2011 Annual Report

Pacific Maritime Association

Container operations at SSA Terminals' Pier A in Long Beach.

On the Cover

The *Mette Maersk* docks at Pier 400 at the Port of Los Angeles.

The Pacific Maritime Association (PMA)

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

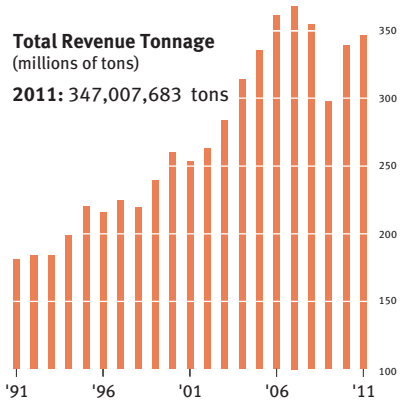
To provide industry leadership to our member companies through innovative integrated Labor Relations, Human Resources and Administrative Services.

Annual Report

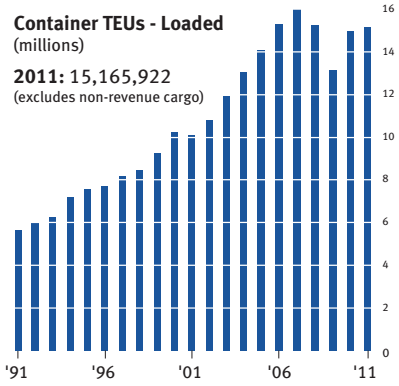
This award-winning report is written for the industry, its work-force, journalists and policy makers; it is published in March of each year. Archives are available online at www.pmanet.org.

Highlights

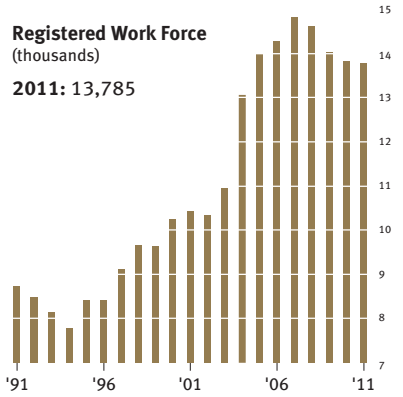
Total Revenue Tonnage
(millions of tons)
2011: 347,007,683 tons



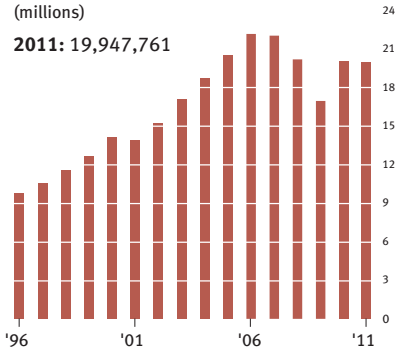
Container TEUs - Loaded
(millions)
2011: 15,165,922
(excludes non-revenue cargo)



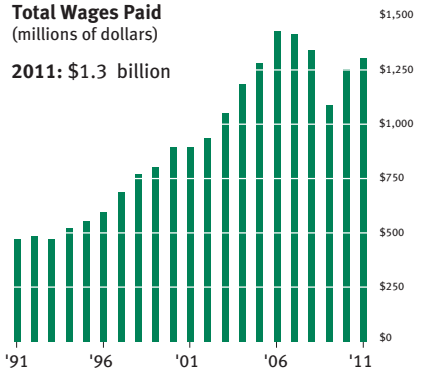
Registered Work Force
(thousands)
2011: 13,785



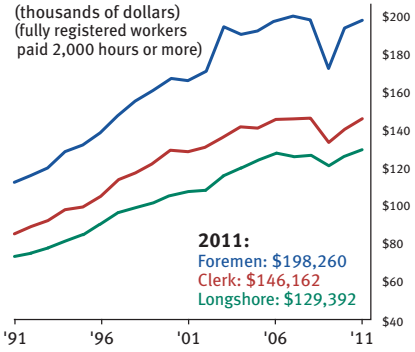
Container TEUs - Total
(millions)
2011: 19,947,761



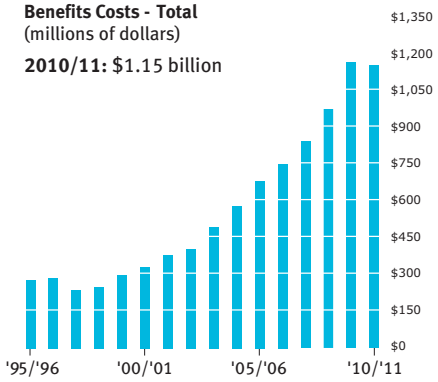
Total Wages Paid
(millions of dollars)
2011: $1.3 billion



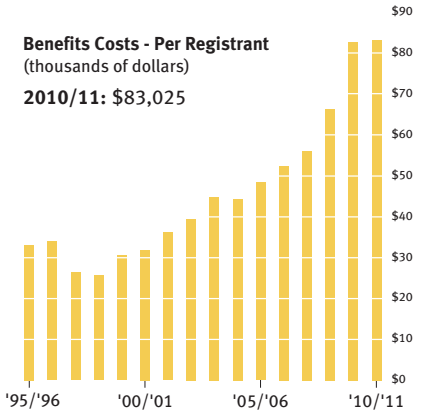
Average Annual Earnings
(thousands of dollars)
(fully registered workers paid 2,000 hours or more)



Benefits Costs - Total
(millions of dollars)
2010/11: $1.15 billion



Benefits Costs - Per Registrant
(thousands of dollars)
2010/11: $83,025



Contents

A Hanjin container is offloaded at Terminal 46, Port of Seattle.

To Our Stakeholders:

The past three years have produced significant ups-and-downs for the West Coast waterfront. In 2009, during the depths of the recession, volumes were down by more than 20 percent. Then, in 2010, they rebounded by nearly as much. During 2011, volumes rose ever-so-slightly—putting us essentially back to where we were in 2008.

Yet overall volumes tell only part of the story. As the global economic turmoil of the past few years has shown, events around the world can play a huge role in shaping the year-to-year success of the maritime industry. Our members are working hard to ensure that our industry is a leader regardless of economic climate.

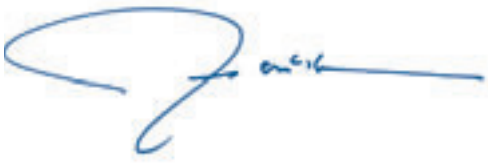
During 2011, management and labor worked together to overcome a number of unique challenges, sending an important message of reliability to customers throughout the world. I often say that much of our cargo is temperamental. That is, it has options to move to other regions of the country, especially given the widening of the Panama Canal. So we must continue to do everything we can to attract and keep cargo. Predictions of future increases demand further action on our part.

Beyond reliability, terminal innovation is becoming even more essential. Steps to automate operations in Southern California provide a glimpse of the future. In 2011, several PMA member companies broke ground on automated facilities, and many more are deep into the planning stages.

At the same time, ports are updating their infrastructure in anticipation of larger vessels and higher volumes. These changes, along with reliability and automation, promise to solidify the West Coast ports' competitive position for years to come.

The maritime industry is a huge economic driver for the West Coast and the nation – supporting jobs, small businesses and entire communities. Failure to innovate is simply not an option. At PMA, we will continue to do everything we can to protect this important economic engine upon which so many rely.

James C. McKenna
President and CEO



James C. McKenna

Membership

American President Lines, Ltd.
APM Terminals Pacific Ltd.
APS Stevedoring, LLC
Benicia Port Terminal Company
Bridge Warehouse, Inc.
California United Terminals
Ceres Terminals Incorporated
China Shipping (North America) Holding Co., Ltd.
CMA CGM (America) LLC
Coast Maritime Services
Consolidated Stevedoring Company, LLC
Cooper/T. Smith Stevedoring Company, Inc.
COSCO Container Lines Americas, Inc.
Crescent City Marine Ways & Drydock Company, Inc.
Eagle Marine Services, Ltd.
Evergreen Marine Corp. (Taiwan) Ltd.
Foss Alaska Line, Inc.
Hanjin Shipping Company, Ltd.
Hapag Lloyd AG
Harbor Industrial Service Corporation
Horizon Lines, LLC
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Hyundai Merchant Marine (America) Inc.
ICTSI Oregon, Inc.
Innovative Terminal Services Inc.
International Transportation Service, Inc.
Jones Stevedoring Company
"K" Line (Kawasaki Kisen Kaisha, Ltd.)
Kinder Morgan Terminals
Long Beach Container Terminal, Inc.
Maersk Inc.
Main Lines Inc.
Marine Terminals Corporation
Marine Terminals Corporation – Columbia River
Marine Terminals Corporation of Los Angeles
Marine Terminals Corporation – Puget Sound
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Mediterranean Shipping Company
Metro Cruise Services LLC
Metropolitan Stevedore Company
MOL (America) Inc.
National Lines Bureau, Inc.
NYK Line
Ocean Terminal Services, Inc.
OOCL (USA) Inc.
Oregon Chip Terminal Inc.
Pacific Coast Stevedoring, Inc.
Pacific Crane Maintenance Company, L.P.
Pacific Northwest Auto Terminals, LLC
Pacific Ro-Ro Stevedoring, LLC
Pasha Stevedoring & Terminals, L.P.
Portland Lines Bureau
Ports America Outer Harbor Terminal LLC
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
Total Terminals International, LLC
TraPac, Inc.
Transpac Terminal Services, LLC
Wallenius Wilhelmsen Logistics
Washington United Terminals
Willamette Stevedoring LLC
Williams, Dimond & Company
Yangming Marine Transport Corporation
Yusen Terminals, Inc.
Zim American Integrated Shipping Service Company, Inc.

PMA Bylaws

"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…"

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Domestic Carrier Class

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Ports America (MTC)
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Sr. Vice President Labor Relations
Maersk Inc.
International Carrier Class

Nathaniel Seeds°°
Vice President, Network/Ops.
APL Limited
International Carrier Class

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**Compensation Committee Member* *°Operations Committee Member*

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Thomas Wellman
Chief Accounting Officer
Ports America

Betsy Christie
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Yusen Terminals Inc.

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CMA CGM (America) LLC

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Evergreen Shipping Agency (America) Corp.

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Executive Vice President
Pacific Crane Maintenance Company

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Horizon Lines, LLC

Phil Feldhus
Vice President – Operations
International Transport Services, Inc.

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Long Beach Container Terminal, Inc.

Robert Dickey
Ports America

Steve Evans
Pacific Crane Maintenance Company

Jason Hsu
Evergreen America Corporation

Jim Jacobs
APL/Eagle Marine Services, Ltd.

Eric Kalnes
TraPac, Inc.

Brent Kitagawa
Intl. Transportation Services, Inc.

Eileen Kuljis
Matson Navigation Company, Inc.

Robert Loya
Horizon Lines, LLC

Sean Marron
Yusen Terminals, Inc.

Scott Melin
Hanjin Shipping Co.

Ron Neal
California United Terminals

Jamie Otis
APM Terminals Pacific Ltd.

Tim Tess
Pasha Stevedoring & Terminals, L.P.

Rob Waterman
Metropolitan Stevedore Company

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Chairman:
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Jones Stevedoring Company

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"K" Line America, Inc.

Art Hayes
Rogers Terminal & Shipping Corp.

Paul Huculak
SSA Terminals, LLC

Kevin Jones
Kinder Morgan Bulk Terminals, Inc.

Shaun (Soo Hwan) Kim
Hanjin Shipping Co.

Jim Mullen
ICTSI Oregon, Inc.

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Chief Operating Officer
California United Terminals, Inc.

Sean Lindsay
Vice President – Labor Relations
Ports America

John Ochs
Senior Director – West Coast Labor Relations/Regulatory Affairs
APM Terminals Pacific Ltd.

Anthony Otto
President
Long Beach Container Terminal

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

Pacific Northwest: Washington and Puget Sound Area

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SSA Terminals, LLC

Rick Blackmore
Hanjin Shipping Co.

Scott Bursch
Husky Terminal & Stevedoring, Inc.

Greg Chu
Matson Navigation Company, Inc.

Alec Coleman
Washington United Terminals

Sue Gardner
APM Terminals Pacific Ltd.

Clayton R. Jones, III
Jones Stevedoring Company

Capt. Chyr-Ming Leng
Evergreen America Corporation

Chris Novosad
Horizon Lines, LLC

David A. Pickles
Eagle Marine Services, Ltd.

Blair Smith
Ports America

Greg Unterbrink
Pacific Crane Maintenance Company

Northern California Area

Chairman: Jacques Lira
SSA Terminals, LLC

Rickey Childs
APL/Eagle Marine Services. Ltd.

Mike Cuffe
Yusen Terminals, Inc.

Chris Hamlin
Horizon Lines, LLC

Lee Lara
"K" Line America, Inc.

Lorenzo Looper
Metropolitan Stevedore Company

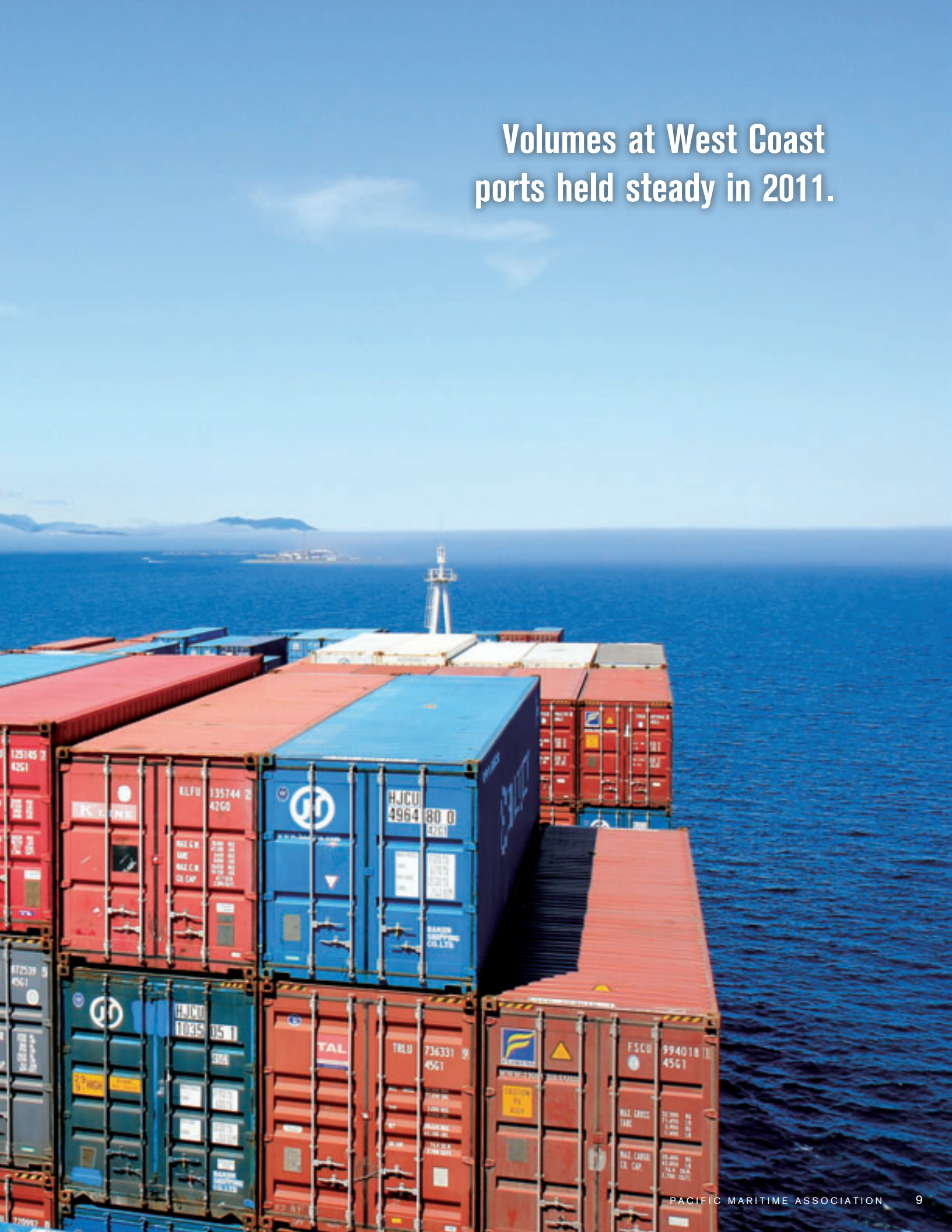
Brian Morgan
Matson Navigation Company, Inc.

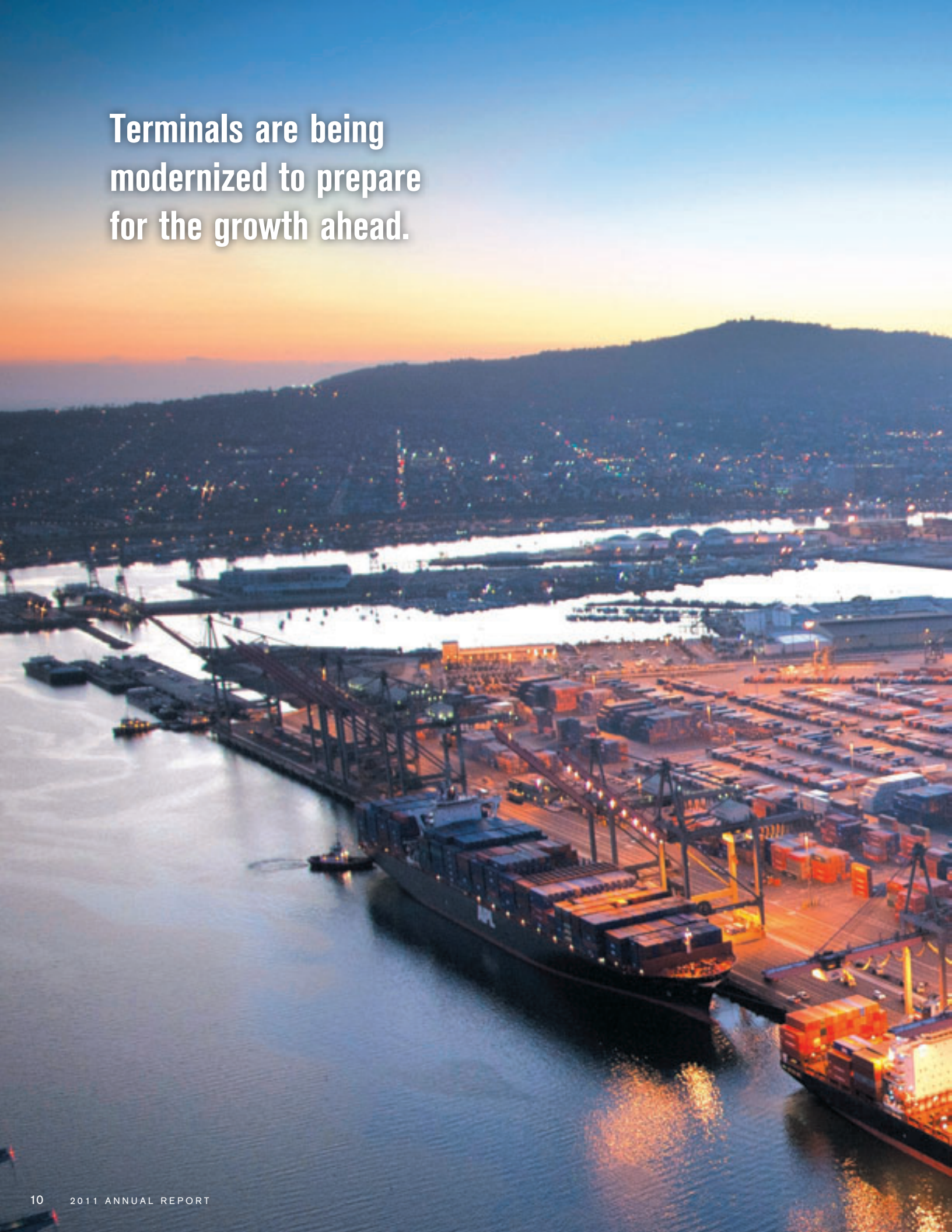
Dean Wilson
Hanjin Shipping Co.

Dennis Woodfork
Ports America

Jim Yanak
TraPac, Inc.


K LINE


Volumes at West Coast
ports held steady in 2011.


Terminals are being
modernized to prepare
for the growth ahead.


APL

Environmental best practices continue to lead the way.


YTI
No.7
NYK LOGISTICS

Our commitment to safety and security remains strong.


한진 뉴욕
HANJIN NEW YORK
PANAMA
IMO 9461506


Innovation will drive
the West Coast's role
in the global economy.


ITS
ITS
K LINE
HANJIN
YANG MING
COSCO
K LINE
K LINE
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K LINE
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K LINE
K LINE
K LINE
HANJIN
YANG MING

CMA CGM *Hugo* departs San Francisco Bay.

The Year in Review

In 2011, a year marked by mostly subtle ups and downs in volume, the West Coast waterfront made important preparations for the future. Investments in automation, upgraded terminal equipment and capacity-boosting infrastructure moved forward, helping the West Coast prepare for future upswings.

The most pressing of international events, a disabled nuclear power plant in Japan's Fukushima province, had repercussions for West Coast ports, which were challenged to keep cargo moving despite a spike in radiation screening. Together with the ILWU, PMA members met the challenge. It was a reminder that we work in a truly global industry, and that cooperation and teamwork make for a reliable and competitive West Coast waterfront.

For more about 2011, please read on.

APL *Belgium* sets sail from the Port of Los Angeles.

2011 Highlights

The maritime industry continues to evolve at a brisk pace, and West Coast ports continue to lead the way, holding the prior year's substantial volume gains in a sluggish economy while pressing hard to upgrade automation technology, remain vigilant on security and worker safety, promote environmental best practices and increase long-term capacity to handle future volume surges.

In 2011, loaded container volume ticked up 1.5 percent and total revenue tonnage notched up a modest 2.4 percent over 2010. In some categories, however, percentages were dramatically higher. Pacific Northwest ports moved 37.8 percent more lumber in 2011 than in 2010, while Northern California ports benefited from a 53.3 percent increase in bulk cargo volume.

Recent investments in technology at the ports made a visible difference in 2011. At the Port of San Francisco, Pier 27 serviced the first five cruise ships using shore-side power that was installed in late 2010. In Oakland two terminals began the final phase of their cold ironing upgrade that is expected to be up and running in early 2012.

Investments in safety and security that were put in place in previous years paid off extraordinarily well in 2011. The March 2011 tsunami that caused radiation leakage at a nuclear power plant in Japan led West Coast ports to activate response tactics developed after September 11, 2001. PMA, the U.S. Coast Guard and the ILWU cooperated on a complex security system, tracking ships that passed within 50 miles of the nuclear disaster and scanning their cargo containers with shore-side radiation monitors installed by ports in recent years.

West Coast ports moved ahead on major capacity-building projects to increase efficiency and prepare for an expected rise in volume and the need to service ever-larger, super post-Panamax ships. Among the highlights: the Port of Los Angeles published the Draft Environmental Impact Report on an intermodal facility proposed by Burlington Northern Santa Fe that combines a near-port rail yard and on-dock rail capacities with the newest technology while reducing air pollution. At the Port of Seattle, demolition began on an outdated viaduct that will be replaced by a tunnel connecting to a wide roadway to move traffic in and out of the port with greater safety and speed. The Ports of Oakland, Stockton and West Sacramento completed the infrastructure work for the M-580 Marine Highway Corridor, a barge service that will move about 1,600 containers per day, relieving area highways of truck traffic.

The year's advances speak to the attitude around West Coast ports: upgrade now, rather than wait until reaching full capacity.

West Coast ports are upgrading in advance of future cargo growth.

Horizon *Hawk* arrives at the Port of Los Angeles.

The Environment

Cargo Handling Equipment Regulation

As part of a planned review process, PMA worked closely with California air quality regulators to amend a cargo handling equipment regulation initially implemented in 2005. While the shared goal is cleaner engine technologies that reduce diesel particulates and other air pollutants along the waterfront, compliance has been a costly challenge for terminal operators. PMA attended public meetings and submitted written comments on two proposed amendments and worked with CARB on many more.

The new amendments, which are scheduled to be effective as of summer, 2012, will provide additional flexibility to terminal operators and will help to reduce compliance costs and clarify several provisions, while maintaining the anticipated emissions reduction benefits of the regulations. The amendments address several areas, including retrofit requirements, compliance requirements and emission standards. CARB's proposal allows for extensions of several months or more for owners to upgrade or replace equipment in order to comply, suggesting further reviews and status reports to come.

PierPass Update

The groundbreaking PierPass program has significantly curtailed truck queue times and resulting vehicle emissions at the ports of Los Angeles and Long Beach, according to a comprehensive evaluation of the six-year-old initiative. Based on data compiled from GPS devices installed in about 250 trucks during the month of October 2011, the median queue time for truck visits was 20 minutes and terminal time was 31 minutes for a total median visit time of 51 minutes. The vast majority of visits, 86 percent, were completed in less than two hours, and 91 percent of queue times lasted less than one hour. Greater efficiency is due in large part to the pioneering Off Peak program created by PierPass that allows for

The new ITS operations building at Pier G in Long Beach achieved a LEED gold rating.

extended night and weekend gate hours. The strategy has diverted about 55 percent of traffic to those times. The terminals process some 35,000 truck calls each day. Cost for the longer gate hours is defrayed by a traffic mitigation fee for cargo moved during peak hours. The fee was recently increased from $50 to $60.

Results from the study will help terminal operators plan their next steps for mitigating traffic problems. The goal is to continue upgrading the program and implementing improvements before cargo volume returns to the levels that created the long lines and congestion. Port executives across the country are looking to the plan as they prepare for heavier volume to come.

A follow-up "listening session" about the PierPass study was organized by the Federal Maritime Commission. During that session, harbor truckers cited areas where they would like to see additional improvement, including post-lunch break truck "bunching" and open gates at night.

Cleaner Truck Engines for Cleaner Air

As of January 2012 the ports of Los Angeles and Long Beach are banning trucks with engines dated 2006 or earlier from port marine terminals. Phasing out older trucks has been key to improving air quality at the Los Angeles-Long Beach Port Complex.

A clean-engine movement initiated in 2005 has dramatically reduced air pollution levels. In summer 2011 a port-funded study showed that pollutants from port-related sources have dropped by more than half in most cases due to the use of lower-sulfur, cleaner fuels in terminal equipment and ocean-going ships. Study findings show that since 2005 there has been a 72 percent decline in diesel particulates, a 73 percent drop in sulfur oxides, a reduction in smog forming nitrogen oxides by 46 percent and a drop of 18 percent in greenhouse gases. The test process was helped by an annual "Emissions Inventory" compiled by the Port of Long Beach that calculates pollution levels from ships, trucks, locomotives, harbor craft and yard equipment. Inventory calculations are based on specific information about equipment, fuel types, hours of operation and other contributing factors for a more specific gauge of port-related emissions than regional air quality monitoring alone.

Shore-Side Power

Three years after a pioneering international treaty paved the way for emissions reducing technologies at ports worldwide, West Coast ports continue to invest in shore-side electrical power grids. These grids enable ships to plug into the electricity source and shut down on-board diesel-powered generators. Using electricity to cold-iron ship engines while in port eliminate exhaust emissions during servicing. In 2011, many new terminals switched to cold-ironing. The port of San Francisco serviced its first cruise ships at a newly outfitted Pier 27. At the Port of Oakland, as operators switch to cold ironing, authorities expect to eliminate 50,000 pounds of nitrogen oxide emissions from ships each year. Emissions of diesel particulate matter could drop by as much as 1,500 pounds annually. Increasingly, shipping lines are retrofitting their vessels so they can make use of shore-side electrical power in port and upgrading engines with emission reduction technologies.

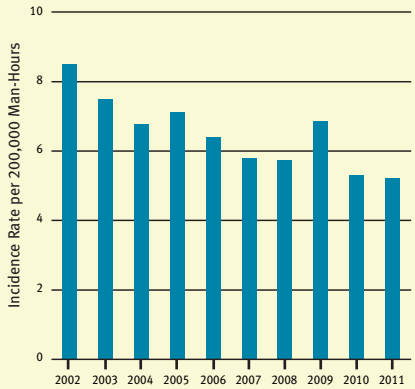
Safety on the Waterfront

Record Low Accident Rates

2011 was the safest year on record for West Coast ports. Based on data compiled by PMA, job-related Lost Time Injury incidents, a standard indicator of safety performance for longshore workers, have trended downward over the past decade. In 2011 accidents that resulted in one or more lost work days per 200,000 man-hours dropped to a new low incident rate of 5.23.

As shown in the chart below, the rate has dropped steadily over the last decade. *For more data on accident rates, please see page 30.*

Accident Incidence Rate
2002-2011



Ongoing safety instruction programs including training sessions and videos, QuickCards and safety tip flyers continue to raise awareness at ports.

Safety Procedures for Radiation Detection

The tsunami that damaged Japan's Fukushima nuclear power plant in March 2011 led to tighter security measures to ensure that no radiation from the nuclear plant affected cargo bound for U.S. ports. The U.S. Coast Guard tracked vessels that had transited a 50-mile zone around the disabled power plant and conducted screenings at sea before ships arrived in the U.S. PMA took the lead with federal partners to verify safety of the cargo in question, and worked with the ILWU to implement safety procedures on the docks. Cargo containers were scanned by shore-side radiation monitors that had been installed at West Coast ports after Sept. 11, 2001. U.S. Customs and Border Protection officers also hand-screened containers to check radiation levels. No harmful levels were detected.

Ports America and other Coast Accident Prevention Award-Winners are listed on page 31.

TWIC Cards at Age Three

The pioneering TWIC card (Transportation Worker Identification Credential) that workers carry with them and present before they enter a marine terminal concluded its third year of operation in 2011. Nationally, enrollment crossed the two million mark in October and 40,000 applicants so far have been denied clearance as a result of security checks. The program is one of several plans by port authorities to ensure security along the waterfront. The PMA participated by providing data to the Transportation Security Administration as part of an agency evaluation of the TWIC card's ease of operation. That data will be included in TSA's report to the U.S. Congress.

Update on Anti-Terrorism Procedures

The U.S. Department of Homeland Security made modifications to the national terrorism advisory system in 2011 to more effectively communicate information about terrorist threats. The color-coded Homeland Security Advisory System has been replaced. Now, the threat levels fall into three categories: No Current Alert, Elevated Threat Alert, and Imminent Threat Alert. Given that the new advisory system covers transportation hubs, including ports, it was important for PMA member companies to have access to the most up-to-date information, which was provided by the U.S. Coast Guard to PMA members as well as port security officers at West Coast ports.

Federal Grants for Port Security

The U.S. Department of Homeland Security issued more than $235 million in grants to U.S. ports in 2011 as part of a safety enhancement program launched in 2002. The total grant amount represents a drop of $15 million compared to 2010. Funds are allocated under the Port Security

Safety on the Waterfront – continued

Program and designated for improvements in risk management, emergency preparedness, detection and response tactics, disaster recovery and related efforts. In 2011, West Coast ports received a total of $60.7 million. The largest grant, $24.5 million, went to the port complex of Los Angeles-Long Beach. The Port of Los Angeles will use the money to upgrade perimeter security, install fiber optic wiring throughout the port to expand the capabilities of TWIC security identification cards, and improve the security camera system. *For more about TWIC, please see story on previous page.*

Sixty percent of the total allotment went to seven large seaports that are considered the most vulnerable to attack by the Federal Emergency Management Agency which administers the grant program. Along with the port complex of Los Angeles-Long Beach, other West Coast ports on the "most vulnerable" list include the Port of San Francisco, which received $16.9 million in grant money and the ports in the Puget Sound, of which Seattle and Tacoma are the largest. Together those ports received a total of $15.1 million. No security incidents of note were reported at West Coast Ports in 2011.

An Advisory Committee for Occupational Safety and Health

PMA's new representative on the Maritime Advisory Committee for Occupational Safety and Health (MACOSH) is Kelly Garber. He is among 15 committee members who were appointed by U.S. Secretary of Labor Hilda L. Solis. Garber is the senior manager of Labor Relations, Safety & Security for American President Lines. He joins a diverse group of experts drawn from management, labor and government sectors to advise OSHA on safety and health standards for workers in the U.S. maritime industry. At the committee meeting in April 2011, members developed several programs: *Person in the Water* outlines tactics for rescuing someone who falls off a dock or ship; *Slip Rim Wheels* is a fact sheet available in QuickCard format, outlining safety procedures for mechanics replacing tires that are mounted on Split Rims. PMA continues to play a leading role in waterfront safety. In recent years PMA members have worked with OSHA and the National Maritime Safety Association to develop *Live and Learn* videos on safety procedures, advise policymakers on maritime safety initiatives and help to create industry standards for preventing injuries and illnesses.

Drug and Alcohol Free Ports

PMA and the ILWU negotiated a new drug and alcohol testing program in October after two years of discussion and education. The program is managed by an outside vendor which provides screening and assessment services to businesses. The new protocols are designed to be less invasive and more effective. While typical drug and alcohol tests that are performed on-site by management, the ILWU-PMA agreement stipulates that tests are performed at medical facilities by trained technicians. The fundamentals of the existing drug and alcohol free policy were not changed.

PMA's MacDonald Retires as 'Man of the Year'

Marc MacDonald (rt.) receives the 'Man of the Year' Award.

Marc MacDonald, PMA Vice President of Accident Prevention since 1998, was named "Man of the Year" by the National Maritime Safety Association at the organization's annual conference in Vancouver, Canada, in June. The award was icing on the cake for MacDonald, who retired over the summer after 13 years with PMA and 30 years with the U.S. Coast Guard.

As a PMA executive, MacDonald oversaw coast-wide safety programs and security plans, and worked with state and federal regulators on a host of waterfront issues.

He drafted and presented safety and security regulations to meet OSHA standards and developed strategies for implementing them. He also served on the NMSA Board and Technical Committee. To meet the demands for tighter safety and security in response to the Sept. 11 terrorist attacks, MacDonald helped implement TWIC, a photo identification system for workers that is now used by more than two million port facility employees and others who have access to the port.

During his last year with PMA, when a magnitude 8.9 earthquake in Japan ripped into a nuclear power plant, MacDonald helped establish safety procedures for inspecting cargo that could have been exposed to radiation leakage.

MacDonald graduated from the Coast Guard Academy and enjoyed a celebrated career in public service. During his three decades with the Coast Guard he implemented numerous policies and procedures for marine safety in the areas of Search and Rescue, Law Enforcement and Aids to Navigation.

PMA president James C. McKenna had the highest praise for MacDonald. "Marc worked tirelessly on behalf of PMA members and thousands of waterfront workers to ensure that West Coast port terminals would be as safe and secure as possible," McKenna said. "He leaves a legacy of hard work, diligence and great care. We appreciate all of his tremendous effort."

Regional Developments:

Southern California

A New Dispatch Hall

PMA in conjunction with the ILWU won approval from the City of Los Angeles for a new building to replace what served as the Local 13 Dispatch Hall since the 1940s. Groundbreaking on the 9-acre site is expected in 2012 at 1500 East Anaheim Street, less than half a mile from the existing location in Wilmington. One of the busiest dispatch centers in the country, Local 13 processes some 2,000 workers each day to jobs at cargo terminals in Los Angeles and Long Beach.

The old building, a 9,188 square foot box, opened in an era when the hall's capacity to accommodate 916 people (885 on the dispatch floor) and its parking lot for 49 cars made sense. But the dramatic growth of the ports since the 1980s changed that. Growth in cargo volume and the workers to handle it have made the old building increasingly inefficient. The new hall will offer a far more comfortable environment. Its steel-framed structure spans 32,565 square feet to accommodate 2,962 people in meeting rooms, administrative offices, common areas and the dispatch floor that can hold up to 2,307 people. There will be 812 parking spaces in an on-site lot with a metal fence and rolling security gates at the entrances. In a later phase of construction a bike path is planned around the border of the 9-acre site that is owned by the Los Angeles Harbor Department and located at the intersection of Alameda Street, East Anaheim Street and North Henry Ford Avenue.

A rendering of the new dispatch hall in Los Angeles.

CSCL *Pusan* arrives at the Port of Los Angeles.

New BNSF Rail Yard Moves Forward

The ports of Los Angeles and Long Beach took a step closer to approving the Southern California International Gateway, a $500-million near-dock intermodal facility that will change the way much of the cargo is transported through the LA/LB ports. In September, the Port of Los Angeles published the Draft Environmental Impact Report for Burlington Northern Santa Fe's (BNSF) proposal to build and operate a 153-acre rail yard four miles from the waterfront, with on-dock rail capabilities, that magnifies efficiency and reduces air polluting emissions. The construction phase of the project would create some 1,500 jobs annually, according to the Los Angeles/Orange Counties Building and Construction Trades Council. BNSF's proposal makes use of the latest in environmentally friendly technology, including low-emission locomotives and heavy machinery, as well as electric cranes. Trucks must meet the port's clean air requirements for 2007 or newer models. Older vehicles are banned as part of the clean engine movement that has cut truck emissions by more than 50 percent since it was initiated in 2005.

The near-port location of the new rail yard, on a site between Sepulveda Boulevard and Pacific Coast Highway, would eliminate up to 1.5 million truck miles per year; cargo is currently transported 24 miles on local streets and freeways to BNSF's Hobart rail facility near downtown Los Angeles. The new facility, once approved, is expected to take three years to build.

Training and Hiring

After a slow-down in training, promotions and hiring during the depths of the recession, new training programs

Southern California – continued

in the handling of giant cranes and cargo carriers were initiated at the ports of Los Angeles and Long Beach in 2011. Forty longshoremen were promoted to foremen and 50 others were transferred to clerks, after a two-year lull. The ports of San Diego and Port Hueneme got approval for new hires in the categories of registered and casual workers starting in 2012, something that had not happened since 2008.

Dredging and Terminal Upgrades

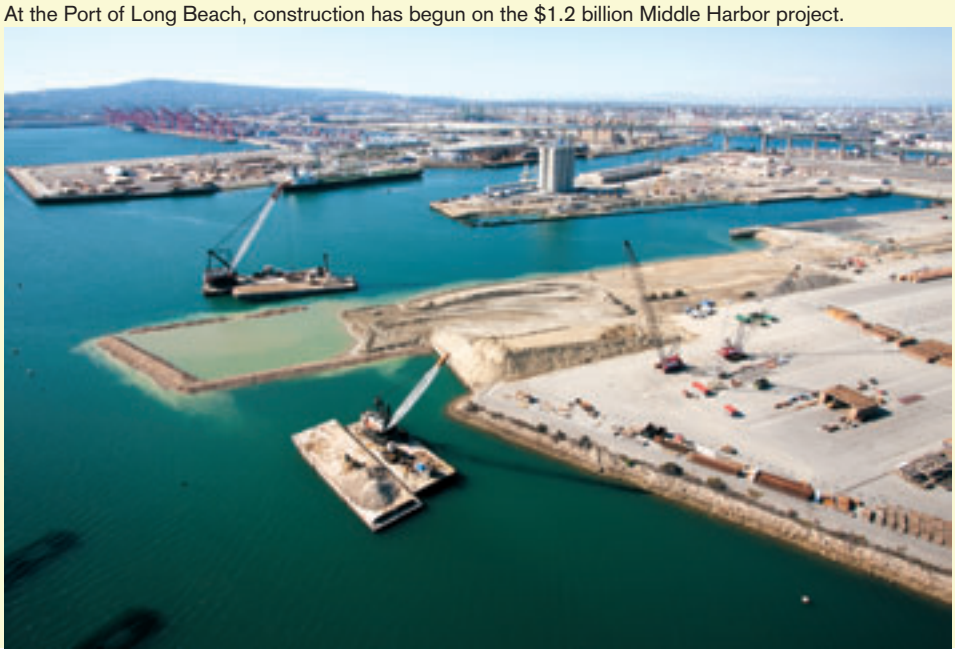
Other expansion projects at Southern California ports anticipate an upswing in the global economy and a new generation of larger cargo ships that require deep harbors and wide berths. The Port of Los Angeles is expected to finish dredging its main channel to a depth of 53 feet in 2012. Begun in 2002, the project resumed in 2010 after a five-year break, and has resulted in deepening the channel from its previous depth of 45 feet. Designed to ensure that the largest ships calling North American ports can be accommodated at all of its container berths, the $370 million project is expected to lead to further transportation infrastructure improvements. With the anticipated 2014 opening of the newly expanded Panama Canal, the Los Angeles harbor deepening is viewed as an essential step to ensuring the port's competitive advantage in the years to come.

A wharf expansion at the TraPac terminal slated for completion in 2012 will allow two vessels to berth at the same time. The project includes lengthening TraPac wharves to 4,600 linear feet, increasing the water depth at several berths, installing more cranes to move cargo quickly, and building a new on-dock rail facility.

APL's Global Gateway South terminal began a major renovation that includes a new wharf and the development of more than 30 acres. China Shipping completed the latest phase of its terminal expansion project, adding a 925-foot section of wharf, 18 additional acres of backland and four state-of-the-art container cranes that will increase cargo handling capacity, create jobs and reduce air emissions. The terminal now has 2,125 feet of wharf space and eight giant post-Panamax cranes that handle cargo operations for the China Shipping, Yang Ming, K-Line, Cosco, Hanjin, Sinotrans and Zim shipping lines. China Shipping also has a joint venture with a neighboring container terminal at the Port, operated by Yang Ming Shipping Line.

With 31 years of operating history in the Port of Long Beach, Long Beach Container Terminal and its parent company OOCL signed a new 40 year Preferential Assignment Agreement with the Port of Long Beach. The new lease calls for the redevelopment of two smaller aging facilities and connecting slip to be merged into a single 300+ acre terminal. The new LBCT terminal will incorporate the latest in safety, efficiency and environmentally friendly practices. Practices such as AMP/shore power, expanded use of clean fuels and fully electrified container handling equipment will all contribute to the growth in cleaner operations. The on dock intermodal yard will expand from its current 8,000 linear feet to more than 75,000 thereby allowing for over 30 percent of cargo to be moved via on-dock rail rather than over the road truck drayage.

At the Port of Long Beach, construction has begun on the $1.2 billion Middle Harbor project.



Port Hueneme

At Port Hueneme in Ventura County, Chiquita has replaced its combination breakbulk/container vessels with fully containerized vessels. Del Monte increased its 2011 weekly vessel calls from one per week to two per week. Automobile volume, a mainstay for Port Hueneme, increased nearly 32.4 percent from the prior year. And, Wallenius Wilhelmsen Logistics experienced an increase in its volume of high and heavy cargo late in 2011, with the uptick in volume expected to continue in 2012.

Regional Developments:
Northern California

Cargo Volumes

Northern California ports ended the year with positive gains in volume despite a downward trend in the second half of the year. An increase in overall tonnage of 7.1 percent and an uptick of 2.4 percent in loaded containers reflect a year of modest returns. Volume activity below pre-recession peaks allowed ports to invest in job training, anticipating the double-digit increases in volume that port operators expect as the economy gains strength.

Niche Cargo

The Port of Richmond finalized an agreement with Subaru of America late in the year after APS Stevedoring, an auto and breakbulk cargo company headquartered in Long Beach, CA, was brought to the port specifically to handle auto imports. Estimates are that Subaru will account for an additional 35,000 automobiles moving through the port annually starting in 2012. This comes as Honda Motor Co continues to push up volume for the port since the company began moving its cars through the facility in 2010. Honda moves around 150,000 vehicles through the port each year.

At the Port of West Sacramento, PMA and the ILWU cooperated on an agreement for the longshore union to take over the maintenance of the silos and portable containers that handle the port's significant rice operations. Thousands of tons of bulk paddy rice move through the port each year.

Employment and Training

San Francisco's port boosted its workforce with 50 new longshore workers, six registered walking bosses and 150 supplemental walking bosses. The transfer of 25 longshore workers to clerks, a process initiated in 2010, was completed in 2011. Across Northern California ports 40 workers were trained in the handling of giant cranes that have expanded the range of cargo the ports can accommodate. The Port of Stockton invested in two of the oversized cranes in 2011 and the Port of West Sacramento added one.

Northern California ports such as Stockton saw increased volumes in 2011...

...and anticipate future growth ahead.

Infrastructure Projects

The Ports of Oakland, Stockton and West Sacramento completed the necessary infrastructure work to launch the M-580 Marine Highway Corridor, a waterborne shipping route that links the three ports. The inland water corridor, named for the interstate highway that parallels part of its route, offers an alternative to truck and rail shipping. Two 140-ton mobile cranes and dredging an additional five feet of the 43-mile Sacramento Ship Channel were critical components of the plan, much of which was funded through federal grants. The container-on-barge service is expected to carry about 1,600 containers per day, relieving Interstate 580 of that many truck trips.

Regional Developments:
Pacific Northwest

Higher Exports than Imports

The Pacific Northwest, like most of the West Coast, saw strong upticks in exports in 2011. Volumes in grain and automobile exports notched up at the Port of Grays Harbor, among others. Grain spikes reflect a demand by Russia and the growing demand for grain to feed the world's most densely populated areas, especially those impacted by drought. Auto exports notched up due to the weakened dollar which spurred demand for U.S. made cars in markets from Europe to Asia. Logging exports vaulted toward a triple digit rise over last year, with the greatest activity at the ports of Portland, Olympia, Eureka, Astoria and Coos Bay. Longview continued to be the biggest exporter of logs in the Pacific Northwest. Most of the demand for lumber came from China, where wooden furniture is manufactured for Western markets. That trend took a downturn in the second half of the year as demand for goods produced in Asia continued to drop.

Port of Tacoma Wharf Extension

The Port of Tacoma completed a 600-foot wharf extension at Washington United Terminals, creating berths better able to accommodate the two super post-Panamax container cranes that were added to the terminal two years ago. The $32-million project provides the required capacity to service two container ships at the same time.

The Port of Tacoma and other Northwest ports are building for the future.

The port also celebrated the import of the one millionth Kia vehicle to come to the United States through the Port of Tacoma since the Korean auto company relocated to the port in 1994. The 2011 Kia Optima Hybrid was offloaded at the Port's Blair Terminal in August.

Wind Energy

Windmill parts imported from Asia continue to play a major role for Pacific Northwest ports as the West Coast moves ahead on clean energy initiatives. The Port of Vancouver, Washington, the largest importer of wind turbine parts in the country, reports that increasingly the parts are shipped from the Evergreen State, California, and Oregon to inland states from Arizona and Texas, to Iowa and Illinois. California and Oregon rank among the top five in wind power, but interior states are steadily adding capacity. Longview is building up its share of the windmill import business since adding several of the giant cranes that are necessary to move the parts.

In August, Tacoma celebrated an automotive milestone.

Infrastructure

The Port of Seattle made visible progress in a viaduct replacement project that is scheduled for completion in 2012. Known as the State Route 99 Alaskan Way Viaduct and Seawall Replacement project, the $3.1 billion project will eliminate an elevated waterfront roadway and replace it with a tunnel for improved traffic mobility along the southern side of the port. After receiving federal approval, the port hired a wrecking crew which took down the southern end of the viaduct as part of the first phase of construction.

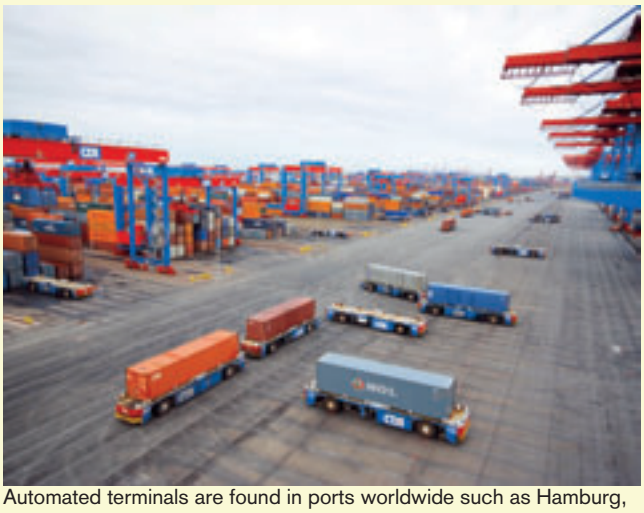
Three new heavy-lift cranes, each 185 feet high and reaching approximately 200 feet over the water, arrived at the Port of Seattle at the end of the year. The new cranes, put in place at SSA Terminals at Terminal 18, are built to accommodate super post-Panamax ships—some encompassing 24 containers side-to-side and capable of carrying up to 13,800 TEUs.

A Move Toward Terminal Automation

With the fog of the lingering recession beginning to lift, the West Coast maritime industry is focused on how best to handle a rise in container volume that, according to some projections, could increase significantly over the next decade.

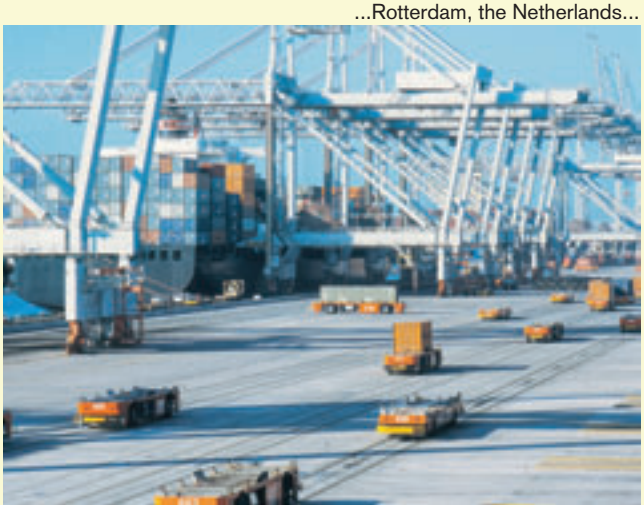
In recent years, the industry has worked with the ILWU to streamline operations and increase productivity on marine terminals. Other industry-led initiatives have focused on channel depth to accommodate larger vessels, and the expansion of intermodal infrastructure to increase capacity outside the gates. Now, terminal automation is being introduced as a critical long-term solution that will ensure the steady flow of imports and exports, without hitting bottlenecks at the ship-to-shore exchange.

Automation, including the replacement of diesel-powered engines with electric-powered equipment has proven to speed the movement of cargo significantly, while reducing environmental impacts.



Automated terminals are found in ports worldwide such as Hamburg, Germany...

...Rotterdam, the Netherlands...



Preparing for Larger Vessels

West Coast terminal operators are preparing to automate on a scale not yet seen in the United States. Many factors are contributing to this shift; chief among them is the ever-increasing size of vessels that will be calling on West Coast ports. Vessels carrying up to 13,000 TEUs will be active in the Asia-Pacific trade area, and 9,000-10,000 TEU vessels are expected to dominate trade lanes to the East Coast once the Panama Canal widening is completed in 2014.

The PMA and ILWU have been working cooperatively to pave the way for automation on the West Coast waterfront. The union has recognized the right of terminal operators to automate cargo-handling equipment. The PMA has provided assurances that maintenance and repair work on automated cargo-handling equipment be handled by the ILWU. And finally, employers are committed to training the ILWU workforce in the maintenance and repair of future and forthcoming automated equipment as an offset to the loss of some traditional longshore jobs.

Staying Competitive

Over the next decade, automated terminals on the West Coast will facilitate the efficient, safe and environmentally friendly transfer of containers from ship to shore. "Automation will become increasingly important to maintain the competitiveness of West Coast ports," said PMA CEO Jim McKenna. "Larger vessels, projected increases in cargo volume and the realities of a wider Panama Canal mandate it," he said.

Los Angeles and Long Beach are expected to be the hub for West Coast automation technology.

Terminals of the Future Rely on Existing Technologies

Automation has already demonstrated its effectiveness at port terminals in Europe, Asia and Australia, and will be applied to meet the unique demands and physical layout of West Coast terminals. The key will be to integrate the ship-to-shore transfer, yard operations and the in- and out-gates. "In the end, it will be about increased productivity and faster turnaround time to accommodate larger vessels carrying up to 13,000 TEUs," McKenna said.

Projects on the drawing boards include plans for terminals with automated quay cranes outfitted with optical character recognition technology. These cranes will have a reach spanning 24 containers side-by-side to handle the ship-to-shore transfer. Automated Guided Vehicles (AGVs) will serve as the interface between the vessel and the storage yard. Storage yards will feature electric semi-automatic gantry cranes and/or automatic stacking cranes (ASCs) with remote control container loading to on-dock rail cars or onto truck chassis.

Stepping Into the Future

Automated terminal projects in Southern California are likely to lead the West Coast maritime industry into the future. Working in partnership with the ILWU and port officials, PMA and its member companies look forward to implementing automation in a way that will enhance the West Coast's competitiveness for decades to come.

...Antwerp, Belgium...

...and Port Klang, Malaysia.

GENERAL SAFETY TRAINING:

A 21-YEAR HISTORY ON THE WATERFRONT
THROUGH 12/31/2011

YEAR	GRADUATES	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	12,733
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	3,443	3,443
2004	9,733	13,176
2005	12,332	25,508
2006	6,966	32,474
GST VI – Every Choice Counts		
2007	10,704	10,704
2008	8,523	19,227
2009	5,388	24,615
GST		
2010	8,593	8,593
2011	**7,572**	**16,165**

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.

The information shown in the tables on this page is summarized from injury and illness reports submitted to PMA in 2011.

The lost-time 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	Pacific Northwest Washington
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	8.4	6.6	13.3	9.64	12.6
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
2005	7.12	6.15	9.37	9.19	9.06
2006	6.41	5.06	10.47	7.64	9.60
2007	5.79	4.45	10.32	7.03	8.58
2008	5.75	4.71	8.68	9.04	7.09
2009	6.86	5.79	10.48	10.07	7.55
2010	5.40	4.37	7.60	8.48	7.04
2011	**5.23**	**4.27**	**7.28**	**9.50**	**5.75**

ACCIDENT PREVENTION 'TOP TENS' FOR 2011

Most Injured Occupations		Cause of Most Injuries		Most Common Injuries		Most Injured Body Part	
Semi-Tractor	281	Strained	279	Sprain/Strain/Spasm	968	Back	398
Lasher	250	Struck by	195	Contusion	350	Knee	279
Holdman	212	Slip/Trip/Fall <4ft	156	Cut, Laceration	117	Shoulder	239
Mechanic, ILWU	185	Slip	126	Hearing Impair – Illness	58	Neck	162
Foreman/Walking Boss	119	Twisted	88	Foreign Object in Eye	50	Finger	146
Dockman	92	Over Extension	85	Scratch/Abrasion	37	Head	104
Auto Driver	64	Bounced in Vehicle	59	Fracture	36	Hand	102
Mechanic, IAM	62	Trip	56	Puncture	24	Ankle	100
Clerk Basic	52	Noise – Long Term	56	Joint/Muscle	19	Arm	77
Clerk Supervisor	50	Object in Eye	50	Crushing	13	Eye	73

Coast Accident Prevention Award-Winners

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

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

First Place: Ports America
Los Angeles-Long Beach – Southern California Area

Second Place: SSA Terminals, LLC
San Francisco-Oakland Ports – Northern California Area

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

First Place: Ports America
Vancouver – Pacific Northwest Area

Second Place: Ports America
Port Hueneme – Southern California Area

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

First Place: Pasha Stevedore & Terminals, L.P.
Aberdeen – Pacific Northwest Area

Second Place: Ceres Terminal Incorporated.
Port Hueneme – Southern California Area

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

Group A (1 million or more man-hours)

First Place: APM Terminals Pacific Ltd.
Los Angeles-Long Beach – Southern California Area

Second Place: Yusen Terminals, Inc.
Los Angeles-Long Beach – Southern California Area

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

First Place: California United Terminals
Los Angeles-Long Beach – Southern California Area

Second Place: Ports America
Washington – Pacific Northwest Area

Group C (100,000 to 499,999 man-hours)

First Place: APM Terminals Pacific, Ltd.
Washington – Pacific Northwest Area

Second Place: Washington United Terminals
Washington – Pacific Northwest Area

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

First Place: Rogers Terminal & Shipping Corporation
Oregon – Pacific Northwest Area

Second Place: Oregon Chip Terminal, Inc.
Oregon – Pacific Northwest Area

Lines Companies
(companies engaged primarily in line-handling operations with total man-hours exceeding 5,000)

First Place: National Lines Bureau
Los Angeles-Long Beach – Southern California Area

Second Place: Foss Maritime, Inc.
Washington – Pacific Northwest Area

ILWU Workforce Awards

Longshore Locals

Group A (More than 400 Registered Members)
Local 13 – Los Angeles-Long Beach – Southern California Area

Group B (100 to 399 Registered Members)
Local 4 – Vancouver – Pacific Northwest Area

Group C (25 to 99 Registered Members)
Local 32 – Everett – Pacific Northwest Area

Group D (Fewer than 25 Registered Members)
Local 14 – Eureka – Northern California

Foreman Group
Local 92 – Oregon – Pacific Northwest Area

Clerk Group
Local 52 – Washington – Pacific Northwest Area

Coast One-Year Zero Incident Rate Award
(Those companies that have achieved a zero lost-time incident rate in 2011)

SSA Pacific, Inc.
Eureka – Northern California Area

Ceres Terminal Incorporated
Port Hueneme – Southern California Area

National Lines Bureau
Long Beach – Southern California Area

Coast Two-Year Zero Incident Rate Award
(Those companies that have achieved a zero lost-time incident rate 2 consecutive times over a 2-year period)

Crescent City Marine Ways & Drydock Company, Inc.
Oregon – Pacific Northwest Area

Foss Maritime, Inc.
Washington – Pacific Northwest Area

Oregon Chip Terminal, Inc.
Oregon – Pacific Northwest Area

Coast Three-Year Zero Incident Rate Award
(Those companies that have achieved a zero lost-time incident rate 3 consecutive times over a 3-year period)

Pasha Stevedore & Terminals, L.P.
Aberdeen – Pacific Northwest Area

SSA Marine, Inc.
Port Hueneme – Southern California Area

Rogers Terminal & Shipping Corporation
Oregon – Pacific Northwest Area

Coast Three-Year Reduction Award
(Those companies that have reduced their lost-time incident rate 3 consecutive times over a 4-year period)

Kinder Morgan Terminal
Oregon – Pacific Northwest Area

SSA Terminals, LLC
San Francisco Ports – Northern California Area

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 OSHA-recordable 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 by terminal, port or area and according to the number of man-hours paid during the year. Awards are presented to those qualifying member companies having the lowest lost-time 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.

Seaside Transportation Services moves a container in Los Angeles as a China Shipping vessel passes behind.

Industry Overview

Economic Significance of West Coast Ports

Despite some slowing in recent years, containerized cargo movement through West Coast ports has risen steadily in the past two decades—to a total of just over 15 million loaded container TEUs (twenty-foot equivalent units). With cargo ranging from tennis shoes and personal computers to heavy equipment and produce, these containers carry many of the staples of our economy.

As the primary gateway for international trade between the United States and Asia, the economic impact of the West Coast ports is staggering. When non-containerized goods such as bulk cargo and autos are included, West Coast port activity supports 8 million U.S. jobs, from transportation and logistics to manufacturing, retail and commercial endeavors, based on a 2008 report. The domestic business impact of this trade is roughly equal to the GDP of Canada or South Korea.

The National (and Global) Transportation Network

Once on land, imports moving through the West Coast ports are carried by rail and truck to destinations across the United States. Exports, too, come from around the nation. The ports, then, are one piece in a much larger transportation infrastructure: highways, rail lines, distribution centers, warehouses and final destinations such as factories, stores and homes.

The significance of West Coast cargo movement is not limited to any one region of the country, or to any one industry. The West Coast ports truly supply the nation, and in the coming years, further investment in infrastructure and technology—including new cargo-handling technology—will be essential to enabling these national assets to continue playing this vital role.

Waterfront Work: Nearly 14,000 jobs

As of December 2011, PMA members employed nearly 14,000 registered workers at 29 West Coast ports, and thousands more "casual" workers, who typically work part-time.

These workers are engaged in all kinds of cargo-handling operations—from lashing containers to driving yard equipment to operating the huge gantry cranes that line most major port terminals. Some are also involved in clerical tasks to keep track of the nearly 1 million tons of cargo that move through West Coast ports on a daily basis.

Since the 2002 labor agreement that brought widespread use of technology to West Coast ports, the registered workforce has grown by 34 percent. *For more data about the workforce, please see the statistical section starting on page 57.*

SUPPLEMENTARY AREA AGREEMENTS

Local	Effective
Southern California	
13 – Supplementary Agreement for Gearmen	7/1/08
13 – Sweepers' Agreement	7/1/08
13 – Lines Handling Agreement	7/1/08
13 – Mechanics' Port Supplement	7/1/08
13, 29 & 46 – Industry Travel Agreement	5/17/88
26 – Watchmen's Agreement	7/1/08
29 – Lines Handling Agreement	1/25/88
29 – Foremen's Port Supplement	11/1/73
29 – Gearmen's Port Supplement	1/29/09
29 – Mechanics' Port Supplement	1/25/88
46 – Mechanics' Port Supplement	3/17/97
46 – Mechanics'/Gearmen Port Supplement	4/8/91
63 – Clerks' Port Supplement	11/10/53
94 – Foremen's Port Supplement	7/1/84
Northern California	
10 – APL Mechanics' Agreement	7/1/08
10 – Crockett Gantry Maintenance Agreement	7/1/99
10 – Miscellaneous Dock Workers	3/3/10
10 – Mechanics Port Supplement	7/1/08
10 – Rotary Dispatch Rules	9/16/95
14 – Working and Dispatching Rules	7/1/81
18 – Millwright Supplement	3/17/11
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	7/1/08
75 – Watchmen's Supplement	7/1/02
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	1/10/09
4, 8 & 21 – Shipboard Bulk Grain Operators' Agreement	3/8/10
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	6/27/09
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	12/31/07
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	1/5/11
19 – Lines Handling Agreement	12/12/03
19 – Gear and Locker Agreement	12/3/09
19 – Seattle Mechanics' Supplement	12/12/03
19 & 23 – Shipboard Bulk Grain Operators' Agreement	3/8/10
23 – Working and Dispatching Rules	6/17/88
23 – Lines Handling Agreement	10/15/08
23 – Gear and Locker Agreement	10/21/10
23 – Tacoma Mechanics' Supplement	10/3/08
24 – Working and Dispatching Rules	5/9/60
25 – Working and Dispatching Rules	2/10/73
27 – Working and Dispatching Rules	1/1/69
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	10/18/11
98 – Foremen's Port Supplement	12/9/98

Labor Agreements

The ILWU-PMA coastwise agreements remain in effect until 5:00 p.m., July 1, 2014.

Coast Agreements	EFFECTIVE
Longshore and Clerks' Agreement	7/1/08*
Walking Bosses and Foremen's Agreement	7/1/08**

* MOU was signed 07/28/2008 ** MOU was signed 07/31/2008

Labor Dispatch

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 daily basis. A daily 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.

Daily 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 daily basis.

Within the West Coast longshore industry the term *casual* identifies recognized 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.

Container operations at the Port of Tacoma's South Intermodal Yard.

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.

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

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
June 28 2008	0.50	1.6	31.18
July 4 2009	0.50	1.6	31.68
July 3 2010	1.00	3.2	32.68
July 2 2011	1.00	3.1	33.68

* 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.

An NYK vessel calls at YTI at the Port of Los Angeles.

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 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.

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, Hawaii and Alaska.

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.

Recent presidents include:

- David Arian (1991-1994)
- Brian McWilliams (1994-2000)
- James Spinosa (2000-2006)

In 2006, Robert McEllrath was elected president. He was re-elected in 2009, and continues to hold the position.

The other Titled Officers are Ray Familathe, 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 Robert McEllrath, Vice President Ray Familathe and Committeemen Ray Ortiz, Jr., and Leal Sundet. 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 information for delivery and shipment.

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 remaining 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.

Nearly 14,000 registered workers are employed at West Coast ports.

Pacific Rail Services operations at Tacoma's South Intermodal Yard.

Industry Benefits


An OOCL train crosses the American River in Sacramento, CA.

The ILWU benefits package includes comprehensive health care coverage, a pension plan, a 401(k) savings plan, and vacation and holiday pay. Following is an overview of the benefits program; more information may be found at the PMA website (www.pmanet.org) or through the ILWU-PMA Benefit Plans Office, funded by the PMA.

For health coverage, registrants and retirees (and eligible dependents) generally have a choice between HMO coverage and a self-insured PPO plan; new registrants enter an HMO for the first 24 months. In either case, workers pay no premiums. The PPO covers basic hospital, medical and surgical benefits at 100% of scheduled limits, regardless of whether the treatment is received in-network or out-of-network. If there are remaining out-of-network charges, the PPO pays for those up to 80% of Usual, Customary and Reasonable limits. The PPO has an annual family deductible of $300 and out-of-pocket maximum of $1,000. The PPO also provides prescription drug coverage with a $1 co-pay per prescription.

The employers spend more than $1.6 million per day for health coverage for registrants, retirees and their dependents. Registrants and retirees generally have access to dental and vision benefits for themselves and their dependents at little or no cost, as well as employer-paid life insurance coverage. Active registrants receive employee-paid disability coverage.

The industry Pension Plan has seen major upgrades in recent years. Currently, the maximum yearly retirement benefit is $71,040 – more than twice the benefit that was available one decade earlier. In addition, workers have access to a 401(k) savings program and receive a PMA contribution, which can be as much as $2,000 per year for longshore workers and marine clerks, and $11,200 per year for walking bosses and foremen.

Registrants also receive 13 paid holidays each year, and up to six weeks of paid vacation. Other worker benefits include a pay guarantee plan, an industry travel system, a CFS program fund and payments for up to 85% of the expenses of the jointly operated dispatch halls.

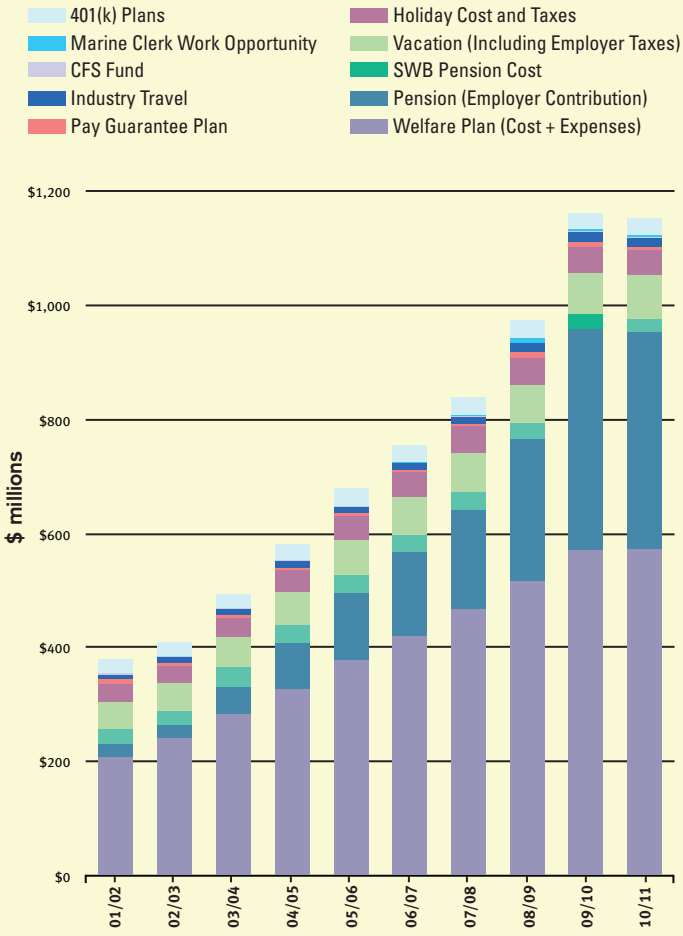
The graphs to the right show the total benefits costs for the industry, which were $1.15 billion for the fiscal year ending June 30, 2011, up 205% since 2002, and the cost per active participant of $83,025 for the same period, which increased by 130% since 2002.

For information on specific benefits that comprise this overall program, please turn to the following pages.

Discharging steel coils at SSA Marine's operation at the Port of Kalama.

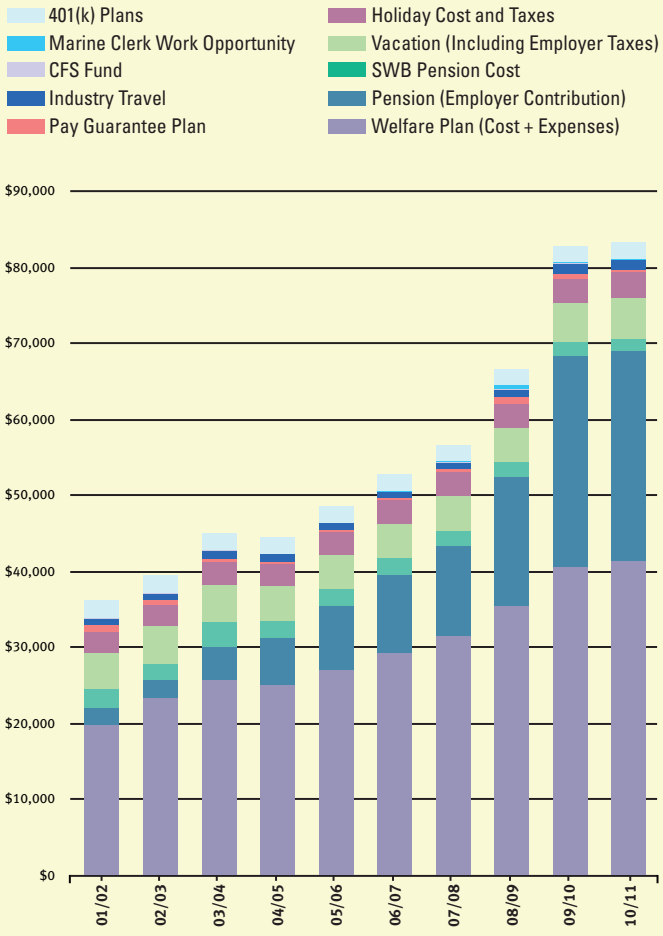
TOTAL BENEFITS COSTS

2001/2002 through 2010/2011



BENEFITS COSTS PER ACTIVE REGISTRANT

2001/2002 through 2010/2011



RETIREES BY YEAR

Year	Normal	Early	Disability	Total
2002	78	103	40	221
2003	166	309	57	532
2004	98	162	34	294
2005	84	80	38	202
2006	102	196	43	341
2007	91	102	32	225
2008	139	55	25	219
2009	231	202	45	478
2010	134	100	52	286
2011	**132**	**52**	**42**	**226**

This table 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, 2011)

Retirement Date	Max Yrs. of Svc.	Rate Per Mo/Yr.	Max. Mo. Benefit
Before 7/81	25	$89	$2,225
7/81-6/84	30	$89	$2,670
7/84-6/87	33	$89	$2,937
7/87-6/93	35	$89	$3,115
7/93-6/99	35	$92	$3,220
7/99-6/02	35	$100	$3,500
7/02-6/08	35	$150	$5,250
7/08-6/11	37	$150	$5,550
7/11-6/12	**37**	**$160**	**$5,920**

This table 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	$160.00
1,250	$153.85
1,200	$147.69
1,150	$141.54
1,100	$135.38
1,050	$129.23
1,000	$123.08
950	$116.92
900	$110.77
850	$104.62
800	$98.46

This table 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, 2011. A minimum of 800 credited hours per payroll year is required to earn a qualifying year of service for vesting and eligibility.

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, 2011, the rate of pension benefit accrual for longshore employees retiring on or after July 1, 2011, was $160 per month per year of qualifying service. This rate provides a maximum monthly pension benefit of $5,920 for a participant with 37 or more years of qualifying service retiring at 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 $500 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.

During the 2008 bargaining, several improvements were agreed to including a $30 increase in the rate of pension accrual per year of service, which became effective beginning July 1, 2011 in increments of $10 over the final three years of the contract. In addition, beginning July 1, 2008, maximum pension benefits are based on 37 years of service at retirement. Prior to July 1, 2008, 35 years of service was the recognized maximum. Surviving spouses and dependent child survivors of plan participants who die after July 1, 2008 receive a benefit equal to 75% of the amount per month per qualifying year of service that would have been received by the longshoreman were he still alive. Two early retirement windows beginning in 2009 and in 2012 were also agreed to, along with certain other enhanced benefits, rights and features.

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, 2008, all surviving spouses of actives who retired prior to July 1, 2008, receive up to a maximum of 65% 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.

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 had 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.

At the end of 2011, the Plan was paying $24,772,409 per month to 8,503 benefit recipients.

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.

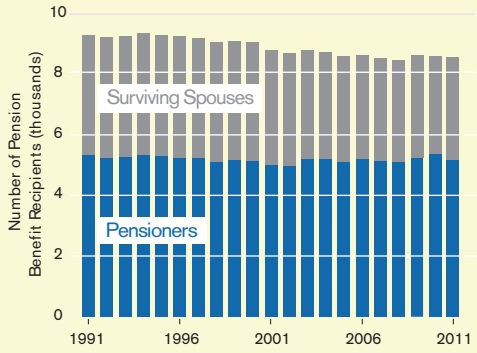
Contributions to the Widows' Independent Living Subsidy Program ceased in 2008.

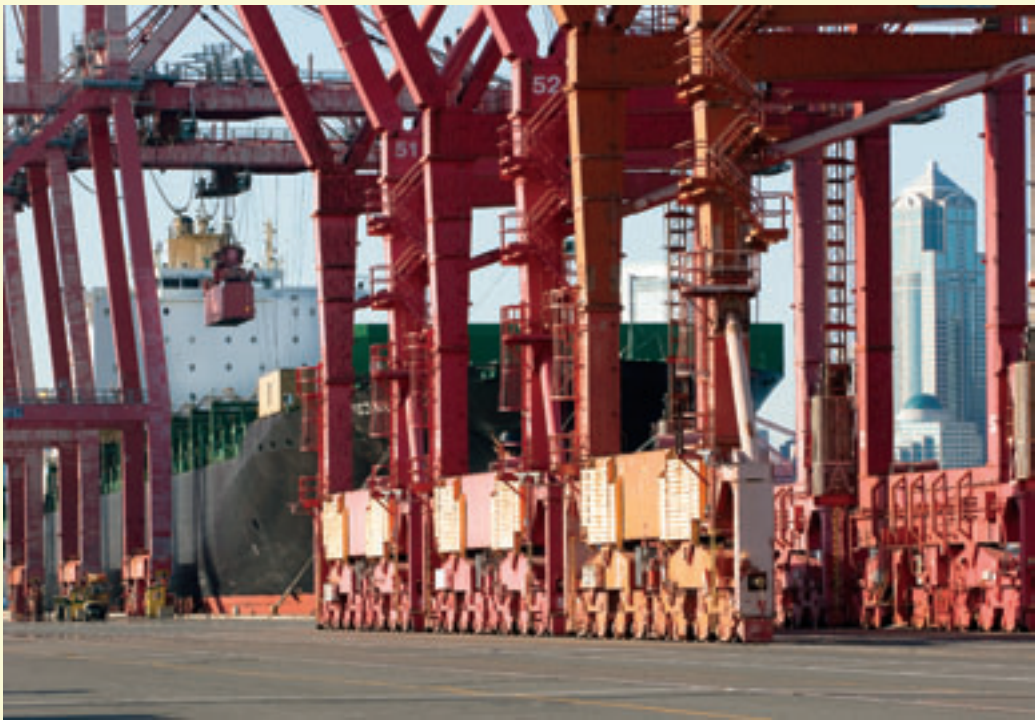
Tenure of the Agreement

The Plan runs concurrently with the 2008-2014 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.

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
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
2005	3,685	1,112	120	201	5,118	2,954	496	3,450	8,568
2006	3,776	1,097	96	226	5,195	2,874	502	3,376	8,571
2007	3,763	1,055	83	247	5,148	2,831	519	3,350	8,498
2008	3,750	1,018	71	253	5,092	2,778	530	3,308	8,400
2009	3,996	999	60	278	5,333	2,712	545	3,257	8,590
2010	3,997	983	54	302	5,336	2,676	553	3,229	8,565
2011	**3,974**	**970**	**45**	**314**	**5,303**	**2,629**	**571**	**3,200**	**8,503**

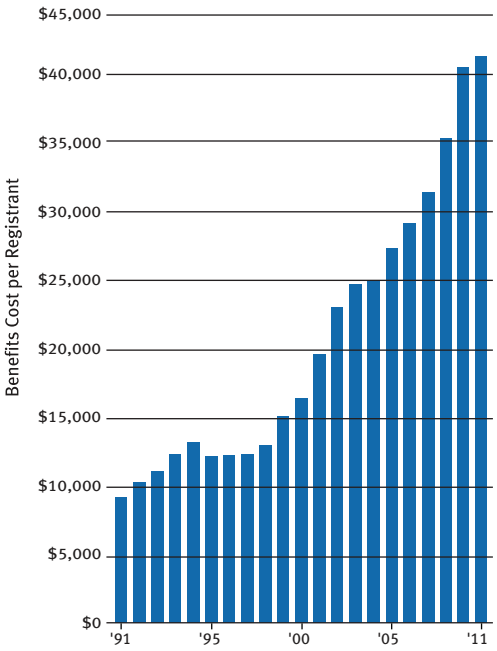




MSC *Octavia* docks at the Port of Seattle.

ILWU-PMA WELFARE PLAN BENEFITS COSTS PER ACTIVE REGISTRANT

Fiscal Years 1991-2011



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 2010/2011 are divided by the count of active registrants at the end of 2010.

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.

ILWU members pay no health care premiums, and receive 100 percent coverage for standard medical benefits.

Container operations at SSA Marine's Mt. Baker Terminal at the Port of Everett.

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, 2008 in ports with HMO coverage will be covered by the HMO programs for the first twenty-four months of registration, with no requirement for 400 hours of work for initial eligibility coverage. Additionally, new registrants after July 1, 2008 in ports with *no* HMO coverage will be covered by the Coastwise Indemnity Plan for the first twenty-four 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 Dependent Spouse Survivor: 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 dependent spouse survivor remarries.

Dependent Child Survivor: A deceased pensioner's dependent child has Welfare Plan eligibility as a dependent child survivor 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 until he or she ceases to be qualified for dependent status.

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. Effective September 1, 2007, eligibility was expanded to include certain widows of active registrants who had previously not been eligible to receive benefits under the WILSP.

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 BENEFITS, TAXES & EXPENSES

Payroll Year in which earned:	
2007	$67,806,760
2008	$69,105,471
2009	$64,940,903
2010	$69,938,020
2011*	**$74,972,019**

Includes vacation benefits, taxes and expenses.

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

*Estimated benefits.

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

The cost of benefits has grown to more than $83,000 per active registrant.

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 the vacation is earned 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 a basic one- or two-week vacation.

Basic one-or two-week vacation eligibility requirements are based on the age of the registrant and the average hours of the individual's registration port.

"Average port hours" are calculated separately for longshore, clerk and foreman registrants and are the average hours paid 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. After registration, service in the Armed Forces of the United States is considered qualifying time.

Service as a full-time Union official or as a joint employee of a Labor Relations Committee, Welfare Fund, Pension Fund, or of any joint entity of the ILWU and the PMA 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. Clerks receive two additional hours for each 50 hours paid in excess of 2,024 in the previous payroll year,

A Matson vessel sails with San Francisco in the background.

up to a maximum of 16 additional hours. Walking bosses and foremen receive two additional hours for each 100 hours paid in excess of 1,400 hours, up to a maximum of 20 additional hours.

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 right.

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 registration 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.

A crane operator at the Port of Everett.

ADDITIONAL VACATION WEEKS

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

One additional week if registrant has 8 total qualifying years

– or –

One additional week if registrant has has 5 total 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

– or –

Two additional weeks if registrant has 17 total qualifying years

– or –

Three additional weeks if registrant has 23 total qualifying years

– or –

Four additional weeks if registrant has 25 total qualifying years

HOLIDAY PLAN

2012

January	1	New Year's Day[1,2]
	16	Martin Luther King's Birthday
February	12	Lincoln's Birthday
	20	Washington's Birthday
March	31	Cesar Chavez's Birthday[2]
May	28	Memorial Day
July	4	Independence Day
	5	Bloody Thursday
	28	Harry Bridges' Birthday[2]
September	3	Labor Day
November	11	Veterans' Day[2]
	22	Thanksgiving Day[1]
December	24	Christmas Eve Day[1]
	25	Christmas Day[1]
	31	New Year's Eve Day[1]

2013

January	1	New Year's Day[1]
	21	Martin Luther King's Birthday
February	12	Lincoln's Birthday
	18	Washington's Birthday
March	31	Cesar Chavez's Birthday[2]
May	27	Memorial Day

Holidays shown in **blue** are non-paid holidays. An employee who performs work on these non-paid holidays shall receive the overtime rate of pay for time worked.

[1] No work will be performed from 1500 December 24 to 0700 December 26, 1500 December 31 to 0700 January 2, 0800 July 5 to 0700 July 6, 0800 September 3 to 0700 September 4, 0800 November 22 to 0700 November 23. The provision for no work shall not apply to passenger ships, essential military cargo, and emergencies. An extended shift may be worked from 1500 until 1700 on December 24 and from 1500 until 1700 December 31 for the purpose of finishing a ship.

[2] When a holiday falls on a Saturday or Sunday, the work schedule applies to Saturday or Sunday. However, the holiday is observed the following Monday, and payment for the holiday applies to Monday. An employee who performs work on the Monday observation date shall receive the holiday rate of pay for time worked.

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's Birthday, Memorial Day, Independence Day, Harry Bridges' Birthday and Veterans' Day.

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 2012 and for the first six months of 2013 are shown to the left.

HOLIDAY PAYMENTS BY CONTRACT YEAR

Contract Year Ended June 30

2007	$44,211,995
2008	$47,046,953
2009	$47,552,517
2010	$45,542,275
2011	**$45,419,617**

Includes expenses.
Data obtained from Audited Financial Statements.

The Wallenius Wilhelmsen Logistics *Tonsberg*, the world's largest roll-on/roll-off vessel, made its maiden voyage to the Port of Tacoma in March 2011.

Pay Guarantee Plan

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

A Class "A" registrant who qualifies is guaranteed an income equivalent to a 38-hour week at the basic straight time hourly wage ($33.68 per hour for Class "A" longshore, effective July 2, 2011, or $1279.84 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 ($943.04).

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 registrants for 2011/2012 is $24,960,000. 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.

Container operations at SSA Marine's Terminal 18 in Seattle.

PAY GUARANTEE PLAN BENEFITS AND EXPENSES

Contract Year Ended June 30

	Longshore and Clerks	Walking Bosses and Foremen
2007	$3,772,035	$109,005
2008	$4,288,314	$110,500
2009	$11,253,938	$211,344
2010	$8,626,994	$156,961
2011	**$3,602,590**	**$94,225**

Includes benefits and expenses.
Data obtained from Audited Financial Statements.

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 $12 per hour paid each payroll week, into their 401(k) accounts. Prior to 2005, the maximum was $8 per hour. Participants age 50 and older may elect to defer, in increments of $1, up to $12 per hour paid each payroll week, an additional amount, called a Catch-up Contribution. Deferrals and Catch-up Contributions are subject to annual statutory limits. Beginning with payroll year 2009, participants may elect to defer any percentage, up to 90%, of their vacation checks into the 401(k) Plan.

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 receive $5 per qualifying hour up to a maximum of 2,240 hours and longshore and clerk registrants receive $1 per qualifying hour up to a maximum of 2,000 hours. Beginning with the 2008 plan year, a "third-shift" conversion factor was applied to qualifying hours worked during the third shift.

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 PAYMENTS

Contract Year Ended June 30

2007	$11,178,138
2008	$12,561,299
2009	$14,741,569
2010	$18,233,540
2011	**$17,068,798**

Data obtained from audited financial statements.

CFS PROGRAM FUND

Payroll Year	A-Credit (Assessment Credit)	I-Credit (Incentive Credit)	Total
2007	$1,206,758	$134,081	$1,340,839
2008	$1,010,140	$112,238	$1,122,378
2009	$1,009,318	$112,146	$1,121,464
2010	$1,298,197	$144,244	$1,442,441
2011	**$1,428,365**	**$158,707**	**$1,587,072**

Workers untie pipe at the Port of Stockton, CA.

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 $110.00 per night for lodging and $25.00 per meal.

ILWU-PMA Marine Clerk Work Opportunity

The purpose of the ILWU-PMA Marine Clerk Work Opportunity Program is to ensure a registered marine clerk will be provided full work opportunity as a marine clerk five out of seven days in any payroll week pursuant to the "Framework for Special Agreement on Application of Technologies and Preservation of Marine Clerk Jurisdiction, Item VI, November 23, 2002 Memorandum of Understanding." If the employer is unable to provide a work opportunity, a marine clerk checked into the hall on five out of seven days in any payroll week will receive a payment in lieu of work.

The Program is funded through assessments on containers as described in a membership agreement filed with the Federal Maritime Commission. When a clerk qualifies for payment through the Marine Clerk Work Opportunity Program, 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 registrants 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."

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 amounts 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.

DISPATCH HALL COSTS

Payroll Year	ILWU Portion	PMA Portion	Total
2007	$2,796,590	$20,186,851	$22,983,441
2008	$2,887,729	$21,541,808	$24,429,537
2009	$3,301,064	$21,697,829	$24,998,894
2010	$3,546,357	$22,894,713	$26,441,070
2011	**$3,501,163**	**$24,321,346**	**$27,822,509**

2007-2011 numbers are based on unaudited financial reports.

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. 2002 and 2008 contract negotiations maintained these dispatch hall costs.

An Evergreen vessel berths at the Port of Tacoma.

Containers are stacked at Terminal 18 in Seattle.

Industry Assessments

The Zim *Chicago* at the Port of Seattle.

Assessments are levied on payroll hours and tonnage to fund the costs of collectively bargained fringe benefits and 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 in the years since, 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 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.

Assessments fund benefits for waterfront workers.

Hondas are discharged by Ports America in Portland.

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.

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 new figure.

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.

Subsequently, the Board has recommended, and the membership has approved, the following divisors:

Fiscal Year	Divisor
2004/2005	36,067,570
2005/2006	43,578,918
2006/2007	45,456,755
2007/2008	49,212,429
2008/2009	47,334,592
2009/2010	36,067,570
2010/2011	39,823,244
2011/2012	41,701,081

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 to funding requirements by the divisor, 41,701,081. 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.

ASSESSMENT RATE HISTORY

	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	MCWO* 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	$0.280
2004	15.620	0.82	3.82	13.650	0.803	0.803	0.065	0.016	0.120	–
2005	15.710	0.87	1.35	14.790	0.870	0.870	0.70	0.017	0.090	–
2006	15.960	0.88	3.65	14.180	0.834	0.834	0.068	0.017	0.050	–
2007	17.720	0.88	3.04	16.460	0.968	0.968	0.078	0.019	0.040	–
2008	19.990	0.90	3.67	18.440	1.085	1.085	0.088	0.021	0.120	0.160
2009	27.010	1.14	4.95	24.400	1.435	1.435	0.116	0.028	0.080	1.440
2010	27.940	0.77	3.55	24.910	1.465	1.465	0.119	0.029	0.080	–
2011	**$28.540**	**$0.74**	**$2.45**	**$24.570**	**$1.445**	**$1.445**	**$0.117**	**$0.029**	**$0.120**	**–**

* Marine Clerk Work Opportunity

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.

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 to replace a paper-based reporting system. The Internet tonnage reporting system provides additional features such as automatic conversion from metric to common U.S. measurement and automatic container box conversion to twenty-foot equivalent units (TEUs). The metric conversion was particularly important 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 their outside length in feet, specifically 20', 24', 35', 40', 45', 48' and 53'.

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 origin to 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.

West 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 online 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.

MSC called at the Port of Long Beach.

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 (twenty-foot equivalent units) 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 provisions for only 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. Cargoes inbound from British Columbia represent another subset of total revenue tonnage, when such cargoes are present.

ICTSI moves containers at the Port of Portland's Terminal 6.

Statistical Information

In addition to serving as the labor relations arm of the West Coast maritime industry, and processing payroll and benefits for thousands of longshore workers each week, the Pacific Maritime Association has come to be known as a leading resource for reliable information on the waterfront. The pages that follow contain some of the most requested data sets, which detail cargo movement, the labor force and a host of other maritime issues.

PMA strives to provide timely, reliable information to many stakeholders, including its members, customers and workforce, as well as public officials, news media and other interested third-parties. Much of the data that follows is supplied by PMA's strategic analysis group, which analyzes trends and works to forecast industry needs and capabilities.

For even more up-to-date information on the movement of cargo at West Cost ports, see the PMA website, www.pmanet.org.

An aerial view of TraPac's terminal at the Port of Los Angeles.

Revenue Tonnage Loaded and Discharged by Port

The data on these two pages represent the revenue tonnage reported to PMA in 2011 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 REVENUE TONNAGE				CONTAINERS				GENERAL CARGO			
2011	Total	% of Coast	Chg from 2010	% Loaded: % Discharged	Total (TEUs)	% of Coast	Chg from 2010	% Loaded: % Discharged	Total	% of Coast	Chg from 2010	% Loaded: % Discharged
SOUTHERN CALIFORNIA												
San Diego	4,286,620	1.2%	5.2%	13.2 : 86.8	51,272	0.3%	-1.5%	4.4 : 95.6	226,939	3.0%	54.6%	35.0 : 65.0
Long Beach	88,906,343	25.6%	-2.3%	39.1 : 60.9	4,518,296	29.8%	-3.9%	33.0 : 67.0	588,186	7.9%	28.2%	29.8 : 70.2
Los Angeles	110,602,242	31.9%	7.8%	33.6 : 66.4	6,147,908	40.5%	6.7%	34.2 : 65.8	2,388,840	32.0%	25.2%	2.2 : 97.8
Port Hueneme	4,094,526	1.2%	22.0%	17.0 : 83.0	22,609	0.1%	-9.5%	25.3 : 74.7	809,034	10.8%	8.9%	7.8 : 92.2
AREA TOTAL	**207,889,731**	**59.9%**	**3.4%**	**35.2 : 64.8**	**10,740,085**	**70.8%**	**1.9%**	**33.5 : 66.5**	**4,012,999**	**53.7%**	**23.2%**	**9.2 : 90.8**
NORTHERN CALIFORNIA												
San Francisco	724,563	0.2%	46.1%	0.1 : 99.9	41	<0.1%	272.7%	34.1 : 65.9	43,317	0.6%	91.4%	0.6 : 99.4
Redwood City	709,620	0.2%	66.8%	0.0 : 100.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0
Oakland	30,284,909	8.7%	2.7%	56.0 : 44.0	1,754,343	11.6%	2.4%	55.7 : 44.3	17,749	0.2%	13.2%	59.1 : 40.9
Richmond	1,126,200	0.3%	43.4%	0.0 : 100.0	–	–	–	0.0: 0.0	–	–	–	0.0 : 0.0
Crockett	705,950	0.2%	7.9%	0.0 : 100.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0
Benicia	862,767	0.2%	-24.9%	1.4 : 98.6	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0
Port Chicago	47,409	<0.1%	-15.3%	13.9 : 86.1	2,780	<0.1%	-14.9%	14.0 : 86.0	149	<0.1%	396.7%	0.0 : 100.0
Stockton	2,161,275	0.6%	86.7%	68.1 : 31.9	86	<0.1%	75.5%	9.3 : 90.7	329,945	4.4%	11.4%	64.9 : 35.1
West Sacramento	329,957	0.1%	-6.1%	4.3 : 95.7	12	<0.1%	100.0%	0.0 : 100.0	300,684	4.0%	18.7%	4.8 : 95.2
Eureka	46,535	<0.1%	660.0%	100.0 : 0.0	–	–	–	0.0 : 0.0	–	–	-100.0%	0.0 : 0.0
AREA TOTAL	**36,999,185**	**10.7%**	**7.1%**	**50.1 : 49.9**	**1,757,262**	**11.6%**	**2.4%**	**55.6 : 44.4**	**691,844**	**9.3%**	**17.6%**	**34.6 : 65.4**
PACIFIC NORTHWEST: OREGON AND COLUMBIA RIVER												
North Bend / Coos Bay	1,785,038	0.5%	12.2%	99.7 : 0.3	–	–	–	0.0 : 0.0	1,492	<0.1%	100.0%	0.3 : 99.7
Portland	19,139,838	5.5%	-2.7%	72.1 : 27.9	155,960	1.0%	17.8%	52.3 : 47.7	912,805	12.2%	-6.9%	0.0 : 100.0
Vancouver	6,197,516	1.8%	1.4%	84.8 : 15.2	1,224	<0.1%	-6.9%	38.6 : 61.4	460,403	6.2%	74.7%	18.2 : 81.8
St. Helens	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0
Kalama	11,570,333	3.3%	-0.7%	95.9 : 4.1	–	–	–	0.0 : 0.0	470,212	6.3%	6.8%	0.0 : 100.0
Rainier	83,861	<0.1%	-13.1%	90.9 : 9.1	2,215	<0.1%	53.1%	89.2 : 10.8	27,345	0.4%	-33.3%	87.0 : 13.0
Longview	2,727,361	0.8%	-11.6%	84.6 : 15.4	2	<0.1%	-97.6%	0.0 : 100.0	167,078	2.2%	-4.7%	72.6 : 27.4
Astoria	81,746	<0.1%	1512.3%	100.0 : 0.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0
AREA TOTAL	**41,585,693**	**12.0%**	**-1.5%**	**82.7 : 17.3**	**159,401**	**1.1%**	**17.9%**	**52.7 : 47.3**	**2,039,335**	**27.3%**	**7.3%**	**11.2 : 88.8**
PACIFIC NORTHWEST: WASHINGTON												
Aberdeen / Grays Harbor	1,471,234	0.4%	-3.6%	96.4 : 3.6	–	–	-100.0%	0.0 : 0.0	88,860	1.2%	164.2%	87.5 : 12.5
Olympia	198,024	0.1%	0.4%	100.0 : 0.0	–	–	–	0.0 : 0.0	–	–	0.0	0.0 : 0.0
Tacoma	28,428,432	8.2%	3.4%	61.5 : 38.5	1,083,773	7.1%	1.9%	52.8 : 47.2	465,370	6.2%	94.7%	33.0 : 67.0
Seattle	29,855,815	8.6%	-4.7%	55.5 : 44.5	1,417,388	9.3%	-4.2%	45.5 : 54.5	134,631	1.8%	75.9%	33.8 : 66.2
Everett	179,536	0.1%	30.9%	52.8 : 47.2	8,013	0.1%	31.4%	41.4 : 58.6	34,688	0.5%	10.9%	86.0 : 14.0
Port Angeles	126,860	<0.1%	282.8%	100.0 : 0.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0
Anacortes	273,173	0.1%	28.5%	100.0 : 0.0	–	–	–	0.0 : 0.0	–	–	-100.0%	0.0 : 0.0
AREA TOTAL	**60,533,074**	**17.4%**	**-0.7%**	**59.8 : 40.2**	**2,509,174**	**16.5%**	**-1.5%**	**48.6 : 51.4**	**723,549**	**9.7%**	**89.8%**	**42.4 : 57.6**
COAST TOTAL	**347,007,683**	**100.0%**	**2.4%**	**46.7 : 53.3**	**15,165,922**	**100.0%**	**1.5%**	**38.8 : 61.2**	**7,467,727**	**100.0%**	**21.9%**	**15.3 : 84.7**

Revenue Tonnage Loaded and Discharged by Port, CONTINUED

Total tonnage reported for the port.

Chg from 2010 shows the percent 2011 tonnage changed from 2010 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.

	LUMBER & LOGS				AUTOMOBILES AND TRUCKS				BULK CARGO				
	Total	% of Coast	Chg from 2010	% Loaded: % Discharged	Total	% of Coast	Chg from 2010	% Loaded: % Discharged	Total	% of Coast	Chg from 2010	% Loaded: % Discharged	2011
SOUTHERN CALIFORNIA													
San Diego	50,997	2.3%	-3.0%	0.0 : 100.0	3,050,696	16.4%	5.6%	14.7 : 85.3	86,364	0.1%	-15.3%	0.0 : 100.0	
Long Beach	108,910	4.9%	0.3%	0.0 : 100.0	2,281,695	12.3%	-10.6%	11.3 : 88.7	9,116,520	15.0%	14.6%	98.5 : 1.5	
Los Angeles	–	–	-100.0%	0.0 : 0.0	2,491,404	13.4%	33.6%	4.4 : 95.6	1,207,562	2.0%	26.2%	99.9 : 0.1	
Port Hueneme	–	–	–	0.0 : 0.0	2,749,367	14.8%	32.4%	19.5 : 80.5	151,772	0.2%	35.4%	0.0 : 100.0	
AREA TOTAL	**159,907**	**7.3%**	**-1.0%**	**0.0 : 100.0**	**10,573,162**	**56.8%**	**12.7%**	**12.8 : 87.2**	**10,562,218**	**17.3%**	**15.7%**	**96.5 : 3.5**	
NORTHERN CALIFORNIA													
San Francisco	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	680,549	1.1%	43.8%	0.0 : 100.0	
Redwood City	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	709,620	1.2%	66.8%	0.0 : 100.0	
Oakland	–	–	–	0.0 : 0.0	443,329	2.4%	25.8%	78.8 : 21.2	–	–	–	0.0 : 0.0	
Richmond	–	–	–	0.0 : 0.0	700,600	3.8%	46.0%	0.0 : 100.0	425,600	0.7%	39.3%	0.0 : 100.0	
Crockett	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	705,950	1.2%	7.9%	0.0 : 100.0	
Benicia	–	–	–	0.0 : 0.0	852,530	4.6%	-22.7%	0.2 : 99.8	10,237	<0.1%	-77.7%	100.0 : 0.0	
Port Chicago	–	–	–	0.0 : 0.0	–	–	-100.0%	100.0 : 0.0	–	–	–	0.0 : 0.0	
Stockton	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	1,829,868	3.0%	112.6%	68.7 : 31.3	
West Sacramento	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	29,069	<0.1%	-70.3%	0.0 : 100.0	
Eureka	46,535	2.1%	704.7%	100.0 : 0.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	
AREA TOTAL	**46,535**	**2.1%**	**704.7%**	**100.0 : 0.0**	**1,996,459**	**10.7%**	**3.2%**	**17.6 : 82.4**	**4,390,893**	**7.2%**	**53.3%**	**28.9 : 71.1**	
PACIFIC NORTHWEST: OREGON AND COLUMBIA RIVER													
North Bend / Coos Bay	198,963	9.0%	530.0%	97.9 : 2.1	–	–	–	0.0 : 0.0	1,584,583	2.6%	1.6%	100.0 : 0.0	
Portland	5,987	0.3%	100.0%	100.0 : 0.0	2,620,716	14.1%	-12.8%	0.0 : 100.0	12,949,010	21.3%	-3.5%	95.8 : 4.2	
Vancouver	2,938	0.1%	165.2%	100.0 : 0.0	545,340	2.9%	-20.8%	0.2 : 99.8	5,168,027	8.5%	0.6%	99.8 : 0.2	
St. Helens	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	
Kalama	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	11,100,121	18.2%	-1.0%	100.0 : 0.0	
Rainier	18,861	0.9%	-39.0%	100.0 : 0.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	
Longview	1,087,197	49.4%	16.1%	99.3 : 0.7	–	–	–	0.0 : 0.0	1,473,052	2.4%	-25.3%	75.1 : 24.9	
Astoria	81,746	3.7%	1512.3%	100.0 : 0.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	
AREA TOTAL	**1,395,692**	**63.4%**	**38.8%**	**99.2 : 0.8**	**3,166,056**	**17.0%**	**-14.3%**	**0.0 : 100.0**	**32,274,793**	**53.0%**	**-3.1%**	**97.2 : 2.8**	
PACIFIC NORTHWEST: WASHINGTON													
Aberdeen / Grays Harbor	93,904	4.3%	1.1%	100.0 : 0.0	483,648	2.6%	97.6%	91.3 : 8.7	804,822	1.3%	-30.3%	100.0 : 0.0	
Olympia	198,024	9.0%	0.4%	100.0 : 0.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	
Tacoma	176,332	8.0%	48.3%	100.0 : 0.0	2,303,121	12.4%	22.3%	16.1 : 83.9	7,059,468	11.6%	-1.8%	100.0 : 0.0	
Seattle	–	–	–	0.0 : 0.0	89,979	0.5%	34.5%	41.7 : 58.3	5,535,609	9.1%	-8.5%	100.0 : 0.0	
Everett	3,822	0.2%	100.0%	100.0 : 0.0	4,805	<0.1%	117.1%	100.0 : 0.0	–	–	–	0.0 : 0.0	
Port Angeles	126,860	5.8%	282.8%	100.0 : 0.0	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	
Anacortes	–	–	–	0.0 : 0.0	–	–	–	0.0 : 0.0	273,173	0.4%	28.9%	100.0 : 0.0	
AREA TOTAL	**598,942**	**27.2%**	**35.5%**	**100.0 : 0.0**	**2,881,553**	**15.5%**	**31.2%**	**29.6 : 70.4**	**13,673,072**	**22.5%**	**-6.4%**	**100.0 : 0.0**	
COAST TOTAL	**2,201,076**	**100.0%**	**36.3%**	**92.2 : 7.8**	**18,617,230**	**100.0%**	**8.2%**	**13.7 : 86.3**	**60,900,976**	**100.0%**	**1.7%**	**92.8 : 7.2**	

Container Box Counts

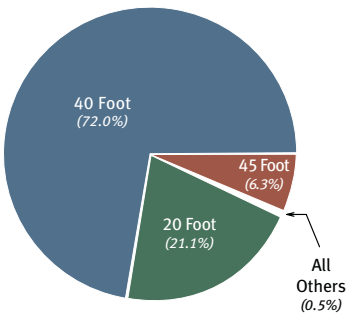
In January 2000, PMA began collecting container counts by box length. Data are reported in seven different box sizes: 20, 24, 35, 40, 45, 48 and 53-foot lengths. These tables show the counts for the most common three lengths and a total for all containers. Containers are divided into two categories: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

2011

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.

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	350,029	187,000	537,029	1,244,988	618,981	1,863,969	83,886	37,208	121,094	1,683,200	844,976	2,528,176	75.3%	4,551,127
Empty	5,230	154,740	159,970	29,018	575,427	604,445	5,162	46,505	51,667	53,546	776,700	830,246	24.7%	1,520,245
TOTAL	**355,259**	**341,740**	**696,999**	**1,274,006**	**1,194,408**	**2,468,414**	**89,048**	**83,713**	**172,761**	**1,736,746**	**1,621,676**	**3,358,422**	**100.0%**	**6,071,372**
Los Angeles														
Cargo Bearing	482,636	268,311	750,947	1,604,361	866,077	2,470,438	152,112	47,968	200,080	2,247,225	1,182,393	3,429,618	77.6%	6,164,146
Empty	11,891	164,961	176,852	52,017	633,566	685,583	13,941	101,572	115,513	87,550	902,041	989,591	22.4%	1,839,035
TOTAL	**494,527**	**433,272**	**927,799**	**1,656,378**	**1,499,643**	**3,156,021**	**166,053**	**149,540**	**315,593**	**2,334,775**	**2,084,434**	**4,419,209**	**100.0%**	**8,003,181**
Oakland														
Cargo Bearing	124,734	128,251	252,985	303,908	410,602	714,510	28,388	19,386	47,774	457,676	559,921	1,017,597	77.4%	1,793,058
Empty	18,034	41,555	59,589	111,974	88,334	200,308	6,511	29,415	35,926	137,999	159,721	297,720	22.6%	544,184
TOTAL	**142,768**	**169,806**	**312,574**	**415,882**	**498,936**	**914,818**	**34,899**	**48,801**	**83,700**	**595,675**	**719,642**	**1,315,317**	**100.0%**	**2,337,242**
Portland														
Cargo Bearing	11,172	6,734	17,906	30,127	37,284	67,411	1,309	125	1,434	42,608	44,143	86,751	79.5%	155,960
Empty	733	5,848	6,581	5,288	5,789	11,077	20	1,720	1,740	9,054	13,357	22,411	20.5%	40,649
TOTAL	**11,905**	**12,582**	**24,487**	**35,415**	**43,073**	**78,488**	**1,329**	**1,845**	**3,174**	**51,662**	**57,500**	**109,162**	**100.0%**	**196,609**
Tacoma														
Cargo Bearing	61,324	34,208	95,532	220,441	265,235	485,676	22,282	17,481	39,763	304,047	316,924	620,971	82.2%	1,156,514
Empty	482	16,658	17,140	77,800	15,697	93,497	11,006	12,603	23,609	89,288	44,958	134,246	17.8%	257,331
TOTAL	**61,806**	**50,866**	**112,672**	**298,241**	**280,932**	**579,173**	**33,288**	**30,084**	**63,372**	**393,335**	**361,882**	**755,217**	**100.0%**	**1,413,845**
Seattle														
Cargo Bearing	126,263	62,811	189,074	294,900	283,998	578,898	27,185	5,707	32,892	448,794	356,433	805,227	80.2%	1,426,817
Empty	4,840	41,996	46,836	88,963	36,745	125,708	836	21,835	22,671	98,685	100,710	199,395	19.8%	354,766
TOTAL	**131,103**	**104,807**	**235,910**	**383,863**	**320,743**	**704,606**	**28,021**	**27,542**	**55,563**	**547,479**	**457,143**	**1,004,622**	**100.0%**	**1,781,583**
All Others														
Cargo Bearing	14,246	7,707	21,953	27,807	3,305	31,112	2,450	1,550	4,000	44,503	12,634	57,137	68.2%	93,291
Empty	2,405	122	2,527	761	23,212	23,973	9	-	9	3,297	23,334	26,631	31.8%	50,638
TOTAL	**16,651**	**7,829**	**24,480**	**28,568**	**26,517**	**55,085**	**2,459**	**1,550**	**4,009**	**47,800**	**35,968**	**83,768**	**100.0%**	**143,929**
COAST TOTALS														
Cargo Bearing	1,170,404	695,022	1,865,426	3,726,532	2,485,482	6,212,014	317,612	129,425	447,037	5,228,053	3,317,424	8,545,477	77.4%	15,340,913
Empty	43,615	425,880	469,495	365,821	1,378,770	1,744,591	37,485	213,650	251,135	479,419	2,020,821	2,500,240	22.6%	4,606,848
TOTAL	**1,214,019**	**1,120,902**	**2,334,921**	**4,092,353**	**3,864,252**	**7,956,605**	**355,097**	**343,075**	**698,172**	**5,707,472**	**5,338,245**	**11,045,717**	**100.0%**	**19,947,761**
% of Total	**11.0%**	**10.1%**	**21.1%**	**37.0%**	**35.0%**	**72.0%**	**3.2%**	**3.1%**	**6.3%**	**51.7%**	**48.3%**	**100.0%**	–	–

2011 CONTAINER COUNTS BY LENGTH OF BOX



OVERSTOWS AND REHANDLES

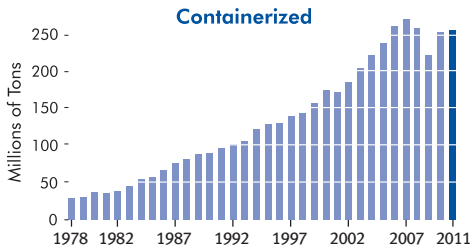
The PMA Tonnage Reporting System provides for reporting container moves that are overstows and rehandles. These are classified as cell-to-cell and cell-dock-cell lifts. A cell-to- cell lift occurs when a container is shifted from one location on a vessel to another location. A cell-dock-cell lift occurs 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.

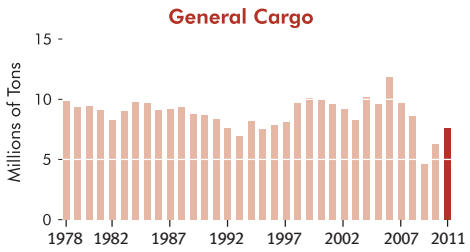
2011	CELL-TO-CELL	CELL-DOCK-CELL
Oakland	28	14,302
Northern California Total	**28**	**14,302**
Long Beach	40	8,650
Los Angeles	150	30,664
San Diego	0	16
Southern California Total	**190**	**39,330**
Seattle	39	7,496
Tacoma	14	2,540
Washington Total	**53**	**10,036**
Portland	1	174
Oregon Total	**1**	**174**
COAST TOTAL	**272**	**63,842**

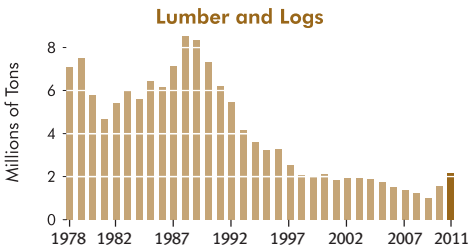
West Coast Waterborne Revenue Tonnage

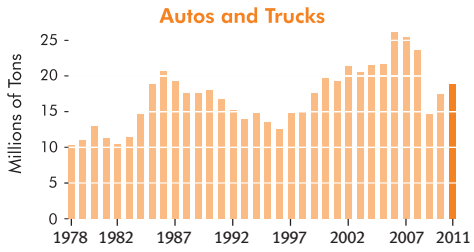
Waterborne revenue tonnage moving through California, Oregon and Washington Ports since 1978 is shown below. Beginning in 1984 containerized cargo was no longer reported as revenue tonnage, but was reported as TEUs and converted to tonnage by multiplying the number of TEUs by 17, based on the supposition 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.

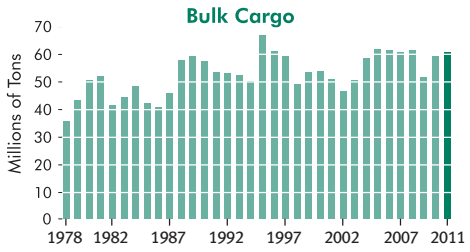
Year	Containers	Percent of Total	General Cargo	Percent of Total	Lumber and Logs	Percent of Total	Autos and Trucks	Percent of Total	Bulk Cargo	Percent of Total	Total Tonnage
1978	28,819,244	31.3%	9,844,671	10.7%	7,116,000	7.7%	10,571,245	11.5%	35,622,335	38.7%	91,973,495
1979	31,004,124	30.1%	9,402,025	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	183,998,174	69.9%	9,136,510	3.5%	1,941,066	0.7%	21,095,617	8.0%	46,955,460	17.8%	263,126,827
2003	202,664,480	71.4%	8,360,920	2.9%	1,931,998	0.7%	20,416,812	7.2%	50,324,853	17.7%	283,699,063
2004	221,541,059	70.5%	10,720,217	3.4%	1,893,393	0.6%	21,562,960	6.9%	58,318,907	18.6%	314,036,536
2005	239,807,780	71.5%	9,520,729	2.8%	1,731,207	0.5%	21,674,877	6.5%	62,475,184	18.6%	335,209,777
2006	260,040,551	72.0%	11,847,310	3.3%	1,545,957	0.4%	26,112,896	7.2%	61,590,529	17.1%	361,137,243
2007	272,101,014	73.8%	9,792,476	2.7%	1,372,263	0.4%	25,216,373	6.8%	60,173,244	16.3%	368,655,370
2008	259,071,381	73.1%	8,532,935	2.4%	1,218,443	0.3%	23,617,421	6.7%	61,988,787	17.5%	354,428,967
2009	223,338,146	75.3%	4,794,494	1.6%	977,126	0.3%	14,404,430	4.9%	52,899,429	17.8%	296,413,625
2010	253,907,002	75.0%	6,127,071	1.8%	1,614,848	0.5%	17,203,406	5.1%	59,901,433	17.7%	338,729,414
2011	**257,820,674**	**74.3%**	**7,467,727**	**2.2%**	**2,201,076**	**0.6%**	**18,617,230**	**5.4%**	**60,900,976**	**17.6%**	**347,007,683**

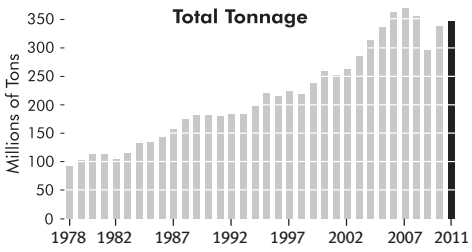












Coast Revenue Tonnage Market Share

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 88.5% of the total coast tonnage and 99.4% of the containerized cargo in 2011.

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 2007.

	2011		2010		2009		2008		2007	
	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										
Automobiles and Trucks	2,281,695	12.3%	2,553,580	14.8%	2,101,755	14.6%	3,809,564	16.1%	4,127,011	16.4%
Bulk Cargo	9,116,520	15.0%	7,957,120	13.3%	7,555,653	14.3%	7,807,607	12.6%	8,101,095	13.5%
Containerized Cargo	4,518,296	29.8%	4,700,059	31.5%	3,863,018	29.4%	4,831,261	31.7%	5,133,548	32.1%
General Cargo	588,186	7.9%	458,785	7.5%	439,738	9.2%	1,009,803	11.8%	1,287,286	13.1%
Logs and Lumber	108,910	4.9%	108,629	6.7%	76,945	7.9%	155,556	12.8%	182,069	13.3%
Port Total	**88,906,343**	**25.6%**	**90,979,117**	**26.9%**	**75,845,397**	**25.6%**	**94,913,967**	**26.8%**	**100,967,777**	**27.4%**
LOS ANGELES										
Automobiles and Trucks	2,491,404	13.4%	1,864,440	10.8%	1,340,900	9.3%	1,935,410	8.2%	1,728,641	6.9%
Bulk Cargo	1,207,562	2.0%	956,878	1.6%	1,415,735	2.7%	1,084,178	1.7%	1,968,126	3.3%
Containerized Cargo	6,147,908	40.5%	5,759,201	38.6%	5,172,915	39.4%	5,925,449	38.9%	6,108,780	38.2%
General Cargo	2,388,840	32.0%	1,908,016	31.1%	1,325,807	27.7%	2,789,573	32.7%	3,232,113	33.0%
Logs and Lumber	-	0.0%	213	0.0%	-	0.0%	-	0.0%	1,483	0.1%
Port Total	**110,602,242**	**31.9%**	**102,635,964**	**30.3%**	**92,021,997**	**31.0%**	**106,541,794**	**30.1%**	**110,779,623**	**30.0%**
OAKLAND										
Automobiles and Trucks	443,329	2.4%	352,482	2.0%	451,651	3.1%	613,542	2.6%	830,886	3.3%
Containerized Cargo	1,754,343	11.0%	1,712,519	11.5%	1,611,011	12.3%	1,633,775	10.7%	1,681,319	10.5%
General Cargo	17,749	0.2%	15,674	0.3%	10,819	0.2%	27,913	0.3%	36,397	0.4%
Port Total	**30,284,909**	**8.7%**	**29,480,979**	**8.7%**	**27,849,657**	**9.4%**	**28,415,630**	**8.0%**	**29,449,706**	**8.0%**
PORTLAND										
Automobiles and Trucks	2,620,716	14.1%	3,005,920	17.5%	2,659,843	18.5%	4,608,061	19.5%	5,225,708	20.7%
Bulk Cargo	12,949,010	21.3%	13,423,829	22.4%	10,632,595	20.1%	12,684,386	20.5%	13,150,421	21.9%
Containerized Cargo	155,960	1.0%	132,382	0.9%	157,306	1.2%	202,657	1.3%	213,814	1.3%
General Cargo	912,805	12.2%	980,902	16.0%	381,659	8.0%	945,554	11.1%	1,155,566	11.8%
Logs and Lumber	5,987	0.3%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Port Total	**19,139,838**	**5.5%**	**19,661,145**	**5.8%**	**16,348,299**	**5.5%**	**21,683,170**	**6.1%**	**23,166,533**	**6.3%**
TACOMA										
Automobiles and Trucks	2,303,121	12.4%	1,882,950	10.9%	1,721,871	12.0%	2,423,377	10.3%	2,558,972	10.1%
Bulk Cargo	7,059,468	11.6%	7,187,289	12.0%	7,328,474	13.9%	7,683,823	12.4%	6,564,476	10.9%
Containerized Cargo	1,083,773	7.1%	1,063,437	7.1%	1,140,775	8.7%	1,419,479	9.3%	1,420,418	8.9%
General Cargo	465,370	6.2%	239,070	3.9%	220,682	4.6%	312,624	3.7%	300,753	3.1%
Logs and Lumber	176,332	8.0%	118,905	7.4%	36,250	3.7%	149,649	12.3%	182,133	13.3%
Port Total	**28,428,432**	**8.2%**	**27,506,643**	**8.1%**	**28,700,452**	**9.7%**	**34,700,616**	**9.8%**	**33,753,440**	**9.2%**
SEATTLE										
Automobiles and Trucks	89,979	0.5%	66,907	0.4%	75,749	0.5%	111,428	0.5%	105,900	0.4%
Bulk Cargo	5,535,609	9.1%	6,053,126	10.1%	6,018,741	11.4%	7,029,460	11.3%	5,939,508	9.9%
Containerized Cargo	1,417,388	9.3%	1,478,842	9.9%	1,112,134	8.5%	1,143,979	7.5%	1,370,864	8.6%
General Cargo	134,631	1.8%	76,558	1.2%	69,278	1.4%	142,521	1.7%	163,843	1.7%
Port Total	**29,855,815**	**8.6%**	**31,336,905**	**9.3%**	**25,070,046**	**8.5%**	**26,731,052**	**7.5%**	**29,513,939**	**8.0%**
ALL OTHER PORTS										
Automobiles and Trucks	8,386,986	45.0%	7,482,915	43.5%	6,052,661	42.0%	10,116,039	42.8%	10,639,255	42.2%
Bulk Cargo	25,032,807	41.1%	24,323,191	40.6%	19,948,231	37.7%	25,699,333	41.5%	24,449,618	40.6%
Containerized Cargo	88,254	0.6%	89,266	0.6%	80,379	0.6%	82,893	0.5%	77,199	0.5%
General Cargo	2,960,146	39.6%	2,448,066	40.0%	2,345,475	48.9%	3,304,947	38.7%	3,616,518	36.9%
Logs and Lumber	1,909,847	86.8%	1,387,101	85.9%	863,931	88.4%	913,238	75.0%	1,006,578	73.4%
Port Total	**39,790,104**	**11.5%**	**37,158,795**	**11.0%**	**30,577,777**	**10.3%**	**41,442,738**	**11.7%**	**41,024,352**	**11.1%**
COAST TOTALS										
Automobiles and Trucks	18,617,230		17,209,194		14,404,430		23,617,421		25,216,373	
Bulk Cargo	60,900,976		59,901,433		52,899,429		61,988,787		60,173,244	
Containerized Cargo	15,165,922		14,935,706		13,137,538		15,239,493		16,005,942	
General Cargo	7,467,727		6,127,071		4,794,494		8,532,935		9,792,476	
Logs and Lumber	2,201,076		1,614,848		977,126		1,218,443		1,372,263	
Coast Total	**347,007,683**		**338,759,548**		**296,413,625**		**354,428,967**		**368,655,370**	

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.

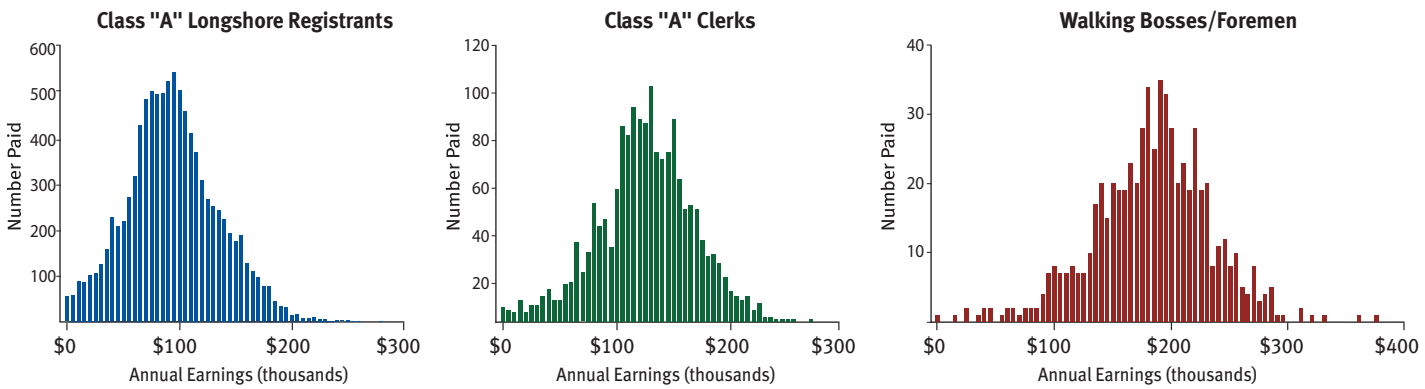
The **Average Earnings** column shows the average earnings for those registrants who were paid hours equal to or greater than the number of hours under the hours heading.

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												
2002	6,628	1,973	$ 83,116	70.4%	$ 99,662	53.0%	$107,781	30.3%	$119,825	13.0%	3,165	$135,548
2003	6,676	2,066	89,484	72.3	106,520	55.2	115,591	36.2	127,084	19.1	3,196	141,058
2004 *	7,170	2,119	93,369	75.4	109,031	59.7	117,343	40.0	129,448	23.0	3,243	142,876
2005	7,070	2,123	96,332	73.5	114,219	57.5	123,464	39.0	135,658	22.4	3,243	149,550
2006	7,395	2,163	101,115	75.1	118,425	59.5	127,304	40.8	139,372	23.2	3,260	153,866
2007	8,156	2,117	99,575	75.1	115,857	57.4	125,461	37.0	138,938	20.6	3,215	153,179
2008	8,550	2,043	97,328	71.6	115,539	52.6	126,305	33.6	140,065	18.2	3,207	155,136
2009 *	8,607	1,792	85,399	61.2	108,621	40.6	120,448	22.8	135,749	9.7	3,139	154,043
2010	9,200	1,942	94,489	68.3	114,097	47.8	125,639	27.7	140,580	13.1	3,167	158,687
2011	**9,652**	**1,924**	**$ 96,272**	**66.5%**	**$117,183**	**46.1%**	**$129,392**	**26.4%**	**$145,937**	**13.4%**	**3,170**	**$162,878**
CLASS "A" CLERKS												
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
2005	1,877	2,629	124,333	87.4	134,584	77.3	140,582	64.1	148,240	45.4	3,372	159,739
2006	1,829	2,648	128,966	86.9	140,052	78.6	145,219	64.8	153,076	47.3	3,373	163,463
2007	1,933	2,622	129,447	87.8	139,862	78.2	145,731	64.1	153,212	45.1	3,351	164,223
2008	1,897	2,566	128,996	86.3	140,542	76.9	146,113	61.5	154,597	42.3	3,334	166,435
2009 *	1,757	2,241	112,907	81.1	126,896	68.1	133,241	48.7	141,917	22.5	3,140	158,330
2010	1,681	2,352	120,955	83.9	133,755	71.9	$140,453	54.1	149,563	28.9	3,215	$165,951
2011	**1,669**	**2,413**	**$127,724**	**85.3%**	**$139,446**	**73.5%**	**$146,162**	**55.0%**	**$156,081**	**31.1%**	**3,255**	**$172,112**
WALKING BOSSES/FOREMEN												
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
2005	654	3,180	181,217	94.0	188,789	89.8	192,463	82.3	197,930	70.9	3,650	205,018
2006	692	3,202	186,504	94.4	193,647	89.9	197,735	82.5	203,491	71.4	3,659	210,798
2007	696	3,189	189,473	94.0	196,881	90.4	200,052	83.9	204,911	72.3	3,619	212,469
2008	674	3,015	184,312	92.4	193,432	87.2	197,727	80.1	202,590	65.0	3,524	211,544
2009 *	593	2,485	157,667	89.2	167,308	79.4	172,893	63.2	180,041	32.5	3,168	193,810
2010	569	2,813	180,711	92.6	188,850	85.9	194,035	75.0	200,705	57.1	3,331	210,568
2011	**637**	**2,843**	**$185,680**	**93.1%**	**$193,447**	**86.8%**	**$198,260**	**76.8%**	**$204,888**	**55.4%**	**3,380**	**$217,786**

*Data for 2004 and 2009 have been annualized to 52 weeks to allow comparison with other years. These years are 53-week payroll years.

NUMBER OF REGISTRANTS PAID BY 2011 ANNUAL EARNINGS *(grouped in $5,000 increments)*



Registered Work Force by Local – 2011

The information below shows average 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. The average ages of working registrants are also shown.

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.

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).

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.

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

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.

Local	Number Registered	Number Working	Average Hours Paid	AVERAGE DAYS OF: Vacation Paid	Paid Holidays	PGP Paid	Average Total Income	Average Age	PERCENT OF WORKING REGISTRANTS BY HOURS PAID: 800 or More	1600 or More	2000 or More	2800 or More
	#	#	Hours	Days	Days	Days	$	Years	%	%	%	%
LONGSHORE REGISTRANTS												
Southern California												
13 LA/LB	6,939	6,741	1,883	13.4	10.50	0.2	$ 94,464	46.3	92.2%	65.8%	42.4%	12.5%
29 San Diego	132	127	1,835	11.6	9.90	–	90,222	50.8	89.8	59.8	40.2	13.4
46 Port Hueneme	120	114	2,068	16.3	10.30	–	101,079	54.0	93.0	77.2	55.3	18.4
Total	**7,191**	**6,982**	**1,885**	**13.4**	**10.50**	**0.2**	**$ 94,495**	**46.5**	**92.2%**	**65.9%**	**42.6%**	**12.6%**
Northern California												
10 SF Bay Area	1,322	1,176	1,829	11.6	9.20	1.1	$ 91,362	48.3	89.0%	59.3%	41.2%	14.7%
14 Eureka	16	16	1,148	5.9	8.00	59.7	67,974	51.4	68.8	18.8	6.3	–
18 Sacramento	26	22	1,589	12.7	10.00	22.1	81,210	49.8	86.4	45.5	27.3	4.5
54 Stockton	94	93	1,658	11.8	10.50	16.7	84,396	48.3	92.5	48.4	21.5	2.2
Total	**1,458**	**1,307**	**1,804**	**11.6**	**9.30**	**3.3**	**$ 90,409**	**48.4**	**89.0%**	**57.8%**	**39.2%**	**13.5%**
Pacific Northwest: Oregon and Columbia River												
04 Vancouver	192	176	2,074	12.4	11.20	0.3	$100,669	43.1	98.9%	76.7%	55.7%	11.4%
08 Portland	448	400	1,977	15.0	11.00	0.5	99,333	48.0	94.0	74.3	52.5	8.0
12 North Bend	41	31	1,777	21.7	10.90	13.5	93,816	54.2	100.0	58.1	32.3	–
21 Longview	223	190	2,085	14.2	11.40	0.5	98,123	44.1	98.4	81.1	62.6	7.4
50 Astoria	20	10	2,062	23.0	11.60	12.3	103,266	59.4	100.0	90.0	50.0	–
53 Newport	10	9	1,585	13.9	8.70	42.0	107,121	51.6	88.9	33.3	22.2	11.1
Total	**934**	**816**	**2,012**	**14.6**	**11.10**	**1.5**	**$ 99,264**	**46.4**	**96.3%**	**75.5%**	**54.4%**	**8.2%**
Pacific Northwest: Washington												
07 Bellingham	14	14	1,009	23.0	4.50	129.8	$ 91,673	54.1	57.1%	21.4%	14.3%	7.1%
19 Seattle	882	840	1,884	12.5	10.30	–	95,033	47.5	93.8	62.5	42.9	12.3
23 Tacoma	795	771	1,918	14.6	10.60	0.1	96,817	47.2	94.0	65.0	47.6	10.5
24 Aberdeen	43	43	1,717	19.0	11.00	15.1	90,782	52.9	93.0	46.5	30.2	7.0
25 Anacortes	10	10	1,683	19.5	11.80	26.0	99,386	47.9	90.0	60.0	30.0	–
27 Port Angeles	14	14	1,017	27.4	4.70	84.1	76,132	53.9	50.0	7.1	7.1	7.1
32 Everett	45	32	1,901	11.4	10.10	5.5	89,054	43.3	93.8	65.6	46.9	12.5
47 Olympia	24	24	1,276	18.0	11.00	54.3	78,149	47.3	91.7	25.0	4.2	4.2
51 Port Gamble	10	9	1,446	17.2	9.00	58.5	89,930	48.7	88.9	33.3	33.3	–
Total	**1,837**	**1,757**	**1,869**	**13.9**	**10.40**	**3.4**	**$ 95,193**	**47.5**	**93.2%**	**61.8%**	**43.5%**	**11.0%**
Longshore Total	**11,420**	**10,862**	**1,882**	**13.4**	**10.40**	**1.2**	**$ 94,474**	**46.9**	**92.3%**	**65.0%**	**43.2%**	**12.1%**
CLERKS REGISTRANTS												
29 San Diego	11	11	2,465	20.3	10.70	–	$123,814	53.4	90.9%	81.8%	81.8%	45.5%
46 Port Hueneme	12	11	2,497	29.6	12.00	–	126,455	59.2	100.0	72.7	72.7	36.4
63 LA/LB	1,154	1,119	2,327	22.0	11.20	–	124,410	54.0	96.4	83.0	69.7	26.9
14 Eureka	1	1	*	32.0	12.00	–	*	73.0	100.0	100.0	100.0	–
34 SF Bay Area	211	205	2,368	21.1	11.60	–	120,396	53.9	93.7	86.8	74.1	24.4
40 Portland	100	97	2,646	23.3	11.60	–	141,085	53.4	99.0	92.8	86.6	41.2
23 Tacoma	94	92	2,687	28.4	11.50	–	141,772	53.3	97.8	96.7	88.0	44.6
52 Seattle	139	136	2,861	23.5	11.40	–	156,039	54.8	99.3	91.2	86.0	58.1
Clerks Total	**1,722**	**1,672**	**2,416**	**22.5**	**11.30**	**–**	**$128,424**	**54.0**	**96.5%**	**85.4%**	**73.7%**	**31.1%**
FOREMEN REGISTRANTS												
94 LA/LB	393	389	2,887	26.1	11.70	–	$189,105	54.9	98.2%	94.1%	87.9%	57.8%
91 SF Bay Area	76	76	2,588	23.8	11.40	0.8	168,287	55.4	98.7	88.2	78.9	38.2
92 Portland	64	63	2,692	26.8	11.90	2.7	175,683	54.9	96.8	92.1	87.3	52.4
98 Seattle	110	109	2,954	27.1	11.70	0.9	198,525	52.3	99.1	93.6	88.1	60.6
Foremen Total	**643**	**637**	**2,843**	**26.1**	**11.7**	**0.5**	**$186,906**	**54.5**	**98.3%**	**93.1%**	**86.8%**	**55.4%**

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

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 payroll year 2011.

These are the hours paid in payroll year 2010.

Pct. Chg. from 2010 shows the percent increase or decrease from the previous year.

"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, e.g. longshore, clerk and foreman.

Job Category	2011	2010	Pct. Chg. from 2010	Percent of Category	Percent Paid to Casuals
LONGSHORE CATEGORIES					
Basic Rate - General	1,789,874	1,740,757	2.8%	8.5%	15.5%
- Lasher	1,215,090	1,193,572	1.8	5.8	10.2
- Holdman	1,840,804	1,797,215	2.4	8.7	8.1
- Auto Driver	285,501	273,897	4.2	1.4	32.7
Skilled Wage I	406,851	374,144	8.7	1.9	8.6
- Hatch Tender	117,255	117,270	<-0.1	0.6	2.6
- Lift Truck Operator	124,433	134,591	-7.5	0.6	6.7
- Skilled Holdman	188,229	169,322	11.2	0.9	10.2
- Tractor Driver	4,911,136	5,015,343	-2.1	23.3	10.7
Skilled Wage II	232,985	226,100	3.0	1.1	0.7
- Crane Operator	217,964	174,620	24.8	1.0	0.2
- Heavy Lift/Payloader	464,289	406,254	14.3	2.2	2.8
Skilled Wage III	1,171,037	1,256,658	-6.8	5.6	<0.1
- Crane Gantry/Hammerhead	1,076,706	1,098,075	-1.9	5.1	0.0
- Top Handler/UTR	1,833,233	1,809,634	1.3	8.7	<0.1
- Transtainer	370,715	341,715	8.5	1.8	0.0
- Straddle Carrier	131,944	115,227	14.5	0.6	0.0
CFS Agreement Rate	0	0	0.0	0.0	0.0
Miscellaneous Dock - General	76,726	84,187	-8.9	0.4	5.5
- Mechanics	2,676,584	2,481,381	7.9	12.7	1.7
- Gear	463,717	423,195	9.6	2.2	1.2
- Lines	368,116	355,698	3.5	1.7	0.5
- Sweepers	160,726	134,666	19.4	0.8	1.1
Joint Dispatch	227,712	226,668	0.5	1.1	0.0
Member Company Agmts.	37,262	28,432	31.1	0.2	0.9
Grain/Whse/NonMember Agmts.	666,147	676,900	-1.6	3.2	7.1
Subtotal	**21,055,036**	**20,655,521**	**1.9%**	**99.9%**	**6.4%**
Travel Time*	15,701	15,514	1.2	0.1	
TOTAL LONGSHORE HOURS	**21,070,737**	**20,671,035**	**1.9%**	**100.0%**	
CLERK CATEGORIES					
Basic Clerk	355,418	348,057	2.1%	7.2%	22.1%
Clerk Supervisor	266,808	369,745	-27.8	5.4	3.2
Kitchen/Tower/Computer Clerk	3,052,999	3,089,121	-1.2	61.5	1.0
Chief Supervisor & Supercargo					
- Chief Supervisor	588,193	571,879	2.9	11.9	0.0
- Supercargo	404,027	382,988	5.5	8.1	0.1
- Vessel Planner	217,929	211,261	3.2	4.4	0.0
CFS Agreement Clerk	683	600	13.8	<0.1	1.5
Joint Dispatcher	53,050	53,350	-0.6	1.1	0.0
Subtotal	**4,939,107**	**5,027,001**	**-1.7%**	**99.5%**	**2.4%**
Travel Time*	24,461	25,193	-2.9	0.5	
TOTAL CLERK HOURS	**4,963,568**	**5,052,194**	**-1.8%**	**100.0%**	
FOREMAN CATEGORIES					
Foreman - 30%	1,905,891	1,836,275	3.8%	98.1%	<0.1%
CFS Agreement Foreman	6,070	5,256	15.5	0.3	0.0
Joint Dispatcher	23,081	22,779	1.3	1.2	0.0
Subtotal	**1,935,042**	**1,864,310**	**3.8%**	**99.6%**	**<0.1%**
Travel Time*	8,312	9,252	-10.2	0.4	
TOTAL FOREMAN HOURS	**1,943,354**	**1,873,562**	**3.7%**	**100.0%**	
ALL CATEGORIES					
Subtotal - All Job Categories	**27,929,185**	**27,546,832**	**1.4%**	**99.8%**	**5.3%**
Travel Time*	48,474	49,959	-3.0	0.2	
TOTAL HOURS	**27,977,659**	**27,596,791**	**1.4%**	**100.0%**	

*Industry Travel hours are excluded.

SELECTED OCCUPATION CODES ASSOCIATED WITH LONGSHORE AND CLERK JOB CATEGORIES

LONGSHORE JOB CATEGORIES

Basic Rate

0001 Auto Driver
0002 Boardman
0005 Dockman
0006 Frontman/Slingman
0007 Holdman
0009 Lasher

Skill Wage I

0023 Button Pusher
0025 Combo Lift/Jitney
0026 Crane Chaser
0028 Hatch Tender
0029 Lift Truck Operator
0030 Payloader Operator
0033 Skilled Holdman
0036 Tractor – Semi-Dock
0037 Utility Lift Driver
0038 Winch Driver
0044 Mechanical Hopper Opener
0045 Monthly UTR Work – Tractor
0047 UTR Ro/Ro Ship
0070 Bulldozer/Caterpillar

Skill Wage II

0053 Payloader Over 15 Tons
0055 Lift Truck – Heavy
0080 Bulkloader Operator
0085 Crane Mobile
0087 Crane Shipboard
0088 Crane Whirley
0092 Log Loader/Snapper
0094 Switch Engine Operator

Skill Wage III

0061 Top Handler
0062 Side Pick
0063 Reach Stacker
0068 LA/LB Steady Transtainer
0066 LA/LB Whirley/Winch
0067 Hall Crane Rated Equipment – Yard
0083 Transtainer Operator
0084 Crane Container Gantry
0093 Straddle Carrier Operator
0095 Port Packer
0096 LA/LB Steady Hammerhead

CLERK JOB CATEGORIES

Basic Clerk

0100 Basic Clerk – Ship
0101 Basic Clerk – Dock
0108 Basic Clerk – Ship Registered
0109 Basic Clerk – Dock Registered

Clerk Supervisor

0102 Supervisor – Ship
0103 Supervisor – Dock

Kitchen/Tower/Computer Clerk

0115 Computer Kitchen/ Tower Supervisor
0116 Yard Directing Supervisor (Computer)
0117 Vessel Clerk Supervisor (Computer)
0118 Rail Clerk Supervisor (Computer)

Chief Supervisor & Supercargo

0104 Supercargo – Bulk/Ship
0105 Supercargo – Other/Ship
0106 Chief Supervisor

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
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
2005	935,494,748	159,916,047	80,443,269	237,498,746	1,413,352,809
2006	1,070,853,577	172,066,760	92,490,636	233,030,949	1,568,441,922
2007	1,059,641,237	170,093,221	104,723,518	228,651,375	1,563,109,350
2008	997,407,360	165,078,152	107,922,962	226,438,383	1,496,846,857
2009	808,300,808	144,265,249	92,220,479	204,186,280	1,248,974,827
2010	905,911,143	155,696,009	107,617,287	226,382,869	1,395,607,308
2011	**$ 930,569,725**	**$ 171,171,986**	**$ 120,375,276**	**$ 232,379,272**	**$ 1,454,496,260**

PMA also collects and transfers employer contributions to the Federal Insurance Contributions Act (FICA) accounts and State Unemployment Insurance (SUI) accounts on these payrolls. In 2011, employer FICA taxes paid were $89,273,529 and SUI taxes paid were $58,203,506.

Assessment Rates 2011/2012

		Other Assessments				
Payroll Hour Rate	Benefits Plans	CFS Program	401(k)	Marine Clerk Work Opportunity	PMA Cargo Dues	Total
L/S and Clerk	$28.54		$0.74		$ 0.76	$30.04
Walking Boss	$28.54		$2.45		$ 0.76	$31.75
Offshore and Intercoastal Tonnage Rates						
Containers (per R.U.)	$24.57	$0.12			$ 4.40	$29.09
General Cargo	$1.445				$0.259	$1.704
Lumber and Logs	$1.445				$0.259	$1.704
Autos and Trucks	$0.117				$0.259	$0.376
Bulk Cargo	$0.029				$0.005	$0.034
Coastwise and Inbound from British Columbia*						
Containers (per R.U.)	$17.34	$0.08			$ 4.40	$21.82
General Cargo	$0.596				$0.259	$0.855
Lumber and Logs	$0.596				$0.259	$0.855
Autos and Trucks	$0.048				$0.259	$0.307
Bulk Cargo	$0.012				$0.005	$0.017

*Inbound from B.C. applicable to General Cargo and Lumber and Logs loaded in B.C.

ILWU-PMA 401(k) Plan

For Plan Year Ended June 30:	2011*	2010	2009	2008	2007	2006
Contributions						
Employee	**$ 60,866,524**	$ 55,753,706	$ 63,338,105	$ 83,836,157	$ 83,929,254	$ 80,763,938
Employer	**28,649,788**	27,390,068	29,555,280	31,867,678	30,982,294	29,743,532
Total Contributions	**$ 89,516,312**	$ 83,143,774	$ 92,893,385	$ 115,703,835	$ 114,911,548	$ 110,507,469
Investment Income						
Net realized/unrealized appreciation	**$ 127,394,920**	$ 58,058,557	$ (153,252,341)	$ (99,197,171)	$ 62,260,606	$ 46,244,837
Interest and Dividends	**26,735,115**	17,564,447	27,896,732	47,779,289	41,777,977	1,074,142
Less: Investment expense	**(551,287)**	(524,526)	(521,891)	(728,685)	(710,749)	(683,561)
Total Additions	**$ 153,578,748**	$ 75,098,478	$ (32,984,115)	$ 63,557,268	$ 218,239,382	$ 157,142,887
Distributions						
Distributions to participants	**(62,092,415)**	(77,491,417)	(78,277,224)	(67,296,510)	(67,439,370)	(43,957,339)
Net Change	**$ 181,002,645**	$ 80,750,835	$ (111,261,339)	$ (3,739,242)	$ 150,800,012	$ 113,185,548
Net Assets available for Benefits						
Beginning of year	**872,874,115**	792,123,280	903,384,619	907,123,861	756,323,849	643,138,301
End of year	**$ 1,053,876,760**	$ 872,874,115	$ 792,123,280	$ 903,384,619	$ 907,123,861	$ 756,323,849

*2011 is based on unaudited financial reports.

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:	2011	2010	2009	2008	2007	2006
Benefits Paid and Expenses						
Pensions paid	**$ 268,308,942**	$ 257,749,435	$ 234,096,522	$ 221,824,522	$ 206,499,082	$ 187,269,181
Administrative expenses	**5,241,442**	5,133,109	5,084,654	4,384,463	4,465,862	4,108,487
Total Deductions	**$ 273,550,384**	$ 262,882,544	$ 239,181,176	$ 226,208,985	$ 210,964,944	$ 191,377,668
Investment Income and Employer Contributions						
Net appreciation of fair value of investments	**$ 419,928,367**	$ 123,723,731	$ (548,928,868)	$ (222,528,309)	$ 289,716,373	$ 142,294,355
Interest	**19,383,868**	23,491,904	32,840,188	34,294,086	23,399,794	23,361,135
Dividends from investments	**41,729,497**	35,738,728	39,370,795	42,501,468	37,427,476	34,666,044
Less investment expense	**(5,884,035)**	(5,852,488)	(5,911,844)	(7,036,826)	(7,630,713)	(6,823,078)
Total Income Gain (Loss)	**$ 475,157,697**	$ 177,101,875	$ (482,629,729)	$ (152,769,581)	$ 342,912,930	$ 193,498,456
Contributions from Employers	**388,250,000**	387,474,044	248,742,375	171,950,979	146,450,398	117,283,145
Miscellaneous Income	**–**	–	–	532	364,618	415,989
Total Additions (Subtractions)	**$ 863,407,697**	$ 564,575,919	$ (233,887,354)	$ 19,181,930	$ 489,727,946	$ 311,197,590
Net Increase (Decrease)	**589,857,313**	301,693,375	(473,068,530)	(207,027,055)	278,763,002	119,819,922
Net Assets Avail for Benefits: Beg. of Year	**$ 2,139,236,835**	$ 1,837,543,460	$ 2,310,611,990	$ 2,517,639,045	$ 2,238,876,043	$ 2,119,056,121
End of Year	**$ 2,729,094,148**	$ 2,139,236,835	$ 1,837,543,460	$ 2,310,611,990	$ 2,517,639,045	$ 2,238,876,043

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 its 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:	2011	2010	2009	2008	2007	2006
Retired Participants & Beneficiaries	**$ 2,537,900,242**	$ 2,030,751,675	$ 2,045,222,201	$ 1,854,505,823	$ 1,784,732,194	$ 1,587,852,372
Inactive Vested	**12,717,771**	8,484,421	8,606,033	5,876,744	5,563,507	5,286,272
Active Vested Employees	**2,134,749,802**	1,311,311,234	1,221,160,824	1,186,518,865	994,427,704	902,658,253
Total Present Value Vested Liabilities	**$ 4,685,367,815**	$ 3,350,547,330	$ 3,274,989,058	$ 3,046,901,432	$ 2,784,723,405	$ 2,495,796,897
Actuarial Value of Assets	**$ 2,633,078,312**	$ 2,518,254,554	$ 2,205,052,152	$ 2,466,948,451	$ 2,353,789,877	$ 2,166,153,916
Unfunded Vested Benefits Liability	**$ 2,052,289,503**	$ 832,292,776	$ 1,069,936,906	$ 579,952,981	$ 430,933,528	$ 329,642,981

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:	2011	2010	2009	2008	2007	2006
Actuarial Value of Assets	**$ 2,633,078,312**	$ 2,518,254,554	$ 2,205,052,152	$ 2,466,948,451	$ 2,353,789,877	$ 2,166,153,916
Actuarial Liability:						
Pensioners/Survivors	**2,338,720,216**	2,148,109,946	2,078,811,766	1,935,615,589	1,884,737,419	1,678,168,958
Inactive Vested	**11,938,787**	8,974,742	8,685,216	6,110,066	5,876,272	5,616,495
Active Employees	**1,316,277,562**	2,022,214,358	1,956,977,578	1,959,948,905	1,748,626,488	1,584,701,345
Total Actuarial Liability	**$ 3,666,936,565**	$ 4,179,299,046	$ 4,044,474,560	$ 3,901,674,560	$ 3,639,240,179	$ 3,268,486,798
Unfunded Actuarial Accrued Liability	**$ 1,033,858,253**	$ 1,661,044,492	$ 1,839,422,408	$ 1,434,726,109	$ 1,285,450,302	$ 1,102,332,882

ILWU-PMA SUPPLEMENTAL WELFARE BENEFIT PLAN

For Plan Year Ended June 30:	2011	2010	2009	2008	2007	2006
Contributions by employer	**$ 22,953,254**	$ 25,190,376	$ 27,422,007	$ 29,713,308	$ 30,079,040	$ 30,557,846
Deductions:						
Benefits paid	**$ 22,759,922**	24,993,061	27,233,339	29,546,592	29,908,680	30,385,148
Administrative expenses	**193,902**	198,202	192,557	169,311	172,131	172,698
Total deductions	**$ 22,953,824**	$ 25,191,263	$ 27,425,896	$ 29,715,903	$ 30,080,811	$ 30,557,846

Welfare Benefits

CHANGES IN NET ASSETS AVAILABLE FOR WELFARE BENEFITS

For Plan Year Ended June 30:	2011	2010	2009	2008	2007	2006
Investment Income	**$ 120,345**	$ 116,422	$ 123,349	$ 570,169	$ 1,123,975	$ 697,164
Contributions:						
Employers	**$ 546,214,412**	$ 571,239,503	$ 510,291,423	$ 451,902,286	$ 418,929,678	$ 387,576,685
Employees	**11,580,832**	10,407,065	7,088,211	9,647,003	10,236,521	8,242,478
WILSP/Union	**–**	–	509,006	–	21,170	249,977
COBRA/self-pay contribution	**118,369**	99,830	125,559	89,742	171,471	85,812
Total contributions	**$ 557,913,613**	$ 581,746,398	$ 518,014,199	$ 461,639,031	$ 429,358,840	$ 396,154,952
Other Income	**7,532,948**	4,048,291	6,149,450	5,880,130	5,741,340	–
Total additions	**$ 565,566,906**	$ 585,911,111	$ 524,286,998	$ 468,089,330	$ 436,224,155	$ 396,852,116
Deductions:						
Benefits paid	**$ 562,527,739**	$ 560,541,072	$ 507,904,531	$ 458,301,089	$ 411,814,457	$ 376,452,985
Administrative expenses	**7,574,003**	7,166,547	6,498,076	6,426,081	5,673,530	5,459,589
Total deductions	**$ 570,101,742**	$ 567,707,619	$ 514,402,607	$ 464,727,170	$ 417,487,987	$ 381,912,574
Net increase (decrease)	**$ (4,534,836)**	$ 18,203,492	$ 9,884,391	$ 3,362,160	$ 18,736,168	$ 14,939,542
Net assets available for benefits:						
Beginning of year	**$ 146,952,348**	$ 128,748,856	$ 118,864,465	$ 115,502,305	$ 96,766,137	$ 81,826,595
End of year	**$ 142,417,512**	$ 146,952,348	$ 128,748,856	$ 118,864,465	$ 115,502,305	$ 96,766,137

COSTS OF WELFARE BENEFITS PAID CATEGORIZED BY TYPE OF BENEFIT

For Plan Year Ended June 30:	2011	2010	2009	2008	2007	2006
Health Maintenance Organizations						
Hospital, medical, surgery, vision and prescription drugs	**$ 90,934,131**	$ 94,212,321	$ 93,709,316	$ 98,074,329	$ 94,717,570	$ 98,170,162
PPO and Indemnity Plan						
Hospital, medical, surgical	**$ 311,308,739**	$ 309,264,475	$ 262,640,062	$ 222,330,380	$ 191,726,758	$ 163,651,964
Prescription drug program	**77,626,149**	69,958,122	63,567,936	56,527,535	49,131,036	42,590,003
Vision service plan	**4,563,132**	3,932,352	3,840,166	2,162,129	2,070,488	1,892,481
Vision supplement (frames, contacts)	**–**	–	493	964	974	792
Diabetic durable equipment	**952**	604	1,219	310	352	928
Subtotal	**$ 393,498,972**	$ 383,155,553	$ 330,049,876	$ 281,021,318	$ 242,929,608	$ 208,136,168
Medicare Part B Reimbursements						
Medicare premiums reimbursements	**$ 11,334,802**	$ 11,184,750	$ 10,895,789	$ 10,595,640	$ 10,088,161	$ 9,291,542
Dental Programs: HMO and PPO Participants						
Dental services - adults	**$ 31,522,891**	$ 31,471,567	$ 29,590,977	$ 28,043,382	$ 26,372,496	$ 23,068,925
Dental services - children	**11,427,866**	11,014,347	10,913,008	11,077,871	10,230,361	8,813,886
Subtotal	**$ 42,950,757**	$ 42,485,914	$ 40,503,985	$ 39,121,253	$ 36,602,857	$ 31,882,811
Other Programs for Eligible Participants						
Life insurance, AD&D	**$ 4,129,328**	$ 5,203,433	$ 5,070,563	$ 3,514,160	$ 2,823,553	$ 3,356,244
Chiropractic	**6,578,557**	7,197,510	5,728,275	7,141,132	6,161,748	7,685,370
Social security supplement	**888,089**	950,148	1,521,109	744,022	927,236	939,988
Alcoholism/Drug Recovery Program	**4,408,617**	4,329,763	4,621,433	3,911,118	3,219,634	3,608,417
Hearing aids	**1,586,404**	2,030,117	1,590,380	392,287	403,606	367,959
Subsequent prosthetic device	**57,670**	72,462	72,038	92,028	38,650	20,917
Subtotal	**$ 17,648,665**	$ 19,783,433	$ 18,603,798	$ 15,794,747	$ 13,574,427	$ 15,978,895
Non-Industrial Disability Supplement (NIDS)						
For those receiving CSDI (CA)	**$ 3,575,409**	$ 5,015,654	$ 4,885,062	$ 4,434,154	$ 4,013,404	$ 4,500,040
CSDI Supplement	**–**	–	–	–	–	–
Weekly Indemnity & NIDS (OR & WA)	**2,304,427**	4,416,641	8,722,238	9,235,148	9,848,929	8,434,367
Subtotal	**$ 5,879,836**	$ 9,432,295	$ 13,607,300	$ 13,669,302	$ 13,862,333	$ 12,934,407
Subsidy Benefits for Certain Pre-7/1/75 Widows						
WILSP subsidy payments	**$ 280,576**	$ 286,806	$ 534,467	$ 24,500	$ 39,500	$ 59,000
TOTAL BENEFITS	**$ 562,527,739**	$ 560,541,072	$ 507,904,531	$ 458,301,089	$ 411,814,456	$ 376,452,985
Reconciliation to Form 5500 (accrual)	**$ 24,688,631**	$ 5,060,508	$ 17,480,225	$ 134,366	$ 7,017,563	$ 4,116,815
TOTAL BENEFITS AFTER RECONCILIATION	**$ 587,216,370**	$ 565,601,580	$ 525,384,756	$ 458,435,455	$ 418,832,019	$ 380,569,800

2011 Vacations Paid and Distribution of Longshore PGP by Local

No. of Vacations shows the number of inactives, actives and employees over 60 who received vacation payments.

Avg. No. of Weeks shows the average number of vacation weeks paid to active employees in each local.

Average Payment shows the average vacation payment 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 2011 to employees who retired during the payroll year are not included in the data shown.

No. Receiving Any PGP includes longshore registrants who received PGP and were members of the local for the entire year.

Total PGP shows the total PGP payments made to active employees of the local.

% Change from 2010 shows the percent change of 2011 PGP paid from 2010.

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

Average Payment included longshore registrants who received PGP payments.

		VACATIONS PAID				PAY GUARANTEE PAID				
Local		No. of Vacations	Average No. of Weeks	Average Payment	Total Payments	No. Receiving Any PGP	Total PGP	% Change From 2010	% of Coast	Average Payment
LONGSHORE REGISTRANTS										
Southern California										
13	LA/LB	6,572	2.8	$ 4,595	$ 27,219,933	605	$ 259,096	-52.8%	8.6%	$ 428
29	San Diego	111	2.7	4,364	436,210	0	0	-100.0	0.0	0
46	Port Hueneme	109	3.6	5,664	562,901	2	366	26.6	<0.1	183
	Total	**6,792**	**2.9**	**$ 4,610**	**$ 28,219,044**	**607**	**$ 259,462**	**-52.7%**	**8.6%**	**$ 427**
Northern California										
10	SF Bay Area	1,075	2.6	$ 4,563	$ 4,129,760	307	$ 287,120	13.5%	9.5%	$ 935
14	Eureka	13	1.5	2,614	26,653	15	208,147	-24.3	6.9	13,876
18	Sacramento	20	3.0	5,976	89,291	21	113,345	-64.1	3.7	5,397
54	Stockton	84	2.7	4,824	325,374	79	359,309	-48.8	11.9	4,548
	Total	**1,192**	**2.6**	**$ 4,571**	**$ 4,571,078**	**422**	**$ 967,921**	**-37.4%**	**32.0%**	**$ 2,294**
Pacific Northwest: Oregon and Columbia River										
4	Vancouver, WA	181	2.6	$ 4,132	$ 672,918	25	$ 13,317	-81.5%	0.4%	$ 533
8	Portland	407	3.2	4,857	1,888,278	65	46,394	1.1	1.5	714
12	North Bend	31	4.5	7,485	206,816	27	107,472	-71.8	3.6	3,980
21	Longview, WA	196	2.9	4,594	844,675	31	19,754	197.8	0.7	637
50	Astoria	10	4.6	6,035	63,682	6	30,176	-7.5	1.0	5,029
53	Newport	7	3.6	4,354	34,911	7	95,856	-53.3	3.2	13,694
	Total	**832**	**3.1**	**$ 4,695**	**$ 3,711,280**	**161**	**$ 312,969**	**-57.9%**	**10.3%**	**$ 1,944**
Pacific Northwest: Washington										
7	Bellingham	15	4.7	$ 7,077	$ 95,219	14	$ 457,593	-16.6%	15.1%	$32,685
19	Seattle	826	2.7	4,578	3,222,429	33	9,798	-60.1	0.3	297
23	Tacoma	759	3.1	5,143	3,413,702	38	26,730	-88.9	0.9	703
24	Aberdeen	41	4.1	7,244	249,238	24	163,655	254.4	5.4	6,819
25	Anacortes	10	3.9	6,367	56,499	9	57,587	35.8	1.9	6,399
27	Port Angeles	20	5.5	8,880	128,377	13	293,322	-39.5	9.7	22,563
32	Everett	34	2.5	4,875	109,542	19	37,550	-40.6	1.2	1,976
47	Olympia	27	3.9	8,413	157,602	23	317,143	-1.6	10.5	13,789
51	Port Gamble	9	3.9	5,665	41,831	9	123,494	-18.4	4.1	13,722
	Total	**1,741**	**3.0**	**$ 4,967**	**$ 7,474,439**	**182**	**$ 1,486,872**	**-22.7%**	**49.1%**	**$ 8,170**
Longshore Total		**10,557**	**2.9**	**$ 4,666**	**$ 43,975,841**	**1,372**	**$ 3,027,224**	**-36.4%**	**100.0%**	**$ 2,206**
CLERKS REGISTRANTS										
29	San Diego	12	4.5	$ 7,028	$ 86,274					
46	Port Hueneme	15	5.7	8,994	116,348					
63	LA/LB	1,109	4.3	7,149	7,474,427					
14	Eureka	1	6.0	*	*					
34	SF Bay Area	209	4.1	6,723	1,323,154					
40	Portland	90	4.6	7,417	655,490					
23	Tacoma	92	5.5	8,739	811,380					
52	Seattle	141	4.6	7,620	1,006,011					
Clerks Total		**1,669**	**4.4**	**$ 7,265**	**$ 11,473,084**					
FOREMEN REGISTRANTS										
94	LA/LB	359	5.1	$10,279	$ 3,585,305					
91	SF Bay Area	73	4.6	9,545	630,353					
92	Portland	52	5.4	10,756	537,029					
98	Seattle	98	5.2	10,516	985,978					
Foremen Total		**582**	**5.1**	**$10,281**	**$ 5,738,665**					
COAST TOTAL		**12,808**	**3.2**	**$ 5,394**	**$ 61,187,590**					

*Average Payment and Total Payment for groups of fewer than five people are not shown, but the data are included in category averages.

LONGSHORE PGP PAYMENTS BY AREA

	AREA			
Year	Southern California	Northern California	Oregon	Washington
2007	$ 20,347	$ 478,894	$ 756,086	$2,403,532
2008	$ 183,108	$1,032,987	$ 995,073	$2,707,872
2009	$5,712,954	$2,937,544	$1,940,843	$3,201,720
2010	$ 548,921	$1,545,387	$ 742,777	$1,923,870
2011	**$ 259,462**	**$ 967,921**	**$ 312,969**	**$1,486,872**

PMA Training Graduates

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

The number of Powered Industrial Truck (PIT) graduates does not include the 3-year re-evaluation records.

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. The number of graduates includes Casual applicants.

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

The number of General Safety Training graduates includes Casual applicants.

	2011	2010	2009	2008	2007
Crane / Crane Simulator					
Container Gantry Crane (Sim)	**200**	117	93	208	426
RTG Crane – Transtainer	**117**	24	19	89	265
Ship Gantry Crane (Sim)	**7**	–	9	44	8
Ship Gantry Crane (Fam)	**–**	–	–	31	–
Ship Pedestal Crane (Sim) (Winch)	**31**	9	6	25	22
Mobile Crane (Mobile Cr Light)	**52**	22	24	38	65
Ship Unloader, Bulk Crane	**8**	–	–	12	18
Dock Whirley Crane	**7**	–	–	5	8
Subtotal	**422**	172	151	452	812
Percent of total	**2%**	1%	1%	2%	2%
Skill Equipment / PIT					
Forklift	**1,704**	757	874	1,234	2,677
Semi-Tractor	**918**	437	466	1,218	3,436
Container Handling Equipment (CHE) (Log Loader)	**787**	533	365	621	1,449
Straddle Carrier	**36**	6	11	42	53
Excavator	**5**	3	–	2	13
Bulk Loader (Bucket)	**–**	–	–	5	–
Bulldozer (Front Loader) (Loci)	**6**	27	205	66	112
Subtotal	**3,456**	1,763	1,921	3,188	7,740
Percent of total	**18%**	14%	18%	16%	18%
Job Specific / Promotions					
Basic Marine Clerk	**89**	–	2	26	178
Clerk Computer Gate (Yard)	**76**	–	4	24	191
Supercargo	**5**	5	–	12	17
Vessel Planner	**2**	1	–	1	7
Walking Boss Orientation	**143**	25	14	23	77
Powered Gangway	**19**	31	48	12	10
Walking Boss Seminar	**180**	–	741	211	241
Watchman	**51**	–	–	7	166
Holdman	**9**	–	12	53	44
Cutting & Grinding	**–**	–	62	–	–
Watchman Reefer	**–**	–	16	–	–
Mechanic (General) (Crane)	**–**	–	–	–	–
Tank, M1 A1	**–**	–	–	–	39
Subtotal	**574**	62	899	369	970
Percent of total	**3%**	0%	8%	2%	2%
Safety / Technical / Employee Development					
GST (GIT) (D&A Awareness) (Orient, Skill), (Resp Eval)	**7,773**	8,796	5,388	8,877	11,537
Diversity, Employee & Supervisor	**1,274**	196	249	993	2,229
Standard First Aid / CPR	**671**	146	427	433	683
Lashing	**5**	4	–	5	8
Ammo Handling Safety	**552**	103	1,011	–	–
Vessel Rigging	**–**	–	5	3	5
Basic Casual Safety (LS Entry)	**–**	–	–	62	45
Instructor (Train-the-Trainer)	**–**	–	–	–	–
Subtotal	**10,275**	9,245	7,080	10,373	14,507
Percent of total	**54%**	71%	66%	53%	34%
Testing					
Strength & Agility (Schd Practice)	**286**	48	34	317	424
Clerk Cognitive	**349**	209	53	567	2,936
Clerk Keyboard	**721**	50	2	20	126
Physical Exam (Physical Preemployment)	**1,408**	602	309	1,956	6,058
Drug & Alcohol Screen (Drug/Alcohol Preemployment)	**1,413**	615	296	1,987	6,078
Lashing Test	**249**	172	1	336	2,774
Subtotal	**4,426**	1,696	695	5,183	18,396
Percent of total	**23%**	13%	6%	26%	43%
TOTAL	**19,153**	**12,938**	**10,746**	**19,565**	**42,425**
EXPENDITURE*	**$16,585,519**	**$8,091,576**	**$7,519,919**	**$15,826,142**	**$27,258,104**

*Certain costs of training are not included.

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

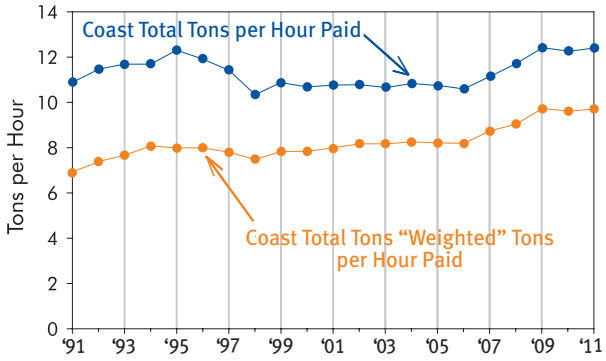
The most commonly used tonnage statistic is Total Tonnage. This measure is constructed by multiplying the number of container TEUs by 17 revenue tons, adding General Cargo revenue tons, Lumber & Logs revenue tons, Autos revenue tons and Bulk tons. The "Total Tonnage" data for each port table shown in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

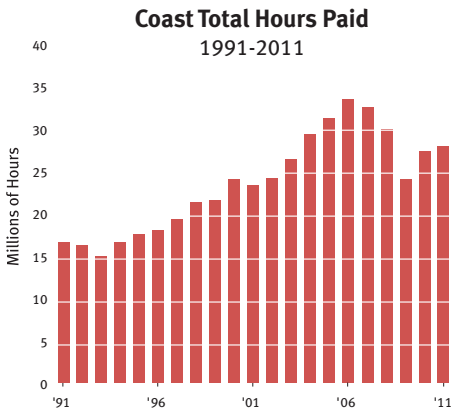
Automobiles are reported by measure: each 40 cubic feet of volume is reported as one ton. For example, a popular mid-sized sedan measures 460 cubic feet and weighs 3,330 pounds. This vehicle is reported as 11.5 revenue tons even though it weighs just over 1.6 tons. New imported automobiles arrive on 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.

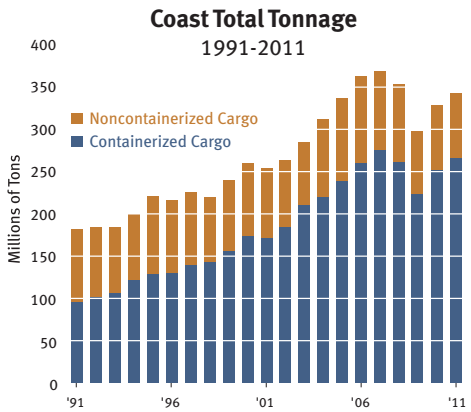


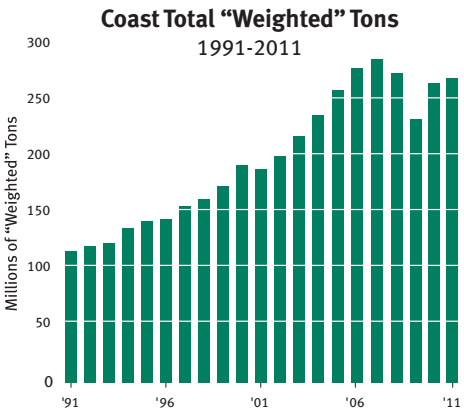
Total Hours have been annualized for 1992, 1998, 2004 and 2009, since these years have 53 payroll weeks, for the calculations of Coast Total Tons per Hour Paid and Coast Total Tons "Weighted" Tons per Hour Paid.

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 =
Containerized + (Auto & 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 U.S. 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.

These three columns show the *Percent of [the] Port Total* hours that were paid at occupation codes in each job category—longshore, clerk and foreman. The hours were paid to persons belonging to that port's local(s), to workers traveling in from other locals, and to casuals. Travel time hours are not included.

These three columns show the *Avg. Hourly Wage* for each job category. The Avg. Hourly Wage value is the result of dividing the wages paid for each job category by the number of hours paid at that job category.

The *Percent of [the] Port Total* that each commodity (tonnage) category represents is the percent of the total port "constructed" tonnage.

	Hours					Wages				Tonnage							
			Percent of Port Total				Average Hourly Wage					Percent of Port Total					
Year	Total Hours	Percent of Coast Total	L/S Jobs	Clk Jobs	Fmn Jobs	Total Wages Paid (000s)	L/S	Clk	Fmn	Total Tonnage	Percent of Coast Total	Containerized	General Cargo	Lumber & Logs	Autos & Trucks	Bulk Cargo	"Weighted Tons" Per Hour Paid

The **Total Hours** data include all hours paid under the terms of the Pacific Coast Longshore and Clerks' Agreement, the Pacific Coast Walking Bosses and Foremen's Agreement, ILWU-PMA Area Agreements, Member Company Agreements and participating nonmember company agreements. Travel time hours are not included.

Following the **Total Hours** for each year is the *Percent of [the] Coast Total* that those hours represented.

The **Total Wages Paid** figure is the sum of all wages paid for the hours shown in the Total Hours column. These wages do not include any mileage or benefits payments, and they are shown in thousands (000s) of dollars.

The **Total Tonnage** figure is the sum of all revenue tonnage reported as General Cargo, Lumber & Logs, Automobiles & Trucks, Bulk Cargo and a constructed container tonnage figure calculated by multiplying the number of TEUs by 17 tons per revenue unit.

Following the **Total Tonnage** is the *Percent of [the] Coast Total* that the port tonnage represents.

This value is the result of dividing "Weighted Tonnage" by Total Hours. Note: the Total Hours values for 2009 have been annualized to 52 weeks.

COSCO *Thailand* berths at Pier J, Port of Long Beach.

Port Hours, Wages and Tonnage Data

Southern California

San Diego

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: Percent of Port Total: 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
2006	439,870	1.3%	76.8%	13.5%	9.7%	$16,321	$34.92	$39.28	$51.37	6,704,451	1.9%	12.4%	6.2%	1.4%	60.8%	19.2%	4.65
2007	467,593	1.4%	76.6%	13.7%	9.6%	$17,719	$35.70	$39.72	$52.74	6,547,715	1.8%	13.1%	6.1%	1.5%	67.4%	11.9%	4.51
2008	452,418	1.5%	75.4%	15.3%	9.3%	$18,269	$38.39	$41.43	$54.81	5,556,521	1.6%	15.4%	5.2%	1.5%	72.0%	6.0%	4.19
2009	350,167	1.4%	75.6%	14.9%	9.5%	$14,489	$39.61	$41.54	$55.23	3,505,566	1.2%	24.0%	5.7%	1.4%	66.6%	2.3%	4.31
2010	343,532	1.2%	73.9%	16.5%	9.6%	$14,533	$40.46	$41.94	$57.13	4,073,894	1.2%	21.7%	3.6%	1.3%	70.9%	2.5%	4.56
2011	358,384	1.3%	74.1%	16.4%	9.5%	$15,643	$41.88	$42.82	$58.80	4,286,620	1.2%	20.3%	5.3%	1.2%	71.2%	2.0%	4.63

Los Angeles/Long Beach

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: Percent of Port Total: 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
2006	22,492,627	66.2%	69.8%	22.9%	7.2%	$955,218	$40.87	$43.40	$54.94	210,399,392	58.3%	87.0%	2.9%	0.1%	3.4%	6.6%	8.49
2007	21,571,874	65.5%	70.2%	22.5%	7.3%	$937,745	$41.71	$45.05	$55.55	211,690,522	57.4%	90.3%	2.1%	0.1%	2.8%	4.8%	9.13
2008	19,356,428	64.1%	70.9%	21.8%	7.3%	$872,185	$43.45	$46.38	$56.71	201,455,880	56.8%	90.8%	1.9%	0.1%	2.9%	4.4%	9.71
2009	15,024,123	61.8%	73.9%	19.6%	6.5%	$681,685	$43.96	$46.48	$58.05	167,866,094	56.6%	91.5%	1.1%	<0.1%	2.1%	5.3%	10.60
2010	17,205,683	62.5%	74.6%	18.9%	6.4%	$789,259	$44.38	$47.11	$59.58	193,590,856	57.2%	91.8%	1.2%	0.1%	2.3%	4.6%	10.53
2011	17,100,269	61.2%	75.0%	18.4%	6.6%	$806,593	$45.59	$48.54	$61.17	199,508,585	57.5%	90.9%	1.5%	0.1%	2.4%	5.2%	10.84

Port Hueneme

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: Percent of Port Total: 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
2006	502,131	1.5%	77.8%	16.4%	5.7%	$18,873	$36.16	$39.41	$51.73	4,570,636	1.3%	7.5%	19.8%	–	69.4%	3.3%	3.54
2007	493,599	1.5%	78.2%	16.2%	5.6%	$19,256	$37.61	$40.80	$53.43	3,970,701	1.1%	8.7%	21.7%	–	65.3%	4.2%	3.33
2008	420,632	1.4%	78.2%	16.5%	5.2%	$16,723	$38.53	$41.00	$54.14	3,571,200	1.0%	11.2%	21.2%	–	64.3%	3.3%	3.66
2009	400,665	1.6%	79.9%	15.6%	4.5%	$16,159	$39.20	$41.68	$55.68	2,997,560	1.0%	11.0%	24.4%	–	61.2%	3.4%	3.48
2010	412,058	1.5%	79.4%	16.0%	4.5%	$16,978	$40.06	$42.35	$57.09	3,356,232	1.0%	12.6%	22.1%	–	61.9%	3.3%	3.68
2011	427,483	1.5%	79.4%	15.9%	4.7%	$18,186	$41.40	$43.36	$58.99	4,094,526	1.2%	9.4%	19.8%	–	67.1%	3.7%	3.87

Northern California

San Francisco/Oakland/Alameda/Redwood City/Richmond/Crockett/Benicia/Port Chicago

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: Percent of Port Total: 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
2006	3,172,956	9.3%	71.1%	20.9%	8.0%	$130,229	$39.39	$41.95	$53.39	33,975,539	9.4%	81.4%	0.9%	–	9.7%	7.9%	9.01
2007	3,052,380	9.3%	71.9%	20.1%	8.0%	$128,689	$40.64	$42.84	$54.07	35,267,556	9.6%	81.1%	0.6%	–	11.2%	7.1%	9.67
2008	2,841,251	9.4%	72.9%	18.9%	8.2%	$123,205	$41.97	$43.66	$55.12	34,544,347	9.7%	80.5%	0.3%	–	10.9%	8.3%	10.06
2009	2,465,087	10.1%	73.0%	19.4%	7.7%	$108,171	$42.61	$43.83	$56.15	31,203,927	10.5%	88.0%	0.1%	–	5.3%	6.6%	11.50
2010	2,790,297	10.1%	74.2%	18.6%	7.2%	$124,311	$43.35	$44.16	$57.90	33,040,964	9.8%	88.3%	0.1%	–	5.8%	5.8%	10.60
2011	2,928,479	10.5%	74.6%	18.1%	7.3%	$134,361	$44.56	$45.82	$59.53	34,461,418	9.9%	86.7%	0.2%	–	5.8%	7.3%	10.35

Stockton/Pittsburg

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: Percent of Port Total: 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
2006	253,433	0.7%	74.7%	15.9%	9.5%	$10,022	$37.81	$38.77	$54.46	3,946,393	1.1%	–	11.8%	<0.1%	–	88.2%	2.12
2007	238,941	0.7%	76.4%	15.0%	8.7%	$9,676	$38.92	$40.05	$55.15	2,931,700	0.8%	–	13.9%	0.1%	–	86.0%	1.93
2008	199,756	0.7%	76.9%	14.9%	8.2%	$8,151	$39.26	$40.87	$55.24	1,496,760	0.4%	0.1%	27.3%	0.2%	–	72.4%	2.17
2009	143,008	0.6%	74.5%	16.8%	8.7%	$5,910	$39.66	$41.78	$54.79	1,120,959	0.4%	–	23.8%	–	–	76.2%	2.03
2010	142,676	0.5%	73.0%	18.4%	8.7%	$6,147	$41.43	$42.92	$57.38	1,157,709	0.3%	0.1%	25.6%	–	–	74.3%	2.20
2011	195,062	0.7%	75.3%	15.7%	9.0%	$8,673	$42.56	$44.60	$60.14	2,161,275	0.6%	0.1%	15.3%	–	–	84.7%	1.89

West Sacramento

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: Percent of Port Total: 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
2006	98,728	0.3%	69.7%	24.3%	6.1%	$3,603	$34.15	$39.33	$52.02	469,589	0.1%	<0.1%	85.6%	2.0%	–	12.3%	4.18
2007	77,844	0.2%	69.6%	22.3%	8.1%	$3,091	$37.43	$41.61	$53.95	512,924	0.1%	–	47.9%	–	–	52.1%	3.23
2008	98,404	0.3%	71.7%	19.8%	8.4%	$4,025	$38.76	$42.74	$54.75	536,654	0.2%	0.3%	55.1%	–	–	44.6%	3.07
2009	80,421	0.3%	70.7%	22.1%	7.2%	$3,258	$38.59	$42.33	$53.77	436,056	0.1%	–	68.7%	–	–	31.3%	3.83
2010	58,214	0.2%	70.5%	22.6%	6.9%	$2,395	$39.24	$42.97	$54.49	351,254	0.1%	–	72.1%	–	–	27.9%	4.39
2011	83,020	0.3%	76.0%	17.1%	6.9%	$3,495	$40.16	$44.64	$57.08	329,957	0.1%	0.1%	91.1%	–	–	8.8%	3.63

Eureka

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: Percent of Port Total: 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
2006	23,894	0.1%	75.5%	17.6%	6.9%	$886	$35.70	$36.85	$52.60	286,110	0.1%	–	54.6%	31.1%	–	14.4%	10.29
2007	17,663	0.1%	72.6%	20.6%	6.8%	$702	$38.59	$38.22	$56.33	205,224	0.1%	–	71.0%	25.4%	–	3.6%	11.21
2008	18,885	0.1%	68.1%	22.3%	9.6%	$756	$37.99	$38.99	$56.86	165,868	<0.1%	–	86.7%	13.3%	–	–	8.78
2009	5,585	<0.1%	48.4%	46.4%	5.2%	$212	$37.13	$37.76	$47.12	10,086	<0.1%	0.2%	51.0%	48.8%	–	–	1.84
2010	7,400	<0.1%	55.2%	36.6%	8.2%	$281	$35.60	$38.68	$50.22	6,123	<0.1%	–	5.6%	94.4%	–	–	0.83
2011	16,412	0.1%	77.1%	16.8%	6.0%	$641	$37.02	$41.63	$57.93	46,535	<0.1%	–	–	100.0%	–	–	2.84

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: Percent of Port Total: 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: Oregon and Columbia River																	
North Bend/Coos Bay																	
2006	41,626	0.1%	84.5%	7.6%	7.8%	$1,720	$39.45	$47.46	$55.42	1,888,709	0.5%	–	1.3%	4.7%	–	94.0%	3.56
2007	36,240	0.1%	84.9%	7.4%	7.7%	$1,496	$39.50	$47.16	$55.38	1,817,948	0.5%	–	1.1%	4.2%	–	94.7%	3.59
2008	33,454	0.1%	84.4%	8.0%	7.6%	$1,431	$40.92	$48.17	$57.70	1,799,872	0.5%	–	0.1%	1.1%	–	98.8%	1.73
2009	22,010	0.1%	86.9%	6.4%	6.8%	$922	$40.36	$47.57	$56.14	1,202,520	0.4%	–	–	0.7%	–	99.3%	1.49
2010	33,739	0.1%	85.2%	7.0%	7.9%	$1,439	$40.64	$49.15	$58.73	1,590,960	0.5%	–	–	2.0%	–	98.0%	1.86
2011	84,305	0.3%	88.5%	4.7%	6.9%	$3,484	$39.56	$49.13	$58.78	1,785,038	0.5%	–	0.1%	11.1%	–	88.8%	2.75
Newport																	
2006	475	<0.1%	100.0%	–	–	$18	$38.18	–	–	–	–	–	–	–	–	–	–
2007	467	<0.1%	100.0%	–	–	$18	$38.87	–	–	–	–	–	–	–	–	–	–
2008	502	<0.1%	100.0%	–	–	$19	$38.84	–	–	–	–	–	–	–	–	–	–
2009	542	<0.1%	100.0%	–	–	$21	$38.84	–	–	–	–	–	–	–	–	–	–
2010	472	<0.1%	100.0%	–	–	$19	$41.10	–	–	–	–	–	–	–	–	–	–
2011	477	<0.1%	100.0%	–	–	$20	$42.03	–	–	–	–	–	–	–	–	–	–
Astoria																	
2006	5,842	<0.1%	94.2%	3.0%	2.8%	$232	$38.39	$55.31	$66.62	4,488	<0.1%	–	–	100.0%	–	–	0.77
2007	5,630	<0.1%	96.7%	1.9%	1.3%	$215	$37.85	$43.23	$56.09	2,114	<0.1%	–	36.0%	64.0%	–	–	0.38
2008	4,870	<0.1%	99.5%	0.2%	0.2%	$185	$37.87	$41.45	$48.91	–	–	–	–	–	–	–	–
2009	4,973	<0.1%	99.3%	0.5%	0.2%	$190	$38.07	$40.74	$51.08	–	–	–	–	–	–	–	–
2010	6,773	<0.1%	95.1%	2.5%	2.5%	$265	$38.63	$42.79	$53.81	5,070	<0.1%	–	–	100.0%	–	–	0.75
2011	29,508	0.1%	88.4%	5.9%	5.8%	$1,181	$38.44	$45.94	$57.91	81,746	<0.1%	–	–	100.0%	–	–	2.77
Portland/St. Helens																	
2006	1,075,751	3.2%	77.5%	14.4%	8.2%	$44,158	$39.23	$42.86	$55.07	20,175,930	5.6%	14.0%	4.9%	–	26.5%	54.5%	4.59
2007	1,237,068	3.8%	77.3%	14.6%	8.1%	$51,786	$40.04	$43.49	$56.28	23,166,533	6.3%	15.7%	5.0%	–	22.6%	56.8%	4.79
2008	1,225,401	4.1%	77.7%	14.8%	7.5%	$52,781	$41.31	$44.92	$57.62	21,683,170	6.1%	15.9%	4.4%	–	21.3%	58.5%	4.42
2009	939,311	3.9%	75.8%	17.3%	6.9%	$40,916	$41.94	$44.98	$57.80	16,348,299	5.5%	16.4%	2.3%	–	16.3%	65.0%	4.03
2010	1,073,633	3.9%	78.6%	14.2%	7.3%	$48,003	$43.03	$46.13	$60.04	19,661,145	5.8%	11.4%	5.0%	–	15.3%	68.3%	3.73
2011	1,116,777	4.0%	79.2%	13.7%	7.2%	$51,303	$44.17	$47.55	$62.36	19,139,838	5.5%	13.9%	4.8%	<0.1	13.7%	67.7%	3.82
Vancouver																	
2006	454,630	1.3%	78.5%	15.0%	6.5%	$17,605	$37.39	$39.07	$54.02	5,440,590	1.5%	0.1%	8.3%	1.1%	8.1%	82.5%	1.49
2007	511,180	1.6%	80.1%	13.3%	6.7%	$20,292	$38.37	$40.03	$54.90	6,172,667	1.7%	0.1%	6.9%	0.4%	7.8%	84.8%	1.26
2008	432,512	1.4%	81.0%	12.4%	6.6%	$17,821	$39.94	$41.63	$55.96	5,902,638	1.7%	–	5.4%	–	11.1%	83.5%	1.22
2009	400,655	1.6%	80.0%	12.6%	7.4%	$16,964	$41.15	$41.88	$55.93	5,134,525	1.7%	0.2%	5.1%	–	11.9%	82.8%	1.17
2010	433,459	1.6%	80.7%	12.2%	7.1%	$18,672	$41.78	$43.27	$57.47	6,110,112	1.8%	0.4%	4.3%	–	11.3%	84.0%	1.16
2011	557,142	2.0%	81.1%	11.5%	7.5%	$24,560	$42.56	$44.71	$59.63	6,197,516	1.8%	0.3%	7.4%	<0.1	8.8%	83.4%	1.22
Longview/Kalama																	
2006	415,198	1.2%	82.9%	8.5%	8.7%	$16,290	$37.40	$41.75	$54.29	10,856,570	3.0%	0.2%	8.7%	6.0%	–	85.1%	4.33
2007	428,390	1.3%	83.6%	7.9%	8.6%	$16,990	$37.80	$42.62	$55.10	11,750,852	3.2%	–	6.8%	5.4%	–	87.8%	3.83
2008	502,174	1.7%	83.3%	8.0%	8.7%	$20,688	$39.25	$44.55	$56.78	14,652,292	4.1%	0.1%	6.3%	4.6%	–	89.0%	3.72
2009	457,489	1.9%	82.7%	8.1%	9.1%	$19,078	$39.69	$44.94	$57.01	11,363,062	3.8%	0.3%	4.3%	5.4%	–	90.0%	2.99
2010	577,888	2.1%	82.1%	8.8%	9.1%	$24,899	$40.91	$46.63	$59.29	14,835,787	4.4%	0.2%	4.4%	6.5%	–	88.9%	3.31
2011	566,643	2.0%	83.2%	7.9%	8.9%	$24,801	$41.51	$47.88	$61.17	14,381,555	4.1%	0.3%	4.6%	7.7%	–	87.4%	3.64
Pacific Northwest: Washington																	
Aberdeen/Grays Harbor																	
2006	45,125	0.1%	89.3%	5.6%	5.1%	$1,773	$38.13	$45.27	$52.94	454,469	0.1%	–	–	31.2%	–	68.8%	3.28
2007	38,765	0.1%	85.3%	8.3%	6.4%	$1,629	$40.41	$47.07	$56.81	553,548	0.2%	0.4%	0.3%	13.0%	–	86.3%	2.20
2008	62,878	0.2%	87.9%	5.6%	6.5%	$2,725	$41.86	$49.90	$57.88	866,498	0.2%	–	–	11.9%	–	88.1%	1.88
2009	49,376	0.2%	88.2%	5.6%	6.2%	$2,203	$43.20	$50.48	$59.37	939,232	0.3%	–	1.8%	4.9%	6.4%	86.9%	1.83
2010	123,086	0.4%	87.7%	5.5%	6.8%	$5,640	$44.27	$51.55	$61.23	1,525,686	0.5%	<0.1%	2.2%	6.1%	16.0%	75.7%	1.55
2011	100,373	0.4%	87.7%	5.4%	6.9%	$4,410	$42.14	$51.10	$61.26	1,471,234	0.4%	–	6.0%	6.4%	32.9%	54.7%	2.78

Port Hours, Wages and Tonnage Data

Pacific Northwest: Washington (continued)

Port Angeles

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: Percent of Port Total: 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
2006	6,098	<0.1%	98.2%	0.7%	1.1%	$241	$39.30	$45.34	$52.98	20,649	<0.1%	–	–	10.1%	–	89.9%	0.40
2007	5,560	<0.1%	100.0%	–	–	$219	$39.37	–	–	15,097	<0.1%	–	–	69.9%	–	30.1%	1.91
2008	4,363	<0.1%	100.0%	–	–	$179	$41.07	–	–	–	–	–	–	–	–	–	–
2009	5,094	<0.1%	99.6%	0.2%	0.2%	$210	$41.14	$39.40	$48.20	–	–	–	–	–	–	–	–
2010	15,427	0.1%	92.4%	3.0%	4.6%	$609	$38.51	$46.18	$53.78	33,137	<0.1%	–	–	100.0%	–	–	2.15
2011	36,713	0.1%	88.7%	4.9%	6.5%	$1,592	$41.80	$49.57	$60.16	126,860	<0.1%	–	–	100.0%	–	–	3.46

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: Percent of Port Total: 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
2006	832	<0.1%	100.0%	–	–	$33	$39.21	–	–	–	–	–	–	–	–	–	–
2007	832	<0.1%	100.0%	–	–	$33	$39.74	–	–	–	–	–	–	–	–	–	–
2008	840	<0.1%	100.0%	–	–	$34	$40.22	–	–	–	–	–	–	–	–	–	–
2009	872	<0.1%	100.0%	–	–	$36	$40.78	–	–	–	–	–	–	–	–	–	–
2010	832	<0.1%	100.0%	–	–	$35	$42.01	–	–	–	–	–	–	–	–	–	–
2011	832	<0.1%	100.0%	–	–	$36	$43.32	–	–	–	–	–	–	–	–	–	–

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: Percent of Port Total: 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
2006	36,653	0.1%	70.6%	14.1%	15.4%	$1,394	$35.39	$37.92	$50.25	76,644	<0.1%	12.2%	74.7%	13.1%	–	–	2.09
2007	28,288	0.1%	73.7%	8.9%	17.3%	$1,076	$35.45	$36.71	$49.82	19,263	<0.1%	–	76.1%	23.9%	–	–	0.68
2008	14,240	<0.1%	74.4%	3.5%	22.1%	$547	$35.46	$35.77	$48.76	6,521	<0.1%	–	100.0%	–	–	–	0.46
2009	29,778	0.1%	80.9%	3.0%	16.1%	$1,165	$36.69	$42.89	$50.71	146,699	<0.1%	–	4.9%	95.1%	–	–	5.02
2010	33,837	0.1%	84.9%	3.8%	11.3%	$1,361	$38.15	$44.09	$54.63	197,240	0.1%	–	–	100.0%	–	–	5.83
2011	39,524	0.1%	85.7%	3.5%	10.8%	$1,605	$38.29	$47.97	$56.50	198,024	0.1%	–	–	100.0%	–	–	5.01

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: Percent of Port Total: 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
2006	2,622,810	7.7%	74.5%	18.2%	7.4%	$110,826	$40.58	$43.58	$55.93	32,515,515	9.0%	70.9%	0.9%	0.6%	7.4%	20.2%	9.17
2007	2,416,594	7.3%	75.0%	17.9%	7.2%	$103,333	$41.19	$43.92	$56.26	33,753,440	9.2%	71.5%	0.9%	0.5%	7.6%	19.4%	10.42
2008	2,367,826	7.8%	74.5%	18.4%	7.2%	$104,182	$42.52	$44.83	$57.27	34,700,616	9.8%	69.5%	0.9%	0.4%	7.0%	22.1%	10.62
2009	1,975,305	8.1%	74.6%	18.3%	7.1%	$88,583	$43.54	$45.11	$57.86	28,700,452	9.7%	67.6%	0.8%	0.1%	6.0%	25.5%	10.36
2010	1,856,271	6.7%	74.5%	18.4%	7.1%	$84,779	$44.30	$45.89	$59.50	27,506,643	8.1%	65.7%	0.9%	0.4%	6.8%	26.1%	10.18
2011	1,885,182	6.7%	74.6%	18.3%	7.1%	$88,353	$45.38	$47.25	$61.46	28,428,432	8.2%	64.8%	1.6%	0.6%	8.1%	24.8%	10.39

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: Percent of Port Total: 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
2006	2,169,133	6.4%	70.9%	21.9%	7.2%	$91,713	$40.30	$43.86	$57.02	28,692,359	7.9%	76.9%	0.6%	–	0.4%	22.0%	10.33
2007	2,217,223	6.7%	71.6%	21.2%	7.2%	$95,321	$41.06	$44.53	$57.69	29,513,939	8.0%	79.0%	0.6%	–	0.4%	20.1%	10.65
2008	2,046,008	6.8%	71.6%	20.9%	7.5%	$91,426	$42.92	$45.73	$58.58	26,732,072	7.5%	72.8%	0.5%	–	0.4%	26.3%	9.65
2009	1,870,679	7.7%	71.9%	20.6%	7.5%	$84,717	$43.72	$45.68	$59.21	25,070,046	8.5%	75.4%	0.3%	–	0.3%	24.0%	10.41
2010	2,350,769	8.5%	72.9%	19.9%	7.2%	$107,501	$44.05	$46.29	$61.17	31,336,905	9.3%	80.2%	0.2%	–	0.2%	19.3%	10.78
2011	2,302,019	8.2%	73.1%	19.7%	7.2%	$108,680	$45.49	$47.73	$63.26	29,855,815	8.6%	80.7%	0.5%	–	0.3%	18.5%	10.58

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: Percent of Port Total: 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
2006	87,285	0.3%	74.6%	14.3%	11.0%	$3,259	$34.59	$41.31	$50.79	242,039	0.1%	27.8%	51.7%	6.7%	13.8%	–	2.45
2007	96,689	0.3%	74.8%	15.0%	10.2%	$3,671	$35.46	$41.30	$51.55	386,984	0.1%	24.9%	29.4%	7.7%	5.5%	32.5%	2.55
2008	89,525	0.3%	72.7%	15.6%	11.7%	$3,630	$37.75	$43.74	$53.70	412,207	0.1%	26.9%	17.8%	1.4%	1.4%	52.4%	2.19
2009	70,574	0.3%	74.5%	14.1%	11.5%	$2,828	$37.74	$42.78	$51.88	145,130	<0.1%	70.0%	29.3%	–	0.7%	–	2.08
2010	64,816	0.2%	73.7%	14.5%	11.8%	$2,677	$38.78	$43.97	$53.79	137,127	<0.1%	75.6%	22.8%	–	1.6%	–	2.09
2011	87,490	0.3%	73.9%	14.4%	11.7%	$3,700	$39.29	$46.02	$56.62	179,536	0.1%	75.9%	19.3%	2.1%	2.7%	–	2.01

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: Percent of Port Total: 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
2006	16,807	<0.1%	75.5%	8.6%	15.9%	$715	$39.80	$45.34	$53.87	348,478	0.1%	–	0.3%	–	–	99.7%	0.47
2007	13,158	<0.1%	67.9%	11.1%	21.1%	$576	$39.99	$46.09	$54.88	320,545	0.1%	–	0.4%	–	–	99.6%	0.58
2008	13,239	<0.1%	72.2%	9.7%	18.1%	$584	$40.82	$46.97	$55.91	314,431	0.1%	–	0.1%	–	–	99.9%	0.50
2009	13,355	0.1%	78.3%	7.8%	13.9%	$571	$39.80	$47.02	$56.77	242,938	0.1%	<0.1%	3.7%	–	–	96.3%	1.05
2010	13,857	0.1%	80.7%	6.9%	12.3%	$585	$39.34	$47.60	$57.89	212,570	0.1%	–	0.3%	–	–	99.7%	0.35
2011	10,954	<0.1%	68.6%	10.7%	20.6%	$525	$43.60	$50.73	$61.05	273,173	0.1%	–	–	–	–	100.0%	0.50

Port Hours, Wages and Tonnage Data

Pacific Northwest: Washington (continued)

Bellingham

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: Percent of Port Total: 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
2006	2,433	<0.1%	99.7%	0.3%	–	$91	$37.55	$29.68	–	–	–	–	–	–	–	–	–
2007	2,281	<0.1%	100.0%	–	–	$88	$38.74	–	–	–	–	–	–	–	–	–	–
2008	2,081	<0.1%	99.8%	–	0.2%	$82	$39.51	–	$43.00	–	–	–	–	–	–	–	–
2009	2,501	<0.1%	99.8%	–	0.2%	$97	$38.83	–	$43.75	–	–	–	–	–	–	–	–
2010	2,113	<0.1%	100.0%	–	–	$87	$40.98	–	–	–	–	–	–	–	–	–	–
2011	2,137	<0.1%	100.0%	–	–	$90	$42.28	–	–	–	–	–	–	–	–	–	–

Area Summaries

SOUTHERN CALIFORNIA SUMMARY

2006	23,434,628	69.0%	70.2%	22.6%	7.3%	$990,412	$40.63	$43.30	$54.80	221,674,479	61.4%	83.1%	3.4%	0.1%	6.5%	6.9%	8.31
2007	22,533,066	68.4%	70.5%	22.2%	7.3%	$974,720	$41.47	$44.91	$55.44	222,208,938	60.3%	86.5%	2.6%	0.1%	5.8%	5.0%	8.91
2008	20,229,478	67.0%	71.1%	21.5%	7.3%	$907,177	$43.21	$46.22	$56.62	210,583,601	59.4%	87.4%	2.3%	0.1%	5.7%	4.4%	9.46
2009	15,774,955	64.9%	74.1%	19.4%	6.5%	$712,334	$43.73	$46.30	$57.92	174,369,220	58.8%	88.8%	1.5%	0.1%	4.4%	5.3%	10.28
2010	17,961,273	65.2%	74.7%	18.8%	6.4%	$820,771	$44.20	$46.93	$59.47	201,020,982	59.3%	89.1%	1.6%	0.1%	4.7%	4.5%	10.26
2011	17,886,136	64.0%	75.0%	18.3%	6.7%	$840,422	$45.41	$48.33	$61.06	207,889,731	59.9%	87.8%	1.9%	0.1%	5.1%	5.1%	10.55

NORTHERN CALIFORNIA SUMMARY

2006	3,549,011	10.4%	71.4%	20.6%	8.0%	$144,740	$39.10	$41.66	$53.45	38,677,631	10.7%	71.5%	3.4%	0.3%	8.5%	16.2%	8.39
2007	3,386,828	10.3%	72.1%	19.8%	8.1%	$142,157	$40.43	$42.64	$54.16	38,917,404	10.6%	73.5%	2.6%	0.1%	10.2%	13.6%	8.98
2008	3,158,296	10.5%	73.1%	18.7%	8.2%	$136,137	$41.67	$43.46	$55.13	36,743,629	10.4%	75.6%	2.6%	0.1%	10.3%	11.4%	9.34
2009	2,694,101	11.1%	72.9%	19.4%	7.7%	$117,551	$42.33	$43.65	$55.99	32,771,028	11.1%	83.8%	1.8%	<0.1%	5.1%	9.3%	10.75
2010	2,998,587	10.9%	74.0%	18.7%	7.3%	$133,133	$43.17	$44.05	$57.79	34,556,050	10.2%	84.4%	1.7%	<0.1%	5.6%	8.3%	10.05
2011	3,222,973	11.5%	74.7%	17.9%	7.4%	$147,170	$44.28	$45.71	$59.51	36,999,185	10.7%	80.7%	1.9%	0.1%	5.4%	11.9%	9.63

PACIFIC NORTHWEST: OREGON & COLUMBIA RIVER SUMMARY

2006	1,993,522	5.9%	79.0%	13.1%	7.9%	$80,023	$38.42	$41.79	$54.71	38,366,287	10.6%	7.4%	6.3%	2.1%	15.1%	69.1%	3.79
2007	2,218,975	6.7%	79.3%	12.8%	7.8%	$90,798	$39.18	$42.60	$55.75	42,910,114	11.6%	8.5%	5.6%	1.7%	13.3%	70.9%	3.76
2008	2,198,913	7.3%	79.8%	12.7%	7.6%	$92,925	$40.53	$44.26	$57.12	44,037,972	12.4%	7.9%	5.0%	1.6%	11.9%	73.6%	3.58
2009	1,824,980	7.5%	78.7%	13.8%	7.5%	$78,090	$41.14	$44.37	$57.14	34,048,406	11.5%	8.0%	3.3%	1.8%	9.6%	77.3%	3.10
2010	2,125,964	7.7%	80.1%	12.1%	7.7%	$93,298	$42.13	$45.67	$59.29	42,203,074	12.5%	5.4%	4.5%	2.4%	8.8%	78.9%	3.05
2011	2,354,852	8.4%	81.0%	11.3%	7.6%	$105,348	$42.87	$46.94	$61.24	41,585,693	12.0%	6.5%	4.9%	3.4%	7.6%	77.6%	3.11

PACIFIC NORTHWEST: WASHINGTON SUMMARY

2006	4,987,176	14.7%	73.1%	19.5%	7.4%	$210,045	$40.28	$43.67	$56.14	62,350,153	17.3%	72.5%	1.1%	0.6%	4.1%	21.8%	9.41
2007	4,819,390	14.6%	73.5%	19.2%	7.3%	$205,947	$40.97	$44.19	$56.68	64,562,816	17.5%	73.6%	0.9%	0.5%	4.2%	20.8%	10.20
2008	4,601,000	15.2%	73.4%	19.2%	7.5%	$203,391	$42.56	$45.27	$57.67	63,032,345	17.8%	69.3%	0.8%	0.4%	4.0%	25.4%	9.83
2009	4,017,534	16.5%	73.6%	18.9%	7.5%	$180,409	$43.43	$45.39	$58.23	55,244,497	18.6%	69.5%	0.7%	0.4%	3.4%	26.1%	10.04
2010	4,461,008	16.2%	74.2%	18.6%	7.2%	$203,273	$43.99	$46.14	$60.20	60,949,308	18.0%	71.1%	0.6%	0.7%	3.6%	24.0%	10.04
2011	4,465,224	16.0%	74.3%	18.4%	7.3%	$208,992	$45.12	$47.53	$62.14	60,533,074	17.4%	70.5%	1.2%	1.0%	4.8%	22.6%	10.02

COAST SUMMARY

2006	33,964,337	100.0%	71.2%	21.4%	7.4%	$1,425,220	$40.28	$43.13	$54.84	361,068,550	100.0%	72.0%	3.3%	0.4%	7.2%	17.1%	8.21
2007	32,958,259	100.0%	71.7%	20.8%	7.4%	$1,413,622	$41.12	$44.50	$55.50	368,599,272	100.0%	73.8%	2.7%	0.4%	6.8%	16.3%	8.76
2008	30,187,687	100.0%	72.3%	20.2%	7.5%	$1,339,629	$42.73	$45.72	$56.64	354,397,547	100.0%	73.1%	2.4%	0.3%	6.7%	17.5%	9.08
2009	24,311,570	100.0%	74.2%	18.9%	6.9%	$1,088,383	$43.32	$45.74	$57.67	296,433,151	100.0%	75.3%	1.6%	0.3%	4.9%	17.8%	9.75
2010	27,546,832	100.0%	75.0%	18.2%	6.8%	$1,250,474	$43.88	$46.42	$59.39	338,729,414	100.0%	75.0%	1.8%	0.5%	5.1%	17.7%	9.65
2011	27,929,185	100.0%	75.4%	17.7%	6.9%	$1,301,932	$45.01	$47.81	$61.07	347,007,683	100.0%	74.3%	2.2%	0.6%	5.4%	17.6%	9.73

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and Chief Operating Officer

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Deborah Neal


Kathy O'Sullivan


Kathy Schell


Curtis Shaw


Kathy Stevens


Patrick Sullivan


Cynthia Tan


Shin Mei Wong

Edie Apostolos, Executive Assistant, retires after nearly 30 years of service.

Southern California - Long Beach


Phil Bailey


Jeremy Bridges


Evelyn Ceja


Robert Dodge


Steve Fresenius


Michael Hall


Tim Kennedy


Megan Marsh


John Michaelis


Erin Morgan


Bryan Nelle


Janeé Ortiz


Jean Person


Betty Pleas


Paul Russell


Lee Swietlikowski


Phillip Tabyanan


Craig Taylor


Aaron Thieme


Daniel Valentine


Jessica Voit

Southern California - Wilmington


Sandra Campa


Daniel Coates


Russell Rowlands


Wayne Venasky


Elizabeth Weil

Frank Hammond, Training Specialist, retires after 30 years of service.

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Northern California - Oakland


Tosca Bonardi


Victor Brochard


Miguel Chena


Art Chu


Andre Coleman


Michelle Heathman


Julia Hong


Don Jarrell


Parin Jhaveri


Dan Kaney


Judith Labos


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Kirsten Vinje

Pacific Northwest - Portland


Caryn Alomar


Mike Dodd


Pam Pratt


Jennifer Sanchez


Sherri Souders


Kristy Lynn Vonada

Scott Munger, Assistant Area Manager, retires after more than 26 years of service.

Not shown: ***Barbara Tymer***

Pacific Northwest - Seattle


Sam Bordia


Mary Gehrke


Craig Hautamaki


Frank Koprivnik


AudryRose Lizama


Dan Lowry


Tara McCormick


Pamela Murdoch


Theresa O'Toole


Bob Roedel


Sandra Starkey


Doug Stearns


Joe Weber

Dennis Steiner, Allocator, retires after nearly 39 years of service.

Not shown: ***Nairobi Russ***

Pacific Northwest - Tacoma


Brett Jackson


Michael Lueskow


Matt Powers

Maritech


Theresa Antisdel


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A Matson vessel sails under the Gerald Desmond Bridge in Long Beach.

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Dusk falls at West Basin Container Terminal, Port of Los Angeles.
At right, new cranes arrive aboard a heavy load vessel.

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

Hyundai *Oakland* berths at Washington United Terminals in Tacoma, where a 600-foot wharf extension was completed in November 2011.

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