

## Average Earnings by Annual Hours Paid: 1988-1997

The three pairs of charts to the right show, for the registered work force categories, average annual earnings by payroll year for each of the ten years 1988 through 1997. The class "A" registrants are divided into eight groups based on the number of hours paid to each employee in the year shown.

In the lower graph of each pair, a vertical bar represents the percentage of the registrants who were paid the given number of hours—e.g., 1 to 400, 401 to 800, etc.—in the year. The bar for 1997 in each hours group is darker than the previous years.

The shaded circles in the upper graph of each pair show the average annual earnings for the group represented in the corresponding bar of the lower graph.

The table below shows the data for the groups of registrants being paid more than 1,600 hours in 1997.

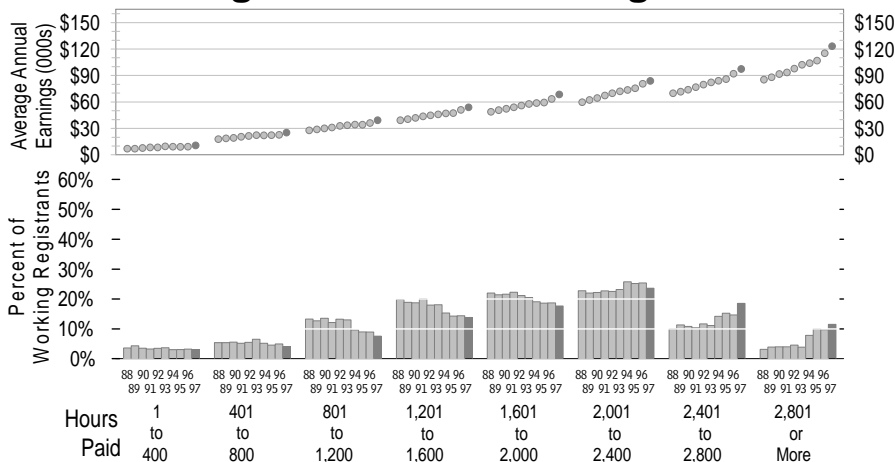
**Average Annual Earnings of Registrants Paid More than 1,600 Hours in 1997**

Hours Paid	% of Total	Average Earnings	Increase Over 1996	Increase as a % of 1996
<b>Longshore "A"</b>				
1,601-2,000	17.7%	\$ 68,344	\$ 5,004	7.9%
2,001-2,400	23.6	83,776	3,418	4.3
2,401-2,800	18.6	97,226	5,300	5.8
2,801 or More	11.6	123,042	7,960	6.9
<b>1,601 or More</b>	<b>71.4%</b>	<b>\$ 89,812</b>	<b>\$ 6,698</b>	<b>8.1%</b>
<b>Clerk "A"</b>				
1,601-2,000	10.4%	\$ 79,135	\$ 8,372	11.8%
2,001-2,400	20.9	93,025	9,770	11.7
2,401-2,800	27.6	106,591	10,941	11.4
2,801 or More	31.8	133,731	11,284	9.2
<b>1,601 or More</b>	<b>90.8%</b>	<b>\$109,827</b>	<b>\$ 7,796</b>	<b>7.6%</b>
<b>Foreman</b>				
1,601-2,000	4.3%	\$ 90,665	\$ 4,915	5.7%
2,001-2,400	9.6	109,460	4,312	4.1
2,401-2,800	17.3	123,474	34	<0.1
2,801 or More	62.3	161,426	5,667	3.6
<b>1,601 or More</b>	<b>93.4%</b>	<b>\$145,834</b>	<b>\$ 9,639</b>	<b>7.1%</b>

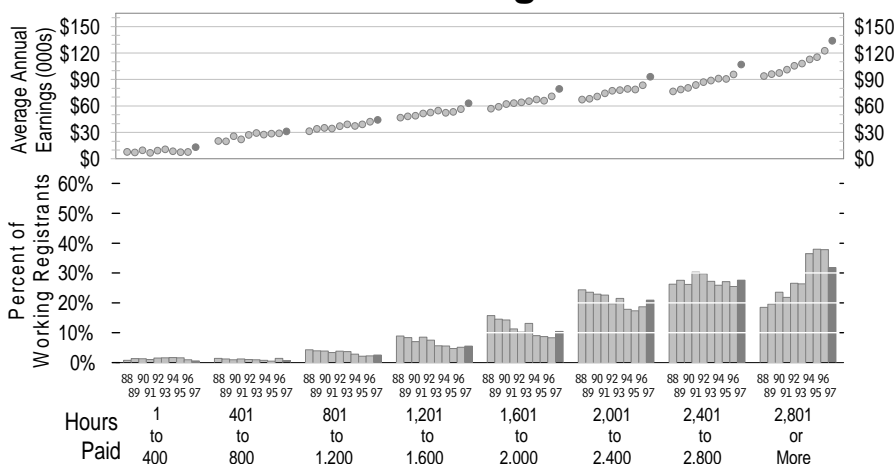
**NOTES:** The earnings include on-the-job pay, holiday, vacation pay, pay for travel hours, and taxable meals and fares. Pay Guarantee Plan payments, mileage, and nontaxable meals and fares payments are not included. In 1997, 5,280 longshore, 1,449 clerk, and 562 foreman registrants were paid hours and are included in these data.

The registrants include individuals who retired during the year as well as actives absent from the work force on disability, etc. Those transferred from longshore to clerk or foreman status during the year are included in the class to which they were transferred with their total hours and earnings for the year.

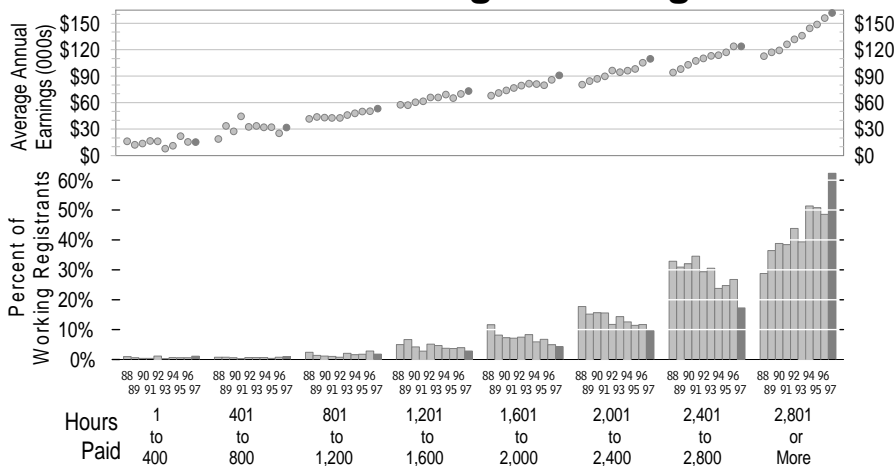
### Longshore Class "A" Registrants



### Clerk Class "A" Registrants



### Foreman & Walking Boss Registrants



# Gross Productivity by Month: January 1992 to December 1997

The charts on the right plot a measure of productivity for the West Coast longshoring industry in monthly periods for the six years since January 1992. This measure is weighted tons per hour paid at longshore and clerk occupation codes.

The values of weighted tonnage used in this study differs from those used in the July 1997 issue of *PMA Update* (page 2). The weighted tonnage used here includes only one-sixth of Automobiles & Trucks tonnage and 1/50 of Bulk Cargo tonnage: weighted tons are the sum of containerized cargo tonnage, general cargo tonnage, lumber and logs tonnage, 1/6 of automobiles and trucks tonnage, and 1/50 of bulk cargo tonnage. (See discussion on page 63, *1997 PMA Annual Report*.)

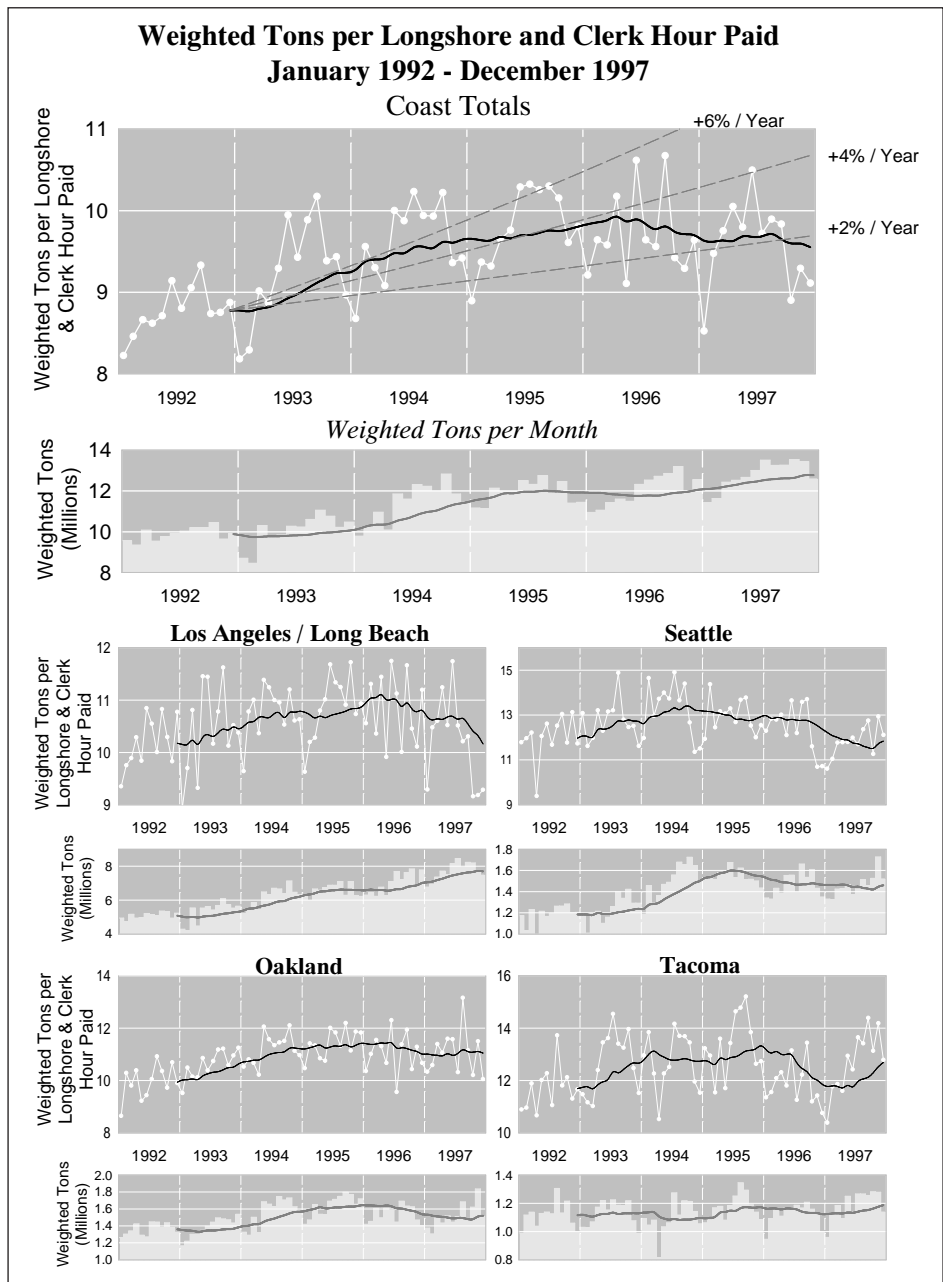
The longshore and clerk occupation codes used in these calculations *exclude* ILWU mechanics, grain and warehouse, and dispatch occupation codes.

## 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.

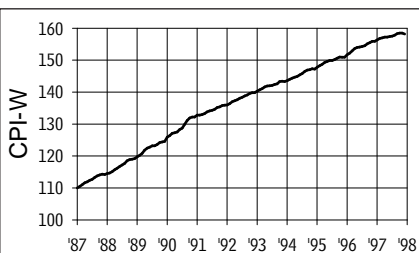
At the top of the coast productivity chart are three dashed lines which represent theoretical growth curves of +2% per year, +4% per year, and +6% per year beginning at the 1992 average. The 12-month running averages of coast productivity grew at a rate near



## 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	157.5	2.07
AUG	150.2	154.5	157.8	2.14
SEP	150.6	155.1	158.3	2.06
OCT	151.0	155.5	158.5	1.93
NOV	150.9	155.9	158.5	1.67
DEC	150.9	155.9	158.2	1.48



the +6% level through the first one-half of 1994. Productivity growth slowed through the middle of 1996 enough that the overall rate of growth between 12/92 and 4/96 was just below 4%. Since that peak, productivity has declined through the end of 1997.

## Major Container Port Areas

Similar charts are shown for each of the four major container handling port areas of Los Angeles/Long Beach, Oakland, Seattle and Tacoma. Although the productivity profile for Oakland closely resembles that for the Coast, the other port areas differ significantly.

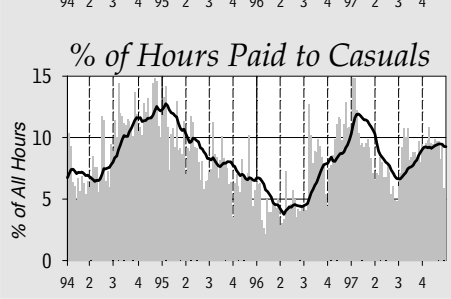
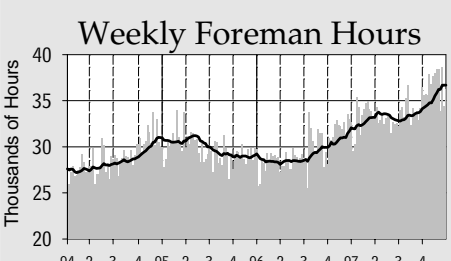
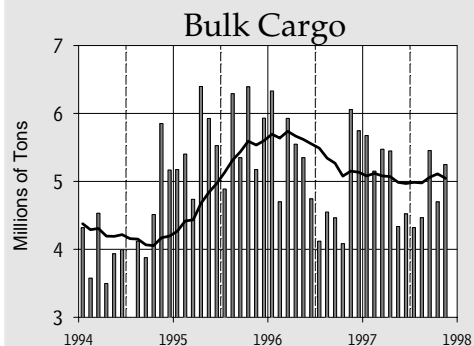
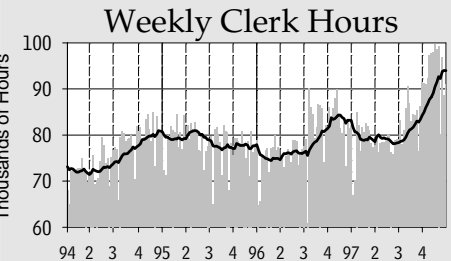
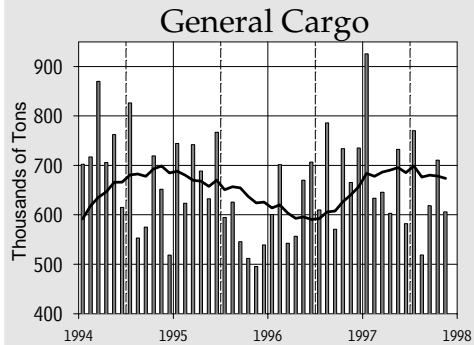
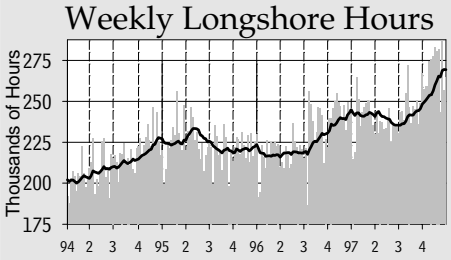
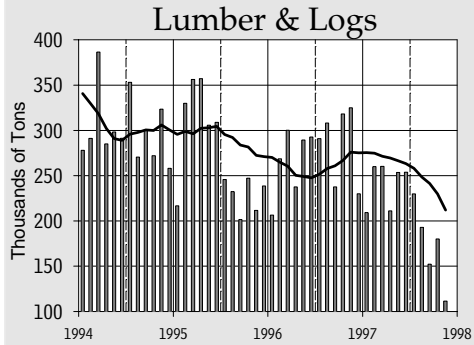
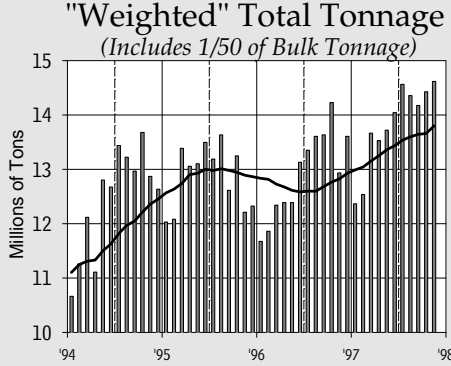
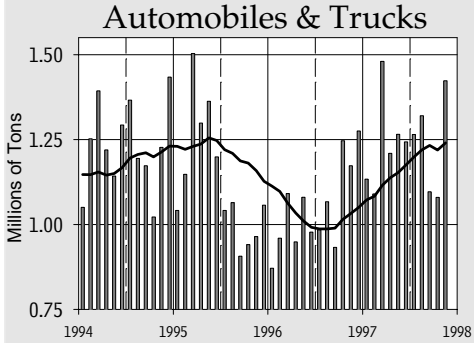
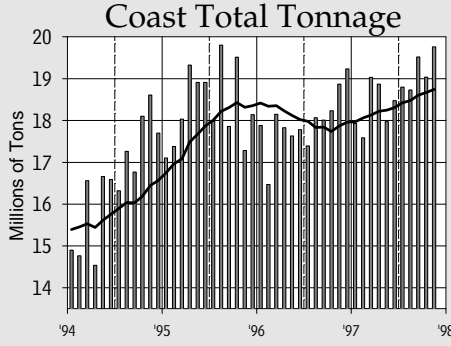
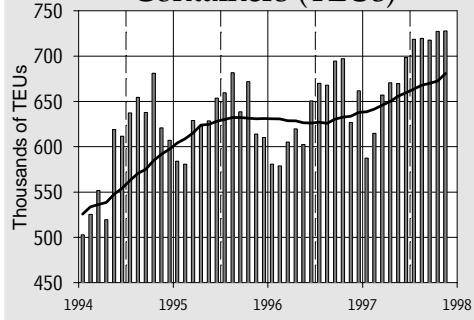
Gross productivity in Los Angeles/Long Beach grew at a rapid pace through the middle of 1994, at which point it leveled off. In early 1996, it peaked at the end of the 1st quarter, and it has declined almost steadily since then. The level at the end of 1997 is essentially the

same as it was at the end of 1992: the present trend is a sharp decrease. It should be noted that two new rail operations came on-line in July 1997, but the downward trend begun midyear has continued unabated through year end.

In 1997, Seattle and Tacoma both saw productivity decline to their respective 1992 levels, but each is showing an upward trend at the end of 1997—most noticeably in Tacoma. This recent upturn is occurring in concert with a short term increase in weighted tonnage in each port.

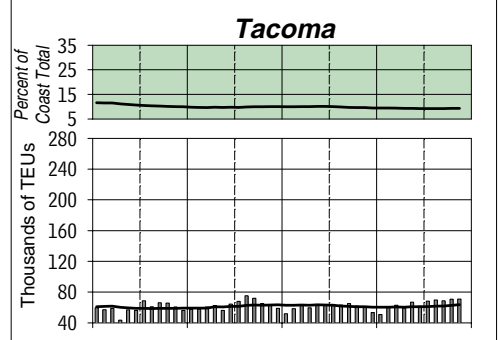
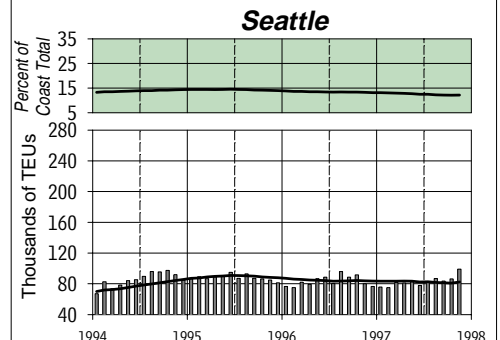
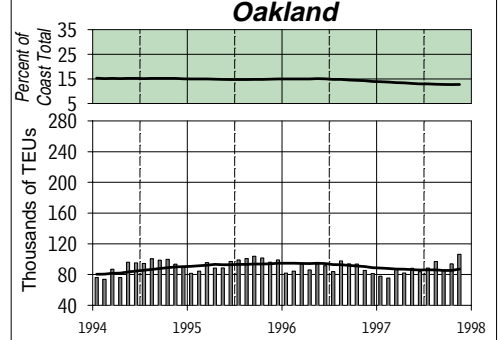
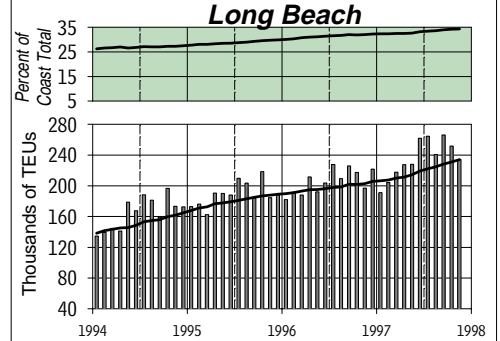
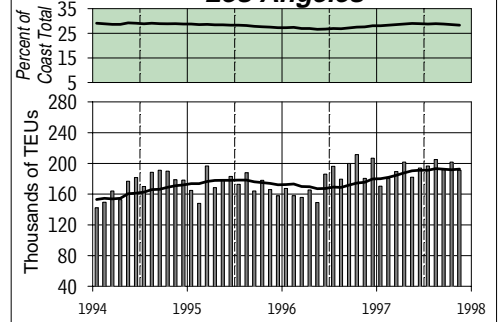
Average monthly weighted tonnage in LA/LB continued to increase throughout 1997, but Oakland and Seattle are currently at late 1994 levels. At the end of the year, the monthly average in Tacoma was nearing a peak.

## 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.

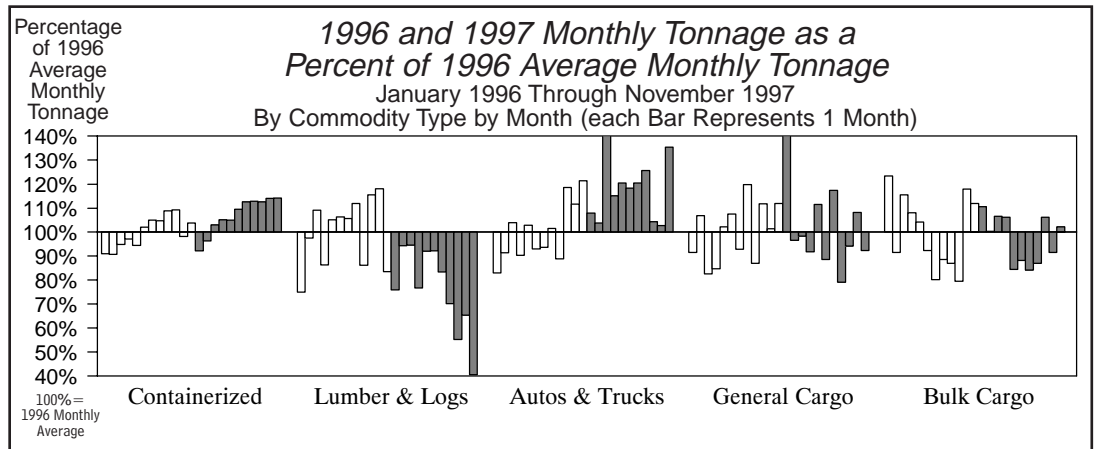
## Major Container Ports: Monthly TEUs Reported & Percent of Coast Total TEUs



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 1/8/98)		(Ending 1/3/98)		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	1-2, '98	Occ Codes	Exp.	Con't'r	Lmbr	Autos	Other	Bulk	1997 YTD	Coast	'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	1997 YTD	Coast	'97 as a	Cstwise	
NO.	NO.	NO.	HRS	\$	%	%	%	%	HRS	%	%	%	%	%	%	%	%	%	%	TONS	%	%	TONS	
<b>Longshoremen</b>																								
<i>Southern California</i>																								
29 San Diego	55	19	54	1,830	7	9.7	5.3	28.5	2.0	1,792	0.6	9.7	15.2	29.1	0.1	2.6	9.8	1.1	1.3	1.1	2,345,910	1.1	177.0	0
13 Los Angeles/Long Beach	3,497	974	3,454	1,954	< 1	0.2	3.7	10.4	0.4	191,524	58.9	23.4	10.1	25.7	62.7	4.7	34.4	53.6	20.7	48.5	100,046,354	48.6	107.1	127,165
46 Port Hueneme	84	11	80	2,035	3	13.3	4.4	28.8	0.0	6,433	2.0	13.5	6.5	38.8	< 0.1	< 0.1	9.0	7.6	-	0.9	1,824,459	0.9	111.9	0
<b>Southern California Total</b>	<b>3,636</b>	<b>1,004</b>	<b>3,588</b>	<b>1,954</b>	<b>&lt; 1</b>	<b>0.6</b>	<b>3.7</b>	<b>11.1</b>	<b>0.4</b>	<b>199,749</b>	<b>61.5</b>	<b>22.9</b>	<b>10.0</b>	<b>26.1</b>	<b>62.8</b>	<b>7.4</b>	<b>53.1</b>	<b>62.2</b>	<b>22.0</b>	<b>50.5</b>	<b>104,216,723</b>	<b>50.7</b>	<b>108.1</b>	<b>127,165</b>
<i>Northern California</i>																								
10 San Francisco Bay Area	997	199	934	1,566	1	2.2	0.6	2.8	2.0	39,584	12.2	24.7	8.4	16.9	13.1	0.1	8.4	6.5	1.6	9.3	19,212,232	9.3	96.7	249,637
54 Stockton	54	17	54	1,603	52	2.5	7.9	19.2	2.3	1,913	0.6	11.3	6.5	4.1	-	-	-	1.7	2.5	0.7	1,565,260	0.8	111.0	0
18 Sacramento	25	8	25	1,462	167	10.2	15.3	19.2	0.5	769	0.2	39.6	4.9	0.0	-	0.3	-	2.4	1.2	0.4	783,916	0.4	95.1	24,327
14 Eureka	31	0	31	833	346	39.9	4.1	6.3	0.0	296	0.1	13.2	10.5	6.0	-	1.1	-	2.7	0.6	0.3	580,191	0.3	114.7	0
<b>Northern California Total</b>	<b>1,107</b>	<b>224</b>	<b>1,044</b>	<b>1,543</b>	<b>18</b>	<b>3.0</b>	<b>1.6</b>	<b>4.5</b>	<b>1.9</b>	<b>42,563</b>	<b>13.1</b>	<b>24.3</b>	<b>8.2</b>	<b>16.0</b>	<b>13.1</b>	<b>1.5</b>	<b>8.4</b>	<b>13.3</b>	<b>6.0</b>	<b>10.7</b>	<b>22,141,599</b>	<b>10.8</b>	<b>98.0</b>	<b>273,964</b>
<i>Oregon</i>																								
12 North Bend/Coos Bay	102	20	100	1,530	61	27.0	12.3	5.0	1.4	1,808	0.6	13.4	9.3	1.6	-	7.5	-	1.0	6.1	1.8	3,532,722	1.7	107.1	14,665
53 Newport	8	0	8	755	415	83.9	51.3	2.0	0.0	5	0.0	0.0	0.0	0.0	-	0.2	-	-	-	< 0.1	5,503	0.0	50.5	0
50 Astoria	54	0	54	588	438	86.6	0.0	1.8	0.0	85	0.0	0.0	0.0	0.0	-	1.3	-	-	-	< 0.1	33,629	0.0	197.1	3,143
8 Portland	454	63	449	1,787	12	4.0	8.3	3.2	1.2	13,940	4.3	15.4	7.7	2.9	2.6	4.3	19.4	3.4	19.4	8.3	16,786,239	8.2	103.5	39,077
4 Vancouver, WA	156	54	156	1,817	8	12.4	10.2	6.4	0.8	4,771	1.5	12.0	7.2	17.6	< 0.1	2.5	2.6	4.0	8.3	2.6	5,402,294	2.6	115.9	0
21 Longview, WA	204	40	201	1,835	16	13.9	6.0	4.9	1.7	7,052	2.2	10.6	8.9	4.2	-	28.3	-	5.8	15.7	4.7	9,727,073	4.7	95.9	54,780
<b>Oregon Total</b>	<b>978</b>	<b>177</b>	<b>968</b>	<b>1,700</b>	<b>44</b>	<b>11.7</b>	<b>8.5</b>	<b>4.2</b>	<b>1.3</b>	<b>27,661</b>	<b>8.5</b>	<b>13.4</b>	<b>8.0</b>	<b>5.7</b>	<b>2.6</b>	<b>44.1</b>	<b>22.0</b>	<b>14.2</b>	<b>49.4</b>	<b>17.4</b>	<b>35,487,460</b>	<b>17.3</b>	<b>103.3</b>	<b>111,665</b>
<i>Washington</i>																								
24 Aberdeen	73	0	73	1,500	113	21.7	17.5	6.8	1.4	1,786	0.5	6.7	8.7	1.7	-	18.3	-	0.7	-	0.2	479,849	0.2	81.7	266,614
27 Port Angeles	56	0	56	1,070	387	63.0	12.5	2.0	0.1	660	0.2	6.4	5.5	0.0	-	3.8	-	-	0.3	0.1	258,949	0.1	72.9	62,911
51 Port Gamble	13	0	13	502	624	87.1	4.1	0.0	0.0	17	0.0	0.0	0.0	0.0	-	-	-	-	-	-	0	0.0	0.0	0
47 Olympia	25	3	25	1,254	154	9.6	23.5	32.2	0.1	757	0.2	19.5	16.7	25.1	0.1	2.2	< 0.1	0.1	-	0.1	142,801	0.1	133.6	0
23 Tacoma	450	68	444	1,925	< 1	1.1	6.1	15.1	0.7	20,588	6.3	21.0	8.8	5.9	9.3	17.0	10.9	3.4	12.1	10.1	20,787,137	10.1	103.1	0
19 Seattle	587	146	577	1,845	< 1	2.3	6.7	12.0	0.5	28,087	8.6	26.7	7.9	16.3	12.1	0.5	5.5	3.5	7.4	10.0	20,327,026	9.9	102.3	140,776
32 Everett	60	0	56	1,423	132	16.8	13.7	5.2	0.0	1,957	0.6	3.4	10.4	9.8	< 0.1	5.1	-	0.3	0.7	0.2	490,823	0.2	91.2	20,149
25 Anacortes	12	0	12	1,508	165	45.0	5.0	0.1	0.9	147	0.0	8.9	22.4	0.0	-	0.2	-	-	0.5	0.1	324,149	0.2	125.8	0
7 Bellingham	37	5	37	1,347	101	22.5	15.0	8.0	0.1	1,046	0.3	8.9	10.5	12.4	< 0.1	-	-	2.3	1.6	0.5	1,058,732	0.5	99.9	2,666
<b>Washington Total</b>	<b>1,313</b>	<b>222</b>	<b>1,293</b>	<b>1,759</b>	<b>43</b>	<b>6.0</b>	<b>7.7</b>	<b>12.9</b>	<b>0.6</b>	<b>55,045</b>	<b>16.9</b>	<b>22.4</b>	<b>8.5</b>	<b>11.5</b>	<b>21.5</b>	<b>47.1</b>	<b>16.4</b>	<b>10.2</b>	<b>22.7</b>	<b>21.4</b>	<b>43,869,466</b>	<b>21.3</b>	<b>102.1</b>	<b>493,116</b>
<b>Total/Average</b>	<b>7,034</b>	<b>1,627</b>	<b>6,893</b>	<b>1,819</b>	<b>17</b>	<b>3.3</b>	<b>4.8</b>	<b>9.8</b>	<b>0.7</b>	<b>325,017</b>	<b>100.0</b>	<b>22.2</b>	<b>9.4</b>	<b>20.5</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>205,715,248</b>	<b>100.0</b>	<b>104.81</b>	<b>1,005,910</b>
% Change from Update of 1/97	+8.9	+31.8	+9.1	-1.7	+6.3	+0.1	+0.6	+1.1	-0.6	+2.1	+1.2	+0.3	-1.6	7.5%	-23.2%	20.1%	5.2%	-2.0%	4.9%				120.4%	

<b>Clerks</b>																						
29 San Diego	5	0	5	2,154	-	13.6	35.6	8.3	0.0													
46 Port Hueneme	12	0	12	2,215	-	3.3	31.1	5.1	0.0													
63 Los Angeles/Long Beach	889	2	872	2,539	< 1	0.2	10.3	12.2	0.6													
14 Eureka	3	0	3	***	***	18.8	33.8	0.0	1.0													
34 SF Bay Area & Delta	256	7	247	2,255	5	3.2	6.7	1.3	2.8													
40 Portland	100	0	98	2,379	2	34.0	7.6	1.5	2.0													
23 Tacoma	60	0	60	2,637	-	0.2	41.1	4.4	0.4													
52 Seattle	178	0	176	2,581	2	16.4	18.1	4.3	1.0													
<b>Total/Average</b>	<b>1,503</b>	<b>9</b>	<b>1,473</b>	<b>2,482</b>	<b>2</b>	<b>4.9</b>	<b>12.8</b>	<b>8.5</b>	<b>1.0</b>													
<b>Foremen/Walking Bosses</b>																						
29 San Diego	2	0	2	***	***	0.7	71.7	0.8	0.1													
46 Port Hueneme	6	-	6	1,937	29	0.0	21.9	0.1	0.0													
94 Los Angeles/Long Beach	338	-	334	3,360	< 1	0.1	5.8	0.0	1.1													
91 Northern Calif. Area	72	-	72	2,408	21	0.3	9.3	0.0	3.7													
92 Portland	52	-	51	2,506	18	9.8	12.9	0.0	3.8													
98 Seattle	95	-	94	2,608	3	10.8	15.9	0.0	1.6													
<b>Total/Average</b>	<b>565</b>		<b>559</b>	<b>3,015</b>	<b>5</b>	<b>2.4</b>	<b>9.2</b>	<b>0.0</b>	<b>1.7</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.