752	5,333,002	298,327	101,799	400,126	5,075,853	2,333,259	7,409,112	71.1%	13,258,233
Empty	22,409	506,853	529,262	229,413	1,981,104	2,210,517	25,595	210,952	236,547	303,905	2,704,133	3,008,038	28.9%	5,530,797
TOTAL	**1,136,704**	**1,029,844**	**2,166,548**	**3,881,663**	**3,661,856**	**7,543,519**	**323,922**	**312,751**	**636,673**	**5,379,758**	**5,037,392**	**10,417,150**	**100.0%**	**18,789,030**
% of Total	**10.9%**	**9.9%**	**20.8%**	**37.3%**	**35.2%**	**72.4%**	**3.1%**	**3.0%**	**6.1%**	**51.6%**	**48.4%**	**100.0%**	—	—

2004 CONTAINER COUNTS BY LENGTH OF BOX



OVERSTOWS AND REHANDLES

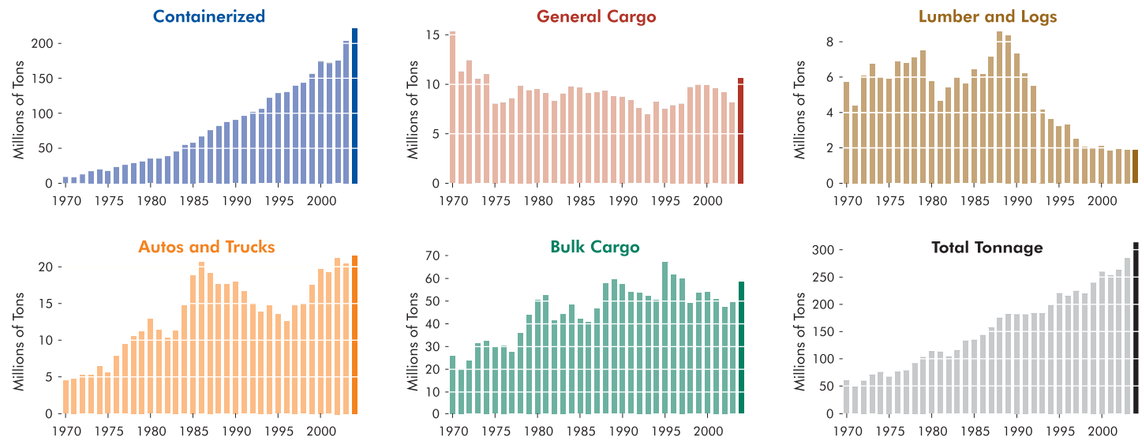
The PMA Tonnage Reporting System provides for reporting container moves that are overstows and rehandles. These are classified as cell to cell and cell-dock-cell lifts. A cell to cell lift occurs when a container is shifted from one location on a vessel to another location. A cell-dock-cell lift occurs when a container is moved off a vessel, placed on the dock so that other cargo may be moved, and then the container is restowed onto the vessel. A cell to cell move counts as one lift, and a cell-dock-cell move as two lifts. About 1 overstow/rehandle lift has been reported for every 100 containers reported.

2004	Cell to Cell	Cell-Dock-Cell
Long Beach	175	14,238
Los Angeles	245	24,130
Port Hueneme	97	2
San Diego	1	56
So. Calif. Total	**518**	**38,426**
San Francisco	13	1,342
West Sacramento	0	6
Stockton	0	2
Oakland	244	10,408
No. Calif. Total	**257**	**11,758**
Portland	45	4,038
Tacoma	68	7,698
Seattle	99	13,048
Washington Total	**167**	**20,746**
Coast Total	**987**	**74,968**

West Coast Waterborne Revenue Tonnage

Waterborne revenue tonnage moving through California, Oregon and Washington Ports since 1972 is shown below. Beginning in 1984 containerized cargo was no longer reported as revenue tonnage, but was reported as TEUs and converted to tonnage by multiplying the number of TEUs by 17, based on the supposition that each TEU contains on average 17 revenue tons. The percent that each tonnage sector represents of the total for each year is shown in the column to the right of the revenue tonnage.

Year	Containers	Percent of Total	General Cargo	Percent of Total	Lumber and Logs	Percent of Total	Autos and Trucks	Percent of Total	Bulk Cargo	Percent of Total	Total Tonnage
1972	12,427,891	20.8%	12,432,221	20.8%	6,103,609	10.2%	5,233,750	8.8%	23,435,590	39.3%	59,633,061
1973	17,286,133	24.4%	10,542,056	14.9%	6,771,119	9.5%	5,302,086	7.5%	31,053,499	43.8%	70,954,893
1974	19,645,497	26.0%	11,022,499	14.6%	6,045,637	8.0%	6,502,908	8.6%	32,320,845	42.8%	75,537,386
1975	17,826,596	26.6%	8,033,396	12.0%	5,901,839	8.8%	5,561,014	8.3%	29,645,689	44.3%	66,968,534
1976	23,221,682	30.4%	8,134,498	10.7%	6,877,271	9.0%	7,828,243	10.3%	30,228,242	39.6%	76,289,936
1977	26,414,368	33.6%	8,563,580	10.9%	6,805,138	8.7%	9,457,329	12.0%	27,330,016	34.8%	78,570,431
1978	28,819,244	31.3%	9,844,671	10.7%	7,116,000	7.7%	10,571,245	11.5%	35,622,335	38.7%	91,973,495
1979	31,004,124	30.1%	9,402,025	9.1%	7,512,088	7.3%	11,243,783	10.9%	43,973,689	42.6%	103,135,709
1980	34,961,122	30.8%	9,485,736	8.3%	5,778,206	5.1%	12,889,020	11.3%	50,568,290	44.5%	113,682,374
1981	35,285,833	31.2%	9,101,434	8.1%	4,663,983	4.1%	11,361,442	10.1%	52,547,465	46.5%	112,960,157
1982	38,698,403	37.1%	8,297,299	8.0%	5,428,609	5.2%	10,298,415	9.9%	41,483,760	39.8%	104,206,486
1983	45,429,483	39.2%	9,047,558	7.8%	5,981,043	5.2%	11,317,759	9.8%	44,204,444	38.1%	115,980,287
1984	54,865,052	41.2%	9,756,682	7.3%	5,636,415	4.2%	14,731,180	11.1%	48,293,596	36.2%	133,282,925
1985	57,766,646	42.8%	9,674,183	7.2%	6,438,557	4.8%	18,849,314	14.0%	42,106,859	31.2%	134,835,559
1986	66,718,404	46.5%	9,094,687	6.3%	6,178,052	4.3%	20,642,032	14.4%	40,777,087	28.4%	143,410,262
1987	75,658,551	48.0%	9,185,331	5.8%	7,153,443	4.5%	19,209,803	12.2%	46,483,967	29.5%	157,691,095
1988	82,177,507	46.9%	9,348,783	5.3%	8,568,982	4.9%	17,657,367	10.1%	57,635,530	32.9%	175,388,169
1989	87,685,303	48.2%	8,783,588	4.8%	8,370,546	4.6%	17,591,459	9.7%	59,506,199	32.7%	181,937,095
1990	90,273,077	49.7%	8,725,931	4.8%	7,328,202	4.0%	17,981,501	9.9%	57,355,691	31.6%	181,664,402
1991	96,273,125	53.1%	8,384,586	4.6%	6,225,273	3.4%	16,692,545	9.2%	53,881,933	29.7%	181,457,462
1992	101,978,206	55.5%	7,591,757	4.1%	5,489,640	3.0%	15,063,006	8.2%	53,699,428	29.2%	183,822,037
1993	106,219,196	57.9%	6,954,623	3.8%	4,167,694	2.3%	13,915,249	7.6%	52,344,375	28.5%	183,601,137
1994	121,870,484	61.3%	8,216,857	4.1%	3,609,270	1.8%	14,770,607	7.4%	50,305,273	25.3%	198,772,491
1995	128,775,816	58.5%	7,510,216	3.4%	3,251,827	1.5%	13,530,428	6.1%	67,172,576	30.5%	220,240,863
1996	130,286,300	60.4%	7,879,062	3.7%	3,304,565	1.5%	12,611,072	5.8%	61,600,326	28.6%	215,681,325
1997	139,362,736	62.0%	8,032,536	3.6%	2,523,657	1.1%	14,761,793	6.6%	59,934,309	26.7%	224,615,031
1998	143,548,068	65.4%	9,719,501	4.4%	2,071,769	0.9%	14,944,308	6.8%	49,101,074	22.4%	219,384,720
1999	156,545,401	65.3%	10,010,412	4.2%	2,005,755	0.8%	17,570,694	7.3%	53,456,900	22.3%	239,589,162
2000	174,037,823	67.0%	9,953,279	3.8%	2,116,780	0.8%	19,720,596	7.6%	53,874,796	20.7%	259,703,274
2001	171,727,013	67.8%	9,596,293	3.8%	1,851,419	0.7%	19,288,262	7.6%	50,914,801	20.1%	253,377,788
2002	183,991,918	69.9%	9,136,577	3.5%	1,941,063	0.7%	21,095,589	8.0%	46,955,465	17.8%	263,120,612
2003	202,703,172	71.4%	8,360,951	2.9%	1,932,002	0.7%	20,416,810	7.2%	50,324,864	17.7%	283,737,799
2004	**221,504,237**	**70.5%**	**10,716,728**	**3.4%**	**1,893,398**	**0.6%**	**21,562,960**	**6.9%**	**58,315,063**	**18.6%**	**313,992,386**



Coast Revenue Tonnage Market Share

In the table below, the column labeled "Percent of Coast"represents the cargo tonnage as a percent of the coast total for that sector. This percentage represents what is commonly referred to as "market share." The six major ports listed below handled 88.3% of the total coast tonnage in 2004 and 99.3% of the containerized cargo.

The **Port Total** tonnage includes container tonnage. Container TEUs are converted to tonnage by multiplying the number of TEUs by 17 tons.

For each of the six major ports and for **All Other Ports,** the number of assessable container TEUs and the revenue tonnage reported in each of the other four cargo sectors are shown for each year since 2000.

	2004		2003		2002		2001		2000	
	TEUs/Tons	Percent of Coast	TEUs/Tons	Percent of Coast	TEUs/Tons	Percent of Coast	TEUs/Tons	Percent of Coast	TEUs/Tons	Percent of Coast
LONG BEACH										
Container TEUs	3,807,373	29.2%	3,138,513	26.3%	3,265,213	30.2%	3,338,632	33.1%	3,438,433	33.6%
General Cargo	1,682,893	15.7%	1,553,750	18.6%	1,433,486	15.7%	1,906,338	19.9%	1,741,811	17.5%
Lumber & Logs	263,137	13.9%	229,683	11.9%	198,647	10.2%	187,719	10.1%	170,222	8.0%
Autos & Trucks	3,774,108	17.5%	3,171,592	15.5%	3,422,961	16.2%	3,140,650	16.3%	3,219,578	16.3%
Bulk Cargo	7,720,350	13.2%	7,269,307	14.4%	7,251,011	15.4%	6,347,283	12.5%	6,803,155	12.6%
Port Total	**78,165,829**	**24.9%**	**65,579,053**	**23.1%**	**67,814,726**	**25.8%**	**68,338,734**	**27.0%**	**70,388,127**	**27.1%**
LOS ANGELES										
Container TEUs	5,191,339	39.8%	5,119,570	42.9%	4,239,230	39.2%	3,643,162	36.1%	3,395,078	33.2%
General Cargo	4,263,772	39.8%	2,797,226	33.5%	3,443,311	37.7%	3,046,750	31.7%	3,616,824	36.3%
Lumber & Logs	994	0.1%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Autos & Trucks	2,683,435	12.4%	3,929,364	19.2%	3,281,326	15.6%	2,585,306	13.4%	2,889,854	14.7%
Bulk Cargo	4,183,133	7.2%	4,657,878	9.3%	5,624,351	12.0%	6,454,034	12.7%	6,748,296	12.5%
Port Total	**99,384,097**	**31.7%**	**98,417,158**	**34.7%**	**84,415,898**	**32.1%**	**74,019,844**	**29.2%**	**70,971,300**	**27.3%**
OAKLAND										
Container TEUs	1,389,807	10.7%	1,269,046	10.6%	1,152,619	10.6%	1,125,471	11.1%	1,188,134	11.6%
General Cargo	48,468	0.5%	38,395	0.5%	97,242	1.1%	500,548	5.2%	294,589	3.0%
Lumber & Logs	-	0.0%	-	0.0%	-	0.0%	1,283	0.1%	15	0.0%
Autos & Trucks	1,009,305	4.7%	862,431	4.2%	738,609	3.5%	778,691	4.0%	952,443	4.8%
Bulk Cargo	-	0.0%	-	0.0%	-	0.0%	66,306	0.1%	-	0.0%
Port Total	**24,684,492**	**7.9%**	**22,474,608**	**7.9%**	**20,430,374**	**7.8%**	**20,479,835**	**8.1%**	**21,445,325**	**8.3%**
PORTLAND										
Container TEUs	207,394	1.6%	217,008	1.8%	188,027	1.7%	210,707	2.1%	216,213	2.1%
General Cargo	939,661	8.8%	642,693	7.7%	777,088	8.5%	779,342	8.1%	633,694	6.4%
Lumber & Logs	15,847	0.8%	31,140	1.6%	65,706	3.4%	52,099	2.8%	31,146	1.5%
Autos & Trucks	4,071,128	18.9%	4,099,823	20.1%	4,418,520	20.9%	3,834,877	19.9%	3,658,980	18.6%
Bulk Cargo	11,804,563	20.2%	10,532,545	20.9%	8,993,185	19.2%	9,890,487	19.4%	11,311,424	21.0%
Port Total	**20,356,897**	**6.5%**	**18,995,337**	**6.7%**	**17,450,958**	**6.6%**	**18,138,824**	**7.2%**	**19,310,865**	**7.4%**
TACOMA										
Container TEUs	1,198,948	9.2%	1,144,634	9.6%	984,691	9.1%	869,347	8.6%	902,410	8.8%
General Cargo	255,379	2.4%	231,974	2.8%	215,120	2.4%	197,341	2.1%	181,001	1.8%
Lumber & Logs	165,779	8.8%	184,753	9.6%	240,780	12.4%	259,388	14.0%	355,116	16.8%
Autos & Trucks	2,330,438	10.8%	2,320,213	11.4%	2,596,336	12.3%	2,355,211	12.2%	2,097,418	10.6%
Bulk Cargo	7,604,111	13.0%	5,397,966	10.7%	4,469,982	9.5%	5,470,830	10.7%	6,211,192	11.5%
Port Total	**30,737,823**	**9.8%**	**27,593,684**	**9.7%**	**24,261,965**	**9.2%**	**23,061,669**	**9.1%**	**24,185,697**	**9.3%**
SEATTLE										
Container TEUs	1,141,796	8.8%	948,193	8.0%	949,859	8.8%	877,441	8.7%	1,043,481	10.2%
General Cargo	196,052	1.8%	120,212	1.4%	145,518	1.6%	175,323	1.8%	244,479	2.5%
Lumber & Logs	353	0.0%	3,314	0.2%	2,754	0.1%	4,384	0.2%	4,711	0.2%
Autos & Trucks	71,326	0.3%	85,680	0.4%	94,546	0.4%	461,399	2.4%	711,373	3.6%
Bulk Cargo	4,297,061	7.4%	3,487,000	6.9%	1,848,218	3.9%	2,982,183	5.9%	2,251,807	4.2%
Port Total	**23,975,324**	**7.6%**	**19,815,487**	**7.0%**	**18,238,639**	**6.9%**	**18,539,786**	**7.3%**	**20,951,547**	**8.1%**
ALL OTHER PORTS										
Container TEUs	93,004	0.7%	86,752	0.7%	43,415	0.4%	36,829	0.4%	53,770	0.5%
General Cargo	3,330,503	31.1%	2,976,701	35.6%	3,024,812	33.1%	2,990,651	31.2%	3,240,881	32.6%
Lumber & Logs	1,447,288	76.4%	1,483,112	76.8%	1,433,176	73.8%	1,346,546	72.7%	1,555,570	73.5%
Autos & Trucks	7,623,220	35.4%	5,947,707	29.1%	6,543,291	31.0%	6,132,128	31.8%	6,190,950	31.4%
Bulk Cargo	22,705,845	38.9%	18,980,168	37.7%	18,768,718	40.0%	19,703,678	38.7%	20,548,922	38.1%
Port Total	**36,687,924**	**11.7%**	**30,862,472**	**10.9%**	**30,508,052**	**11.6%**	**30,799,096**	**12.2%**	**32,450,413**	**12.5%**
COAST TOTALS										
Container TEUs	13,029,661		11,923,716		10,823,054		10,101,589		10,237,519	
General Cargo	10,716,728		8,360,951		9,136,577		9,596,293		9,953,279	
Lumber & Logs	1,893,398		1,932,002		1,941,063		1,851,419		2,116,780	
Autos & Trucks	21,562,960		20,416,810		21,095,589		19,288,262		19,720,596	
Bulk Cargo	58,315,063		50,324,864		46,955,465		50,914,801		53,874,796	
Coast Total	**313,992,386**		**283,737,799**		**263,120,612**		**253,377,788**		**259,703,274**	

Average Annual Earnings

The table below shows the average annual earnings of Class "A" longshore and clerk registrants and of walking bosses/foremen. The data include hours paid, holiday pay, vacation pay, pay for travel hours, and taxable travel-related meals, fares and lodging. The earnings data do NOT include Pay Guarantee Plan (PGP) payments; taxable mileage; and nontaxable travel-related meals, fares, and lodging. Data for Class "B" registrants are NOT included.

The first three columns, identified as **1 or More Hours,** shows the number of registrants paid one or more hours and their corresponding average annual hours and average annual earnings.

The **% of Registrants** column shows the percent of the total number of registrants who were paid hours equal to or greater than the number of hours under the hours heading. Each succeeding hours group includes an increasingly smaller percentage of the respective work force as the minimum number of hours paid is incremented in 400 hour units.

Four pairs of columns follow showing the percent of registrants and average earnings for those registrants paid 1,600 or more hours, 2,000 or more hours, 2,400 or more hours, and 2,800 or more hours.

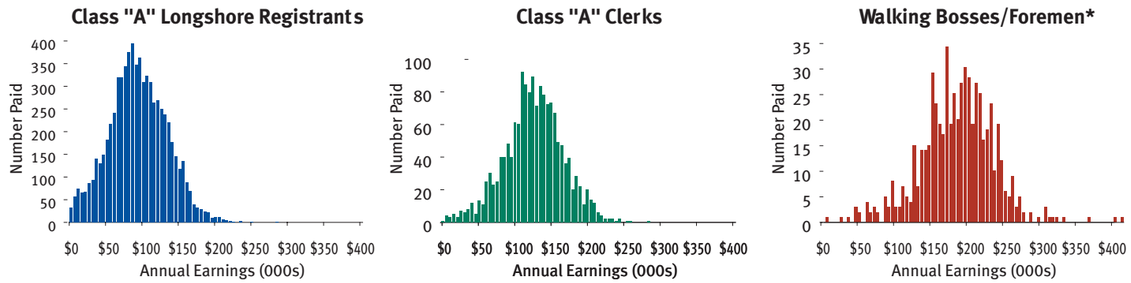
The **Average Earnings** column shows the average earnings for those registrants who were paid hours equal to or greater than the number of hours under the hours heading.

The **Average Hours** column shows the average numbers of hours paid to those registrants who were paid 2,800 or more hours.

	1 or More Hours			1600 or More Hours		2000 or More Hours		2400 or More Hours		2800 or More Hours		
Year	Number Paid	Average Hours	Average Earnings	% of Registrants	Average Earnings	% of Registrants	Average Earnings	% of Registrants	Average Earnings	% of Registrants	Average Hours	Average Earnings
CLASS "A" LONGSHORE REGISTRANTS												
1995	5,248	1,923	64,820	69.1	77,747	50.4	84,663	25.2	94,035	10.0	3,141	106,910
1996	5,105	1,907	68,842	68.4	83,115	49.7	90,545	24.3	101,165	9.7	3,112	115,081
1997	5,280	1,988	75,880	71.4	89,812	53.7	96,865	30.1	107,130	11.6	3,158	123,042
1998*	5,695	2,029	79,135	72.6	93,766	56.1	100,921	33.8	111,765	14.8	3,178	126,573
1999	5,977	2,013	79,767	72.2	94,256	55.1	101,554	32.5	111,958	13.3	3,158	127,192
2000	6,291	2,076	84,113	74.9	97,899	58.0	105,278	35.1	116,300	15.3	3,194	131,869
2001	6,463	2,006	82,895	71.7	98,585	53.8	106,883	31.8	118,613	13.8	3,208	135,379
2002	6,628	1,973	83,116	70.4	99,662	53.0	107,781	30.3	119,825	13.0	3,165	135,548
2003	6,676	2,066	89,484	72.3	106,520	55.2	115,591	36.2	127,084	19.1	3,196	141,058
2004*	**7,170**	**2,119**	**$93,369**	**75.4**	**$109,031**	**59.7**	**$117,343**	**40**	**$129,448**	**23**	**3,243**	**$142,876**
CLASS "A" CLERKS												
1995	1,337	2,569	91,127	91.1	96,103	82.4	99,306	65.1	104,847	38.0	3,237	115,077
1996	1,373	2,558	96,430	90.3	102,030	82.0	105,196	63.3	111,685	37.9	3,226	122,447
1997	1,449	2,489	104,526	90.8	109,827	80.3	113,808	59.4	121,122	31.8	3,167	133,731
1998*	1,537	2,590	111,139	91.2	116,598	83.5	119,879	66.4	126,000	38.6	3,223	138,330
1999	1,500	2,610	113,879	91.9	119,064	84.0	122,466	67.7	128,317	40.5	3,222	140,212
2000	1,558	2,685	118,982	92.1	124,390	84.4	128,058	69.2	134,495	45.4	3,300	145,960
2001	1,583	2,662	118,844	91.7	124,563	83.3	128,421	67.5	135,258	44.0	3,302	147,046
2002	1,568	2,633	119,404	90.1	126,593	80.9	131,131	65.9	138,209	44.0	3,308	149,351
2003	1,529	2,719	124,519	90.4	131,860	82.1	136,340	68.0	143,343	50.2	3,356	152,586
2004*	**1,578**	**2,713**	**$125,880**	**89.5**	**$134,234**	**81.4**	**$138,996**	**70.3**	**$144,885**	**51.8**	**3,421**	**$154,710**
WALKING BOSSES/FOREMEN												
1995	518	2,787	124,194	93.6	128,904	86.9	132,740	75.5	137,975	50.8	3,337	148,374
1996	531	2,731	129,611	91.9	136,195	87.0	139,034	75.3	144,286	48.6	3,271	155,759
1997	562	3,006	139,703	93.4	145,834	89.1	148,477	79.5	153,191	62.3	3,532	161,426
1998*	577	3,174	150,194	94.3	155,880	89.4	159,256	81.8	164,005	67.1	3,687	171,957
1999	554	3,125	150,286	91.9	158,438	88.6	160,832	82.7	164,283	70.0	3,603	170,881
2000	618	3,282	160,452	95.6	165,149	93.0	167,122	84.1	172,585	73.0	3,702	178,640
2001	616	3,130	157,352	93.8	163,609	89.6	166,508	80.4	171,928	66.1	3,638	179,754
2002	591	3,088	158,507	92.6	166,296	86.5	170,975	76.1	177,447	64.5	3,671	184,565
2003	556	3,317	182,965	93.5	191,454	89.7	194,843	83.3	199,894	69.1	3,871	210,609
2004*	**605**	**3,205**	**$177,654**	**94.5**	**$184,032**	**91.7**	**$186,573**	**84.8**	**$191,268**	**72.7**	**3,697**	**$198,771**

*Data for 1998 and 2004 have been annualized to 52 weeks to allow comparison with other years. These years are 53-week payroll years.

NUMBER OF REGISTRANTS PAID BY 2004 ANNUAL EARNINGS *(grouped in $5,000 increments)*



* Ten walking/bosses/foremen made over $300,000 in 2004.

Registered Work Force by Local

The information below shows various hours and earnings averages for those members of the locals who (1) were active for the full payroll year and (2) were paid for one or more hours during the payroll year. Information is also shown about the ages of working registrants. Payroll year 2004 was a 53-week year. The data in this table is for 53 weeks

No. Registered is the active registration count at the end of the payroll year.

NUMBER WORKING shows the total number of registrants paid for one or more hours and the number of Class "B" workers included in that total.

Average Hours Paid is the average of all hours paid at any occupation code.

AVERAGE DAYS OF: shows the average days of vacation, paid holidays, and PGP (1 day = 1/5 of one week).

PERCENT OF EARNINGS FROM: shows the portion of total earnings paid at hourly wage rates and those portions which the various designated benefits represent.

Average Total Income shows pay for hours paid; vacation pay; holiday pay; PGP; and taxable and non taxable travel-related meals, fares, lodging, and mileage for all Class "A" and Class "B" registrants combined.

Local	No. Registered	NUMBER WORKING		Average Hours Paid	AVERAGE DAYS OF:			PERCENT OF EARNINGS FROM:				Average Total Income
		Total Local	Class "B" Only		Vacation Paid	Paid Holidays	PGP Paid	Hours Paid	Vacation Pay	Paid Holidays	PGP Payments	
	#	#	#	Hours	Days	Days	Days	%	%	%	%	$
Longshore Registrants												
Southern California												
13 LA/LB	6,922	4,916	531	2,229	12.7	11.8		93.8	3.3	2.7		$98,111
29 San Diego	95	82	25	2,371	13.9	12.0		91.5	3.6	2.7		100,902
46 Port Hueneme	91	74	16	2,476	17.1	12.4		91.4	4.3	2.7		105,137
Total	**7,108**	**5,072**	**572**	**2,235**	**12.8**	**11.8**		**93.7**	**3.4**	**2.7**		**$98,259**
Northern California												
10 SF Bay Area	1,267	1,031	134	1,936	11.3	9.9	0.1	92.8	3.5	2.7		$80,984
14 Eureka	17	10	-	1,852	22.5	13.0	28.6	68.0	6.7	3.3	6.9	88,738
18 Sacramento	25	24	-	1,481	16.8	12.7	37.3	77.0	6.1	4.0	11.3	71,439
54 Stockton	63	60	10	2,103	12.9	12.6	8.7	86.8	3.6	3.1	2.0	91,764
Total	**1,372**	**1,125**	**144**	**1,935**	**11.6**	**10.1**	**1.6**	**91.9**	**3.6**	**2.8**	**0.4**	**$81,424**
Pacific Northwest: Oregon												
04 Vancouver, WA	150	135	25	1,943	15.4	12.1	1.4	88.1	4.8	3.4	0.4	$79,299
08 Portland	458	392	48	1,981	15.8	11.9	0.3	89.7	4.9	3.2	0.1	83,277
12 North Bend	61	59	-	1,405	17.1	11.7	51.5	59.0	5.7	3.6	14.9	74,518
21 Longview, WA	177	174	31	1,926	14.6	11.9	3.3	85.4	4.6	3.4	0.9	78,699
50 Astoria	17	16	-	1,454	25.9	10.4	48.1	53.6	7.2	2.8	12.5	83,466
53 Newport	10	9	-	749	8.9	12.1	126.6	30.9	3.1	4.2	41.9	63,986 2
Total	**873**	**785**	**104**	**1,894**	**15.7**	**11.9**	**7.4**	**85.1**	**4.9**	**3.3**	**2.0**	**$80,702**
Pacific Northwest: Washington												
07 Bellingham	23	23	-	1,139	22.2	10.2	103.0	41.2	6.3	2.9	27.8	$80,078
19 Seattle	626	511	67	1,991	16.2	11.8	0.1	91.6	4.7	3.0		89,293
23 Tacoma	668	531	120	2,265	16.3	12.0		92.8	4.2	2.7		101,154
24 Aberdeen	39	39	-	1,881	27.5	12.1	25.8	71.9	7.6	3.0	6.1	90,829
25 Anacortes	9	9	-	1,272	25.0	13.0	48.7	63.8	8.8	4.1	14.7	71,592
27 Port Angeles	39	39	-	1,091	29.2	6.7	121.6	39.0	8.1	1.8	31.7	82,826
32 Everett	24	24	-	1,371	25.0	10.0	43.4	65.5	10.1	3.5	14.6	64,152
47 Olympia	23	23	-	1,592	23.5	11.0	47.9	75.1	7.8	3.2	13.0	79,664
51 Port Gamble	10	8	2	971	19.4	5.3	128.4	40.4	6.3	1.7	39.9	69,508
Total	**1,461**	**1,207**	**189**	**2,030**	**17.6**	**11.6**	**9.8**	**88.2**	**4.8**	**2.8**	**2.3**	**$93,230**
Longshore Total	**10,814**	**8,189**	**1,009**	**2,131**	**13.6**	**11.6**	**2.4**	**92.0**	**3.7**	**2.8**	**0.5**	**$93,522**
Clerks												
29 San Diego	8	8	-	2,432	28.5	12.9	0.2	89.6	6.9	2.6		$112,655
46 Port Hueneme	15	15	-	3,119	29.9	13.0		91.4	5.9	2.2		133,530
63 LA/LB	1,069	1,030	-	2,791	22.2	12.5		93.3	4.5	2.2		130,184
14 Eureka	1	1	-	*	30.0	13.0	*	70.8	9.3	3.4		*
34 SF Bay Area	230	228	-	2,502	22.7	12.2	0.1	91.4	5.4	2.5		111,345
40 Portland	85	84	-	2,617	23.7	12.4	0.5	89.4	5.2	2.4	0.1	119,451
23 Tacoma	78	77	-	3,135	28.5	12.6		92.7	5.3	2.0		145,414
52 Seattle	145	144	-	2,858	25.7	12.4		91.0	5.1	2.1		134,887
Clerk Total	**1,631**	**1,587**	**-**	**2,764**	**23.1**	**12.4**		**92.6**	**4.8**	**2.2**		**$127,992**
Foremen												
29 San Diego	5	5	-	2,347	30.1	13.6		89.7	7.0	3.3		$135,864
46 Port Hueneme	5	4	-	*	32.5	14.0	*	92.6	5.2	2.2		*
94 LA/LB	391	387	-	3,367	26.8	13.8		93.1	4.5	2.3		184,631
91 SF Bay Area	71	67	-	3,071	27.8	13.9	0.8	91.6	5.1	2.5	0.1	172,879
92 Portland	49	49	-	2,709	30.4	13.8	5.7	88.7	6.2	2.8	1.1	154,249
98 Seattle	93	93	-	3,309	28.9	14.0		91.4	4.7	2.3		192,522
Foremen Total	**614**	**605**	**-**	**3,267**	**27.6**	**13.8**	**0.6**	**92.4**	**4.8**	**2.4**	**0.1**	**$181,777**

* Average Hours Paid, Average Days of PGP paid, and Average Total Income for groups of fewer than five individuals are not shown, but the data are included in category averages

Registered Work Force by Local, CONTINUED

Average Age represents the age of members at the end of the year.

PERCENT OF WORKING REGISTRANTS BY AGE GROUP shows the percentage of those members in each of the age categories from Under 30 to Over 70½.

PERCENT OF WORKING REGISTRANTS BY HOURS PAID shows the percentage of those working registrants whose total paid hours fall into each of the hours categories shown. Each succeeding hours group includes an increasingly smaller percentage of the respective work force as the minimum number of hours paid is incremented in 400-hour units.

Local	Average Age	PERCENT OF WORKING REGISTRANTS BY AGE GROUP										PERCENT OF WORKING REGISTRANTS BY HOURS PAID							
		Under 30	30-34	35-39	40-44	45-49	50-54	55-61	62-64	65-70½	Over 70½	400 or More	800 or More	1200 or More	1600 or More	2000 or More	2400 or More	2800 or More	3200 or More
	Years	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%
Longshore Registrants																			
Southern California																			
13 LA/LB	44.3	8.1	13.1	15.2	17.3	15.2	12.6	10.9	3.1	3.0	1.4	97.7	94.5	88.9	79.1	62.9	42.0	24.9	11.2
29 San Diego	49.9	4.9	7.3	9.8	15.9	17.1	7.3	13.4	7.3	13.4	3.7	100.0	100.0	97.6	90.2	73.2	42.7	20.7	11.0
46 Port Hueneme	50.0	1.4	1.4	4.1	18.9	29.7	17.6	16.2	4.1	4.1	2.7	97.3	94.6	91.9	89.2	81.1	63.5	33.8	16.2
Total	**44.5**	**8.0**	**12.9**	**14.9**	**17.3**	**15.5**	**12.6**	**11.0**	**3.2**	**3.2**	**1.4**	**97.8**	**94.6**	**89.1**	**79.4**	**63.3**	**42.3**	**24.9**	**11.3**
Northern California																			
10 SF Bay Area	45.2	6.0	11.1	18.1	18.6	14.9	8.6	12.8	4.6	3.7	1.6	95.8	90.6	81.8	66.4	48.0	30.1	16.4	5.2
14 Eureka	51.5		10.0	10.0	20.0			50.0	10.0			100.0	90.0	80.0	40.0	40.0	40.0	20.0	10.0
18 Sacramento	51.2			12.5	20.8	20.8	12.5	12.5	8.3	8.3	4.2	100.0	83.3	75.0	37.5	20.8	8.3		
54 Stockton	47.7	5.0	3.3	13.3	11.7	23.3	18.3	16.7	3.3	3.3	1.7	100.0	100.0	91.7	78.3	63.3	26.7	11.7	1.7
Total	**45.5**	**5.8**	**10.4**	**17.7**	**18.3**	**15.4**	**9.2**	**13.3**	**4.6**	**3.7**	**1.6**	**96.2**	**90.9**	**82.1**	**66.2**	**48.2**	**29.5**	**15.8**	**5.0**
Pacific Northwest: Oregon																			
04 Vancouver, WA	43.7	7.4	15.6	17.8	17.0	8.1	14.1	18.5	0.7	0.7		100.0	97.8	88.1	72.6	48.1	22.2	5.9	0.7
08 Portland	47.0	5.1	4.1	11.2	16.3	23.7	16.6	19.4	2.0	1.3	0.3	97.7	93.6	88.5	75.5	51.5	29.1	8.4	1.5
12 North Bend	51.6			6.8	10.2	18.6	23.7	37.3	3.4			91.5	78.0	52.5	30.5	25.4	13.6	8.5	1.7
21 Longview, WA	45.4	5.7	6.9	17.2	13.8	19.5	20.1	13.8	1.7	1.1		97.1	95.4	88.5	67.8	47.7	23.6	8.0	2.9
50 Astoria	55.1					6.3	43.8	43.8		6.3		93.8	81.3	50.0	43.8	31.3	6.3		
53 Newport	49.2			11.1	11.1	33.3		44.4				100.0	33.3						
Total	**46.6**	**5.1**	**6.2**	**13.1**	**15.0**	**19.5**	**17.8**	**20.1**	**1.8**	**1.1**	**0.1**	**97.5**	**92.6**	**83.9**	**68.4**	**47.1**	**24.7**	**7.6**	**1.7**
Pacific Northwest: Washington																			
07 Bellingham	50.9	4.3		4.3	8.7	21.7	17.4	39.1		4.3		78.3	60.9	47.8	39.1	4.3	4.3	4.3	
19 Seattle	48.4	2.9	6.7	8.4	15.9	23.5	12.3	20.5	5.9	2.3	1.6	96.7	93.5	85.7	70.6	54.6	31.5	11.7	3.9
23 Tacoma	45.0	5.3	9.8	15.8	20.0	17.7	13.4	12.1	2.4	2.6	0.9	96.8	94.7	91.1	81.9	64.8	44.4	24.9	11.9
24 Aberdeen	52.0	2.6		7.7	2.6	7.7	38.5	41.0				97.4	87.2	79.5	66.7	48.7	28.2	10.3	5.1
25 Anacortes	58.6					11.1	22.2	44.4		11.1	11.1	100.0	66.7	44.4	33.3	11.1			
27 Port Angeles	54.1				5.1	15.4	35.9	35.9	7.7			61.5	51.3	35.9	28.2	17.9	12.8	10.3	2.6
32 Everett	58.4			8.3		4.2	4.2	58.3	12.5	4.2	8.3	87.5	70.8	54.2	37.5	25.0	8.3	4.2	4.2
47 Olympia	49.8			8.7	13.0	26.1	21.7	26.1	4.3			100.0	100.0	60.9	43.5	26.1	4.3	4.3	
51 Port Gamble	47.4			25.0		37.5	12.5	25.0				37.5	37.5	37.5	37.5	25.0	25.0	12.5	
Total	**47.6**	**3.7**	**7.1**	**11.4**	**16.2**	**19.8**	**14.6**	**19.4**	**4.1**	**2.4**	**1.3**	**94.8**	**91.0**	**83.8**	**71.8**	**55.1**	**34.7**	**16.9**	**7.2**
Longshore Total	**45.3**	**6.8**	**11.0**	**14.6**	**17.0**	**16.5**	**12.9**	**13.5**	**3.4**	**2.9**	**1.3**	**97.1**	**93.4**	**86.9**	**75.4**	**58.5**	**37.7**	**20.8**	**8.9**
Clerks																			
29 San Diego	57.0				25.0		12.5	12.5	37.5		12.5	100.0	100.0	87.5	87.5	75.0	50.0	50.0	25.0
46 Port Hueneme	56.5				26.7			46.7	13.3	6.7	6.7	100.0	100.0	100.0	100.0	93.3	93.3	73.3	33.3
63 LA/LB	53.2	0.4	1.7	4.5	11.0	15.5	21.5	26.9	9.7	6.9	2.0	99.2	97.7	95.2	88.3	79.7	69.8	54.5	37.0
14 Eureka	66.0									100.0		100.0	100.0	100.0	100.0				
34 SF Bay Area	54.1	0.9	2.2	6.6	10.1	12.7	8.8	37.3	11.8	5.3	4.4	98.2	97.4	95.6	89.9	80.3	62.3	37.3	12.3
40 Portland	51.2	2.4	1.2	6.0	10.7	23.8	14.3	33.3	4.8	3.6		98.8	98.8	96.4	90.5	81.0	69.0	42.9	19.0
23 Tacoma	53.2			3.9	6.5	16.9	31.2	33.8	3.9	3.9		100.0	100.0	100.0	96.1	89.6	84.4	57.1	39.0
52 Seattle	54.9	0.7	2.1	3.5	3.5	17.4	17.4	34.0	11.1	7.6	2.8	98.6	98.6	97.9	93.8	86.1	75.0	53.5	28.5
Clerk Total	**53.4**	**0.6**	**1.6**	**4.7**	**10.1**	**15.6**	**19.1**	**29.8**	**9.8**	**6.4**	**2.3**	**99.1**	**97.9**	**95.8**	**89.7**	**81.0**	**69.9**	**51.5**	**31.7**
Foremen																			
29 San Diego	66.4							40.0		20.0	40.0	100.0	100.0	100.0	100.0	80.0	40.0		
46 Port Hueneme	59.0							100.0				100.0	100.0	100.0	100.0	100.0	100.0	100.0	75.0
94 LA/LB	55.3			3.6	13.7	10.6	17.1	31.0	7.0	10.6	6.5	99.2	98.2	96.1	93.5	90.7	84.2	75.7	61.2
91 SF Bay Area	57.3		1.5	1.5	13.4	10.4	6.0	28.4	20.9	9.0	9.0	100.0	100.0	100.0	98.5	95.5	88.1	65.7	38.8
92 Portland	58.3			2.0		6.1	14.3	53.1	16.3	6.1	2.0	100.0	98.0	91.8	89.8	87.8	77.6	53.1	24.5
98 Seattle	53.3			2.2	12.9	26.9	14.0	26.9	8.6	4.3	4.3	100.0	100.0	100.0	97.8	95.7	90.3	78.5	55.9
Foremen Total	**55.5**		**0.2**	**3.0**	**12.2**	**12.6**	**14.9**	**32.4**	**9.4**	**9.1**	**6.3**	**99.5**	**98.7**	**96.9**	**94.5**	**91.7**	**84.8**	**72.7**	**54.5**

The omission of a value indicates <0.05%.

Hours by Job Categories

The hours shown are summarized from payroll information reported to PMA. The hours are shown by the job category (determined by occupation code number) in which they are reported for payroll and/or benefit assessment purposes. The hours listed under the various CFS Agreement categories do not represent total CFS activity because a CFS operator may payroll employees at job categories other than CFS Agreement categories.

These are the hours paid in 2004, a 53-week payroll year. For comparison to 2003 data, also shown are hours paid in 2004 annualized to 52 weeks.

These are the hours paid in payroll year 2003.

Pct. Chg. from 2003 shows the percent change of the 2004 annualized hours paid from 2003.

"Percent Paid to Casuals" shows the percent of hours paid in each job category that were paid to registrants who were *not* longshore, clerk, or foreman registrants. For example, a member of an ILWU longshore local being paid in a clerk job category is NOT a casual, but a member of an ILWU warehouse local (not part of the bargaining unit) being paid in a longshore job category IS a casual.

"Percent of Category" shows the percent that each job category comprises of the total hours for the category group, *i.e.* longshore, clerk, and foreman.

"Pct. Chg. from 2002" shows the percent change of the 2003 hours paid from the 2002 hours.

Job Category	2004	2004 (52 weeks)	2003	Pct. Chg. from 2003	Percent of Category	Percent Paid to Casuals
LONGSHORE CATEGORIES						
Basic Rate - General	**1,814,093**	**1,779,866**	1,437,820	23.8%	8.8%	33.8%
- Lasher	**1,320,234**	**1,295,324**	1,204,077	7.6	6.4	26.2
- Holdman	**1,572,408**	**1,542,740**	1,588,580	-2.9	7.6	43.9
- Auto Driver	**384,526**	**377,271**	297,208	26.9	1.9	35.4
Skilled Wage I	**421,478**	**413,526**	372,429	11	2.0	9.3
- Hatch Tender	**120,119**	**117,852**	101,654	15.9	0.6	1.5
- Lift Truck Operator	**219,720**	**215,574**	167,800	28.5	1.1	9.4
- Skilled Holdman	**201,003**	**197,210**	195,778	0.7	1.0	14.5
- Tractor Driver	**4,994,366**	**4,900,132**	4,332,088	13.1	24.2	26.5
Skilled Wage II	**161,204**	**158,162**	141,349	11.9	0.8	0.7
- Crane Operator	**159,487**	**156,477**	133,992	16.8	0.8	0.6
- Top Handler/Heavy Lift	**474,746**	**465,788**	392,378	18.7	2.3	3.0
Skilled Wage III	**1,320,803**	**1,295,882**	1,160,487	11.7	6.4	0.0
- Crane Gantry/Hammerhead	**1,194,194**	**1,171,662**	1,020,988	14.8	5.8	0.0
- Top Handler/Heavy Lift	**1,719,683**	**1,687,237**	1,435,244	17.6	8.3	0.0
- Transtainer	**301,885**	**296,189**	293,847	0.8	1.5	0.0
- Straddle Carrier	**216,942**	**212,849**	204,802	3.9	1.1	0.3
CFS Agreement Rate	**8,722**	**8,557**	10,804	-20.8	0.0	10.3
Miscellaneous Dock - General	**111,650**	**109,543**	89,436	22.5	0.5	11.6
- Mechanics	**2,125,238**	**2,085,140**	2,010,669	3.7	10.3	2.1
- Gear	**457,746**	**449,109**	422,009	6.4	2.2	0.5
- Lines	**391,421**	**384,036**	374,432	2.6	1.9	0.2
- Sweepers	**161,830**	**158,777**	153,558	3.4	0.8	2.4
Joint Dispatch	**227,178**	**222,891**	213,297	4.5	1.1	0.0
Member Company Agmts.	**35,436**	**34,767**	31,654	9.8	0.2	1.9
Grain/Whse/NonMember Agmts.	**481,175**	**472,096**	397,527	18.8	2.3	9.0
Subtotal	**20,597,287**	**20,208,657**	**18,183,907**	**11.1%**	**99.9%**	**16.2%**
Travel	**21,050**	**20,653**	18,283	13.0%	0.1%	
TOTAL LONGSHORE HOURS	**20,618,337**	**20,229,310**	**18,202,190**	**11.1%**	**100.0%**	
CLERK CATEGORIES						
Basic Clerk	**586,054**	**574,997**	516,437	11.3%	8.9%	66.0%
- 15% Skilled Wage	**537,915**	**527,765**	495,553	6.5	8.2	37.9
- 25% Skilled Wage	**3,767,571**	**3,696,485**	3,495,085	5.8	57.3	11.4
Chief Supervisor	**850,824**	**834,771**	795,287	5.0	12.9	0.0
Supercargo	**460,876**	**452,180**	419,059	7.9	7.0	0.2
Vessel Planner	**299,511**	**293,860**	282,515	4.0	4.6	0.0
CFS Agreement Clerk	**-10**	**-10**	5,227	-100.0	0.0	0.0
Joint Dispatcher	**45,914**	**45,048**	44,688	0.8	0.7	0.0
Subtotal	**6,548,655**	**6,425,096**	6,053,851	6.1%	99.7%	15.6%
Travel Time	**21,575**	**21,168**	20,537	3.1%	0.3%	
TOTAL CLERK HOURS	**6,570,230**	**6,446,264**	**6,074,388**	**6.1%**	**100.0%**	
FOREMAN CATEGORIES						
Foreman - 20%	**16,576**	**16,263**	11,336	43.5%	0.7%	0.4%
Foreman - 30%	**2,240,839**	**2,198,561**	2,208,937	-0.5	97.4	0.0
CFS Agreement Foreman	**12,914**	**12,670**	14,435	-12.2	0.6	0.0
Joint Dispatcher	**20,714**	**20,323**	19,318	5.2	0.9	0.0
Subtotal	**2,291,043**	**2,247,817**	**2,254,026**	**-0.3%**	**99.6%**	**0.0%**
Travel Time	**10,192**	**10,000**	8,067	24.0%	0.4%	
TOTAL FOREMAN HOURS	**2,301,235**	**2,257,817**	**2,262,093**	**-0.2%**	**100.0%**	
ALL CATEGORIES						
Subtotal - All Job Categories	**29,436,985**	**28,881,570**	**26,491,784**	**9.0%**	**99.8%**	**14.8%**
Travel Time	52,817	51,820	46,887	10.5%	0.2%	
TOTAL HOURS	**29,489,802**	**28,933,390**	**26,538,671**	**9.0%**	**100.0%**	

SELECTED OCCUPATION CODES ASSOCIATED WITH LONGSHORE AND CLERK JOB CATEGORIES

LONGSHORE JOB CATEGORIES

Basic Rate
General

0001 Auto Driver
0002 Boardman
0005 Dockman
0006 Frontman/Slingman
0007 Holdman
0009 Lasher
0150 CFS Utility Man

Skill I Rate

0021 Boom Man/Raft Man
0023 Button Pusher
0025 Combo Lift/Jitney
0026 Crane Chaser
0027 Dock Gang Leader
0028 Hatch Tender
0029 Lift Truck Operator
0030 Payloader Operator
0032 Side Runner
0033 Skilled Holdman
0036 Tractor - Semi-Dock
0037 Utility Lift Driver
0038 Winch Driver
0044 Mechanical Hopper Opener
0045 Monthly UTR Work - Tractor
0052 Gang Boss
0054 Hatch Boss Tender
0070 Bulldozer/Caterpillar

Skill II Rate

0053 Payloader Over 15 Tons
0055 Lift Truck - Heavy
0078 Rail Car Pusher - Container
0080 Bulkloader Operator
0081 Crane Barge Operator
0085 Crane Mobile
0087 Crane Shipboard
0088 Crane Whirley
0092 Log Loader - Snapper
0094 Switch Engine Operator

Skill III Rate

066 LA/LB Whirley/Winch
067 Hall Crane Rated Equipment - Yard
072 Top Handler/Side Pick
079 Monthly UTR Work - Top/Side Pick
083 Transtainer Operator
084 Crane Container Gantry
093 Straddle Carrier Operator
095 Port Packer
098 SF Steady Skill

CLERK JOB CATEGORIES

Basic clerk

100 Basic Clerk - Ship
101 Basic Clerk - Dock
108 Basic Clerk - Ship Registered
109 Basic Clerk - Dock Registered

Clerk Supervisor

102 Supervisor - Ship
103 Supervisor - Dock
170 CFS Supervisor Clerk

Kitchen/Tower/Computer Clerk

115 Computer Kitchen/ Tower Supervisor
116 Yard Directing Supervisor (Computer)
117 Vessel Clerk Supervisor (Computer)
118 Rail Clerk Supervisor Computer

Chief Supervisor & Supercargo

104 Supercargo/ Bulk/Ship
105 Supercargo/ Other/Ship
106 Chief Supervisor
120 Vessel Planner

Total Shoreside Payrolls Processed by PMA

The data in the table below include payments to all occupations reported by PMA members for payroll purposes. Occupational categories include longshoremen, clerks, foremen, watchmen, mechanics, warehousemen, maintenance men, dispatchers, Joint Labor Relations Committee employees, and other miscellaneous workers.

Year	Southern California	Northern California	Oregon	Washington	Total
1994	$ 319,709,467	$ 101,737,074	$ 73,677,433	$ 109,470,265	$ 604,594,239
1995	343,548,860	96,497,444	74,956,472	114,307,399	629,310,175
1996	370,647,234	95,707,890	74,253,654	120,767,232	661,376,010
1997	459,117,898	104,278,998	79,699,998	140,372,774	783,469,668
1998*	$ 655,503,360		47,963,817	156,640,904	860,108,081
1999	556,636,573	119,657,029	81,956,977	142,152,862	900,403,441
2000	639,216,711	132,258,890	81,081,187	151,386,303	1,003,943,091
2001	654,975,466	128,077,721	79,182,058	141,929,443	1,004,164,688
2002	700,565,895	124,649,275	73,682,073	149,444,144	1,048,341,387
2003	782,186,349	135,007,505	78,203,842	168,844,117	1,164,241,813
2004	**$ 879,867,498**	**$ 148,792,441**	**$ 83,241,784**	**$ 191,073,284**	**$ 1,302,975,008**

* In 1998, Shoreside Payrolls were reported by State and not by PMA Administrative Area.

PMA also collects and transfers employer contributions to the Federal Insurance Contributions Act (F.I.C.A.) accounts and State Unemployment Insurance (S.U.I.) accounts on these payrolls. In 2004, employer FICA taxes paid were $80,161,293 and SUI taxes paid were $48,361,768.

Assessment Rates 2004/2005 ASSESSMENT RATES

		Other Assessments			
	Benefits Plans	CFS Program	401(k)	PMA Cargo Dues	Total
Payroll Hour Rate					
L/S & Clk	$15.620		$0.82	$0.580	$17.020
Walking Boss	15.620		3.82	0.580	20.020
Offshore and Intercoastal Tonnage Rates					
Containers (per R.U.)	$13.650	$0.12		$3.370	$17.140
General Cargo	0.803			0.198	1.001
Lumber & Logs	0.803			0.198	1.001
Autos & Trucks	0.065			0.198	0.263
Bulk Cargo	0.016			0.004	0.020
Coastwise and Inbound from British Columbia					
Containers (per R.U.)	$9.640	$0.08		$3.370	$13.090
General Cargo	0.331			0.198	0.529
Lumber & Logs	0.331			0.198	0.529
Autos & Trucks	0.027			0.198	0.225
Bulk Cargo	0.007			0.004	0.011

ILWU-PMA 401(k) Plan

For Plan Year Ended June 30:	2004	2003	2002	2001	2000	1999
Contributions						
Employee	**$ 56,394,942**	$ 51,927,070	$ 51,365,289	$ 51,434,326	$ 45,375,991	$ 34,917,117
Employer	**24,372,413**	23,192,959	23,212,183	23,224,484	21,772,978	3,027,842
Total Contributions	**$ 80,767,355**	75,120,029	$ 74,577,472	$ 74,658,810	$ 67,148,969	$ 37,944,959
Investment Income						
Net realized/unrealized appreciation	**35,397,523**	(487,772)	(46,177,189)	(63,907,440)	50,443,128	44,755,482
Interest and Dividends	**10,711,163**	11,759,439	11,124,918	8,306,030	5,608,484	3,961,199
Less: Investment expense	**(13,681)**	(9,846)	(548,369)	(337,169)	(354,885)	(237,800)
	$ 46,095,005	$ 11,261,821	$ (35,600,640)	$ (55,938,579)	$ 55,696,727	$ 48,478,881
Total Additions	**$ 126,862,360**	$ 86,381,850	$ 38,976,832	$ 18,720,231	$122,845,696	$ 86,423,840
Distributions						
Distributions to participants	**(33,401,999)**	(29,493,400)	(16,693,578)	(18,407,013)	(19,061,355)	(5,053,966)
Net Change	**$ 93,460,361**	$ 56,888,450	$ 22,283,254	$ 313,218	$103,784,341	$ 81,369,874
Net Assets available for Benefits						
Beginning of year	**452,339,569**	395,451,119	373,167,866	372,854,648	269,070,307	187,700,433
End of year	**$ 545,799,930**	$452,339,569	$395,451,119	$373,167,866	$372,854,648	$269,070,307

Pension Benefits

CHANGES IN NET ASSETS AVAILABLE FOR PENSION BENEFITS

The data in the table below are obtained from the audited annual financial statements of the ILWU-PMA Pension Plan.
The records for the Plan are maintained on the accrual basis of accounting; each Plan Year ends June 30.

For Plan Year Ended June 30:	2004	2003	2002	2001	2000	1999
Benefits Paid and Expenses						
Pensions paid	**$ 173,764,799**	$ 139,658,164	$ 134,001,085	$ 132,944,103	$ 126,396,608	$ 110,559,864
Admin. expenses	**3,950,101**	3,344,014	3,352,482	2,824,335	2,628,159	2,227,295
Total Deductions	**$ 177,714,900**	$ 143,002,178	$ 137,353,567	$ 135,768,438	$ 129,024,767	$ 112,787,159
Investment Income and Employer Contributions						
Net appreciation of fair value of invest.	**$ 149,011,343**	$ 82,292,618	$ (119,953,321)	$ (281,126,613)	$ (42,530,552)	$ 78,179,002
Net gain (loss) on sale/redemption of sec.	**23,463,117**	(32,518,553)	(121,625,469)	86,954,171	305,846,746	183,174,034
Interest	**27,118,070**	61,275,332	67,678,012	113,771,260	79,056,057	60,935,133
Dividends from investments	**29,801,798**	11,107,923	8,998,088	5,912,417	6,166,643	13,067,021
Less investment expense	**(4,761,574)**	(3,776,391)	(4,458,572)	(4,312,251)	(4,358,152)	(3,389,704)
Total Income Gain (Loss)	**$ 224,632,754**	$ 118,380,929	$ (169,361,262)	$ (78,801,016)	$ 344,180,742	$ 331,965,486
Contributions from Employers	**48,250,935**	24,034,798	23,949,998	26,944,908	32,486,144	28,796,000
Total Additions (Subtractions)	**$ 272,883,689**	$ 142,415,727	$ (145,411,264)	$ (51,856,108)	$ 376,666,886	$ 360,761,486
Net Increase (Decrease)	**95,168,789**	(586,451)	(282,764,831)	(187,624,546)	247,642,119	247,974,327
Net Assets Avail for Benefits: Beg. of Year	**$1,932,373,322**	$1,932,959,773	$2,215,724,604	$2,403,349,150	$2,155,707,031	$1,907,732,704
End of Year	**$2,027,542,111**	$1,932,373,322	$1,932,959,773	$2,215,724,604	$2,403,349,150	$2,155,707,031

EMPLOYER WITHDRAWAL LIABILITY

Multi-employer plans are required by the Multi-employer Pension Plan Amendments Act of 1980 to establish procedures for the determination and imposition of *withdrawal liability* upon the withdrawal of a contributing employer.

Under special rules approved by the Pension Benefit Guaranty Corporation, *the ILWU-PMA Pension Plan will impose withdrawal liability for a withdrawal where the employer*

a) during the 5 years following withdrawal continues or resumes covered operation without an obligation to make contributions or

b) sells or transfers all or a substantial portion of his business or assets to a non-contributing employer.

An employer that simply goes out of business will generally have no withdrawal liability.

To satisfy the withdrawal requirement, the Plan uses the *presumptive method* for the computation of withdrawal liability. The presumptive method bases such liability on certain components of the Plan's unfunded vested benefits liability.

The unfunded vested benefits liability for the Plan Year ended June 30 is shown below. The benefits reflected in the calculation for active employees include only retirement benefits already accumulated, already vested, and for which the active employees qualified as a result of age and service through June 30.

Vested Liabilities as of Plan Year Ended June 30:	2004	2003	2002	2001	2000	1999
Retired Participants & Beneficiaries	**$1,455,549,449**	$1,305,884,979	$1,055,302,845	$1,058,353,547	$1,019,710,333	$ 865,191,983
Inactive Vested	**3,966,396**	3,683,208	3,298,116	3,742,209	3,558,643	3,637,770
Active Vested Employees	**755,977,668**	781,907,078	784,705,118	929,737,426	808,569,339	762,590,010
Total Present Value Vested Liabilities	**$2,215,493,513**	$2,091,475,265	$1,843,306,079	$1,991,833,182	$1,831,838,315	$1,631,419,763
Actuarial Value of Assets	**$2,058,263,566**	$2,178,348,340	$2,262,121,466	$2,265,007,122	$2,106,388,802	$1,891,175,004
Unfunded Vested Benefits Liability	**$157,229,947**	-	-	-	-	-

ACTUARIAL ACCRUED LIABILITY

The actuarial accrued liability is the amount which, together with assumed investment earnings, will be sufficient to pay earned retirement benefits for the lifetimes of those Plan participants eligible for retirement benefits. The difference between net assets and total actuarial accrued liability is the unfunded actuarial accrued liability.

Actuarial Accrued Liability July 1:	2004	2003	2002	2001	2000	1999
Actuarial Value of Assets	**$2,058,263,566**	$2,178,348,340	$2,262,121,466	$2,265,007,122	$2,106,388,802	$1,891,175,004
Actuarial Liability:						
Pensioners/Survivors	**1,488,741,632**	1,325,727,760	1,185,052,148	1,070,787,479	1,041,933,471	940,024,193
Inactive Vested	**4,111,317**	3,813,967	3,413,671	3,912,595	3,753,100	4,059,736
Active Employees	**1,166,475,463**	1,168,283,684	1,149,258,226	1,260,166,108	1,171,885,186	1,085,318,929
Total Actuarial Liability	**$2,659,328,412**	$2,497,825,411	$2,337,724,045	$2,334,866,182	$2,217,571,757	$2,029,402,858
Unfunded Actuarial Accrued Liability	**$601,064,846**	$ 319,477,071	$ 75,602,579	$ 69,859,060	$ 111,182,955	$ 138,227,854

ILWU-PMA SUPPLEMENTAL WELFARE BENEFIT PLAN

For Plan Year Ended June 30:	2004	2003	2002	2001	2000
Contributions by employer	**$34,440,703**	$22,756,913	$25,202,778	$12,642,303	$5,720,936
Deductions:					
Benefits paid	**34,269,318**	22,610,299	25,058,910	12,500,640	5,632,689
Administrative expenses	**171,385**	146,614	143,868	141,663	88,247
Total deductions	**$34,440,703**	$22,756,913	$25,202,778	$12,642,303	$5,720,936

Welfare Benefits

CHANGES IN NET ASSETS AVAILABLE FOR WELFARE BENEFITS

For Plan Year Ended June 30:	2004	2003	2002	2001	2000	1999
Investment Income	**$ 107,689**	$ 31,289	$ 194,555	$ 723,921	$ 497,272	$ 628,847
Contributions:						
Employers	**$281,553,606**	$237,627,798	$191,467,575	198,696,752	139,675,684	125,435,837
Employees	**8,570,383**	5,505,270	4,304,387	3,939,445	3,132,661	3,121,751
WILSP/Union	**195,884**	194,960	187,959	199,253	174,591	156,599
COBRA/self-pay contrib.	**54,029**	239,910	146,635	168,126	168,094	139,306
Total contributions	**$290,373,902**	$243,567,938	$196,106,556	$203,003,576	$143,151,030	$128,853,493
Total additions	**$290,481,591**	$243,599,227	$196,301,111	$203,727,497	$143,648,302	$129,482,340
Deductions:						
Benefits paid	**$275,512,366**	$235,181,687	$200,546,643	$165,913,818	$139,329,193	$124,640,060
Administrative expenses	**4,969,605**	4,362,971	4,573,239	4,309,264	3,696,554	2,803,639
Total deductions	**$280,481,971**	$239,544,658	$205,119,882	$170,223,082	$143,025,747	$127,443,699
Net increase(decrease)	**$ 9,999,620**	$ 4,054,569	$ (8,818,771)	$ 33,504,415	$ 622,555	$ 2,038,641
Net assets available for benefits:						
Beginning of year	**$ 61,601,996**	$ 57,547,427	$ 66,366,198	$ 32,861,783	$ 32,239,228	$ 30,200,587
Watchmen asset transfer	**-**	-	-	-	-	
End of year	**$ 71,601,616**	$ 61,601,996	$ 57,547,427	$ 66,366,198	$ 32,861,783	$ 32,239,228

COSTS OF WELFARE BENEFITS PAID CATEGORIZED BY TYPE OF BENEFIT

For Plan Year Ended June 30:	2004	2003	2002	2001	2000	1999
Health Maintenance Organizations						
Hospital, medical, surgery, vision, and prescription drugs	**$ 61,256,809**	$ 44,147,703	$ 37,109,464	$ 34,415,405	$ 30,313,962	$ 29,822,161
PPO and Indemnity Plan						
Hospital, medical, surgical	**$132,176,612**	$ 118,033,767	$ 98,594,333	$ 72,690,391	$ 58,084,936	$ 49,023,220
Prescription drugs	**33,397,697**	28,572,271	25,109,446	19,238,147	16,363,843	13,270,881
Vision service plan	**1,825,983**	1,588,888	1,566,451	1,667,218	1,542,410	1,260,008
Vision supplement (frames, contacts)	**2,008**	2,540	2,149	2,011	2,664	2,679
Diabetic durable equipment	**1,832**	1,474	1,298	1,186	774	1,133
Subtotal	**$167,404,132**	$ 148,198,940	$125,273,677	$ 93,598,953	$ 75,994,627	$ 63,557,921
Medicare Part B Reimbursements						
Medicare premiums reimbursements	**$ 6,557,231**	$ 6,227,975	$ 5,828,498	$ 5,476,063	$ 5,240,115	$ 5,209,411
Dental Programs: HMO and PPO Participants						
Dental services - adults	**$ 17,768,215**	$ 16,320,511	$ 14,860,557	$ 15,248,089	$ 13,729,466	$ 12,818,400
Dental services - children	**5,722,444**	5,223,581	4,921,700	5,049,409	3,873,627	4,015,074
Subtotal	**$ 23,490,659**	$ 21,544,092	$ 19,782,257	$ 20,297,498	$ 17,603,093	$ 16,833,474
Other Programs for Eligible Participants						
Life insurance, AD&D	**$ 3,790,134**	$ 3,254,040	$ 3,083,341	$ 3,094,598	$ 2,747,312	$ 3,324,027
Chiropractic	**2,676,986**	1,908,505	2,017,310	1,716,737	1,471,866	1,245,363
Payment for reduced social security/PGP	**1,866,430**	1,493,464	617,558	1,209,986	1,658,079	794,531
Alcoholism/Drug Recovery Program	**1,981,048**	1,554,894	1,030,473	1,304,170	874,238	916,370
Hearing aids	**355,796**	344,043	364,831	438,302	388,505	406,772
Subsequent prosthetic device	**-**	31,277	-	-	-	-
Subtotal	**$ 10,670,394**	$ 8,586,223	$ 7,113,513	$ 7,763,793	$ 7,140,000	$ 6,687,063
Non-Industrial Disability Supplement (NIDS)						
For those receiving CSDI (CA)	**$ 2,489,719**	$ 2,501,566	$ 2,063,397	$ 1,920,680	$ 1,401,906	$ 1,256,873
Weekly Indemnity & NIDS (OR & WA)	**3,528,055**	3,812,188	3,169,337	2,206,030	1,377,507	1,211,870
Subtotal	**$ 6,017,774**	$ 6,313,754	$ 5,232,734	$ 4,126,710	$ 2,779,413	$ 2,468,743
Subsidy Benefits for Certain Pre-7/1/75 Widows						
WILSP subsidy payments	**$ 115,367**	$ 163,000	$ 206,500	$ 235,396	$ 257,983	$ 61,287
TOTAL BENEFITS	**$275,512,366**	$ 235,181,687	$200,546,643	$165,913,818	$139,329,193	$124,640,060
Reconciliation to Form 5500 (accrual)	**(5,384,437)**	2,257,443	3,745,292	1,360,897	5,286,441	646,357
TOTAL BENEFITS AFTER RECONCILIATION	**$270,127,929**	$ 237,439,130	$204,291,935	$167,274,715	$144,615,634	$125,286,417

Vacations Paid

EARNED IN PAYROLL YEAR 2003 AND PAID IN 2004

Vacation data are summarized by ILWU local and by occupation groups within designated combination locals.

NUMBER OF VACATIONS PAID TO shows the number of inactives, actives, and employees over 60 who received vacation payments. **Inactives** are employees who are inactive at the end of 2004.

NUMBER OF ACTIVES PAID: shows the number of active employees paid a vacation in each local. The value shown in each column labeled **1 Wk., 2 Wks., 3 Wks.,** etc., is the number in the local who received a vacation payment for the corresponding number of weeks.

Avg. Wks. shows the average number of vacation weeks paid to active employees in each local.

Avg. Add'l Hrs. shows the average number of additional hours of vacation paid to active employees in each local.

No. Pd. shows the number of vacations paid to active employees based on the number of qualifying hours paid for work in payroll year 2002: those with **FEWER THAN 1,300 HOURS**, those with **1,300-1,599 HOURS**, and those with **1,600 HOURS OR MORE**. **Pct of Actives** shows the percent of active employees with 1,600 qualifying hours or more. **Average Payment** shows the average vacation payment made to active employees with at least 1,600 qualifying hours. Payments made to 12 dispatchers were discarded from the average payment calculation.

Total Payments includes only the monies actually paid directly to active employees; other costs to the Vacation Plan such as the various employment taxes are *not* included. Payments made in August and December 2004 to employees who retired during the payroll year are not included in the data shown.

Local	NUMBER OF VACATIONS PAID TO: Total	Inactives	Actives	>60	NUMBER OF ACTIVES PAID: 1 Wk.	2 Wks.	3 Wks.	4 Wks.	5 Wks.	6 Wks.	Avg. Wks.	Avg. Add'l Hours	FEWER THAN 1,300 HOURS No. Pd.	1,300 TO 1,599 HOURS No. Pd.	1,600 HOURS OR MORE No. Pd.	Pct of Actives	Average Payment	Vacation Payments
Longshore																		
Southern California																		
13 LA/LB	4,861	110	4,751	505	289	2,775	838	471	47	331	2.6	0.5	493	596	3,662	77.1%	$ 3,673	$ 16,145,226
29 San Diego	85	3	82	25	8	44	14	2	-	14	2.8	1.9	10	11	61	74.4	4,113	306,896
46 Port Hueneme	79	4	75	14	1	24	15	19	10	6	3.4	1.3	6	4	65	86.7	4,767	343,639
Total	**5,025**	**117**	**4,908**	**544**	**298**	**2,843**	**867**	**492**	**57**	**351**	**2.6**	**0.6**	**509**	**611**	**3, 788**	**77.2%**	**$ 3,699**	**$ 16,795,760**
Northern California																		
10 SF Bay Area	971	41	930	152	174	455	156	36	4	105	2.5	0.3	224	152	554	59.6%	$ 3,952	$ 2,974,560
14 Eureka	16	5	11	7	1	1	2		-	7	4.6	0.0	4	3	4	36.4	5,618	67,466
18 Sacramento	25	1	24	6	-	8	9	2	1	4	3.3	1.3	2	5	17	70.8	4,063	104,560
54 Stockton	63	3	60	10	15	13	22	3	1	6	2.7	0.7	18	12	30	50.0	4,240	204,126
Total	**1,075**	**50**	**1,025**	**175**	**190**	**477**	**189**	**41**	**6**	**122**	**2.6**	**0.3**	**248**	**172**	**605**	**59.0%**	**$ 3,981**	**$ 3,350,712**
Pacific Northwest: Oregon																		
04 Vancouver, WA	140	8	132	11	15	29	59	1	4	24	3.2	0.2	26	23	83	62.9%	$ 4,403	$ 512,485
08 Portland	402	25	377	43	25	111	119	21	56	45	3.3	0.3	48	68	261	69.2	4,693	1,589,961
12 North Bend	61	7	54	8	-	12	12	18	2	10	3.7	0.0	30	11	13	24.1	4,816	250,698
21 Longview, WA	172	8	164	15	11	54	52	13	17	17	3.1	0.0	20	26	118	72.0	4,205	638,690
50 Astoria	20	5	15	4	-	-	-	3	1	11	5.5	0.0	8	3	4	26.7	6,795	96,740
53 Newport	9	1	8	-	3	2	3	-	-	-	2.0	0.0	8	-	0	0.0	0	18,035
Total	**804**	**54**	**750**	**81**	**54**	**208**	**245**	**56**	**80**	**107**	**3.3**	**0.2**	**140**	**131**	**479**	**63.9%**	**$ 4,543**	**$ 3,106,609**
Pacific Northwest: Washington																		
07 Bellingham	24	1	23	3	-	4	4	1	6	8	4.4	1.0	13	7	3	13.0%	$ 5,260	$ 116,687
19 Seattle	528	36	492	93	33	107	194	26	48	84	3.4	0.2	78	85	329	66.9	4,742	2,162,181
23 Tacoma	542	23	519	47	17	175	136	81	25	85	3.3	0.8	47	49	423	81.5	4,546	2,259,164
24 Aberdeen	44	6	38	8	-	1	2	1	2	32	5.7	1.0	12	5	21	55.3	6,880	269,647
25 Anacortes	10	1	9	3	-	-	1		6	2	5.0	0.0	6	1	2	22.2	6,683	56,967
27 Port Angeles	41	3	38	8	-	-	1	1	1	35	5.8	0.0	27	3	8	21.1	6,992	252,744
32 Everett	27	5	22	11	-	-	2	1	2	17	5.6	1.4	16	3	3	13.6	5,165	156,263
47 Olympia	25	2	23	3	-	1	5	3	6	8	4.7	1.7	16	1	6	26.1	7,749	143,371
51 Port Gamble	9	2	7	1	-	1	1	-	4	1	4.4	0.0	6	-	1	14.3	6,200	35,117
Total	**1,250**	**79**	**1,171**	**177**	**50**	**289**	**346**	**114**	**100**	**272**	**3.6**	**0.5**	**221**	**154**	**796**	**68.0%**	**$ 4,750**	**$ 5,452,140**
Longshore Total	**8,154**	**300**	**7,854**	**977**	**592**	**3,817**	**1,647**	**703**	**243**	**852**	**2.8**	**0.5**	**1,118**	**1,068**	**5,668**	**72.2%**	**$ 3,948**	**$ 28,705,221**
Clerk																		
29 San Diego	8		8	4				2		6	5.5	7.8	0	1	7	87.5%	$8,243	$62,213
46 Port Hueneme	15		15	5				3		12	5.6	15.1	0	0	15	100.0%	$7,941	$119,115
63 LA/LB	1114	62	1052	273	10	20	310	420	27	265	4.2	11.7	44	58	950	90.3%	$6,062	$6,228,500
14 Eureka	1		1	1						1	6.0	0.0	0	1	0	0.0%	$0	$8,155
34 SF Bay Area	252	31	221	85	4	14	70	25	5	103	4.5	10.1	15	10	196	88.7%	$6,472	$1,372,152
40 Portland	90	9	81	16	1	6	12	11	24	27	4.6	11.4	2	6	73	90.1%	$6,757	$525,628
23 Tacoma	95	17	78	24			5	10	13	50	5.5	13.1	1	5	72	92.3%	$7,302	$597,734
52 Seattle	160	20	140	58		3	22	20	19	76	5.0	10.5	8	9	123	87.9%	$7,192	$980,921
Clerk Total	**1,735**	**139**	**1,596**	**466**	**15**	**43**	**419**	**491**	**88**	**540**	**4.4**	**11.4**	**70**	**90**	**1,436**	**90.0%**	**$ 6,343**	**$ 9,894,416**
Foreman																		
29 San Diego	5		5	3				1		4	5.6	16.8	0	0	5	100.0%	$9,572	$47,859
46 Port Hueneme	5		5	2						5	6.0	20.0	0	0	5	100.0%	$10,335	$51,675
94 LA/LB	417	30	387	141	1	1	38	129	14	204	5.0	16.5	9	9	369	95.3%	$8,453	$3,257,644
91 SF Bay Area	79	9	70	43			12	12	2	44	5.1	17.8	4	0	66	94.3%	$8,903	$617,825
92 Portland	57	8	49	22			1	3	6	39	5.7	15.1	7	1	41	83.7%	$9,748	$467,329
98 Seattle	108	13	95	31	1		5	19	14	56	5.2	18.6	2	0	93	97.9%	$9,115	$856,490
Foreman Total	**671**	**60**	**611**	**242**	**2**	**1**	**56**	**164**	**36**	**352**	**5.1**	**16.9**	**22**	**10**	**579**	**94.8%**	**$ 8,728**	**$ 5,298,822**
COAST TOTAL	**10,560**	**499**	**10,061**	**1,685**	**609**	**3,861**	**2,122**	**1,358**	**367**	**1,744**	**3.2**	**3.2**	**1,210**	**1,168**	**7,683**	**76.4%**	**$ 4,756**	**$ 43,898,460**

Distribution of Longshore PGP by Local

The table below shows the distribution of longshore PGP by local for Class "A" and "B" longshore registrants who were paid 1 or more hours and were registered for the full year. The payments shown represent PGP earned during the payroll year.

Total PGP shows the total PGP payments made to the local.

% Chg from '03 shows the percent change of 2004 PGP paid from 2003.

% of Coast shows the total PGP paid to the local as a percent of the total paid to the Coast.

RECEIVING ANY PGP includes longshore registrants who received PGP payments.

MORE THAN 1 WEEK includes longshore registrants with PGP payments greater than a calculated weekly average of $1,095.54.

MORE THAN 6 WEEKS includes longshoremen receiving payments greater than $6,573.24.

Local (Number Working)	Total	% Chg from '03	% of Coast	RECEIVING ANY PGP No.	% of Local	Average Payment	MORE THAN 1 WEEK No.	% of Local	Average Payment	MORE THAN 6 WEEKS No.	% of Local	Average Payment
SOUTHERN CALIFORNIA												
13 LA/LB (4,916)	$ 8,904	-40.3%	0.2%	57	1.2%	$156	0	-	-	0	-	-
29 San Diego (82)	668	-	0.0	2	2.4	334	0	-	-	0	-	-
46 Port Hueneme (74)	36	-95.3	0.0	2	2.7	18	0	-	-	0	-	-
Total (5,072)	**$ 9,607**	**-38.7%**	**0.2%**	**61**	**1.2%**	**$157**	**0**	**-**	**-**	**0**	**-**	**-**
NORTHERN CALIFORNIA												
10 SF Bay Area (1,031)	$ 17,698	-63.8%	0.4%	65	6.3%	$272	0	-	-	0	-	-
14 Eureka (10)	60,825	-56.5	1.5	9	90.0	6,758	7	70.0%	$8,634	4	40.0%	$12,396
18 Sacramento (24)	193,256	53.1	4.6	23	95.8	8,402	21	87.5	9,143	13	54.2	12,509
54 Stockton (60)	112,198	-17.4	2.7	39	65.0	2,877	33	55.0	3,284	1	1.7	10,125
Total (1,125)	**$ $383,978**	**-14.8%**	**9.2%**	**136**	**12.1%**	**$2,823**	**61**	**5.4%**	**$5,915**	**18**	**1.6%**	**$12,351**
OREGON												
04 Vancouver, WA (135)	$ 40,202	-71.4%	1.0%	44	32.6%	$914	10	7.4%	$2,945	1	0.7%	$7,277
08 Portland (392)	25,572	-20.2	0.6	65	16.6	393	5	1.3	1,515	0	-	-
12 North Bend (59)	653,615	8.0	15.6	54	91.5	12,104	53	89.8	12,321	40	67.8	15,232
21 Longview, WA (174)	119,551	19.4	2.9	78	44.8	1,533	38	21.8	2,732	1	0.6	7,121
50 Astoria (16)	166,367	-38.7	4.0	15	93.8	11,091	12	75.0	13,744	7	43.8	21,043
53 Newport (9)	241,088	10.3	5.8	9	100.0	26,788	9	100.0	26,788	9	100.0	26,788
Total (785)	**$ 1,246,395**	**-8.7%**	**29.8%**	**265**	**33.8%**	**$4,703**	**127**	**16.2%**	**$9,448**	**58**	**7.4%**	**$17,450**
WASHINGTON												
07 Bellingham (23)	$ 511,567	3.3%	12.2%	22	95.7%	$23,253	21	91.3%	$24,318	18	78.3%	$27,482
19 Seattle (511)	9,269	-35.7	0.2	33	6.5	281	2	0.4	1,571	0	-	-
23 Tacoma (531)	11	-	0.0	1	0.2	11	0	-	-	0	-	-
24 Aberdeen (39)	215,642	-33.4	5.2	28	71.8	7,702	24	61.5	8,901	13	33.3	13,440
25 Anacortes (9)	94,427	-2.0	2.3	8	88.9	11,803	8	88.9	11,803	6	66.7	14,129
27 Port Angeles (39)	1,024,887	-16.2	24.5	36	92.3	28,469	36	92.3	28,469	35	89.7	29,214
32 Everett (24)	225,139	-26.7	5.4	17	70.8	13,243	16	66.7	14,011	12	50.0	17,435
47 Olympia (23)	238,278	-43.8	5.7	20	87.0	11,914	19	82.6	12,521	17	73.9	13,555
51 Port Gamble (8)	221,724	-31.8	5.3	6	75.0	36,954	5	62.5	44,317	5	62.5	44,317
Total (1,207)	**$ 2,540,945**	**-20.8%**	**60.8%**	**171**	**14.2%**	**$14,859**	**131**	**10.9%**	**$19,316**	**106**	**8.8%**	**$22,999**
COAST TOTAL (8,189)	**$ 4,180,924**	**-17.1%**	**100.0%**	**633**	**7.7%**	**$6,605**	**319**	**3.9%**	**$12,825**	**182**	**2.2%**	**$20,177**

PGP Payments

BY REGISTRATION CATEGORY: Coast Summaries

Payroll Year:	2004	2003	2002	2001	2000	1999
Longshore PGP						
Class "A"	**$ 4,217,789**	$ 5,284,770	$ 6,832,570	$ 7,981,504	$ 7,073,068	$ 7,636,548
Class "B"	**34,847**	109,101	543,953	533,750	214,292	322,088
Total	**$ 4,252,636**	$ 5,393,871	$ 7,376,522	$ 8,515,254	$ 7,287,360	$ 7,958,636
Clerk PGP						
Class "A"	**$ 4,241**	$ 7,239	$ 25,857	$ 36,171	$ 42,663	$ 68,195
Class "B"	**-**	-	-	-	-	-
Total	**$ 4,241**	$ 7,239	$ 25,857	$ 36,171	$ 42,663	$ 68,195
Walking Boss/Foreman PGP	**$ 102,683**	$ 113,433	$ 232,497	$ 232,413	$ 169,911	$ 195,033
BY AREA (Longshore and Clerk Payments)						
Southern California	**$ 10,621**	$ 15,942	$ 21,098	$ 27,658	$ 41,000	$ 21,505
Northern California	**390,596**	468,903	648,379	770,643	426,063	720,832
Oregon	**1,285,215**	1,515,729	2,677,170	2,837,098	2,597,985	3,015,683
Washington	**2,570,446**	3,400,536	4,055,732	4,916,025	4,264,975	4,268,811
Total	**$ 4,256,877**	$ 5,401,110	$ 7,402,379	$ 8,551,425	$ 7,330,023	$ 8,026,832

PMA Training Graduates

All Crane training program graduates include Crane certification, simulator training (except SC), and refresher/familiarization training.

Forklift graduates include Basic and Heavy Lift certification, and refresher/familiarization training.

Semi -Tractor graduates include Dock and Ro-Ro certification, and refresher/familiarization training.

CHE graduates include Top Handler, Side Pick and Reachstacker certification, and refresher/familiarization training.

	2004	2003	2002
Crane / Crane Simulator			
Container Gantry Crane	**200**	239	92
RTG Crane (Transtainer)	**103**	91	86
Ship Gantry Crane	**2**	10	56
Ship Pedestal Crane	**45**	71	19
Mobile Crane	**49**	168	2
Ship Unloader, Bulk Crane	**19**	31	-
Dock Whirley Crane	**16**	10	3
Subtotal	**434**	620	258
	2%	4%	2%
Skill Equipment / PIT			
Forklift	**1,059**	1,305	612
Semi-Tractor	**3,192**	857	845
Container Handling Equipment (CHE)	**675**	356	702
Straddle Carrier	**112**	62	4
Excavator	**15**	-	-
Bulldozer	**11**	-	-
Subtotal	**5,064**	2,654	2,196
	18%	18%	15%
Job Specific / Promotions			
Basic Marine Clerk	**73**	98	73
Clerk Computer Gate	**83**	80	72
Supercargo	**28**	-	-
Vessel Planner	**7**	4	4
Walking Boss Orientation	**81**	27	-
Powered Gangway	**14**	-	-
Walking Boss Seminar	**150**	640	266
Watchman	**331**	102	94
Holdman	**24**	5	13
Tank, M1 A1	**10**	-	-
Subtotal	**801**	976	545
	3%	7%	4%
Safety / Technical / Employee Development			
General Safety Training (GST)*	**9,733**	3,442	5,466
Diversity, Employee & Supervisor	**605**	2,954	4,215
Standard First Aid / CPR	**568**	369	273
Lashing	**742**	323	135
Ammo Handling Safety	**45**	118	52
Vessel Rigging	**8**	10	-
Basic Casual Safety	**21**	102	104
Instructor (Train-the-Trainer)	**12**	5	13
Subtotal	**11,734**	7,427	10,264
	41%	50%	70%
Testing			
Strength & Agility	**1,078**	637	419
Clerk Cognitive	**2,810**	450	201
Clerk Keyboard	**264**	236	79
Physical Exam	**989**	831	293
Drug & Alcohol Screen	**1,010**	844	345
Lashing Test	**4,193**	100	37
Subtotal*	**10,344**	3,098	1,374
	36%	21%	9%
TOTAL*	**28,377**	**14,775**	**14,637**
EXPENDITURE	**$19,442,172**	**$13,462,861**	**$12,997,266**

*2004 training totals are higher due to casual processing.

Port Hours, Wages, and Tonnage Data

Calculation of Total Tonnage and "Weighted Tonnage"

Cargo moving through West Coast ports is manifested in a variety of ways, but when reported it is ultimately distilled into revenue tons or revenue units (TEUs). General Cargo is reported by weight or measure; Lumber & Logs, by 1,000 board feet to the ton; Automobiles (and light trucks) by measure; Bulk Cargo by weight; and Containerized Cargo, as number of boxes that are converted into Revenue Units, or TEUs. A Revenue Unit, by definition, is equivalent to 17 revenue tons.

From this collection of data, PMA constructs a variety of tonnage statistics that are used for many different purposes. Some of those uses require adjusting, or "weighting," one or more of the cargo sector tonnage values to develop useful indices for comparisons over time or among ports or port groups. One such tonnage "weighting" is used in this section.

Total Tonnage

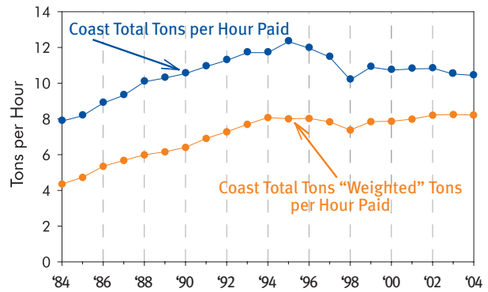
The most commonly used tonnage statistic is Total Tonnage. This measure is constructed by multiplying the number of container TEUs by 17 revenue tons, adding General Cargo revenue tons, Lumber & Logs revenue tons, Autos revenue tons, and Bulk tons. The "Total Tonnage" data for each port table shown in this section is calculated by this method.

"Weighted" Tonnage

For the purpose of comparing the volume of tonnage handled in a port or group of ports to the corresponding number of hours paid, a "weighted tonnage" statistic is used. Only two of the cargo sectors are altered to "weight" the total tonnage: Autos and Bulk.

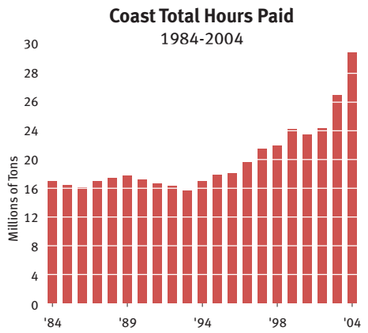
Applying a "weighting" factor to bulk tonnage has been a common approach to measuring productivity for decades. Bulk tonnage is currently weighted at 50 to 1. The reason for greatly reducing the amount of the Bulk tonnage used in studies about productivity is that Bulk Cargo, because of the methods of loading and discharging it, requires far fewer payroll hours per ton than the other sectors of cargo.

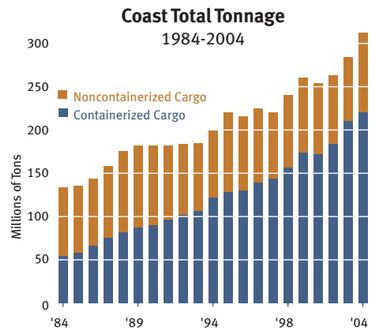
Automobiles are reported by measure: each 40 cubic feet of volume is reported as one ton. For example, a popular mid-sized sedan measures 460 cubic feet and weighs 3,330 pounds. This vehicle is reported as 11.5 revenue tons even though it weighs just over 1.6 tons. New imported automobiles arrive on specialized auto carriers and are driven off the vessel and parked. This operation generally takes much less time than handling general cargo or lumber and logs. To offset this difference in labor requirements, auto tonnage is weighted at 6 to 1.

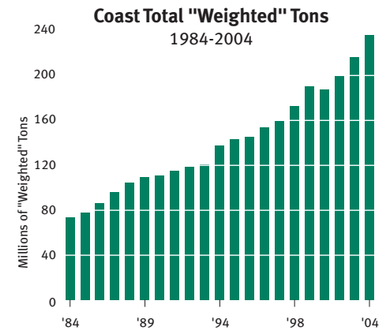


Total "Weighted" Tonnage

Thus, the "weighted" tonnage statistic that is used in the graphs on this page and in calculating the "Weighted Tons" per Hour data in the following tables is the sum of container TEUs x 17, General Cargo tonnage, Lumber & Logs tonnage, 1/6 of Automobiles & Trucks tonnage, and 1/50 of Bulk Cargo tonnage.





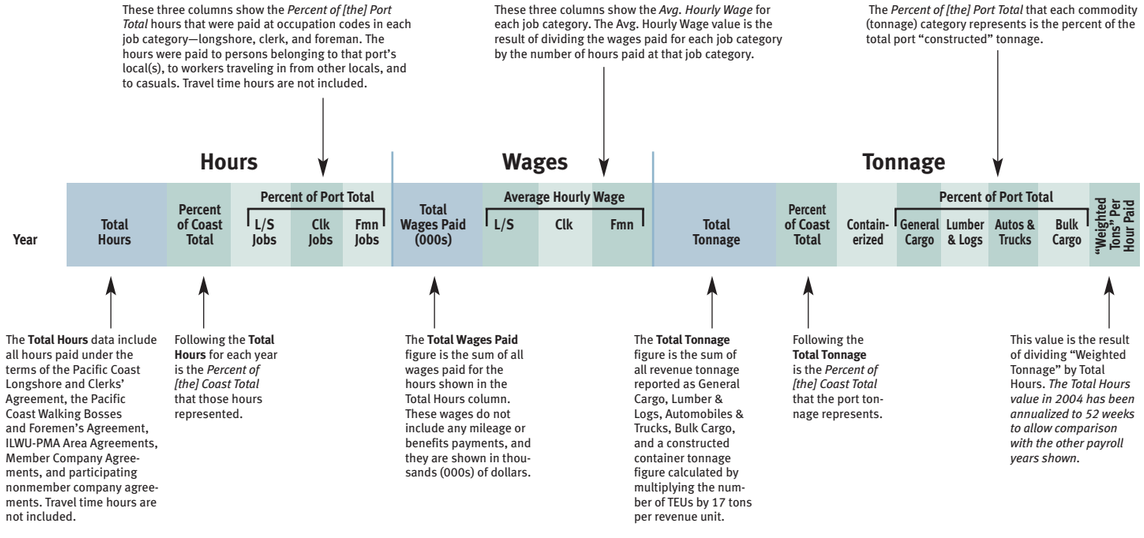


"Weighted" Tons =
Containerzed + (Autos & Trucks)/6 + Lumber & Logs + General Cargo + Bulk/50

Explanation of Port Hours, Wages, and Tonnage Data

The order in which the ports are listed on the following pages is a function of their location. The southernmost US West Coast port, San Diego, California, is shown first, followed by each succeeding northerly port to Bellingham, Washington, near the Canadian border.

Following the port data are summaries for each PMA Area and for the Coast.



Pier 400 is the largest container terminal in the United States.

Port Hours, Wages, and Tonnage Data

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total L/S Jobs	Hours: Percent of Port Total Clk Jobs	Hours: Percent of Port Total Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage L/S	Wages: Average Hourly Wage Clk	Wages: Average Hourly Wage Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Contain-erized	Tonnage: Percent of Port Total General Cargo	Tonnage: Percent of Port Total Lumber & Logs	Tonnage: Percent of Port Total Autos & Trucks	Tonnage: Percent of Port Total Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
Southern California																	
San Diego																	
1999	208,425	0.9%	77.7%	9.7%	12.6%	$7,012	$31.78	$36.45	$42.99	4,283,309	1.8%	-	4.9%	2.0%	52.0%	41.2%	3.36
2000	229,821	0.9	78.1	9.2	12.6	7,673	31.52	35.64	43.31	4,889,979	1.9	<0.1%	3.9	1.7	58.2	36.2	3.42
2001	217,694	0.9	78.2	9.4	12.4	7,520	32.72	36.73	44.41	4,890,999	1.9	<0.1	4.7	1.7	55.5	38.2	3.37
2002	229,839	0.9	79.0	9.6	11.4	8,083	33.50	36.80	45.33	4,093,178	1.6	4.0	3.9	2.2	64.6	25.3	3.80
2003	291,523	1.1	77.1	12.4	10.5	10,363	33.47	37.13	49.01	4,498,257	1.6	20.3	4.7	2.0	53.3	19.8	5.59
2004	**324,353**	**1.1%**	**77.8%**	**11.9%**	**10.2%**	**$11,828**	**$34.53**	**$37.65**	**$49.81**	**4,703,840**	**1.5%**	**20.8%**	**4.5%**	**2.4%**	**47.1%**	**25.2%**	**5.33**
Los Angeles/Long Beach																	
1999	13,310,915	60.5%	66.0%	24.5%	9.4%	$496,338	$35.64	$38.96	$44.42	124,956,500	52.2%	80.5%	4.2%	0.1%	4.9%	10.3%	8.06
2000	15,122,266	62.5	65.6	25.0	9.4	572,038	36.27	38.94	45.74	141,359,427	54.4	82.2	3.8	0.1	4.3	9.6	8.13
2001	14,993,304	63.9	65.5	25.3	9.2	581,034	37.29	39.74	46.50	142,358,578	56.2	83.4	3.5	0.1	4.0	9.0	8.34
2002	16,004,796	65.8	65.8	25.3	8.9	624,609	37.50	40.06	47.34	152,230,624	57.9	83.8	3.2	0.1	4.4	8.5	8.37
2003	17,455,768	65.9	67.1	24.2	8.8	702,277	38.54	40.85	51.42	163,996,211	57.8	85.6	2.7	0.1	4.3	7.3	8.39
2004	**19,390,603**	**65.9%**	**68.7%**	**23.7%**	**7.7%**	**$788,163**	**$39.14**	**$41.33**	**$52.01**	**177,549,926**	**56.5%**	**86.2%**	**3.3%**	**0.1%**	**3.6%**	**6.7%**	**8.44**
Port Hueneme																	
1999	316,889	1.4%	77.6%	16.0%	6.5%	$9,934	$29.92	$34.01	$41.95	2,860,025	1.2%	6.8%	23.4%	-	68.3%	1.5%	3.76
2000	355,684	1.5	76.3	17.1	6.6	11,481	30.75	34.99	42.83	3,403,486	1.3	6.8	19.4	-	71.6	2.2	3.65
2001	370,398	1.6	75.8	16.8	7.3	12,184	31.39	35.16	43.25	3,308,110	1.3	6.2	21.6	-	70.8	1.4	3.54
2002	390,255	1.6	76.3	16.4	7.3	13,140	32.18	35.87	44.25	3,586,456	1.4	6.0	20.2	-	71.7	2.1	3.51
2003	384,845	1.5	76.4	16.5	7.1	13,453	33.25	37.04	48.47	3,412,548	1.2	8.0	20.3	-	68.8	3.0	3.53
2004	**435,241**	**1.5%**	**76.7%**	**16.8%**	**6.5%**	**$15,261**	**$33.48**	**$37.25**	**$48.08**	**4,042,152**	**1.3%**	**5.9%**	**16.9%**	**<0.1%**	**73.8%**	**3.4%**	**3.33**
Northern California																	
San Francisco/Oakland/Alameda/Redwood City/Richmond/Crockett/Benicia																	
1999	2,577,386	11.7%	65.2%	26.5%	8.2%	$91,299	$33.60	$37.21	$44.12	22,493,872	9.4%	87.7%	3.0%	<0.1%	4.0%	5.3%	7.98
2000	2,783,306	11.5	65.5	26.1	8.4	100,437	34.21	37.78	45.40	24,047,751	9.3	86.6	2.8	<0.1	5.3	5.3	7.81
2001	2,579,338	11.0	65.2	26.5	8.3	94,920	35.11	38.17	45.75	23,068,137	9.1	84.6	3.1	<0.1	5.9	6.4	7.94
2002	2,392,108	9.8	65.3	26.3	8.4	90,380	36.18	38.84	46.96	23,594,105	9.0	84.4	0.9	<0.1	6.2	8.5	8.54
2003	2,619,937	9.9	67.7	24.2	8.1	101,882	37.27	39.32	51.11	26,151,746	9.2	83.5	0.6	<0.1	6.1	9.8	8.52
2004	**2,897,798**	**9.8%**	**69.2%**	**22.9%**	**8.0%**	**$114,106**	**$37.74**	**$39.92**	**$51.99**	**29,949,524**	**9.5%**	**80.0%**	**1.0%**	**<0.1%**	**9.6%**	**9.3%**	**8.73**
Stockton/Pittsburg/Antioch																	
1999	113,916	0.5%	72.6%	19.9%	7.5%	$3,982	$33.08	$38.49	$43.83	1,594,555	0.7%	-	5.4%	-	-	94.6%	1.02
2000	150,910	0.6	73.4	18.7	7.8	5,301	33.44	37.53	45.18	1,776,425	0.7	-	13.4	0.3%	-	86.3	1.82
2001	165,489	0.7	73.2	18.0	8.8	6,004	34.38	38.98	46.52	2,143,741	0.8	<0.1%	7.4	-	-	92.6	1.20
2002	217,727	0.9	73.5	18.2	8.4	7,772	34.00	37.58	46.53	2,330,667	0.9	1.1	16.3	<0.1	-	82.6	2.05
2003	133,712	0.5	71.8	20.2	8.0	4,946	34.92	39.10	50.25	1,733,796	0.6	0.9	11.7	-	-	87.5	1.85
2004	**176,534**	**0.6%**	**74.6%**	**16.6%**	**8.8%**	**$6,760**	**$36.38**	**$39.65**	**$51.87**	**2,359,031**	**0.8%**	**<0.1%**	**12.4%**	**<0.1%**	**<0.1%**	**87.5%**	**1.93**
Sacramento																	
1999	79,752	0.4%	69.3%	23.5%	7.2%	$2,646	$31.18	$36.19	$42.58	838,883	0.4%	-	27.9%	0.2%	-	71.9%	3.11
2000	81,894	0.3	70.0	22.3	7.7	2,905	33.76	37.45	45.45	963,224	0.4	-	22.2	0.9	-	77.0	2.89
2001	95,996	0.	68.1	25.6	6.4	3,282	32.65	35.70	44.66	688,263	0.3	<0.1%	33.7	6.0	-	60.3	2.94
2002	92,180	0.4	65.9	27.4	6.7	3,203	33.22	35.84	45.19	608,867	0.2	0.1	32.4	9.7	-	57.8	2.87
2003	124,732	0.5	69.0	24.3	6.8	4,355	32.81	37.13	48.38	678,687	0.2	0.3	53.3	5.4	-	41.0	3.25
2004	**98,893**	**0.3%**	**68.5%**	**25.7%**	**5.9%**	**$3,539**	**$33.46**	**$38.65**	**$50.35**	**493,006**	**0.2%**	**0.1%**	**61.6%**	**3.1%**	**<0.1%**	**35.1%**	**3.33**
Eureka/Crescent City																	
1999	32,723	0.1%	76.0%	12.4%	11.6%	$1,169	$33.61	$39.72	$45.41	701,256	0.3%	0.6%	31.9%	16.4%	-	51.2%	10.68
2000	35,571	0.1	78.2	11.6	10.2	1,268	33.54	39.89	46.87	627,437	0.2	-	27.7	27.9	-	44.4	9.96
2001	27,868	0.1	78.1	11.6	10.3	1,023	34.76	39.89	47.72	453,769	0.2	-	38.5	28.3	-	33.1	11.00
2002	24,481	0.1	76.8	12.9	10.3	888	34.30	38.41	48.27	372,286	0.1	-	49.6	33.6	-	16.8	12.70
2003	25,795	<0.1	77.3	12.6	10.0	946	34.58	37.81	51.22	400,532	0.1	-	54.4	43.5	-	2.1	15.21
2004	**23,797**	**<0.1%**	**79.0%**	**12.0%**	**9.0%**	**$852**	**$34.21**	**$35.39**	**$50.23**	**362,266**	**0.1%**	**<0.1%**	**56.3%**	**43.7%**	**<0.1%**	**<0.1%**	**15.52**

Port Hours, Wages, and Tonnage Data

Pacific Northwest: Oregon and Columbia River

North Bend/Coos Bay/Reedsport/Gardiner/Bandon

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	55,672	0.3%	82.4%	8.6%	9.0%	$2,022	$34.52	$43.40	$45.95	2,252,699	0.9%	-	0.5%	6.1%	-	93.4%	3.43
2000	61,076	0.3	84.2	7.6	8.1	2,238	35.07	43.27	46.75	2,148,520	0.8	-	0.6	7.8	-	91.6	3.60
2001	58,128	0.2	85.4	7.0	7.5	2,141	35.36	43.51	47.26	1,696,256	0.7	<0.1%	1.0	7.7	-	91.3	3.08
2002	55,308	0.2	83.8	8.0	8.2	2,100	36.43	43.71	48.14	1,890,554	0.7	-	1.0	6.3	-	92.8	3.11
2003	52,438	0.2	86.9	6.1	7.0	1,989	36.42	43.87	51.36	1,692,557	0.6	<0.1	1.2	6.9	<0.1%	91.8	3.22
2004	**57,125**	**0.2%**	**87.0%**	**6.2%**	**6.8%**	**$2,172**	**$36.51**	**$44.22**	**$51.83**	**1,672,350**	**0.5%**	**‹0.1%**	**1.6%**	**6.9%**	**‹0.1%**	**91.5%**	**3.09**

Newport/Toledo

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	2,068	<0.1%	93.6%	5.2%	1.1%	$64	$31.23	$25.69	$39.17	8,673	<0.1%	-	-	100.0%	-	-	4.19
2000	987	<0.1	100.0	-	-	35	35.41	-	-	2,890	<0.1	-	-	100.0	-	-	2.93
2001	561	<0.1	100.0	-	-	20	35.54	-	-	0	<0.1	-	-	-	-	-	-
2002	700	<0.1	100.0	-	-	24	34.91	-	-	1,360	<0.1	-	-	100.0	-	-	1.94
2003	475	<0.1	99.9	-	-	17	35.55	-	-	0	<0.1	-	-	-	-	-	-
2004	**507**	**‹0.1%**	**100.0%**	**0.0%**	**0.0%**	**$18**	**$35.83**	**-**	**-**	**0**	**‹0.1%**	**-**	**-**	**-**	**-**	**-**	**-**

Astoria/Warrenton

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	4,329	<0.1%	99.8%	-	0.2%	$151	$34.80	-	$52.95	20,306	<0.1%	-	-	100.0%	-	-	4.69
2000	4,034	<0.1	99.5	-	0.5	146	36.05	-	40.17	15,433	<0.1	-	-	100.0	-	-	3.83
2001	3,949	<0.1	99.8	-	0.2	142	35.95	-	35.90	12,891	<0.1	-	-	100.0	-	-	3.26
2002	3,877	<0.1	99.4	0.3%	0.3	141	36.28	39.06	42.58	5,580	<0.1	-	-	100.0	-	-	1.44
2003	4,811	<0.1	95.9	2.2	1.9	166	34.10	38.29	46.95	0	<0.1	-	-	-	-	-	-
2004	**6,188**	**‹0.1%**	**91.6%**	**3.8%**	**4.6%**	**$231**	**$36.24**	**$45.89**	**$53.43**	**51**	**‹0.1%**	**100.0%**	**‹0.1%**	**‹0.1%**	**‹0.1%**	**‹0.1%**	**0.01**

Portland/Columbia City/St. Helens

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	1,134,998	5.2%	77.7%	14.6%	7.7%	$39,708	$33.56	$37.58	$44.46	18,985,738	7.9%	19.6%	4.2%	0.2%	17.5%	58.5%	4.71
2000	1,101,666	4.6	76.5	15.9	7.6	38,989	33.90	37.82	45.26	19,245,826	7.4	19.1	3.3	0.2	19.0	58.4	4.70
2001	1,040,578	4.4	75.6	16.6	7.8	38,121	35.32	38.16	46.07	18,140,975	7.2	19.8	4.3	0.3	21.1	54.5	5.05
2002	974,997	4.0	75.7	16.2	8.2	35,952	35.55	38.31	46.26	17,459,379	6.6	18.3	4.5	0.4	25.3	51.5	5.09
2003	1,087,538	4.1	76.0	16.0	8.0	41,164	36.23	39.23	50.51	18,996,782	6.7	19.4	3.4	0.2	21.6	55.4	4.84
2004	**1,123,393**	**3.8%**	**76.9%**	**15.3%**	**7.8%**	**$43,402**	**$36.97**	**$40.29**	**$51.79**	**20,360,025**	**6.5%**	**17.3%**	**4.6%**	**‹0.1%**	**20.0%**	**58.0%**	**4.90**

Vancouver, WA

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	327,328	1.5%	79.1%	14.1%	6.9%	$10,905	$31.99	$35.62	$43.83	4,998,814	2.1%	<0.1%	7.8%	-	10.6%	81.5%	1.72
2000	320,856	1.3	78.8	14.5	6.7	11,025	33.11	36.03	45.37	4,561,945	1.8	0.2	8.4	0.3	12.9	78.1	1.81
2001	330,816	1.4	79.4	14.0	6.6	11,799	34.66	36.42	46.08	5,219,799	2.1	0.2	7.8	0.2	13.7	78.2	1.89
2002	284,315	1.2	79.7	13.8	6.5	10,161	34.77	36.45	46.18	4,861,091	1.8	<0.1	6.5	0.4	12.6	80.5	1.82
2003	265,948	1.0	79.3	14.3	6.4	9,623	35.04	36.43	49.90	3,991,008	1.4	0.1	7.2	1.2	11.8	79.7	1.82
2004	**347,479**	**1.2%**	**78.5%**	**15.3%**	**6.2%**	**$12,784**	**$35.62**	**$36.96**	**$51.06**	**5,021,408**	**1.6%**	**‹0.1%**	**6.8%**	**1.4%**	**10.8%**	**81.0%**	**1.71**

Longview, WA/Kalama, WA/Rainier

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	436,895	2.0%	83.7%	8.1%	8.2%	$14,915	$32.86	$36.93	$44.47	8,994,670	3.8%	-	8.2%	6.9%	-	84.9%	3.46
2000	444,656	1.8	83.0	8.6	8.4	15,371	33.20	37.22	45.47	9,539,425	3.7	<0.1%	9.3	7.2	-	83.5	3.90
2001	382,314	1.6	82.6	8.8	8.6	13,539	33.99	37.59	46.87	8,949,031	3.5	-	8.8	6.6	-	84.5	4.02
2002	338,258	1.4	82.2	8.4	9.4	12,218	34.61	38.96	46.86	8,615,564	3.3	-	9.6	6.9	-	83.5	4.63
2003	351,909	1.3	82.7	8.0	9.3	13,099	35.33	40.66	51.09	9,895,474	3.5	-	7.8	6.%	<0.1%	85.6	4.52
2004	**337,285**	**1.1%**	**82.2%**	**8.3%**	**9.5%**	**$12,777**	**$35.90**	**$41.33**	**$52.03**	**11,651,094**	**3.7%**	**‹0.1%**	**7.4%**	**5.9%**	**‹0.1%**	**86.6%**	**5.33**

Pacific Northwest: Washington

Aberdeen/Raymond

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	91,848	0.4%	87.7%	5.7%	6.6%	$3,077	$32.53	$36.78	$43.51	384,856	0.2%	1.4%	20.7%	77.9%	-	-	4.19
2000	67,876	0.3	89.7	4.8	5.6	2,320	33.41	37.30	43.83	305,511	0.1	1.8	10.4	87.8	-	-	4.50
2001	65,930	0.3	89.9	4.1	5.9	2,287	33.96	38.61	42.96	329,782	0.1	<0.1	19.5	80.4	-	-	5.00
2002	76,766	0.3	89.7	5.7	4.7	2,677	34.13	38.57	44.67	388,889	0.1	0.1	23.0	76.9	-	-	5.07
2003	58,978	0.2	88.3	7.3	4.4	2,136	35.28	39.43	49.63	293,499	0.1	<0.1	8.2	83.0	-	8.7%	4.55
2004	**62,320**	**0.2%**	**86.7%**	**9.1%**	**4.2%**	**$2,338**	**$36.46**	**$41.00**	**$51.60**	**535,813**	**0.2%**	**‹0.1%**	**3.4%**	**34.7%**	**‹0.1%**	**61.9%**	**3.45**

Pacific Northwest: Washington (continued)

Port Angeles/Port Townsend

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	14,236	<0.1%	86.2%	6.8%	7.0%	$500	$33.95	$40.48	$44.65	270,660	0.1%	-	-	12.5%	-	87.5%	2.72
2000	11,048	<0.1	86.8	6.1	7.1	397	34.75	41.46	45.31	211,406	<0.1	-	-	9.8	-	90.2	2.22
2001	6,948	<0.1	90.1	4.9	5.0	257	36.15	42.96	46.46	165,138	<0.1	-	-	3.2	-	96.8	1.22
2002	6,384	<0.	96.5	0.9	2.6	234	36.41	42.76	44.74	35,960	<0.1	-	-	27.4	-	72.6	1.62
2003	5,763	<0.1	98.6	0.7	0.7	212	36.73	42.99	49.74	18,435	<0.1	-	-	18.0	-	82.0	0.63
2004	**6,746**	**‹0.1%**	**97.3%**	**1.3%**	**1.3%**	**$257**	**$37.77**	**$46.01**	**$53.80**	**33,554**	**‹0.1%**	**‹0.1%**	**‹0.1%**	**3.8%**	**‹0.1%**	**96.2%**	**0.29**

Port Gamble

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	853	<0.1%	99.9%	-	-	$24	$27.85	-	-	0	<0.1%	-	-	-	-	-	-
2000	899	<0.1	99.9	-	-	32	35.22	-	-	0	<0.1	-	-	-	-	-	-
2001	832	<0.1	100.0	-	-	30	35.82	-	-	0	<0.1	-	-	-	-	-	-
2002	908	<0.1	100.0	-	-	32	35.55	-	-	0	<0.	-	-	-	-	-	-
2003	832	<0.1	100.0	-	-	30	36.47	-	-	0	<0.1	-	-	-	-	-	-
2004	**848**	**‹0.1%**	**100.0%**	**0.0%**	**0.0%**	**$31**	**$37.12**	**-**	**-**	**0**	**‹0.1%**	**-**	**-**	**-**	**-**	**-**	**-**

Olympia

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	13,655	<0.1%	76.9%	3.1%	20.0%	$453	$31.26	$39.97	$39.50	39,071	<0.1%	-	9.1%	54.4%	-	36.5%	1.84
2000	11,166	<0.1	77.4	2.9	19.7	392	33.48	41.64	40.53	39,798	<0.1	0.6%	0.7	64.2	-	34.6	2.36
2001	14,559	<0.1	80.4	3.1	16.5	493	32.04	39.95	41.65	43,412	<0.1	-	-	100.0	-	-	2.98
2002	15,846	<0.1	73.7	3.2	23.1	570	33.74	41.35	42.34	59,123	<0.1	-	13.9	86.1	-	-	3.73
2003	35,662	0.1	71.6	9.9	18.5	1,270	32.95	35.42	46.08	143,158	<0.1	-	45.0	55.1	-	-	4.01
2004	**62,898**	**0.2%**	**72.7%**	**11.6%**	**15.7%**	**$2,322**	**$34.46**	**$36.94**	**$48.28**	**207,184**	**‹0.1%**	**2.2%**	**55.4%**	**36.8%**	**‹0.1%**	**5.6%**	**3.17**

Tacoma

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	1,493,991	6.8%	70.3%	21.1%	8.7%	$53,806	$34.22	$38.10	$45.52	23,337,489	9.7%	61.3%	1.1%	1.4%	7.8%	28.4%	10.25
2000	1,713,168	7.1	70.2	21.8	8.0	62,646	34.77	38.66	46.62	24,185,697	9.3	63.4	0.8	1.5	8.7	25.7	9.54
2001	1,582,053	6.7	69.9	22.3	7.8	58,983	35.66	38.88	47.19	23,061,669	9.1	64.1	0.9	1.1	10.2	23.7	9.95
2002	1,636,725	6.7	68.8	23.0	8.3	62,839	36.77	39.76	48.15	24,261,965	9.2	69.0	0.9	1.0	10.7	18.4	10.83
2003	1,919,194	7.2	70.3	21.5	8.2	76,483	38.07	40.75	52.76	27,593,684	9.7	70.5	0.8	0.7	8.4	19.6	10.61
2004	**2,044,886**	**6.9%**	**71.3%**	**20.3%**	**8.4%**	**$83,948**	**$39.22**	**$42.11**	**$54.07**	**30,737,823**	**9.8%**	**66.3%**	**0.8%**	**0.5%**	**7.6%**	**24.7%**	**10.64**

Seattle

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	1,645,819	7.5%	66.4%	25.8%	7.9%	$60,540	$34.97	$38.75	$45.66	21,024,969	8.8%	85.3%	1.2%	0.1%	3.4%	10.0%	11.17
2000	1,609,503	6.6	67.0	25.0	7.9	61,217	36.39	39.51	47.25	20,951,547	8.1	84.7	1.2	<0.1	3.4	10.8	11.28
2001	1,470,056	6.3	67.0	25.1	7.9	56,957	37.28	39.82	47.77	18,539,786	7.3	80.5	1.0	<0.1	2.5	16.1	10.36
2002	1,531,454	6.3	67.8	24.4	7.8	60,636	38.10	40.71	49.07	18,238,639	6.9	88.5	0.8	<0.1	0.5	10.1	10.68
2003	1,623,566	6.1	69.8	22.9	7.3	65,200	38.47	41.05	53.50	19,815,487	7.0	81.4	0.6	<0.1	0.4	17.6	10.06
2004	**1,999,276**	**6.8%**	**70.6%**	**22.0%**	**7.5%**	**$80,710**	**$38.37**	**$41.84**	**$54.91**	**23,975,324**	**7.6%**	**81.0%**	**0.8%**	**‹0.1%**	**0.3%**	**17.9%**	**10.05**

Everett

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	63,570	0.3%	85.2%	6.4%	8.4%	$2,138	$32.12	$40.93	$43.30	478,220	0.2%	<0.1%	3.4%	21.8%	1.2%	73.7%	2.02
2000	53,280	0.2	82.7	8.2	9.1	1,857	33.34	40.19	43.73	418,148	0.2	9.2	0.9	13.7	-	76.2	1.98
2001	25,832	0.1	81.5	8.7	9.8	898	33.36	38.51	43.02	87,862	<0.1	20.4	6.5	22.8	-	50.2	1.73
2002	26,675	0.1	84.6	7.2	8.2	951	34.41	39.59	45.08	71,818	<0.1	4.3	3.3	44.1	-	48.4	1.42
2003	29,106	0.1	83.7	8.1	8.3	1,000	33.05	36.57	45.57	25,641	<0.1	3.2	34.7	62.1	-	-	0.88
2004	**26,572**	**‹0.1%**	**77.4%**	**11.1%**	**11.5%**	**$932**	**$33.13**	**$37.09**	**$46.16**	**27,002**	**‹0.1%**	**20.4%**	**24.5%**	**55.1%**	**‹0.1%**	**‹0.1%**	**1.04**

Anacortes

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
1999	14,078	<0.1%	75.2%	9.7%	15.1%	$491	$32.40	$40.05	$43.74	269,058	0.1%	7.3%	-	8.2%	-	84.5%	3.28
2000	16,445	<0.1	74.0	10.4	15.6	602	34.08	41.14	45.63	298,802	0.1	-	-	7.8	-	92.2	1.75
2001	19,652	<0.1	70.0	11.2	18.8	753	35.48	42.37	46.54	416,787	0.2	<0.1	<0.1%	4.2	-	95.7	1.31
2002	16,141	<0.1	70.0	11.4	18.6	627	36.04	42.62	47.23	369,410	0.1	-	1.3	4.2	-	94.5	1.70
2003	15,609	<0.1	66.1	11.6	22.3	649	37.70	43.92	51.97	399,057	0.1	-	-	1.9	-	98.2	0.98
2004	**11,744**	**‹0.1%**	**69.3%**	**10.9%**	**19.8%**	**$476**	**$36.91**	**$43.43**	**$51.69**	**311,013**	**‹0.1%**	**‹0.1%**	**‹0.1%**	**0.6%**	**‹0.1%**	**99.4%**	**0.71**

Port Hours, Wages, and Tonnage Data

Year	Hours: Total Hours	Hours: Percent of Coast Total	Hours: Percent of Port Total: L/S Jobs	Hours: Percent of Port Total: Clk Jobs	Hours: Percent of Port Total: Fmn Jobs	Wages: Total Wages Paid (000s)	Wages: Average Hourly Wage: L/S	Wages: Average Hourly Wage: Clk	Wages: Average Hourly Wage: Fmn	Tonnage: Total Tonnage	Tonnage: Percent of Coast Total	Tonnage: Containerized	Tonnage: Percent of Port Total: General Cargo	Tonnage: Percent of Port Total: Lumber & Logs	Tonnage: Percent of Port Total: Autos & Trucks	Tonnage: Percent of Port Total: Bulk Cargo	Tonnage: "Weighted Tons" Per Hour Paid
Pacific Northwest: Washington (continued)																	
Bellingham																	
1999	45,340	0.2%	80.3%	8.3%	11.4%	$1,667	$34.66	$43.88	$46.49	795,539	0.3%	-	15.3%	0.1%	1.0%	83.6%	3.03
2000	28,623	0.1	80.1	9.0	10.9	1,090	35.84	45.27	48.57	644,538	0.2	-	9.3	-	-	90.7	2.51
2001	11,972	<0.1	86.0	4.7	9.3	432	34.63	45.76	44.87	203,563	<0.	-	6.7	-	-	93.3	1.46
2002	3,927	<0.1	93.7	3.2	3.0	142	35.27	50.43	51.69	45,097	<0.1	-	-	-	-	100.0	0.23
2003	3,643	<0.1	96.5	1.2	2.3	126	34.33	39.84	45.77	1,240	<0.1	-	100.0	-	-	-	0.34
2004	**2,501**	**<0.1%**	**98.9%**	**0.4%**	**0.7%**	**$91**	**$36.25**	**$37.38**	**$42.10**	**0**	**<0.1%**	**-**	**-**	**-**	**-**	**-**	**-**
Area Summaries																	
SOUTHERN CALIFORNIA SUMMARY																	
1999	13,836,229	62.9%	66.4%	24.1%	9.4%	$513,285	$35.42	$38.87	$44.35	132,099,834	55.1%	76.3%	4.6%	0.2%	7.8%	11.1%	7.89
2000	15,707,771	64.9	66.1	24.6	9.4	591,191	36.05	38.86	45.64	149,653,912	57.6	77.8	4.2	0.2	7.6	10.3	7.96
2001	15,581,396	66.4	65.9	24.9	9.2	600,738	37.05	39.65	46.40	150,156,927	59.3	79.2	3.9	0.2	7.0	9.7	8.16
2002	16,624,890	68.3	66.2	24.9	8.9	645,832	37.29	39.98	47.24	159,910,258	60.8	80.0	3.6	0.2	7.	8.8	8.20
2003	18,132,136	68.4	67.4	23.8	8.8	726,093	38.32	40.76	51.33	171,907,016	60.6	82.4	3.1	0.2	6.9	7.5	8.24
2004	**20,150,197**	**68.5%**	**69.0%**	**23.3%**	**7.7%**	**$815,251**	**$38.92**	**$41.24**	**$51.89**	**186,295,918**	**59.3%**	**82.8%**	**3.7%**	**0.2%**	**6.3%**	**7.1%**	**8.28**
NORTHERN CALIFORNIA SUMMARY																	
1999	2,803,777	12.8%	65.8%	26.0%	8.2%	$99,097	$33.51	$37.24	$44.09	25,628,566	10.7%	77.0%	4.8%	0.5%	3.5%	14.3%	7.59
2000	3,051,681	12.6	66.1	25.5	8.4	109,911	34.15	37.77	45.41	27,414,837	10.6	76.0	4.8	0.7	4.6	14.0	7.41
2001	2,868,691	12.2	65.9	25.8	8.3	105,229	34.97	38.12	45.79	26,353,910	10.4	74.1	4.8	0.7	5.2	15.3	7.42
2002	2,726,496	11.2	66.1	25.6	8.3	102,243	35.87	38.66	46.89	26,905,925	10.2	74.1	3.6	0.7	5.4	16.1	7.86
2003	2,904,176	11.0	68.0	23.9	8.0	112,128	36.94	39.21	50.97	28,964,761	10.2	75.5	3.2	0.8	5.5	15.0	8.05
2004	**3,197,022**	**10.9%**	**69.5%**	**22.5%**	**8.0%**	**$125,256**	**$37.50**	**$39.84**	**$51.93**	**33,163,827**	**10.6%**	**72.3%**	**3.3%**	**0.5%**	**8.7%**	**15.1%**	**8.24**
PACIFIC NORTHWEST: OREGON & COLUMBIA RIVER SUMMARY																	
1999	1,961,290	8.9%	79.5%	12.8%	7.7%	$67,765	$33.16	$37.23	$44.42	35,260,900	14.7%	10.6%	5.5%	2.4%	10.9%	70.7%	3.89
2000	1,933,275	8.0	78.7	13.7	7.6	67,803	33.65	37.51	45.38	35,579,078	13.7	10.4	5.4	2.6	11.9	69.7	4.00
2001	1,816,346	7.7	78.1	14.1	7.7	65,762	34.91	37.86	46.30	34,018,952	13.4	10.6	5.9	2.4	13.4	67.9	4.19
2002	1,657,455	6.8	78.0	13.9	8.1	60,596	35.25	38.18	46.46	32,833,528	12.5	9.7	5.9	2.5	15.3	66.6	4.36
2003	1,763,119	6.7	78.2	13.8	8.0	66,057	35.86	39.02	50.59	34,575,821	12.2	10.7	5.0	2.5	13.2	68.7	4.26
2004	**1,871,976**	**6.4%**	**78.5%**	**13.7%**	**7.8%**	**$71,384**	**$36.70**	**$40.51**	**$51.86**	**38,704,928**	**12.3%**	**9.1%**	**5.6%**	**2.3%**	**11.9%**	**71.0%**	**4.31**
PACIFIC NORTHWEST: WASHINGTON SUMMARY																	
1999	3,383,390	15.4%	69.4%	22.3%	8.3%	$122,696	$34.44	$38.51	$45.44	46,599,862	19.4%	69.2%	1.6%	1.8%	5.5%	21.9%	10.18
2000	3,512,008	14.5	69.5	22.5	8.0	130,551	$35.43	39.13	46.78	47,055,447	18.1	70.4	1.1	1.6	6.0	20.9	9.98
2001	3,197,834	13.6	69.2	22.8	7.9	121,090	36.29	39.37	47.27	42,847,999	16.9	69.4	1.1	1.4	6.6	21.6	9.83
2002	3,314,824	13.6	69.1	22.9	8.1	128,710	37.25	40.23	48.40	43,470,901	16.5	75.7	1.1	1.5	6.2	15.6	10.44
2003	3,692,353	13.9	70.5	21.6	7.9	147,108	38.08	40.86	52.81	48,290,201	17.0	73.7	0.9	1.1	5.0	19.3	10.06
2004	**4,217,790**	**14.3%**	**71.3%**	**20.7%**	**8.0%**	**$171,105**	**$38.65**	**$41.91**	**54.16**	**55,827,713**	**17.8%**	**71.3%**	**1.1%**	**0.8%**	**4.3%**	**22.5%**	**10.03**
COAST SUMMARY																	
1999	21,984,686	100.0%	68.0%	23.1%	8.9%	$802,843	$34.80	$38.50	$44.48	239,589,162	100.0%	65.3%	4.2%	0.8%	7.3%	22.3%	7.85
2000	24,204,735	100.0	67.6	23.5	8.9	$899,457	35.50	38.69	45.75	259,703,274	100.0	67.0	3.8	0.8	7.6	20.7	7.87
2001	23,464,267	100.0	67.3	23.9	8.8	892,819	36.50	39.33	46.43	253,377,788	100.0	67.8	3.8	0.7	7.6	20.1	7.99
2002	24,323,665	100.0	67.4	24.0	8.7	937,380	36.97	39.78	47.30	263,120,612	100.0	69.9	3.5	0.7	8.0	17.9	8.20
2003	26,491,784	100.0	68.6	22.9	8.5	1,051,386	37.95	40.53	51.44	283,737,799	100.0	71.4	3.0	0.7	7.2	17.7	8.21
2004	**29,436,985**	**100.0%**	**70.0**	**22.2%**	**7.8%**	**$1,182,997**	**$38.55**	**$41.12**	**$52.22**	**313,992,386**	**100.0%**	**70.5%**	**3.4%**	**0.6%**	**6.9%**	**18.6%**	**8.27**

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The Hanjin Portland at its namesake port.

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- Report written and edited by Sugerman Communications Group.
- Research conducted by PMA staff.
- Graphic design by JJLA Associates.
- Printed by Kater Litho, Inc.

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