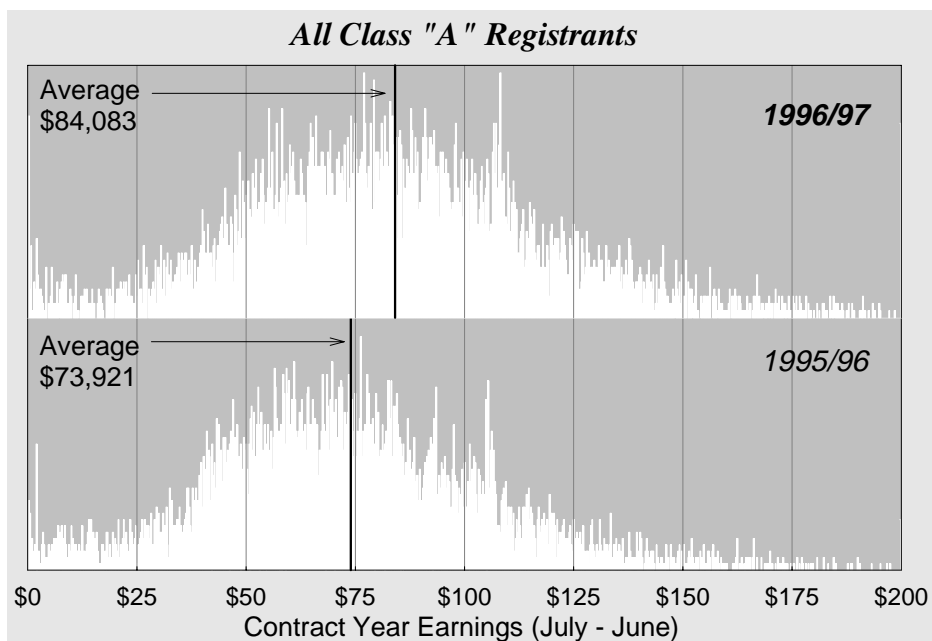
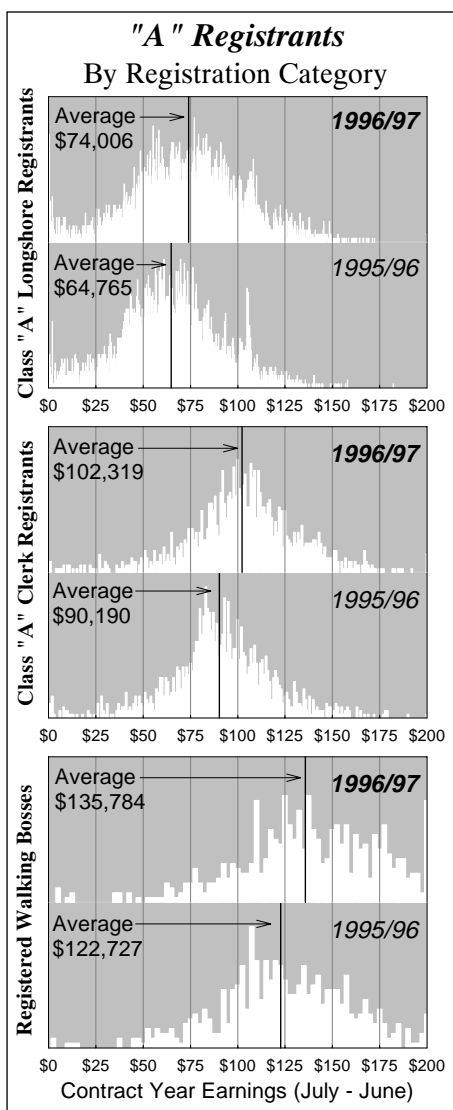




## Total Earnings of Registered Work Force Contract Year 1996/97 vs. 1995/96



The two charts above show the distribution of the registered work force by total earnings during the 1995/96 and 1996/97 contract years. The average for class "A" registrants in the first year of the 1996/99 Contract was \$84,083 compared with \$73,921 in 1995/96, a 13.75% increase.

These earnings include wages paid for work hours, travel time hours, holiday pay, vacation pay, PGP payments, and taxable meals and fares. The employees include registrants who were both registered for the full contract year and received any earnings during the contract year.

The charts to the left further partition the work force by showing the earnings dis-

tributions of the longshore, clerk, and walking boss registration categories. The registrants were grouped based on registration at the end of the contract year.

Average earnings of longshore registrants rose from \$74,006 in 1995/96 to \$84,765, or 14.27%. Clerks' average earnings were boosted by 13.45% to \$102,319 in the 1996/97 period. Walking bosses' earnings (not including the 401(k) contributions made by the employers) increased by more than \$13,000 to \$135,784 per registrant. The 401(k) contribution improvement was an additional \$1.50 per hour paid up to 2,800 hours, an increase of about \$4,000 per walking boss registrant.

### Average Year to Year Changes in Earnings for Registrants Paid 1,200 or More Hours

The table below is organized into sets of three columns for each pair of years. The first column shows the average change in earnings for the registrants between the two years. The other two columns show the percentage of the registrants who received an earnings increase and the average amount of increase realized by them.

For example, in the rightmost three columns, it can be seen in the first row that class "A" longshoremen who were paid at least 1,200 hours in both 1995/96 and in 1996/97 received \$10,732 more earnings in 1996/97. Of those, 87.2% had an increase in earnings, and their average increase was \$13,510 per employee.

"A" Registrants Paid at least 1,200 Hours	1992/93 - 1993/94			1993/94 - 1994/95			1994/95 - 1995/96			1995/96 - 1996/97		
	Avg Chg for All	Those w/ Increases %	Avg Incr	Avg Chg for All	Those w/ Increases %	Avg Incr	Avg Chg for All	Those w/ Increases %	Avg Incr	Avg Chg for All	Those w/ Increases %	Avg Incr
Longshore	\$4,374	69.7%	\$ 8,786	\$ 5,597	74.5%	\$ 9,607	\$ 177	49.7%	\$ 7,664	\$10,732	87.2%	\$13,510
Clerk	\$4,137	65.3%	\$ 9,882	\$ 6,640	73.0%	\$11,782	\$ 1,296	53.6%	\$ 9,737	\$12,988	87.5%	\$16,371
Walking Bosses	\$6,685	64.8%	\$15,895	\$10,287	75.2%	\$17,229	\$(1,061)	45.6%	\$12,991	\$16,436	85.9%	\$21,485
<b>All Categories</b>	<b>\$4,523</b>	<b>68.4%</b>	<b>\$ 9,564</b>	<b>\$ 6,240</b>	<b>74.2%</b>	<b>\$10,757</b>	<b>\$ 321</b>	<b>50.2%</b>	<b>\$ 8,580</b>	<b>\$11,805</b>	<b>87.1%</b>	<b>\$14,934</b>

# Gross Productivity by Month: July 1992 to May 1997

The charts, on the right, plot one of several possible measures of productivity for the West Coast longshoring industry in monthly periods since July 1992. This measure is weighted tons per hour paid at longshore and clerk occupation codes.

Weighted tons are the sum of containerized cargo tonnage, general cargo tonnage, automobile and truck tonnage, lumber and log tonnage, and 1/50 of bulk cargo tonnage. The longshore and clerk occupation codes used in these calculations *exclude* ILWU mechanics, grain and warehouse, and dispatch occupation codes.

## Coast Totals

The white line on the top chart plots the actual gross productivity measure by month for the coast, and the solid black line shows twelve-month running averages of the monthly values.

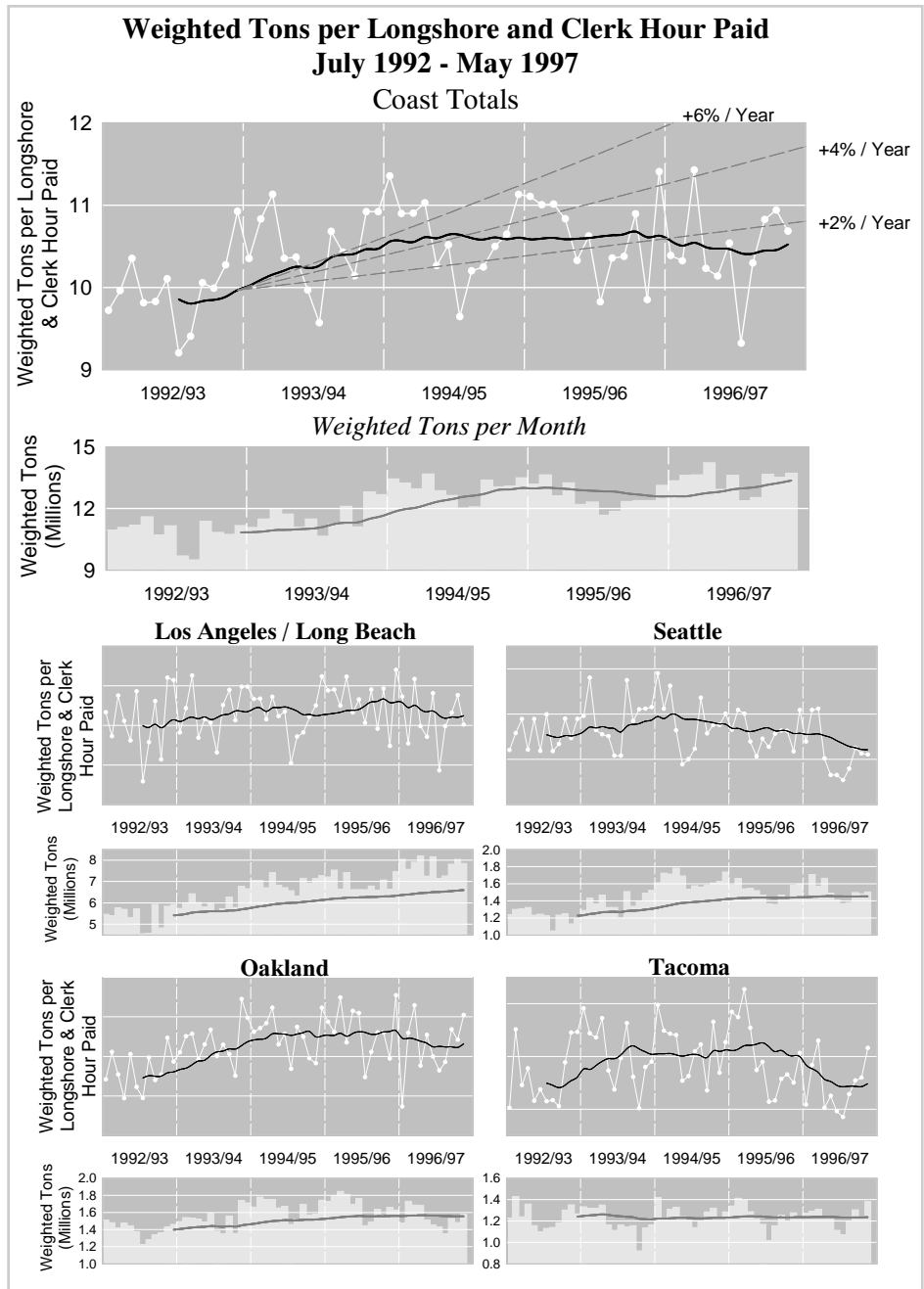
The vertical, light gray bars in the second chart show the weighted tons per month reported on the coast for the same period, and the solid black line represents running averages of the monthly weighted tonnage.

On the coast productivity chart at the top are also three dotted lines which represent theoretical growth curves of +2% per year, +4% per year, and +6% per year beginning at the June 1993 average. Coast gross productivity grew at a rate near the +6% per year level in fiscal year 1993/94 and then flattened out through the next two fiscal years. It declined for much of 1996/97, but there is an indication of a recent upturn in February, March, and April.

The overall change in weighted tons per longshore and clerk hour paid since the 1992/93 period has been equivalent to a growth rate of about 1.6% per year.

## Major Container Ports

The four sets of smaller graphs below the coast charts show the same data for the ports of Los Angeles and Long Beach combined, for Oakland, for Seattle, and for Tacoma.



## CONSUMER PRICE INDEX U.S. CITY AVERAGE - ALL ITEMS (1982-84 = 100)

Urban Wage Earners & Clerical Workers				
Month	1995	1996	1997	12 Mo.
JAN	147.8	151.7	156.3	3.03%
FEB	148.3	152.2	156.8	3.02
MAR	148.7	152.9	157.0	2.68
APR	149.3	153.6	157.2	2.34
MAY	149.6	154.0	157.2	2.08
JUN	149.9	154.1	157.4	2.14
JUL	149.9	154.3		2.94
AUG	150.2	154.5		2.86
SEP	150.6	155.1		2.99
OCT	151.0	155.5		2.98
NOV	150.9	155.9		3.31
DEC	150.9	155.9		3.31

Tacoma.

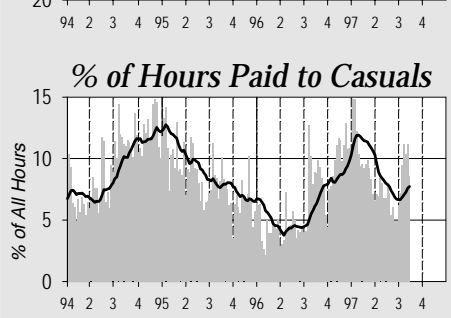
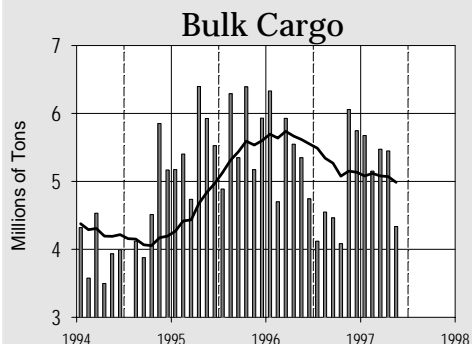
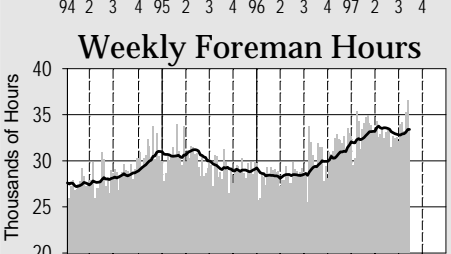
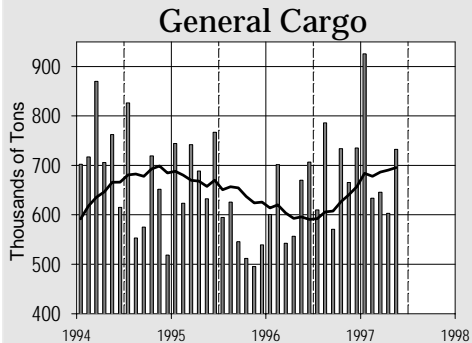
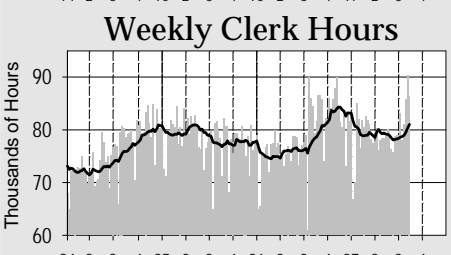
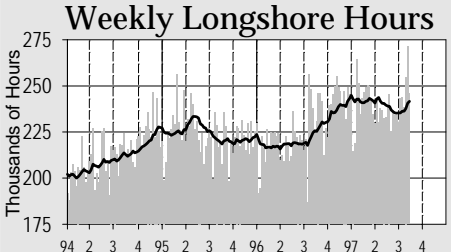
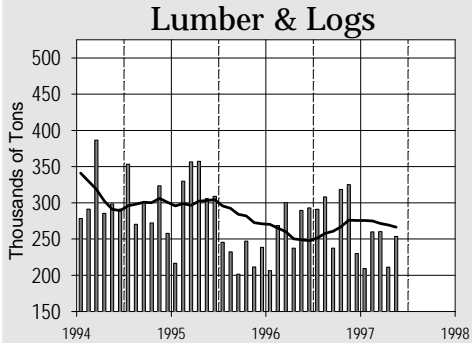
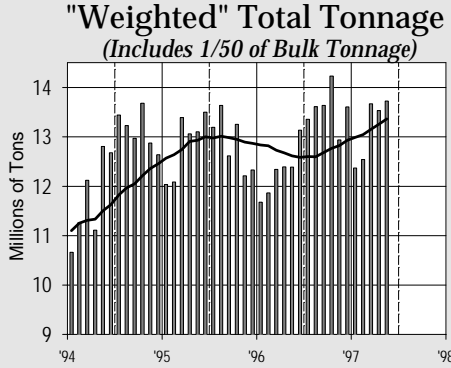
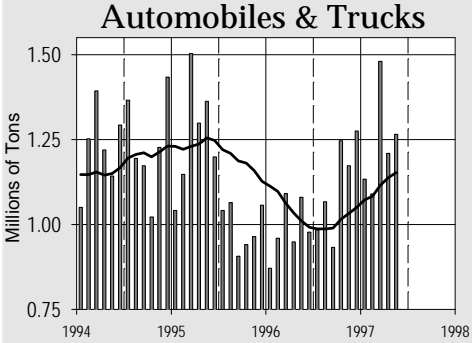
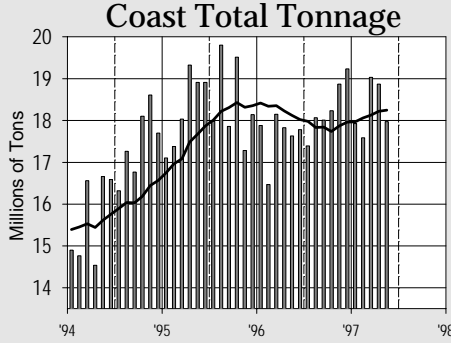
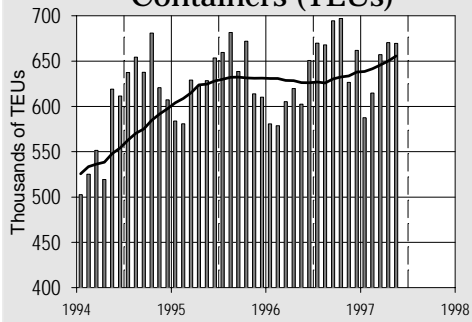
As seen coastwise, the productivity chart for Los Angeles and Long Beach shows a regular growth pattern from 1992/93 through the end of 1994. After a decline in the first half of 1995, it again began to improve until the middle of 1996 when another decline ensued. There was improvement in February through April of this year, and the running average is showing signs of upward movement.

The pattern seen in the data for Oakland is similar except that the year 1995 saw no decline—only a period of non-growth. The most recent three months seem to augur a possible return to productivity growth for the port.

The patterns experienced by the major Puget Sound ports, however, has been much more extreme than that seen in the California ports. Productivity in Seattle has declined steadily since its peak near the end of 1994. After a very severe decline in October 1996 through January 1997 to a level below any month since mid 1992, it shows improvement over the past four months.

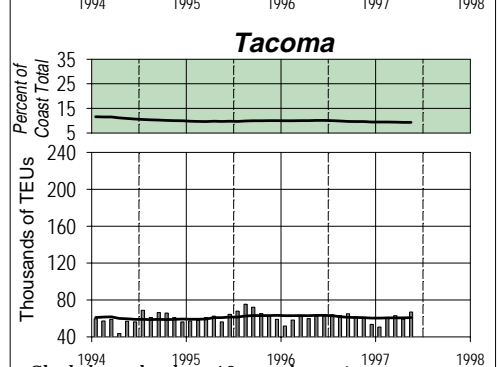
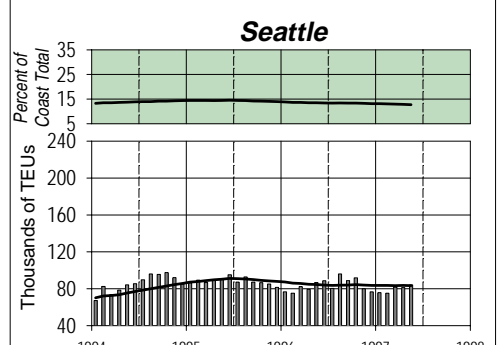
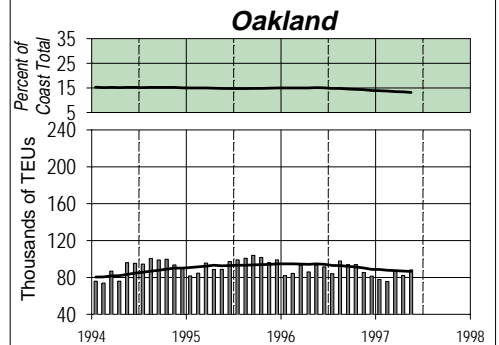
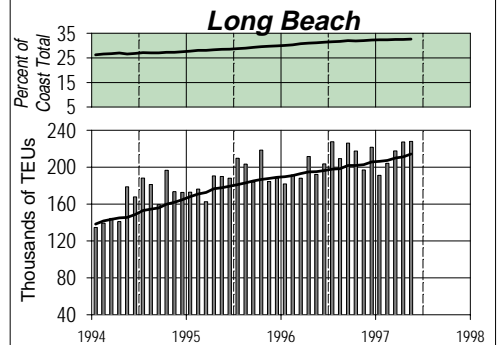
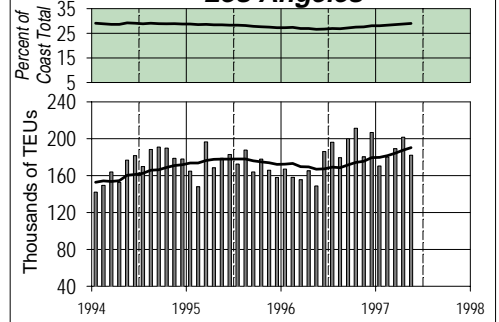
Tacoma productivity was growing at a very rapid rate through the first quarter of 1994 when it peaked. After a small decline over the next two years, it again peaked in early 1996 at about the 1994 level. The decline seen since early 1996 has been severe compared to the other ports, but the trend since January of this year has been upward.

**Monthly Tonnage by Reporting Category and Weekly Hours by Occupation Code Type**



Bars represent monthly tonnage or weekly hours; solid lines represent 12-month or 13-week running averages.

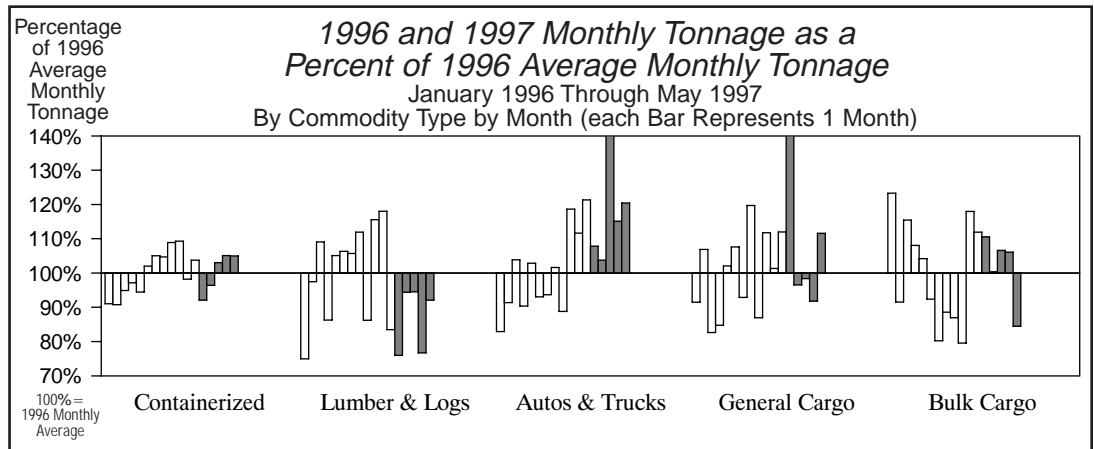
**Major Container Ports: Monthly TEUs Reported & Percent of Coast Total TEUs**



Shaded graphs show 12-month moving averages of TEUs reported in the port as a % of the coast total. Vertical bars represent TEUs reported in the port each month; lines are 12-month moving averages.

ILWU LOCAL/PORT AREA	REGISTRATION		STATS (For 52 Payroll Weeks)							PORT HOURS (Year-to-date)					TONNAGE BY PORT AREA (For 12 months-to-date & YTD)									
	(At 7/7/97)		(Ending 6/28/97)		Hours Paid:					Hours Paid at					% of Category Coast Total (12 Months-to-Date)					% of 1997 YTD				
	Class	Number	Annual	Wkly	Out of	Other	Cas-	Inac-	P/R	Wks	1-27, '97	% Cst	Occ	Codes	Exp.	Cont'r	Lmbr	Autos	Other	Bulk	1997 YTD	% of	'97 as a	Cstwise
TOTAL	"B"	Working	Hrs Pd	PGP	Port	Local	uals	tives	Avg. Wkly	% Cst	%	Clk	Frm	Rates*	RU's	Logs	Trucks	Gen'l	Cargo	TOTAL	(Jan-May)	Coast	% of '96	Loaded
NO.	NO.	NO.	HRS	\$	%	%	%	%	HRS	%	%	%	%	%	%	%	%	%	%	%	TONS	%	%	TONS
<b>Longshoremen</b>																								
<i>Southern California</i>																								
29 San Diego	55	15	53	1,529	8	6.6	6.7	30.9	1.3	2,675	0.7	11.0	12.2	27.2	0.1	2.1	6.5	1.1	1.3	0.9	989,249	1.1	180.7	0
13 Los Angeles/Long Beach	3,213	732	3,166	1,972	< 1	0.3	2.4	11.2	0.7	201,067	55.3	23.1	10.2	20.3	61.7	4.0	37.5	54.4	22.7	48.4	42,953,384	47.0	108.6	54,338
46 Port Hueneme	85	11	83	1,895	2	14.4	4.5	21.9	0.0	4,353	1.2	14.1	6.1	20.6	< 0.1	< 0.1	8.4	7.7	-	0.8	824,299	0.9	100.9	0
<b>Southern California Total</b>	<b>3,353</b>	<b>758</b>	<b>3,302</b>	<b>1,963</b>	<b>&lt; 1</b>	<b>0.7</b>	<b>2.5</b>	<b>11.7</b>	<b>0.7</b>	<b>208,095</b>	<b>57.3</b>	<b>22.8</b>	<b>10.1</b>	<b>20.4</b>	<b>61.8</b>	<b>6.1</b>	<b>52.3</b>	<b>63.2</b>	<b>23.9</b>	<b>50.1</b>	<b>44,766,932</b>	<b>49.0</b>	<b>109.4</b>	<b>54,338</b>
<i>Northern California</i>																								
10 San Francisco Bay Area	929	112	870	1,601	2	1.3	0.9	3.3	2.0	40,630	11.2	26.9	8.0	7.3	13.4	0.1	11.0	6.6	1.6	9.6	8,225,958	9.0	93.0	131,978
54 Stockton	56	17	56	1,539	47	0.8	8.6	23.2	3.9	2,871	0.8	8.2	6.8	12.0	-	-	-	1.3	2.5	0.7	678,948	0.7	119.9	0
18 Sacramento	26	11	26	1,561	170	6.8	13.7	28.2	2.3	1,610	0.4	22.7	6.5	17.9	< 0.1	0.5	-	2.1	1.3	0.4	416,465	0.5	90.2	0
14 Eureka	31	1	31	990	285	40.0	2.3	5.7	3.8	427	0.1	12.6	10.4	6.3	-	1.2	-	2.7	0.5	0.3	263,870	0.3	119.5	0
<b>Northern California Total</b>	<b>1,042</b>	<b>141</b>	<b>983</b>	<b>1,577</b>	<b>18</b>	<b>2.2</b>	<b>2.0</b>	<b>5.9</b>	<b>2.2</b>	<b>45,537</b>	<b>12.5</b>	<b>25.4</b>	<b>7.9</b>	<b>7.9</b>	<b>13.4</b>	<b>1.7</b>	<b>11.0</b>	<b>12.6</b>	<b>5.9</b>	<b>11.0</b>	<b>9,585,241</b>	<b>10.5</b>	<b>95.0</b>	<b>131,978</b>
<i>Oregon</i>																								
12 North Bend/Coos Bay	99	14	97	1,576	30	15.6	19.8	8.9	2.2	3,572	1.0	8.0	7.0	5.7	< 0.1	9.4	< 0.1	1.2	5.7	1.7	1,667,474	1.8	106.2	2,467
53 Newport	8	0	8	987	336	84.6	38.3	5.4	0.8	37	0.0	7.4	3.7	1.2	-	0.3	-	-	-	< 0.1	2,993	0.0	63.0	0
50 Astoria	54	0	54	645	397	88.1	0.0	5.7	0.7	78	0.0	0.0	0.0	2.4	-	0.5	-	-	-	< 0.1	14,276	0.0	92.3	0
8 Portland	464	82	458	1,754	9	4.9	6.5	3.3	1.3	20,320	5.6	14.4	7.2	4.3	2.8	3.4	19.0	3.1	19.3	8.4	7,408,279	8.1	103.0	12,005
4 Vancouver, WA	160	57	159	1,826	4	9.0	11.3	8.3	1.0	7,417	2.0	13.7	6.2	18.5	< 0.1	3.2	1.6	4.3	8.0	2.5	2,634,178	2.9	118.9	0
21 Longview, WA	204	34	200	1,916	11	12.6	7.3	5.9	1.9	9,038	2.5	9.1	8.6	6.8	-	26.3	-	5.5	15.3	4.8	5,120,629	5.6	89.2	26,513
<b>Oregon Total</b>	<b>989</b>	<b>187</b>	<b>976</b>	<b>1,713</b>	<b>35</b>	<b>10.4</b>	<b>9.0</b>	<b>5.4</b>	<b>1.5</b>	<b>40,463</b>	<b>11.1</b>	<b>12.5</b>	<b>7.3</b>	<b>7.6</b>	<b>2.8</b>	<b>43.0</b>	<b>20.6</b>	<b>14.1</b>	<b>48.3</b>	<b>17.4</b>	<b>16,847,829</b>	<b>18.4</b>	<b>100.6</b>	<b>40,985</b>
<i>Washington</i>																								
24 Aberdeen	77	0	76	1,574	90	19.0	18.7	8.0	2.3	3,032	0.8	4.6	7.5	2.1	-	17.0	-	0.7	-	0.3	240,175	0.3	90.1	160,316
27 Port Angeles	57	0	56	1,229	297	55.2	11.6	3.0	0.0	765	0.2	7.2	7.1	1.9	-	4.5	-	-	0.4	0.2	145,200	0.2	90.3	31,759
51 Port Gamble	13	0	13	693	512	87.9	24.9	0.0	0.0	18	0.0	0.0	0.0	0.0	-	-	-	< 0.1	-	< 0.1	0	0.0	-	0
47 Olympia	22	0	22	1,120	296	22.0	33.7	19.0	0.0	893	0.2	9.1	12.1	18.4	< 0.1	3.5	< 0.1	< 0.1	-	0.1	40,060	0.0	161.9	0
23 Tacoma	441	83	438	1,946	-	0.7	5.7	17.6	0.5	27,302	7.5	20.1	8.7	7.0	9.3	17.2	11.0	3.1	12.0	10.0	9,638,742	10.5	99.4	0
19 Seattle	580	163	572	1,836	< 1	2.6	6.0	13.2	0.4	34,249	9.4	26.6	8.0	14.3	12.7	0.4	5.1	3.7	6.7	10.1	9,257,868	10.1	100.5	72,811
32 Everett	66	0	63	1,425	144	23.3	11.3	7.8	0.5	1,477	0.4	5.7	7.8	2.0	< 0.1	6.0	-	0.2	0.6	0.3	216,084	0.2	88.8	8,291
25 Anacortes	13	0	13	1,331	160	48.1	29.1	2.3	0.0	297	0.1	10.6	20.2	0.2	-	0.4	-	-	0.5	0.1	138,329	0.2	126.1	0
7 Bellingham	36	8	32	1,495	78	12.8	16.6	11.8	0.0	1,324	0.4	8.2	9.2	10.5	< 0.1	-	-	2.4	1.6	0.5	512,907	0.6	102.8	0
<b>Washington Total</b>	<b>1,305</b>	<b>254</b>	<b>1,285</b>	<b>1,774</b>	<b>39</b>	<b>6.3</b>	<b>7.5</b>	<b>14.4</b>	<b>0.5</b>	<b>69,357</b>	<b>19.1</b>	<b>21.8</b>	<b>8.4</b>	<b>10.4</b>	<b>22.0</b>	<b>49.1</b>	<b>16.1</b>	<b>10.1</b>	<b>21.8</b>	<b>21.5</b>	<b>20,189,365</b>	<b>22.1</b>	<b>99.9</b>	<b>273,177</b>
<b>Total/Average</b>	<b>6,689</b>	<b>1,340</b>	<b>6,546</b>	<b>1,831</b>	<b>16</b>	<b>3.3</b>	<b>4.3</b>	<b>10.7</b>	<b>0.9</b>	<b>363,451</b>	<b>100.0</b>	<b>21.8</b>	<b>9.2</b>	<b>15.4</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>91,389,367</b>	<b>100.0</b>	<b>103.9</b>	<b>500,478</b>
% Change from Update of 7/96	+2.2	+7.8	+2.4	+0.8	+6.7	-0.2	+0.2	+3.1	+0.5	+8.0	-0.8	+0.7	+4.9		4.7%	7.0%	14.1%	16.7%	-11.2%	0.7%				177.1%

<b>Clerks</b>												
29 San Diego	4	0	4	***	***	21.9	39.0	10.4	8.4			
46 Port Hueneme	12	0	12	2,177	-	5.4	29.2	2.0	0.0			
63 Los Angeles/Long Beach	807	4	794	2,550	< 1	0.1	10.8	9.9	0.5			
14 Eureka	3	0	3	***	***	20.3	29.2	0.0	4.6			
30 SF Bay Area & Delta	265	5	259	2,243	4	3.3	6.3	1.4	2.3			
40 Portland	105	0	103	2,318	2	36.1	7.4	1.6	3.0			
23 Tacoma	62	0	61	2,626	-	0.3	39.8	4.8	1.0			
52 Seattle	174	0	174	2,559	2	16.4	16.8	5.9	0.7			
<b>Total/Average</b>	<b>1,432</b>	<b>9</b>	<b>1,410</b>	<b>2,473</b>	<b>2</b>	<b>5.3</b>	<b>12.8</b>	<b>7.2</b>	<b>1.0</b>			
<b>Foremen/Walking Bosses</b>												
29 San Diego	2	0	2	***	***	0.6	69.5	0.6	1.3			
46 Port Hueneme	6	-	6	1,896	55	1.4	13.8	0.0	0.0			
94 Los Angeles/Long Beach	319	-	316	3,105	< 1	0.1	8.1	0.0	0.9			
91 Northern Calif. Area	74	-	73	2,438	25	0.3	7.3	0.0	2.5			
92 Portland	54	-	53	2,526	14	11.4	13.2	0.0	5.5			
98 Seattle	101	-	100	2,610	4	10.2	15.7	0.0	0.2			
<b>Total/Average</b>	<b>556</b>		<b>550</b>	<b>2,855</b>	<b>6</b>	<b>2.8</b>	<b>10.5</b>	<b>0.0</b>	<b>1.4</b>			



\* Longshore and Clerk hours only. \*\*\* "Annual Hrs Pd" and "Wkly PGP" for groups of less than five individuals are not shown, but the data are included in category averages.