

# Pacific Maritime Association

**2006**  
Annual Report





## The Pacific Maritime Association

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

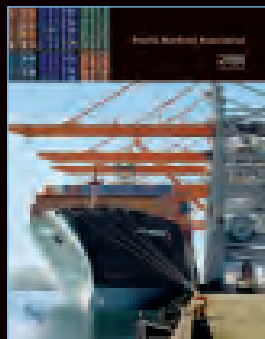
The membership of the PMA consists of domestic carriers, international carriers and stevedores that operate in California, Oregon and Washington.

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

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

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

The regular meeting of the membership will be held at Pacific Maritime Association Headquarters, San Francisco, California, on Wednesday, March 21, 2007, at 2:00 p.m. in the Plaza Room.



### On the Cover

APL and other PMA members move ahead with environmental initiatives.

—See page 23 for more.

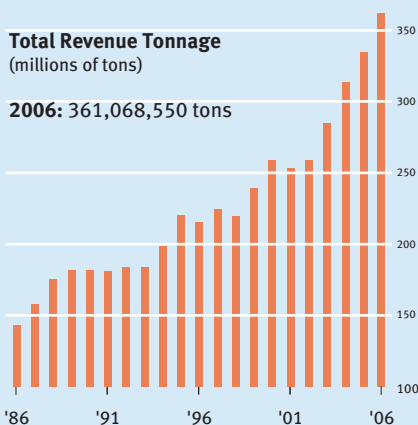


SSA moves a Matson container at the Port of Oakland.

## Highlights

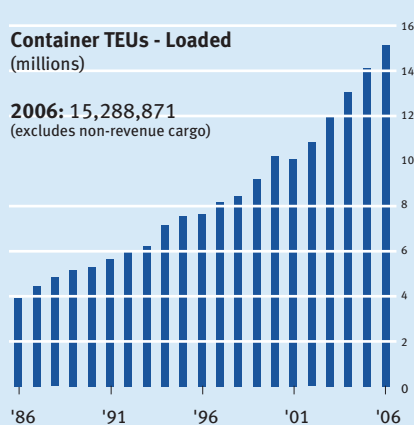
### Total Revenue Tonnage (millions of tons)

**2006: 361,068,550 tons**



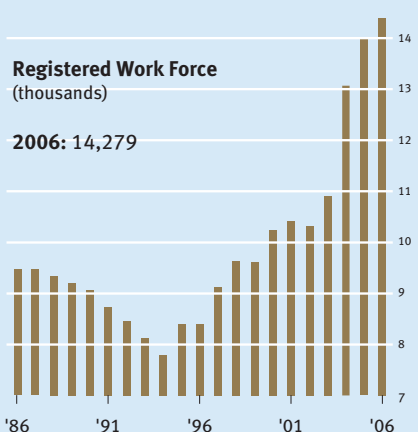
### Container TEUs - Loaded (millions)

**2006: 15,288,871**  
(excludes non-revenue cargo)



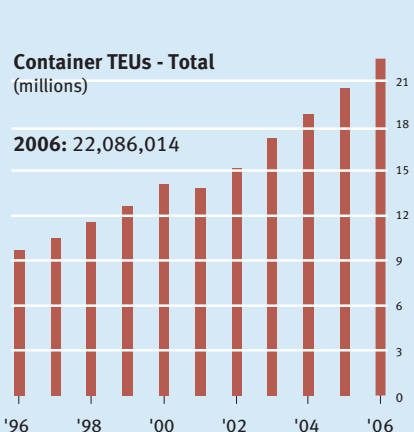
### Registered Work Force (thousands)

**2006: 14,279**



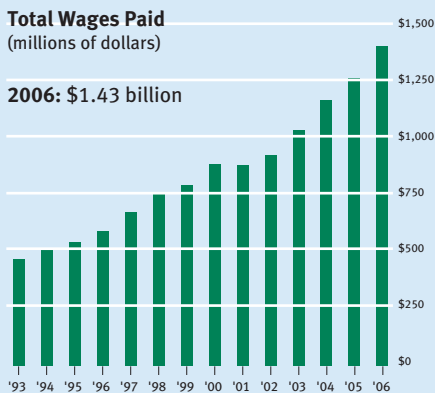
### Container TEUs - Total (millions)

**2006: 22,086,014**



### Total Wages Paid (millions of dollars)

**2006: \$1.43 billion**



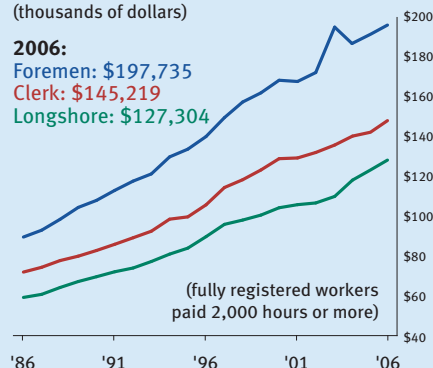
### Average Annual Earnings (thousands of dollars)

**2006:**

Foremen: \$197,735

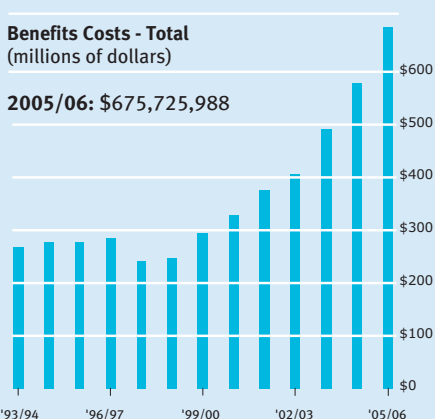
Clerk: \$145,219

Longshore: \$127,304



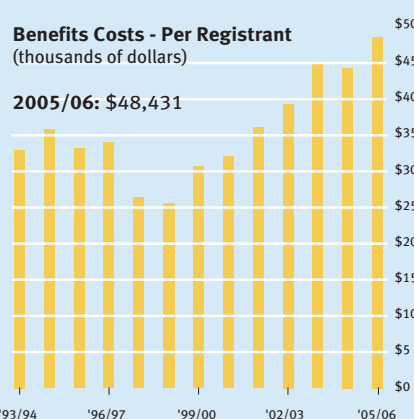
### Benefits Costs - Total (millions of dollars)

**2005/06: \$675,725,988**



### Benefits Costs - Per Registrant (thousands of dollars)

**2005/06: \$48,431**



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<b>PMA Staff</b>	<b>77</b>
<b>Credits</b>	<b>80</b>



Hanjin berths at the Port of Seattle.

**James C. McKenna**  
*President and CEO*



### **To Our Stakeholders:**

In 2006, for the fourth straight year, the West Coast waterfront set a new record in overall cargo movement. Our members accommodated this increased volume without significant disruptions or delays. The resulting gains for the regional and national economies have been significant, and we expect them to continue. As this demand for cargo grows, we are increasingly focused on what I like to call “responsible growth.”

Simply put, responsible growth is the commitment of the Pacific Maritime Association and its members to continue fueling economic gains while at the same time doing our part to be conscientious partners and neighbors. Details of this approach are highlighted on pages 30-31, where we discuss the key issues of technology, environment and security.

Several promising developments from 2006 are noteworthy: Companies are making strong use of technology to enhance operations up and down the coast – a trend that needs to continue. PMA members are taking steps to reduce their environmental footprint. And our members are focused on the security needs of our nation – along with our collective duty to make the waterfront more secure.

As we move forward, the PMA is committed to working with all of our partners: the International Longshore and Warehouse Union; local, state and federal governments; members of the communities in which we do business; and others with an interest in the movement of goods along the West Coast.

In closing, let me say that I am grateful to be leading this organization at such a dynamic time in its history. We are pleased to serve our members by providing timely data, thoughtful analysis and labor relations leadership. At the same time, we are proud to be part of an industry that is making great contributions to the American economy – and providing the essentials of everyday living for residents throughout the nation.

A handwritten signature in black ink, appearing to read 'James C. McKenna'. The signature is fluid and stylized, with a large loop at the beginning and a series of horizontal strokes at the end.

**James C. McKenna**





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

#### — PMA Bylaws

Trucks are loaded at the Husky Terminal, Tacoma.



## Membership

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

## Board of Directors



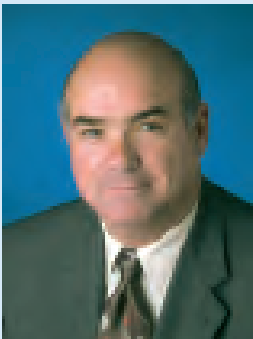
**James S. Andrasick\*\***  
President and CEO  
Matson Navigation  
Company, Inc.  
*Domestic Carrier Class*



**John Bowe†**  
President Americas Region  
APL Limited  
*International Carrier Class*



**Wesley Brunson**  
Executive Vice President  
Evergreen Marine Corporation  
(Taiwan) Ltd.  
*International Carrier Class*



**Edward A. DeNike\***  
Senior Vice President  
SSA Marine, Inc.  
*Stevedore/Non-Carrier Class*



**Zhou Hu**  
President  
COSCO  
*International Carrier Class*



**John V. Keenan#**  
Senior Vice President, Operations  
and Chief Transportation Officer  
Horizon Lines, LLC  
*Domestic Carrier Class*



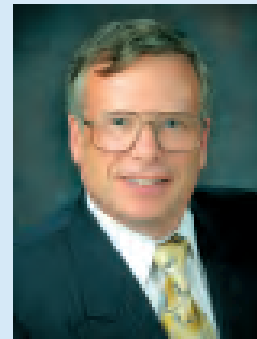
**Peter I. Keller**  
Executive Vice President  
NYK Line  
*International Carrier Class*



**William F. Rooney**  
Managing Director  
Hanjin Shipping Co.  
*International Carrier Class*



**Anthony Scioscia\*#**  
President  
APM Terminals  
North America, Inc.  
*International Carrier Class*



**Douglas A. Tilden**  
President and CEO  
Marine Terminals Corporation  
*Stevedore/Non-Carrier Class*

\*Compensation Committee Member

†Audit Committee Member

#Assessment Committee Member

## Finance Committee

**Bernard B. Druck**  
Director, Operations Support Services  
APL Limited,  
Operations

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

**Paula Nitto**  
Chief Financial Officer  
NYK Line

**Gail A. Parris**  
Chief Financial Officer  
Marine Terminals Corporation

**Charlie Sadoski**  
Chief Financial Officer  
SSA Marine, Inc.

## Coast Steering Committee



**Chairman:  
Dave Adam**  
Executive Vice President -  
Operations  
Marine Terminals  
Corporation



**Larry Bennett**  
Senior Vice President and  
COO  
Total Terminals  
International, LLC



**Peter D. Bennett**  
Vice President -  
Pacific Region Operations  
"K" Line America, Inc.



**Ronald J. Forest**  
Senior Vice President  
Matson Navigation  
Company, Inc.



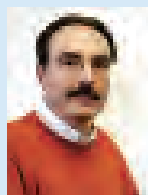
**Frank Knafelz**  
Director-North American  
Terminal Operations  
Horizon Lines, LLC

## Area Sub-Steering Committees

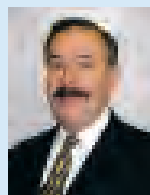
### Southern California Area



**Chairman:  
John DiBernardo**  
SSA Terminals, Inc.



**Robert Clark**  
APL/Eagle Marine  
Services, Ltd.



**Joe DiMassa**  
Yusen Terminals, Inc.



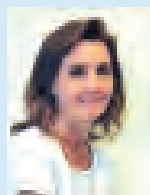
**Phil Feldhus**  
International  
Transportation  
Services Inc.



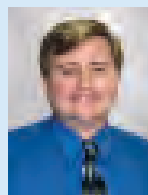
**Jason Hsu**  
Evergreen America  
Corporation



**Eric Kalnes**  
TraPac, Inc.



**Eileen Kuljis**  
Matson Navigation  
Company, Inc.



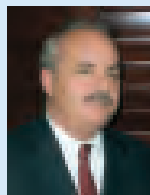
**George Lang**  
California United  
Terminals



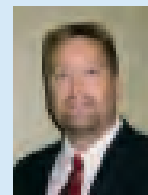
**Sean Lindsay**  
Marine Terminals  
Corporation



**Robert Loya**  
Horizon Lines, LLC



**Scott Melin**  
Hanjin Shipping  
Company LTD.



**Anthony Otto**  
Long Beach Container  
Terminal, Inc.



**Tim Tess**  
Pasha Stevedoring &  
Terminals, L.P.

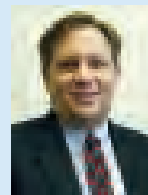


**Eric Waltz**  
APM Terminals  
(North America, Inc.)

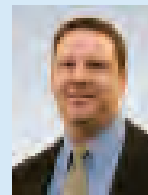


**Rob Waterman**  
Metropolitan  
Stevedore Company

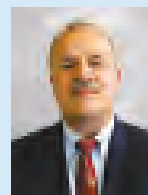
### Pacific Northwest: Oregon and Columbia River Area



**Chairman:  
Doug Beeber**  
Jones Stevedoring  
Company



**Ken Davais**  
"K" Line America,  
Inc.



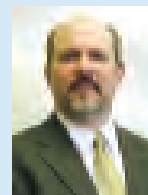
**Art Hayes**  
Rogers Terminal &  
Shipping  
Corporation



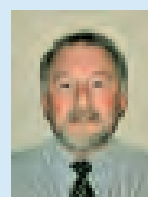
**Paul Huculak**  
SSA Marine, Inc.



**Steve Johnson**  
Hanjin Shipping  
Company, Ltd.



**Kevin Jones**  
Kinder Morgan Bulk  
Terminals, Inc.



**Jim Mullen**  
Marine Terminals  
Corp.





**David Mehus**  
Vice President - Operations  
Yusen Terminals, Inc.



**Alan McCorkle**  
Senior Vice President  
APM Terminals Pacific,  
Ltd.



**Michael B. Porte**  
Regional Vice President and  
General Manager  
TraPac, Inc.



**Jon Rosselle**  
Vice President  
SSA Terminals



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

## Pacific Northwest: Washington and Puget Sound Area



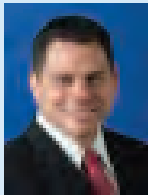
**Chairman:**  
**Lee MacGregor**  
SSA Terminals, LLC



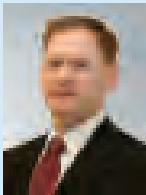
**K.C. Bacon**  
Rogers Terminal &  
Shipping  
Corporation



**Rick Blackmore**  
Hanjin Shipping  
Company, Ltd.



**Greg Chu**  
Matson Navigation  
Company, Inc.



**Jack Craig**  
APM Pacific  
Terminals Ltd.



**Kevin Dietsch**  
Horizon Lines, LLC



**Clayton R. Jones, III**  
Jones Stevedoring  
Company



**Capt. Chyr-Ming Leng**  
Evergreen Marine  
Corporation (Taiwan)  
Ltd.



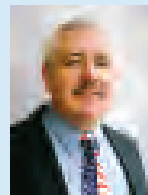
**David A. Pickles**  
Eagle Marine  
Services, Ltd.



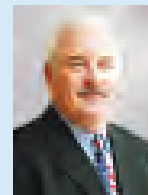
**Blair Smith**  
Marine Terminals  
Corporation –  
Puget Sound



**Jeff Thomas**  
Husky Terminal &  
Stevedoring, Inc.



**Chairman:**  
**Jacques Lira,**  
SSA Terminals, LLC



**Bob Bergmann**  
TransBay Container  
Terminal, Inc.



**Larry Cassity**  
Horizon Lines, LLC



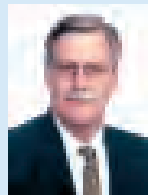
**Mike Cuffe**  
Yusen Terminals,  
Inc.



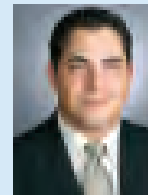
**Leif Gistrand**  
Metropolitan  
Stevedore Company



**Steve Hessenauer**  
Eagle Marine  
Services, Ltd.



**Brian Morgan**  
Matson Navigation  
Company, Inc.



**Kurt Sulzbach**  
APM Terminals,  
North America



**Dean Wilson**  
Total Terminals  
International, LLC



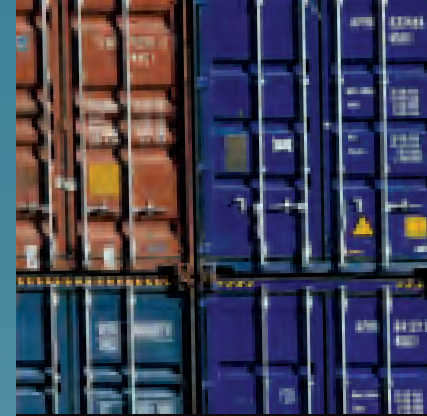
**Dennis Woodfork**  
Marine Terminals  
Corporation



**Jim Yanak**  
TraPac, Inc.


Managing the  
West Coast waterfront  
**responsibly**





Volume has risen dramatically in recent years. The PMA and its members are working actively to meet the challenge of rising volume – now and in the future.





PMA members are finding innovative ways to reduce their impact: everything from cleaner-burning fuel to advanced terminal equipment. The quest to grow green continues.

Looking to our members for  
**environmental  
leadership**











# Creating a technologically advanced waterfront



Automated truck gates are one example of innovations made possible by the 2002 Technology Framework Agreement. PMA members will continue to innovate in order to move cargo efficiently, safely and securely.





Security is everyone's business. The PMA and its members are working with government officials, private industry and our workforce to make West Coast ports more secure.

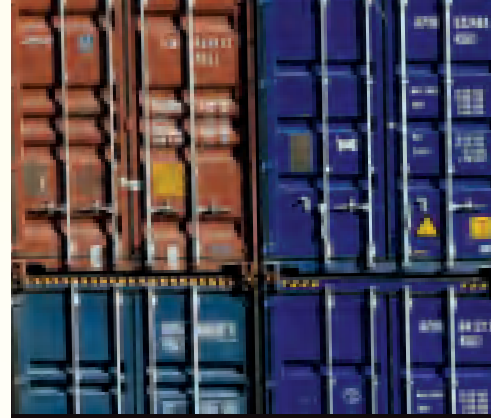


Partnering with stakeholders to  
secure our ports





# Providing world-class compensation to workers



PMA members offer ILWU workers an outstanding compensation package. Average full-time wages for fully registered workers top \$138,000 annually, in addition to a benefits package costing more than \$48,000 per employee.





The PMA and its members are committed to good-faith negotiations with the ILWU that will result in a win-win contract: for management, for workers and for the U.S. economy.





Reaching a waterfront  
**contract agreement**  
without disruption





West Coast container movement is up 41 percent in four years.



# The Year in Review



This past year, PMA and its members responded to the challenge of moving more cargo than ever before. At the same time, the maritime industry continued to innovate, sought ways to reduce its environmental impact and worked closely with stakeholders to create a more secure waterfront. For details on these and other highlights of 2006, please read on.

## Southern California leads record year in volume

For many on the Southern California waterfront, the biggest event in 2006 was the lack of any big event. Unlike some recent years in which volume increases led to labor shortages or cargo back-ups, 2006 saw record movement without significant delays or deficiencies. The Southern California ports moved a record-breaking number of containers, with totals of 6.06 million loaded container TEUs in Los Angeles and 4.71 million in Long Beach. Combined, those numbers were up more than 12 percent from 2005, and represent a 43 percent increase in the past four years.

Steps taken by PMA in recent years to facilitate this cargo growth – an agreement with the ILWU to hire additional workers as needed; aggressive forecasting and analysis to determine labor needs; and training programs to enable employers to meet those needs – led to a year in which 99.9 percent of all labor orders were filled. Put another way, there were no discernable shortages of labor on the Southern California waterfront.

## Coast-wide numbers show strength

At other major container ports along the coast, recent volume gains solidified: Oakland moved a record 1.63 million loaded TEUs, while Tacoma and Seattle fell just short of previous records, at 1.36 million and 1.30 million TEUs, respectively. Given the enormous gains in Southern California, these figures showed the tremendous strength of the West Coast waterfront.

In the last four years, coast-wide container traffic has risen 41 percent, while the registered workforce has increased by 38 percent – to a total of 14,279 workers. For 2006, overall coast tonnage rose at a healthy 8 percent, to a record 361 million revenue tons. Put another way, 1 million tons of cargo – ranging from automobiles to fruit to clothing, shoes and consumer electronics – moved through West Coast ports each day of the year. To learn more about 2006 cargo movement, please see pages 57-76 of this report.

## Technology Advances Continue

Four years after the landmark agreement that enabled employers to bring information and clerk technology to the waterfront, PMA members have made significant gains in modernizing terminals. Looking ahead, employers have their sights set on further innovation that will allow the West Coast waterfront to continue to grow.

A primary goal of the 2002 PMA-ILWU agreement was to change the practice of clerk intervention when readily available electronic information could speed the flow of information – and therefore cargo – on the terminal. Examples include the introduction of video cameras and OCR readers that are in use at 85 percent of truck gates coast-wide. Other such innovations have significantly reduced the number



MOL calls the TraPac terminal in Los Angeles.

of clerk shifts required to move containers through the terminal, while enabling volume growth that has supported thousands of new industry jobs and brought major benefits to the regional and U.S. economies.

By 2008, it is anticipated that many terminals will have fully integrated

systems that include video cameras, OCR readers and GPS systems. The result will be the ability to know where a container is at any given time, in a manner that is accurate, reliable and rapidly obtainable. Further innovations will enable the continued efficient deployment of workers throughout the facility.

## Terminal Security Moves Forward

In 2006, steps were taken to advance the Transportation Worker Identification Card (TWIC) program, while a pilot program in Oakland is laying the foundation for increased terminal security.

The TWIC program is a federally mandated secure identification credential that is essential to port security. It has been under development in various forms since September 2001, and the first phase (TWIC enrollment) is expected to be underway in 2007. In addition, as part of this phase, there will be TWIC biometric reader prototype testing at Los Angeles/Long Beach. The employers have participated at all levels of planning, design and testing, in conjunction with the federal government. The ILWU has participated in these forums as well.

The industry is vitally concerned with port security, and the TWIC is an essential element to aid in knowing who is on the waterfront at any given time. PMA stands ready to assist the Coast Guard and Transportation Security Administration with the successful

implementation of TWIC so that neither the enrollment nor rollout processes unnecessarily impact terminal operations nor impede commerce.

The Oakland pilot program uses grant-funded turnstile entry gates and readers

installed by the port, along with a special electronic PMA training ID card, to monitor terminal access. This pilot program has already provided valuable lessons for the broader roll-out of TWIC coast-wide.

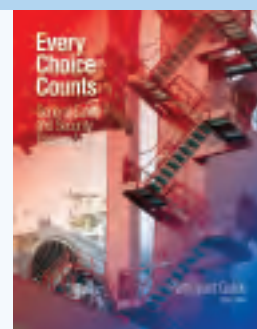
### GSST VI Brings Focus to Security

The General Safety Training program, widely heralded as an outstanding tool to orient new workers and veterans alike to waterfront safety issues, has undergone its latest evolution – and a slight name change.

Reflecting the ongoing importance of waterfront security, and the recognition that workers play a key role in maintaining it, the program is now titled General Safety & Security Training VI (GSST VI).

After significant revisions in 2006, it includes a new stand-alone module on security, and an increased focus on waterfront vigilance and alertness.

GSST VI will be rolled out in 2007. Key themes include: “own your safety,” “scan and focus,” and “create a safety net.” The program includes classroom learning, instructional videos and a hands-on workbook to reinforce key lessons. All waterfront workers are required to participate in this program upon entering the industry and then every three years thereafter.



GSST's new name reflects a focus on security.

## PMA Members Fuel Environmental Gains

In 2006, several PMA members announced major environmental initiatives, while the industry as a whole found ways to reduce air emissions from vessels and terminal equipment. Industry initiatives have also resulted in fewer trucks on the road and less idling in the yard.

**Vessels:** One company made the decision to burn low-sulfur fuel in the



The AMP program in Los Angeles provides shoreside power to ships.

main and auxiliary engines on all of its ships calling California. The switch, made 24 miles from the coast, is reducing emissions by an estimated 400 tons each year. Several PMA members announced or implemented plans to “cold-iron” their ships, making use of shoreside electric power while in port. Others are burning low-sulfur fuel in auxiliary engines to reduce vessel emissions at the dock. Nearly all carriers have reduced vessel speeds entering San Pedro Bay, lowering annual NOx emissions by hundreds of tons. PMA members are testing marine engine technologies – slide valves, a next-generation lubricating system, sea water scrubber technologies and on-board emulsification of residual fuels –that hold promise for further pollution reduction.

**Terminals:** Marine terminal operators in California have voluntarily replaced or retrofitted more than 1,100 pieces of yard equipment with post-combustion technologies such as Diesel Oxidation Catalysts, particulate filters and cleaner diesel. One terminal in



On-dock rail means fewer truck trips – and less pollution.

Southern California operates a fleet of more than 50 propane-powered yard tractors, while others are experimenting with LNG-powered tractors. In some cases, PMA member-operated equipment already meets or exceeds 2010 air quality standards. On-dock rail programs are eliminating thousands of truck trips each week. And it is estimated that Southern California's PierPass program has shifted about 40 percent of cargo moves to off-peak hours, saving thousands of hours of truck idling on area freeways.



Terminal operators are upgrading equipment to reduce emissions.

### Terminal Operators Reduce Emissions

The California Air Resources Board has implemented stringent regulations for terminal cargo-handling equipment. PMA and the terminal operators worked closely with CARB to hammer out these tailored regulations that will improve air quality for communities surrounding the ports. As of this writing, terminal operators are 30 percent ahead of expected emissions reductions. In addition, they have tested a variety of means to further reduce emissions, such as alternative and low-sulfur fuels, post-combustion catalysts and particulate filters.



## McNeill Retires from PMA



John McNeill

John McNeill, Vice President, Contract Implementation, retired in June 2006. McNeill joined PMA in 2003 after having spent more than three decades in the industry with Marine Terminals Corporation. A seasoned executive, he used a combination of strategic perspective and strong management skills to organize and create a well-run contract implementation department. This unit is known for being tenacious and pragmatic in its approach to the observation and application of manning rules under the labor agreements.

PMA President Jim McKenna said: "John's leadership has made a real difference in our ability to manage the West Coast waterfront. He's tough, strategic and

always has the industry's best interests at heart." A long-serving member of PMA's Coast Steering Committee and its Negotiation Committee, McNeill became chairman of the Employers' Pacific Coast Safety Committee in 1999. He also served as a PMA member of the Board of Directors of the National Maritime Safety Association. McNeill continues to provide consulting services to PMA.

### PMA Retirements

During 2006, PMA said goodbye to a number of employees. These included:

- Mary Fujii, Pacific Northwest – Seattle
- Dennis Patterson, Southern California – Wilmington
- Timothy MacLean, Pacific Northwest – Tacoma
- Kathleen Hults, Pacific Northwest – Portland

## Alverson, Beatty Named VPs



William Alverson

In October 2006, William Alverson was named McNeill's successor as Vice President, Contract Implementation. Alverson brings

with him 25 years of experience in collective bargaining negotiations, contract interpretation and implementation with various unions. He was formerly with Horizon Lines, where he held the position of Northern California Sales & Terminals Operations Manager for seven years.



Carol Beatty

Carol Beatty was appointed as Vice President and Controller in October 2006, following the departure of the previous controller,

Cory Daverman. Beatty brings broad financial experience to the PMA, having held positions of controller and finance director at several Bay Area companies, including First Nationwide Bank and the American Academy of Ophthalmology. She holds an MBA from Golden Gate University.

## Training: Record Numbers Continue

As a result of continued increases in both the size of the workforce and the need for skilled workers, the PMA Training Department had a busy, successful year in 2006. Training staff worked with record numbers of long-shore workers in skilled equipment operations such as container gantry crane, top handler, side pick, fork lift, heavy lift and straddle carrier. Furthermore, casual processing – bringing new workers into the industry – continued in Los Angeles/Long Beach, and began in San Diego, Tacoma and Seattle.

Skilled equipment operators are at a premium in the major Southern California ports of Los Angeles/Long Beach, where terminals are moving more cargo than ever before without having additional space to expand.

In many cases, containers are being stacked rather than stored on wheeled chassis. As a result, more labor is needed to move and stack the cargo. An example of the increase in training needs can be seen in top-handler & side-pick operations. Plans were made

for 280 workers to be trained during the period from July 2006 through June 2007. Halfway through that period – by the end of 2006 – 270 had already been trained.

Further details on PMA training programs can be found on page 70.



A walking boss gives a Gangway Safety Talk before a shift



## Air Quality Tests: Terminals Within Limits

A federal agency charged with overseeing worker safety has found that on-terminal air quality is well within regulatory limits. The National Institute for Occupational Safety and Health (NIOSH) issued its final report after overseeing tests at the ports of Los Angeles, Oakland and Tacoma. Further PMA-ILWU tests in Portland using a private contractor also showed emissions to be well within legal limits. These tests were requested by the ILWU – and agreed to by PMA – during their 2002 contract negotiations. Further tests by local agencies are expected.

## Legal Developments

During 2006, PMA and its members reached settlement with a group of casual longshore workers in California who claimed they were owed wages as a result of late dispatch from the hiring halls that are jointly operated by PMA and the ILWU. It is worth noting that conditions have changed on the West Coast waterfront in such a way that this matter is unlikely to be an issue in the future. With an increase in the size of the registered workforce and the addition of new casual workers, PMA is confident that work on the waterfront will continue to run smoothly, even at a time of record cargo volume.

Throughout 2006, PMA continued to vigorously defend the interests of its members against a number of lawsuits and charges filed with administrative agencies. PMA continues to succeed in having most lawsuits dismissed prior to trial.

PMA was pleased to welcome a new attorney into its Legal Department in mid-2006. Todd Amidon, an experienced labor and employment attorney, joined as Senior Counsel, replacing Greg Wellons, who opted to move on from PMA in 2005. Amidon joined General Counsel Craig Epperson, Senior Counsel Kathy O'Sullivan, and Legal Secretary Edie Apostolos at Headquarters.



Horizon Lines calls Tacoma.

# Regional Developments:

## Northern California

The Port of Oakland, while not experiencing the exponential growth of 2005, saw modest increases in both container traffic and overall volume in 2006. At the same time, gains in technology and changes to the layout of several terminals have enabled greater efficiency and throughput.

In the last year, employers have focused on technology at the “in” and “out” truck gates to speed the flow of containers into and out of the yard. Technology has also improved the efficiency of vessel operations, and several terminals have begun construction projects that are expected to further enhance operations.

Among the smaller ports, Eureka saw an increase in registration, as well as the addition of casual workers, due to new business in breakbulk operations. Stockton, meanwhile, saw an increase in registration of about 10 percent, largely as a result of additional bulk cargo. Looking ahead, further gains are expected among smaller ports in non-containerized cargo such as automobiles, cement and sugar.

In August 2006, PMA announced William Bartelson's promotion to the position of Northern California Area Manager. He previously served as assistant area manager, following a 5-year stint working in PMA's Southern California office.



MTC moves dry bulk cargo in Sacramento.





Jones Stevedoring Co. prepares steel pipes for movement at Everett, WA.

## Pacific Northwest

After tremendous gains in 2005, the Ports of Seattle and Tacoma saw slight reductions in both loaded container TEUs and overall volume. Viewed over a two-year period, the two ports showed a healthy increase of 13 percent in containers and 12 percent in overall volume. Looking ahead, this appears to be a sustainable pace of growth.

The Port of Portland, after large drops in container volume, saw the return of two carriers, and an increase of more than 34 percent in loaded container TEUs. Bulk cargo and autos continued to constitute the majority of cargo operations at the port, which saw gains in most areas. Several of the Columbia River ports – Longview and

Vancouver, WA – have seen a great deal of work as a result of the wind energy business. Windmills and heavy generators have moved through these ports with increasing regularity, and these operations require a great deal of labor and heavy lifts. (See photo, page 55.) This trend is expected to continue at both ports.

## Southern California

In addition to the overall volume numbers reported earlier in this section, the ports of Los Angeles/Long Beach hit a first-ever milestone in 2006: during one week in October, the two ports performed more than 200,000 crane-lifts – the most ever on the West Coast waterfront.

Both San Diego and Port Hueneme saw increases in registration and training in 2006. At San Diego, there was a significant jump in the number of automobiles moved, while the volume numbers at Port Hueneme held roughly steady. Along the entire West Coast, the two ports trail only Long Beach and Portland in automobiles moved.



Port Hueneme is a leading port of entry for automobiles.

### GENERAL SAFETY TRAINING: A SIXTEEN-YEAR HISTORY ON THE WATERFRONT

YEAR	GRADUATES	CUMULATIVE
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#### GST I – Safety First

1991	552	552
1992	5,246	5,798
1993	4,512	10,310

#### GST II – Your Right, Your Life

1994	1,068	1,068
1995	6,867	7,935
1996	4,798	12,724

#### GST III – What Counts

1997	2,993	2,993
1998	7,788	10,781
1999	4,059	14,840

#### GST IV – Going Home Safe

2000	4,007	4,007
2001	6,675	10,682
2002	5,464	16,146

#### GST V – Aware Today, Everyday

2003	3,443	3,443
2004	9,733	13,176
2005	12,332	25,508
2006	6,966	32,474

### OCCUPATIONAL INJURY AND ILLNESS INCIDENCE RATES

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

The information shown in the tables on this page is summarized from injury and illness reports submitted to PMA in 2006.

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	Washington
1992	14	14.6	12.3	14.1	14.1
1993	13	12.1	13.4	16.5	13
1994	11.2	10	14.6	11.9	11.2
1995	10.9	8.9	15.6	11.5	12.8
1996	10.4	9.3	14.3	12.7	9.9
1997	9.4	8.2	11.6	11.2	11.2
1998	9.2	6.8	15.1	13.9	12.4
1999	8.67	6.64	13.7	12.6	11.2
2000	7.2	5.68	9.81	10.7	10.7
2001	8.4	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

### ACCIDENT PREVENTION “TOP TENS” FOR 2006

#### Most Injured Occupations

Semi- Tractor	453
Lasher	382
Mechanic, ILWU	245
Holdmen	203
Clerk Supervisor	162
Foremen/Walking Boss	135
Dockmen	135
Mechanic, IAM	132
Auto Driver	130
Swing Person	69

#### Cause of Most Injuries

Slip/Trip/Fall <4ft	375
Strained	329
Struck By	309
Struck Against	183
Twisted	134
Bounced in Vehicle	109
Struck by Second Vehicle	101
Object in Eye	96
Onset of Pain	84
Slip	80

#### Most Common Injuries

Sprain/Strain/Spasm	1246
Contusion	554
Cut, Laceration	224
Foreign Object in Eye	97
Fracture	59
Scratch/Abrasion	55
Hearing Impair - Illness	44
Puncture	25
Hearing Impair - Injury	16
Nausea	11

#### Most Injured Body Part

Back	577
Knee	315
Shoulder	262
Finger	258
Neck	247
Head	188
Ankle	183
Hand	154
Eye	138
Arm	131

## 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:** Marine Terminals Corporation  
Los Angeles – Long Beach – Southern California Area
- Second Place:** SSA Marine, Inc.  
Los Angeles – Long Beach – Southern California Area

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

- First Place:** Pasha Stevedore & Terminals L.P.  
San Diego – Southern California Area
- Second Place:** Metropolitan Stevedore Company  
Port Hueneme – Southern California Area

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

- First Place:** SSA Marine, Inc.  
Port Hueneme – Southern California Area
- Second Place:** SSA Marine, Inc.  
Eureka – Northern California Area

### CONTAINER OPERATORS

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

#### Group A (1 million or more man-hours)

- First Place:** Yusen Terminals Inc.  
Los Angeles – Long Beach – Southern California Area
- Second Place:** International Transportation Services, Inc.  
Los Angeles – Long Beach – Southern California Area

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

- First Place:** Long Beach Container Terminal, Inc.  
Los Angeles – Long Beach – Southern California Area
- Second Place:** California United Terminals  
Los Angeles – Long Beach – Southern California Area

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

- First Place:** Husky Terminal & Stevedoring, Inc.  
Washington – Pacific Northwest Area
- Second Place:** Marine Terminals Corporation  
Portland – Pacific Northwest Area

### TERMINAL OPERATORS

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

- First Place:** Pacific Northwest Auto Terminals, LLC  
Oregon – Pacific Northwest Area
- Second Place:** Catalyst Paper (USA), Inc.  
Los Angeles – Long Beach – Southern California Area

### BULK OPERATORS

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

- First Place:** Tesoro Refining and Marketing Company  
Northern California Area
- Second Place:** Metropolitan Stevedore Company  
San Diego – Southern California Area

### LINES COMPANIES

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

- First Place:** Foss Alaska Line, Inc.  
Washington – Pacific Northwest Area
- Second Place:** Coast Maritime Services  
Los Angeles – Long Beach – Southern California Area

### ILWU WORK FORCE AWARDS

#### LONGSHORE LOCALS

Group A (more than 400 Registered Members)  
Local 13 – LA/LB – Southern California Area

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

Group C (less than 100 Registered Members and/or less than 100,000 Man Hours)  
Local 14 Eureka – Northern California Area

#### FOREMAN LOCALS

Local 94 – Southern California Area

#### CLERK LOCALS

Local 52 – Washington – Pacific Northwest Area

### COAST SEVEN YEAR ZERO INCIDENT RATE AWARD

(Those companies who have achieved a zero lost time incident rate 7 consecutive times over a 7 year period)

Pacific Northwest Auto Terminals, LLC  
Oregon – Pacific Northwest Area

### COAST FIVE YEAR ZERO INCIDENT RATE AWARD

(Those companies who have achieved a zero lost time incident rate 5 consecutive times over a 5 year period)

Metropolitan Stevedore Company  
Anacortes – Pacific Northwest Area

### COAST TWO YEAR ZERO INCIDENT RATE AWARD

(Those companies who have achieved a zero lost time incident rate 2 consecutive times over a 2 year period)

Catalyst Paper (USA) Inc.  
Southern California Area

Foss Alaska Line, Inc.  
Washington – Pacific Northwest Area

Tesoro Refining and Marketing Company  
Northern California Area

### COAST ONE YEAR ZERO INCIDENT RATE AWARD

(Those companies who have achieved a zero lost time incident rate over a 1 year period)

Metropolitan Stevedore Company  
San Diego, Southern California Area

SSA Marine, Inc.  
Eureka – Northern California Area

SSA Marine, Inc.  
Port Hueneme – Southern California Area

### COAST FOUR YEAR REDUCTION AWARD

(Those companies who have reduced their lost time incident rate 4 consecutive times over a 5 year period)

Pacific Ro-Ro Stevedoring, LLC  
Los Angeles – Long Beach – Southern California Area

SSA Terminals, LLC  
Washington – Pacific Northwest Area

### COAST THREE YEAR REDUCTION AWARD

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

California United Terminals  
Los Angeles – Long Beach – Southern 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.



# Responsible Growth



Over the past 30 years, the West Coast waterfront has grown into an economic powerhouse. The Los Angeles-Long Beach Port Complex is the busiest in the nation, and ranks in the top five worldwide in container traffic. Each year, the West Coast ports support \$1.3 trillion in business activity and nearly 4.8 million jobs for the U.S. economy.

Looking ahead, the challenge is not simply to grow, but to grow responsibly. That means steady, reliable management of the ports. It means the continued use of technology to move cargo efficiently, safely and with less impact on the environment. It means being vigilant about security needs. And it means working together with our partners. The PMA plan for responsible growth includes the following:

## Reliable labor supply



The past two years have seen significant volume increases – and resulting job gains – without significant disruptions on the waterfront. Many factors have contributed, but chief among them is the PMA's use of statistical analysis and forecasting to create a portrait of present and future labor needs. With real-time data in hand, decisions are made about training, allocation and workforce composition. This approach allows the PMA to predict what kind of workers will need to be hired or promoted, reducing the likelihood of a shortage. Looking ahead, agreements are in place with the ILWU to ensure that sufficient workers are available as the waterfront grows.

## Technology-driven terminals

During the 2002 contract negotiations, employers secured the right to introduce technology information systems. These systems enable employers to collect information electronically – such as using cameras and software to read the license plate when a truck enters a terminal, or record the serial number of a container as it enters or leaves the yard. These advances in clerk technology have played an essential role in the ability to move more cargo on crowded terminals, while adding new longshore jobs. Future plans call for greater use of electronic data, and integration of that data into terminal procedures. Through the continued introduction of technology, PMA members hope to maximize the efficiency of every acre, ensuring the ongoing vitality of the West Coast waterfront.





### Environmentally responsible operations

Several PMA members have taken leadership roles in seeking to reduce the environmental footprint of their operations. Some companies have voluntarily begun pilot programs to change the fuel used on their ships, reducing emissions immediately and significantly. Others have agreed to use shoreside power to reduce the amount of fuel that is burned. Terminal operators in California are upgrading and replacing their equipment to pollute less, and are 30 percent ahead of predicted reductions. There is a rising awareness that responsible growth means paying attention to the environmental impacts of cargo movement – and taking steps to mitigate those impacts.

### Enhanced security at our ports

PMA and its members have worked closely with local, state and federal authorities in their efforts to create a more secure waterfront. That means taking part in programs to monitor who has access to marine terminals; developing better methods to screen the goods that enter those terminals; and joining with the ILWU to promote vigilance and awareness at West Coast ports.

PMA members continue to believe that a coordinated approach to security is best. The industry stands ready to support federal and local initiatives to make ports more secure, and to ensure that systems are in place to monitor incoming cargo from around the world.

### Partnership with the ILWU and key stakeholders

Responsible growth is the commitment of the PMA – and it is made possible through partnership with others. The ILWU is a key partner in moving goods every day and helping us find solutions on the waterfront. We work with members of the communities in which we do business, as well as representatives of all levels of government. We recognize that goods movement extends beyond the terminal gates, and we aim to play a part in designing integrated infrastructure solutions. All told, our ambition is to bring the modern waterfront to fruition – and with it, benefits for workers, communities and our nation.



The domestic business impact of West Coast cargo operations exceeds the GDP of Canada.



# Industry Overview



## Economic Significance of West Coast Ports

In the past two decades, containerized cargo movement through the West Coast ports has risen more than four-fold – to an all-time record of 15 million container TEUs (twenty-foot equivalent units) in 2006. With cargo ranging from tennis shoes and personal computers to heavy equipment and produce, these containers contain many of the staples of our economy.

Furthermore, this trade has an annual domestic business impact of \$1.3 trillion – greater than the GDP of Canada or Mexico – and supports nearly 4.8 million U.S. jobs, from transportation and logistics to manufacturing, retail and commercial endeavors. In all, more than 10 percent of the nation's gross domestic product is tied to the loading and unloading of goods from West Coast ports.

## The National (and Global) Transportation Network

Once on land, goods 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 will be essential to enabling these national assets to continue playing this vital role.

## Waterfront Work: More Than 14,000 Jobs

As of December 2006, PMA members employed more than 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 roughly 1 million tons of cargo that move through West Coast ports on a daily basis.

As recently as 1994, the registered workforce was less than 8,000. Since the date of the last labor contract, in June 2002, the workforce has increased 38 percent. As a result of continued growth in cargo volumes, the waterfront labor force is expected to grow for many years to come.

## SUPPLEMENTARY AREA AGREEMENTS

LOCAL EFFECTIVE

### Southern California

13 – Supplementary Agreement for Gearmen	7/1/96
13 – Sweepers' Agreement	7/1/96
13 – Lines Handling Agreement	7/1/93
13 – Mechanics' Port Supplement	7/1/93
13, 29 & 46 – Industry Travel Agreement	5/17/88
26 – Watchmen's Agreement	7/1/02
29 – Lines Handling Agreement	1/25/88
29 – Foremen's Port Supplement	11/1/73
29 – Gearmen's Port Supplement	1/28/88
29 – Mechanics' Port Supplement	1/25/88
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	7/1/02
10 – Crockett Gantry Maintenance Agreement	7/1/99
10 – Miscellaneous Dock Workers	11/1/99
10 – Mechanics Port Supplement	7/1/93
10 – Rotary Dispatch Rules	9/16/95
14 – Working and Dispatching Rules	7/1/81
18 – Working and Dispatching Rules	10/6/87
34 – Clerks' Port Supplement	12/22/52
54 – Working and Dispatching Rules	11/23/87
75 – Watchmen's Agreement	7/1/02
75 – Watchmen's Supplement	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	4/12/03
4, 8 & 21 – Shipboard Bulk Grain Operators' Agreement	1/8/05
4, 8, 12, 21, 50 & 53 – Area Travel Agreement	12/1/84
4, 8, 21, 50 & 53 – Columbia River and Newport Working and Dispatching Rules	10/4/86
8 – Baggage Handling Agreement	11/27/90
8 – Gearmen, Mechanics' and Millwrights' Agreement	11/4/00
12 – Gear and Locker Agreement	6/18/88
12 – Working and Dispatching Rules	10/31/87
21 – Gear and Locker Agreement	6/18/88
21 – Dispatching Rules	3/1/79
21 – Port of Kalama Lines Handling Agreement	7/1/90
21 & 50 – Boat Rental Agreement	7/1/00
40 – Clerks' Port Supplement	3/31/58
50 – Lines Agreement	11/5/96
92 – Walking Boss Supplement	7/1/78

### Pacific Northwest: Washington

7 – Working and Dispatching Rules	6/1/60
19 – Working and Dispatching Rules	6/20/60
19 – Lines Handling Agreement	12/12/03
19 – Gear and Locker Agreement	12/12/03
19 – Seattle Mechanics' Supplement	12/12/03
19 & 23 – Shipboard Bulk Grain Operators' Agreement	1/8/05
23 – Working and Dispatching Rules	6/17/88
23 – Lines Handling Agreement	12/21/06
23 – Gear and Locker Agreement	8/19/04
23 – Tacoma Mechanics' Supplement	11/29/04
24 – Working and Dispatching Rules	5/9/60
25 – Working and Dispatching Rules	2/10/73
27 – Working and Dispatching Rules	9/30/58
32 – Working and Dispatching Rules	5/26/89
47 – Working and Dispatching Rules	1/19/89
47 – Olympia Mechanics' Agreement	5/1/97
51 – Working and Dispatching Rules	1/13/73
52 – Working and Dispatching Rules	12/15/88
98 – Foremen's Port Supplement	12/9/98

## Labor Agreements

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

### Coast Agreements

EFFECTIVE

Longshore and Clerks' Agreement 7/1/02\*

Walking Bosses and Foremen's Agreement 7/1/02\*\*

\* MOU was signed 11/23/2002

\*\* MOU was signed 12/18/2002

## Labor Allocations and Dispatching

Work on the waterfront, both loading and unloading of ships and barges and in marine terminals, has historically been performed by a work force employed on a "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.

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

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

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



Longshore workers conduct breakbulk operations in Tacoma.



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

## 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

## 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 1947	0.08	5.1 1.65
February 10 1948	0.02	1.2 1.67
December 6 1948	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 1956	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 1973	0.15	2.8 5.50
June 1 1974	0.30	5.5 5.80
June 29 1974	0.30	5.2 6.10
January 4 1975	0.12	2.0 6.22
June 28 1975	0.70	11.3 6.92
July 3 1976	0.60	8.7 7.52
July 2 1977	0.85	11.3 8.37
July 1 1978	0.85	10.2 9.22
June 30 1979	0.85	9.2 10.07
June 28 1980	0.85	8.4 10.92
July 4 1981	1.30	11.9 12.22
July 3 1982	1.30	10.6 13.52
July 2 1983	1.25	9.2 14.77
June 30 1984	0.80	5.4 15.57
June 29 1985	0.85	5.5 16.42
June 28 1986	0.85	5.2 17.27
July 4 1987	2.16	** 19.43
July 2 1988	0.40	2.1 19.83
July 1 1989	0.50	2.5 20.33
June 30 1990	0.67	3.3 21.00
June 29 1991	0.78	3.7 21.78
July 4 1992	0.70	3.2 22.48
July 3 1993	0.20	0.9 22.68
June 29 1996	2.00	8.8 24.68
June 28 1997	1.00	4.1 25.68
July 3 1999	1.00	3.9 26.68
July 1 2000	0.50	1.9 27.18
June 30 2001	0.50	1.8 27.68
June 28 2003	0.50	1.8 28.18
July 3 2004	0.50	1.8 28.68
July 2 2005	1.00	3.5 29.68
July 1 2006	0.50	1.7 30.18
June 30 2007	0.50	1.7 30.68

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

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

Since June 2002,  
the number of  
ILWU members has  
grown by  
**38 percent.**

## OCCUPATIONAL CODE RANGES

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

<b>0001-0099</b>	Longshore Work
<b>0100-0121</b>	Clerk Work
<b>0125-0143</b>	Foreman/Walking Boss Work
<b>0150-0183</b>	CFS Supplement Work
<b>0200-0299</b>	Miscellaneous Dock Work
<b>0300-0399</b>	Local Labor Relations Committee
<b>0400-0499</b>	Other Member Agreements

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

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

## Payroll Periods and Occupation Codes

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

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

Thus, the payroll year does not coincide exactly with a calendar year; the 2006 payroll year began on December 24,

2005, and ended December 22, 2006. (Some payroll quarters and years require 1-week adjustments to maintain consistency with the tax year. For example, the 2004 payroll year contained 53 weeks.)

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

## The International Longshore and Warehouse Union

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

### History

The ILWU was formed in 1937, under the leadership of Harry Bridges, out of District 38 of the International Longshoremen's Association (ILA). James "Jimmy" R. Herman succeeded Harry Bridges in 1977 and served as the second President of the ILWU until 1991.

Recent presidents include:

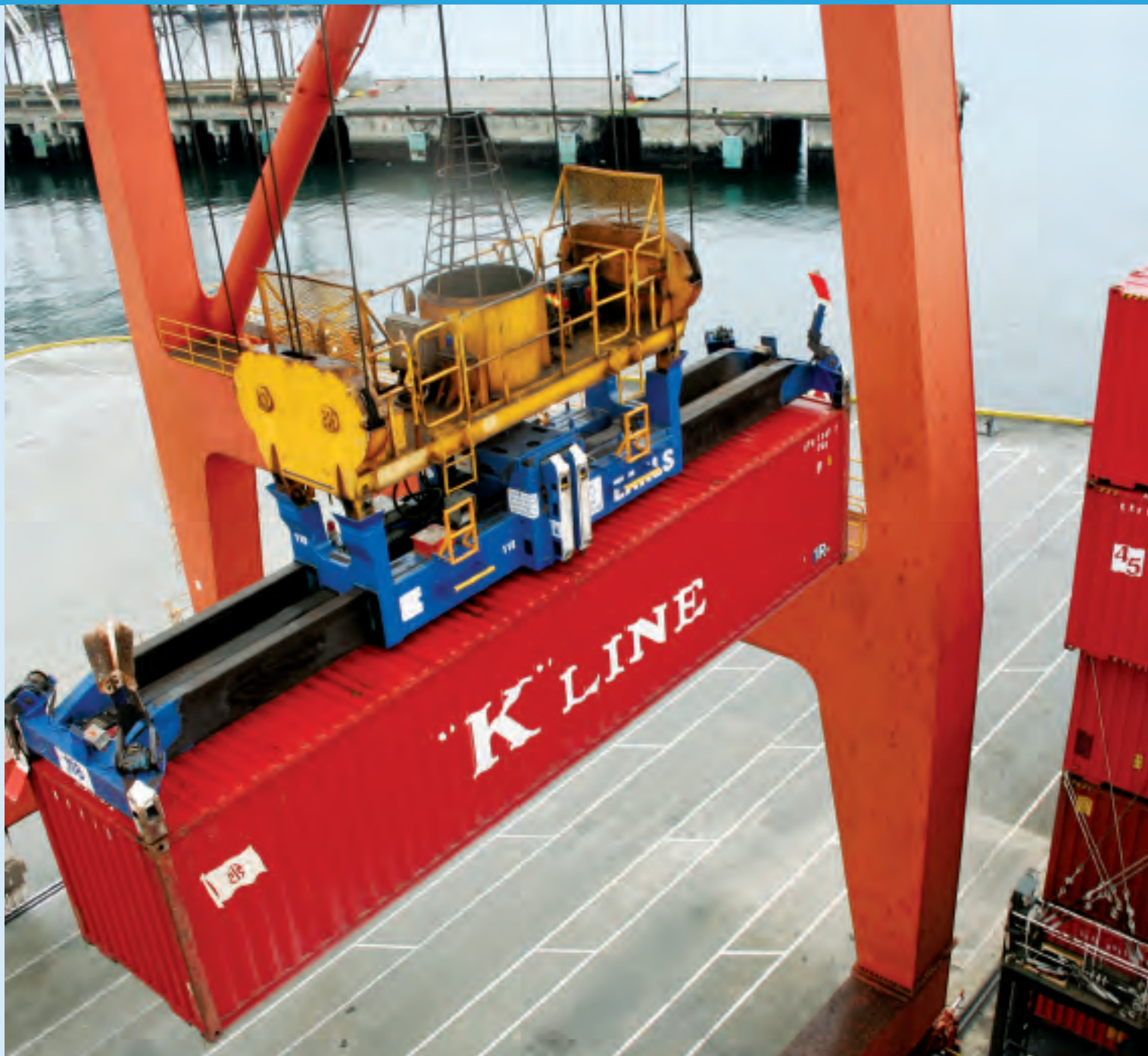
- David Arian (1991-1994)
- Brian McWilliams (1994-2000)
- James Spinoso (2000-2006)

In 2006, Robert McEllrath was elected president.

The other Titled Officers are Joseph Radisich, 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



One of "K" Line's distinctive red boxes moves through Seattle.

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 Joseph Radisich, 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.



# Industry Benefits



The ILWU benefits package includes comprehensive health care coverage, a pension plan, a savings plan, and vacation and holiday leave. Following is an overview of the benefits program; more information may be found at the PMA website ([www.pmanet.org](http://www.pmanet.org)) or through the ILWU-PMA Benefit Plans Office, funded by 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 18 months. In either case, employees 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 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 employer-paid disability coverage.

The industry Pension Plan has seen major upgrades in recent years. Currently, the

maximum yearly retirement benefit is \$56,700, and scheduled increases will raise it to \$63,000 by July 2007 — 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 more than \$675 million for the fiscal year ending June 30, 2006, up almost 80% since 2002, and the cost per active participant of \$48,500 for the same period, which increased by about 34% since 2002.

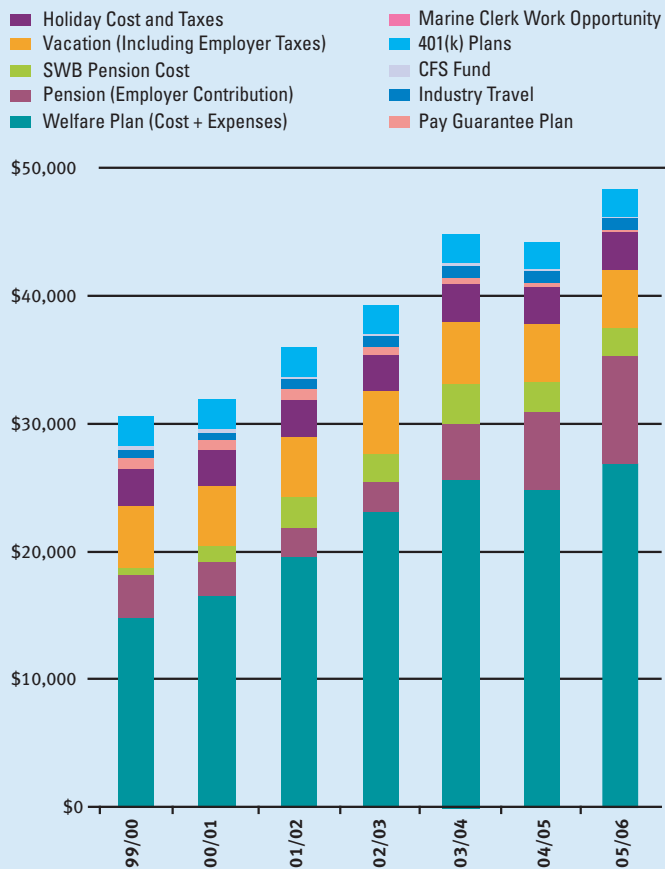
**For information on specific benefits that comprise this overall program, please turn to the following pages.**





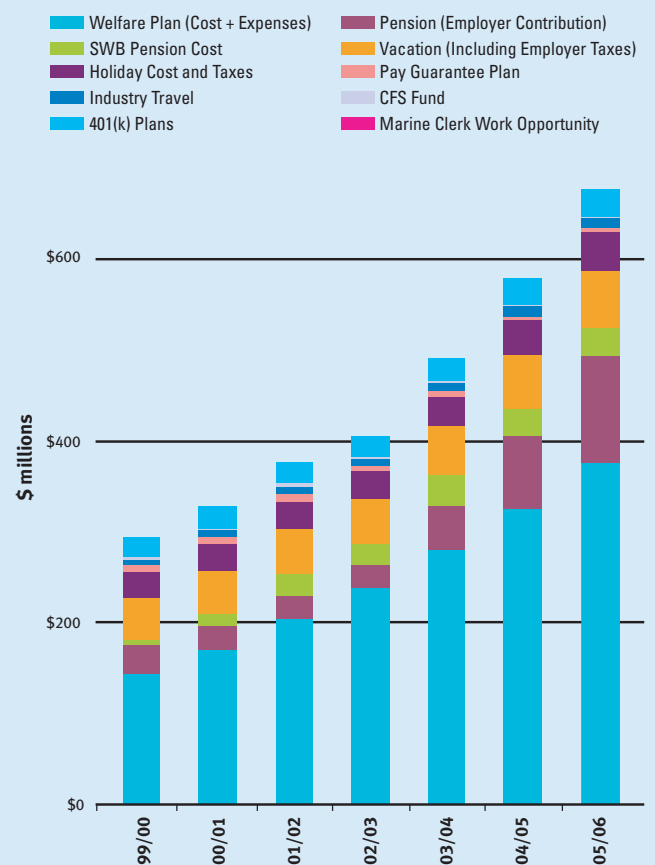
## TOTAL BENEFITS COSTS PER ACTIVE REGISTRANT

1999/00 through 2005/06



## TOTAL BENEFITS COSTS

1999/00 through 2005/06



## RETIREES BY YEAR

Year	Normal	Early	Disability	Total
1997	69	170	68	307
1998	33	99	49	181
1999	71	190	54	315
2000	84	134	59	277
2001	36	53	41	130
2002	78	103	40	221
2003	166	309	57	532
2004	98	162	34	294
2005	84	80	38	202
<b>2006</b>	<b>102</b>	<b>196</b>	<b>43</b>	<b>341</b>

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

## PENSION BENEFITS FOR NORMAL RETIREMENT

(the following benefits were effective July 1, 2002)

Retirement Date	Max Yrs. of Svc.	Rate Per Mo/Yr.	Max. Mo. Benefit
Before 7/81	25	\$65	\$1,625
7/81-6/84	30	65	1,950
7/84-6/87	33	65	2,145
7/87-6/93	35	65	2,275
7/93-6/96	35	69	2,415
7/96-6/99	35	72	2,520
7/99-6/02	35	95	3,325
7/02-6/03	35	100	3,500
7/03-6/04	35	105	3,675
7/04-6/05	35	110	3,850
7/05-6/06	35	120	4,200
<b>7/06-6/07</b>	<b>35</b>	<b>135</b>	<b>4,725</b>

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

## FRACTIONAL BENEFIT ACCRUAL

Credited Annual Hours	Monthly Benefit Accrued
1,300	\$135.00
1,250	\$129.81
1,200	\$124.62
1,150	\$119.42
1,100	\$114.23
1,050	\$109.04
1,000	\$103.85
950	\$98.65
900	\$93.46
850	\$88.27
800	\$83.08

The table *Fractional Benefit Accrual* shows examples of monthly benefit accruals for the credited annual hours between 800 and 1,300. The example is based on the monthly normal retirement rate effective on or after July 1, 2006. A minimum of 800 credited hours per payroll year is required to earn a qualifying year of service for vesting and eligibility.



Workers lash containers in Portland.

## 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, 2006, the rate of pension benefit accrual for longshore employees retiring on or after July 1, 2002, was \$135 per month per year of qualifying service. This rate provides a maximum monthly pension benefit of \$4,725 for a participant with 35 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 \$400 monthly "bridge" supplement is paid, until Social Security Retirement age, for those who retire at age 62 with at least 25 years of service. For those taking an early retirement between the ages of 55 and 62, this "bridge" supplement is reduced by an amount determined by the retiree's exact age (in years and months) at retirement.

An early retirement incentive window was available to any registered longshore and marine clerk participant who submitted an application for retirement with all required documentation completed between August 1, 2003 and March 1, 2004. A second early retirement window was made available from August 1, 2006 to January 31, 2007, to registered longshore, marine clerk, and walking boss/foreman participants. Applicants who were at least 59½ years old and had accrued at least 13 qualifying years of service under the Plan, at time of application, were eligible to receive an early pension benefit without the actuarial reduction that otherwise applies.

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, 2006, all surviving spouses of actives who retired prior to July 1, 2002, receive \$54.45 per month per qualifying year of service. Survivors of actives who retire after June 30, 2002 will receive 55% of the pensioner's basic pension benefit (excluding any supplement).

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

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

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

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

## Retirees, Pensioners and Surviving Spouses

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

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

At the end of 2006, the Plan was paying \$19,709,496 per month to 8,571 benefit recipients. These monthly benefits include payments from the Supplemental Welfare Benefit Plan established pursuant to the Longshore and Clerk Memorandum of Understanding of July 1, 1999.

### ILWU-PMA Supplemental Welfare Benefit Plan

An additional income supplement is paid from the ILWU-PMA Supplemental Welfare Benefit Plan for registrants who retired before July 1, 2002 under the ILWU-PMA Pension Plan. Effective July 1, 2006, the

NUMBER OF BENEFIT RECIPIENTS BY YEAR								
	PENSIONERS					SURVIVING SPOUSES		
	Normal/ Early	Dis- ability	In- Service	QDRO	Sub- total	Post- Retire	Pre- Retire	Sub- total
1997	3,788	1,336	103	22	5,249	3,504	341	3,845
1998	3,669	1,294	107	28	5,098	3,457	349	3,806
1999	3,705	1,260	119	119	5,203	3,424	365	3,789
2000	3,656	1,240	134	126	5,156	3,395	375	3,770
2001	3,510	1,212	149	143	5,014	3,337	400	3,737
2002	3,463	1,180	161	159	4,963	3,237	430	3,667
2003	3,699	1,168	158	179	5,204	3,085	456	3,541
2004	3,731	1,136	138	195	5,200	3,004	487	3,491
2005	3,685	1,112	120	201	5,118	2,954	496	3,450
2006	3,776	1,097	96	226	5,195	2,874	502	3,376
								8,571

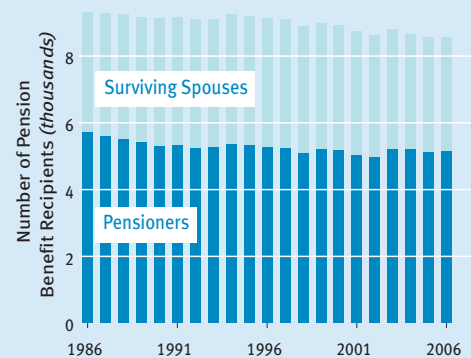
additional monthly Supplemental Welfare Benefit Plan benefit payable to these individuals is shown in the chart below.

### ILWU-PMA Welfare Plan

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

#### Plan Funding

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



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

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

#### Tenure of the Agreement

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

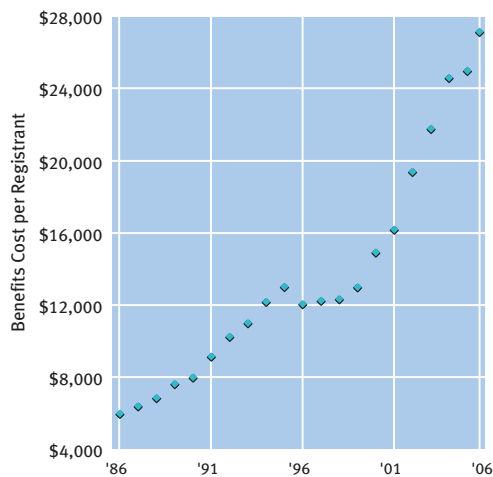
### ILWU-PMA SUPPLEMENTAL WELFARE BENEFIT PLAN

Date of Retirement	SWB Benefit	Pension Benefit	Combined Retirement Income
Before July 1, 1987	\$29	\$48	\$77
July 1, 1987 to June 30, 1993	\$17	\$60	\$77
July 1, 1993 to June 30, 1996	\$8	\$69	\$77
July 1, 1996 to June 30, 1999	\$7	\$72	\$79
July 1, 1999 to June 30, 2002	\$4	\$95	\$99

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

#### ILWU-PMA WELFARE PLAN BENEFITS COSTS PER ACTIVE REGISTRANT

Fiscal Years 1986-2006



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 2005/2006 are divided by the count of active registrants at the end of 2005.

#### Who is Eligible for ILWU-PMA Welfare Plan Benefits

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

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

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

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

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

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

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

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

**Child Survivor Pensioners:** A deceased pensioner's dependent child has Welfare Plan eligibility as a child survivor pensioner for the period that the child receives survivor pension benefits.





NYK calls Los Angeles.

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

**Surviving Dependent Spouse or Child:**

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

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

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

**Surviving Employee Retirement Income Security Act (ERISA) Spouse:**

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

**Widows' Independent Living Subsidy Program (WILSP)**

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

**Payment for Benefit Coverage**

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

Yang Ming berths  
in Los Angeles.

Each year, West Coast ports move enough cargo-filled containers to  
**circle the globe – twice.**



#### VACATION BENEFITS, TAXES & EXPENSES

Payroll Year in which earned:

<b>2006*</b>	<b>65,122,053</b>
2005	62,413,610
2004	58,762,839
2003	53,653,753
2002	50,137,652

\*Estimated benefits

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

#### ANNUAL HOURS REQUIREMENTS FOR VACATION ELIGIBILITY

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

#### 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

foremen registrations and are the average hours paid to registrants in the "port of registration" during the payroll year, excluding those with fewer than 100 hours.

#### Description of Year of Service for Vacation

A Year of Service for vacation eligibility is a payroll year in which the registrant is credited with at least 800 combined hours paid and equivalent 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, 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.

### ADDITIONAL VACATION WEEKS

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

**One additional week**  
if registrant has 17 total  
qualifying years

— or —

**Two additional weeks**  
if registrant has 23 total  
qualifying years

— or —

**Three additional weeks**  
if registrant has 25 total  
qualifying years

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

if registrant has  
8 total vacation  
qualifying years

— or —

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

## HOLIDAY PLAN

## 2007

January	1	New Year's Day <sup>1</sup>
	15	Martin Luther King's Birthday
February	12	Lincoln's Birthday
	19	Washington's Birthday
March	31	Cesar Chavez' Birthday
	May 28	Memorial Day
July	4	Independence Day
	5	Bloody Thursday
	28	Harry Bridges' Birthday
September	3	Labor Day
November	12	Veterans' Day <sup>2</sup>
	22	Thanksgiving Day <sup>1</sup>
December	24	Christmas Eve Day <sup>1</sup>
	25	Christmas Day <sup>1</sup>
	31	New Year's Eve Day <sup>1</sup>

## 2008

January	1	New Year's Day <sup>1</sup>
	21	Martin Luther King's Birthday
February	11	Lincoln's Birthday
	18	Washington's Birthday
March	31	Cesar Chavez' Birthday
	May 26	Memorial Day

Holidays shown in blue are non-paid holidays. An employee who performs work on non-paid holidays shall receive the holiday rate of pay for time worked, with the exception of Bloody Thursday which is a no-work, non-paid holiday.

<sup>1</sup> 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.

<sup>2</sup> When a holiday falls on a Sunday, the work schedule applies to 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

HOLIDAY PAYMENTS  
BY CONTRACT YEAR\*

Contract Year Ended June 30

2006	\$42,462,328
2005	37,813,700
2004	32,320,236
2003	29,938,741
2002	30,381,249

\* includes taxes and expenses

work days—i.e., Martin Luther King's Birthday, Washington's Birthday, Cesar Chavez' Birthday, Memorial Day, Independence Day, Harry Bridges' Birthday, and Veterans' Day.

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 2007 and for the first six months of 2008 are shown to the left.



Steel coils are discharged at Terminal 6 in Portland.





Breakbulk operations at Tacoma's Blair Terminal.

## Pay Guarantee Plan

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

A Class "A" longshore or clerk registrant who qualifies is guaranteed an income equivalent to a 38-hour week at the longshore basic straight time hourly wage (\$30.18 per hour, effective July 1, 2006, or \$1,146.84 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 (\$845.05).

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.

### PAY GUARANTEE PLAN BENEFITS AND EXPENSES

Contract Year Ended June 30

	Longshore and Clerks	Walking Bosses and Foremen
<b>2006</b>	<b>4,131,285</b>	<b>116,697</b>
2005	3,891,858	152,394
2004	4,851,179	97,138
2003	5,671,239	162,722
2002	9,050,662	227,387

The contingent PGP liability for longshore and clerk registrants for 2006/2007 is \$20,020,000. This amount is divided into quarterly amounts. One-thirteenth of each quarter's amount is available at the end of each payroll week to meet that week's obligation.

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

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

## ILWU-PMA Savings 401(k) Plan

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

Longshore, clerk and foreman registrants may elect to defer, in increments of \$1, up to \$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.

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.

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.



SSA moves general cargo in Everett, WA.

## INDUSTRY TRAVEL PAYMENTS

Contract Year Ended June 30

<b>2006</b>	<b>\$11,037,000</b>
2005	12,264,008
2004	11,123,055
2003	8,904,541
2002	7,573,827

## CFS PROGRAM FUND

Payroll Year	A-Credit (Assessment Credit)	I-Credit (Incentive Credit)	Total
<b>2006</b>	<b>1,131,128</b>	<b>125,681</b>	<b>1,256,809</b>
2005	1,505,256	167,250	1,672,506
2004	1,463,510	162,612	1,626,122
2003	1,610,028	178,892	1,788,920
2002	1,289,830	143,314	1,433,145

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

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

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

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

## ILWU-PMA Marine Clerk Work Opportunity Fund

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 an amount that equal 11.1% of the sum of A-Credits paid in a PMA administrative area. Therefore, the sum of A Credits and I-Credits equals the total hourly assessments paid less the vacation insurance and taxes portion.

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

## Dispatch Halls

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

Any longshore worker who is not a member of the Union is permitted to use the dispatching hall only if the worker pays a pro rata share of the

### DISPATCH HALL COSTS

Payroll Year	ILWU Portion	PMA Portion	Total
2006	\$2,682,159	\$19,793,574	\$22,475,733
2005	2,613,138	20,206,592	22,819,730
2004	2,460,899	17,296,970	19,757,869
2003	2,541,687	17,062,723	19,604,410
2002	2,160,373	15,214,066	17,374,439

2004-2006 numbers are based on unaudited financial reports.

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

The personnel for each dispatching hall, with the exception of the Dispatchers, are appointed by the Joint Labor Relations Committee of each port. Dispatchers are selected by the Union through elections in which all candidates must be qualified according

to standards prescribed and measured by the Joint Port Labor Relations Committee. All dispatch hall personnel are governed by rules and regulations set down by the Joint Port Labor Relations Committee. PMA may, at its option, maintain a representative in the dispatching hall, and any authorized representative of the PMA or the Union may inspect dispatching hall records.

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

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

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

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



Zim sails the Columbia River near Portland.



# Assessments



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

## Funding of Benefits

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

### Funding Benefits with Hours and Tonnage Contributions

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

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

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

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





divisor and the assessment system in which it would be deployed.

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

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

On November 9, 1983, the Board adopted a resolution recommending approval of the proposed assessment system by the PMA membership. The

membership adopted the proposal on December 14, 1983. The agreement was filed with the Federal Maritime Commission on December 22, 1983 and was designated LM-84.

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.

**West Coast  
cargo movement  
supports more than  
4 million  
jobs  
across the nation.**

Pasha Stevedoring & Terminals discharges  
coils of wire rod in Los Angeles.



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 additional increases to the Divisor. In the first half of 2004, a divisor of 36,067,570 was adopted for 2004/2005 rates. A year later, the divisor was increased to 43,578,918 for the 2005/2006 rates. Then, in the first half of 2006, the divisor was again increased, to 45,456,755, and was adopted for 2006/2007 rates.

#### Calculation of Assessment Rates

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

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

The payroll hourly assessment rate is calculated by dividing the sum of the plan's net funding requirements by the divisor, 36,067,570. The result is the hourly assessment rate. The hourly assessment rate is then multiplied by

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

#### Rate Components

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

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

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



Melons from Costa Rica are  
discharged at Port Hueneme.

## 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 long-shore 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 Long-shoremen'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.

## 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.

### 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
1980	\$4.108			\$0.579	\$1.495	\$1.014	\$0.071	\$0.029	
1981	6.878			0.573	0.430	0.430	0.134	0.030	
1982	8.371			0.621	0.467	0.467	0.144	0.033	\$0.202
1983	12.270			-	-	-	-	-	0.247
1984	7.680			18.710	1.101	1.101	0.089	0.022	1.284
1985	6.740			14.549	0.856	0.856	0.069	0.017	1.301
1987	7.520			13.775	0.810	0.810	0.066	0.016	0.785
1989	7.520			13.762	0.783	0.783	0.063	0.016	0.798
1990	7.520			13.306	0.783	0.783	0.063	0.016	1.458
1991	7.520			12.674	0.746	0.746	0.060	0.015	1.014
1992	8.810			13.221	0.778	0.778	0.063	0.015	0.490
1993	10.010			14.790	0.870	0.870	0.070	0.017	0.350
1994	11.700		\$0.50	16.700	0.982	0.982	0.080	0.019	0.880
1995	9.300		0.50	9.790	0.576	0.576	0.047	0.011	0.660
1996	10.870		0.50	11.390	0.670	0.670	0.054	0.013	0.520
1997	11.530		2.00	9.980	0.587	0.587	0.048	0.012	0.100
1998	10.340		1.84	7.350	0.433	0.433	0.035	0.009	0.310
1999	10.340	\$1.00	3.84	7.350	0.433	0.433	0.035	0.009	0.310
2001	11.040	0.83	3.49	6.280	0.370	0.370	0.030	0.007	0.190
2002	13.110	0.84	3.49	12.120	0.713	0.713	0.058	0.014	
2003	14.080	0.81	3.77	13.470	0.792	0.792	0.064	0.016	0.100
2004	15.620	0.82	3.82	13.650	0.803	0.803	0.065	0.016	0.120
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	0.830	0.830	0.070	0.020	0.050

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.

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

An Internet based tonnage reporting system was introduced in February 2000 that replaced a paper based reporting system. The Internet tonnage reporting system provides many additional features such as automatic conversion from metric to common U.S. measurement and automatic container box conversion to twenty-foot-equiv-

alent-units. The metric conversion was a particularly important feature for reporting companies since nearly all import and export manifests record cargo weight and/or volume in metric units.

Tonnage data published by PMA includes cargo moving in international (foreign) trade and in domestic trade (Alaska, Hawaii, coastwise, and intercoastal). For this reason PMA's data will generally differ from data published by government agencies, PIERSTM, 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.





Portland (shown) and Long Beach are leading automotive ports.

## Reporting Responsibilities

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

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

## Cargo Movement

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

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

## Reporting Categories

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

### Containers

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

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

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

### Non-Containerized Cargo

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

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

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

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

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

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

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

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

Bulk Cargo is reported on the basis of weight. Bulk Cargo is any commodity

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

## Pacific Coast Tonnage Statistics

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

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

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

## Changes in Reporting Categories

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

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

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

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

## Coastwise Tonnage

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

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

**PMA members  
spend more than  
\$48,000  
in benefits  
for each active  
registrant.**

Growth in alternative energy is spurring movement of windmills.







Marine Terminals Corporation works an Evergreen ship in Oakland.



# 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, detailing cargo movement, the labor force and a host of other maritime issues.

The 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 the PMA 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 Coast ports, see the PMA website, [www.pmanet.org](http://www.pmanet.org).



# Revenue Tonnage Loaded and Discharged by Port

The data on these two pages represent the revenue tonnage reported to PMA in 2006 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			
	Total	% of Coast	Chg from 2005	% Loaded: % Discharged	Total (TEUs)	% of Coast	Chg from 2005	% Loaded: % Discharged	Total	% of Coast	Chg from 2005	% Loaded: % Discharged
<b>SOUTHERN CALIFORNIA</b>												
San Diego	6,704,451	1.9%	26.3%	7.7: 92.3	48,707	0.3%	-8.9%	4.1: 95.9	416,819	3.5%	32.5%	12.8: 87.2
Long Beach	97,291,496	26.9%	10.3%	26.0: 74.0	4,708,797	30.8%	8.3%	23.0: 77.0	1,385,860	11.7%	10.9%	3.1: 96.9
Los Angeles	113,107,896	31.3%	15.0%	26.2: 73.8	6,057,449	39.6%	16.6%	26.1: 73.9	4,776,180	40.2%	46.5%	1.5: 98.5
Port Hueneme	4,570,636	1.3%	-0.7%	4.1: 95.9	20,083	0.1%	-10.9%	17.5: 82.5	906,658	7.6%	3.5%	11.1: 88.9
<b>AREA TOTAL</b>	<b>221,674,479</b>	<b>61.4%</b>	<b>12.8%</b>	<b>25.1: 74.9</b>	<b>10,835,036</b>	<b>70.9%</b>	<b>12.6%</b>	<b>24.6: 75.4</b>	<b>7,485,517</b>	<b>63.0%</b>	<b>31.3%</b>	<b>3.6: 96.4</b>
<b>NORTHERN CALIFORNIA</b>												
San Francisco	1,267,127	0.4%	-8.4%	0.0:100.0	52		-45.8%	7.7: 92.3	244,244	2.1%	7.2%	0.0:100.0
Redwood City	928,566	0.3%	-18.9%	0.0:100.0	—		—		—		—	
Oakland	28,570,424	7.9%	2.7%	49.4: 50.6	1,626,439	10.6%	3.4%	48.7: 51.3	50,897	0.4%	39.2%	76.7: 23.3
Richmond	995,309	0.3%	19.0%	0.3: 99.7	—		—		—		—	
Crockett	658,752	0.2%	-15.1%	0.0:100.0	—		—		—		—	
Benicia	1,532,643	0.4%	83.7%	5.3: 94.7	—		—		4,521		100.0%	0.0:100.0
Port Chicago	22,718	<0.1%	100.0%	28.0: 72.0	1,057		100.0%	9.6: 90.4	4,749		100.0%	97.5: 2.5
Pittsburg	532,866	0.1%	124.7%	100.0: 0.0	—		—		—		—	
Stockton	3,413,527	0.9%	14.2%	9.1: 90.9	—		-100.0%		466,112	3.9%	31.1%	18.4: 81.6
West Sacramento	469,589	0.1%	-15.6%	4.6: 95.4	8		100.0%	0.0:100.0	402,081	3.4%	20.0%	5.4: 94.6
Eureka	286,110	0.1%	2.3%	2.7: 97.3	—		—		156,137	1.3%	50.4%	4.9: 95.1
<b>AREA TOTAL</b>	<b>38,677,631</b>	<b>10.7%</b>	<b>4.9%</b>	<b>39.0: 61.0</b>	<b>1,627,556</b>	<b>10.6%</b>	<b>3.5%</b>	<b>48.7: 51.3</b>	<b>1,328,741</b>	<b>11.2%</b>	<b>25.5%</b>	<b>12.0: 88.0</b>
<b>PACIFIC NORTHWEST: Oregon and Columbia River</b>												
North Bend/Coos Bay	1,888,709	0.5%	-5.6%	96.2: 3.8	—		—		24,382	0.2%	-3.6%	94.0: 6.0
Portland	20,172,971	5.6%	7.7%	61.2: 38.8	166,563	1.1%	34.0%	48.6: 51.4	985,193	8.3%	1.1%	4.5: 95.5
Vancouver, WA	5,440,590	1.5%	32.7%	81.8: 18.2	280		201.1%	18.9: 81.1	449,788	3.8%	18.2%	3.0: 97.0
St. Helens	2,959	<0.1%	-55.2%	0.0:100.0	—		—		—		—	
Kalama, WA	8,443,829	2.3%	-11.2%	94.9: 5.1	—		—		428,015	3.6%	4.1%	0.0:100.0
Longview, WA	2,412,741	0.7%	-3.7%	86.9: 13.1	1,056		-38.0%	92.9: 7.1	514,213	4.3%	39.9%	65.3: 34.7
Astoria	4,488	<0.1%	100.0%	0.0:100.0	—		—		—		—	
<b>AREA TOTAL</b>	<b>38,366,287</b>	<b>10.6%</b>	<b>4.1%</b>	<b>74.9: 25.1</b>	<b>167,899</b>	<b>1.1%</b>	<b>33.2%</b>	<b>48.8: 51.2</b>	<b>2,401,591</b>	<b>20.2%</b>	<b>11.2%</b>	<b>17.3: 82.7</b>
<b>PACIFIC NORTHWEST: Washington</b>												
Aberdeen/Grays Harbor	454,469	0.1%	-42.7%	91.2: 8.8	—		-100.0%		—		-100.0%	
Olympia	76,644	<0.1%	-24.0%	25.4: 74.6	549		-39.6%	76.3: 23.7	57,252	0.5%	-12.7%	16.1: 83.9
Tacoma	32,515,515	9.0%	-4.9%	53.0: 47.0	1,355,291	8.9%	-2.6%	43.6: 56.4	301,743	2.5%	10.4%	16.2: 83.8
Seattle	28,692,359	7.9%	-2.8%	51.3: 48.7	1,298,580	8.5%	-6.8%	37.8: 62.2	180,574	1.5%	0.6%	7.8: 92.2
Everett	242,039	0.1%	42.8%	34.9: 65.1	3,960		75.8%	37.5: 62.5	125,079	1.1%	98.3%	9.0: 91.0
Port Angeles	20,649	<0.1%	100.0%	0.0:100.0	—		—		—		—	
Anacortes	348,478	0.1%	25.2%	100.0: 0.0	—		—		920		119.0%	96.5: 3.5
<b>AREA TOTAL</b>	<b>62,350,153</b>	<b>17.3%</b>	<b>-4.2%</b>	<b>52.6: 47.4</b>	<b>2,658,380</b>	<b>17.4%</b>	<b>-4.6%</b>	<b>40.8: 59.2</b>	<b>665,568</b>	<b>5.6%</b>	<b>10.6%</b>	<b>12.7: 87.3</b>
<b>COAST TOTAL</b>	<b>361,068,550</b>	<b>100.0%</b>	<b>7.7%</b>	<b>36.6: 63.4</b>	<b>15,288,871</b>	<b>100.0%</b>	<b>8.4%</b>	<b>30.3: 69.7</b>	<b>11,881,417</b>	<b>100.0%</b>	<b>24.8%</b>	<b>7.8: 92.2</b>

## Revenue Tonnage Loaded and Discharged by Port, CONTINUED

Total tonnage reported for the port.

Chg from 2005 shows the percent 2006 tonnage changed from 2005 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 &amp; LOGS

## AUTOMOBILES AND TRUCKS

## BULK CARGO

Total	% of Coast	Chg from 2005	% Loaded: % Discharged	Total	% of Coast	Chg from 2005	% Loaded: % Discharged	Total	% of Coast	Chg from 2005	% Loaded: % Discharged	
<b>SOUTHERN CALIFORNIA</b>												
95,261	6.2%	-16.9%	0.0:100.0	4,078,445	15.6%	58.7%	10.5: 89.5	1,285,907	2.1%	-8.3%	0.0:100.0	San Diego
182,070	11.8%	-21.7%	0.0:100.0	5,224,431	20.0%	17.5%	0.2: 99.8	10,449,586	17.0%	25.1%	65.6: 34.4	Long Beach
1,617	0.1%	-88.2%	0.0:100.0	2,001,884	7.7%	-8.5%	19.1: 80.9	3,351,582	5.4%	-26.6%	69.9: 30.1	Los Angeles
—	—	—	—	3,173,473	12.1%	-0.9%	0.8: 99.2	149,094	0.2%	4.3%	0.0:100.0	Port Hueneme
<b>278,948</b>	<b>18.0%</b>	<b>-22.7%</b>	<b>0.0:100.0</b>	<b>14,478,233</b>	<b>55.4%</b>	<b>16.7%</b>	<b>5.9: 94.1</b>	<b>15,236,169</b>	<b>24.7%</b>	<b>5.4%</b>	<b>60.4: 39.6</b>	<b>AREA TOTAL</b>
<b>NORTHERN CALIFORNIA</b>												
3,562	0.2%	100.0%	0.0:100.0	—	—	—	—	1,018,437	1.7%	-11.7%	0.0:100.0	San Francisco
—	—	—	—	—	—	—	—	928,566	1.5%	-18.9%	0.0:100.0	Redwood City
—	—	—	—	870,064	3.3%	-16.8%	69.8: 30.2	—	—	—	—	Oakland
—	—	—	—	995,309	3.8%	19.0%	0.3: 99.7	—	—	—	—	Richmond
—	—	—	—	—	—	—	—	658,752	1.1%	-15.1%	0.0:100.0	Crockett
—	—	—	—	1,436,054	5.5%	106.3%	0.0:100.0	92,068	0.1%	-33.4%	88.1: 11.9	Benicia
—	—	—	—	—	—	—	—	—	—	—	—	Port Chicago
—	—	—	—	—	—	—	—	532,866	0.9%	124.7%	100.0: 0.0	Pittsburg
1,292	0.1%	100.0%	0.0:100.0	—	—	—	—	2,946,123	4.8%	11.9%	7.6: 92.4	Stockton
9,613	0.6%	-5.0%	0.0:100.0	—	—	—	—	57,759	0.1%	-72.6%	0.0:100.0	West Sacramento
88,877	5.7%	-34.1%	0.0:100.0	—	—	—	—	41,096	0.1%	—	0.0:100.0	Eureka
<b>103,344</b>	<b>6.7%</b>	<b>-28.7%</b>	<b>0.0:100.0</b>	<b>3,301,427</b>	<b>12.6%</b>	<b>28.0%</b>	<b>18.5: 81.5</b>	<b>6,275,667</b>	<b>10.2%</b>	<b>-0.9%</b>	<b>13.4: 86.6</b>	<b>AREA TOTAL</b>
<b>PACIFIC NORTHWEST: Oregon and Columbia River</b>												
88,342	5.7%	-10.9%	21.1: 78.9	—	—	—	—	1,775,985	2.9%	-5.4%	100.0: 0.0	North Bend/Coos Bay
3,046	0.2%	-86.0%	0.0:100.0	5,349,975	20.5%	33.4%	0.0:100.0	11,003,186	17.9%	-5.2%	99.3: 0.7	Portland
59,024	3.8%	-12.8%	8.8: 91.2	440,107	1.7%	-9.1%	0.0:100.0	4,486,911	7.3%	41.7%	98.7: 1.3	Vancouver, WA
2,959	0.2%	-55.2%	0.0:100.0	—	—	—	—	—	—	—	—	St. Helens
—	—	—	—	—	—	—	—	8,015,814	13.0%	-11.9%	100.0: 0.0	Kalama, WA
652,872	42.2%	1.8%	97.7: 2.3	—	—	—	—	1,227,704	2.0%	-16.3%	90.1: 9.9	Longview, WA
4,488	0.3%	100.0%	0.0:100.0	—	—	—	—	—	—	—	—	Astoria
<b>810,731</b>	<b>52.4%</b>	<b>-3.0%</b>	<b>81.6: 18.4</b>	<b>5,790,082</b>	<b>22.1%</b>	<b>28.8%</b>	<b>0.0:100.0</b>	<b>26,509,600</b>	<b>43.0%</b>	<b>-2.6%</b>	<b>99.0: 1.0</b>	<b>AREA TOTAL</b>
<b>PACIFIC NORTHWEST: Washington</b>												
141,857	9.2%	-18.3%	85.2: 14.8	—	—	—	—	312,612	0.5%	-47.8%	93.9: 6.1	Aberdeen/Grays Harbor
10,059	0.7%	-41.9%	31.0: 69.0	—	—	—	—	—	—	-100.0%	—	Olympia
182,684	11.8%	-5.3%	71.2: 28.8	2,413,646	9.2%	15.4%	18.3: 81.7	6,577,495	10.7%	-17.6%	100.0: 0.0	Tacoma
—	—	—	—	125,217	0.5%	35.8%	31.5: 68.5	6,310,708	10.2%	13.6%	100.0: 0.0	Seattle
16,258	1.1%	210.9%	89.1: 10.9	33,382	0.1%	158.1%	100.0: 0.0	—	—	-100.0%	—	Everett
2,076	0.1%	100.0%	0.0:100.0	—	—	—	—	18,573	—	100.0%	0.0:100.0	Port Angeles
—	—	—	—	—	—	—	—	347,558	0.6%	25.1%	100.0: 0.0	Anacortes
<b>352,934</b>	<b>22.8%</b>	<b>-9.3%</b>	<b>76.1: 23.9</b>	<b>2,572,245</b>	<b>9.8%</b>	<b>17.1%</b>	<b>20.0: 80.0</b>	<b>13,566,946</b>	<b>22.0%</b>	<b>-6.2%</b>	<b>99.7: 0.3</b>	<b>AREA TOTAL</b>
<b>1,545,957</b>	<b>100.0%</b>	<b>-10.7%</b>	<b>60.2: 39.8</b>	<b>26,141,987</b>	<b>100.0%</b>	<b>20.6%</b>	<b>7.6: 92.4</b>	<b>61,588,382</b>	<b>100.0%</b>	<b>-1.4%</b>	<b>80.9: 19.1</b>	<b>COAST TOTAL</b>



# Container Box Counts

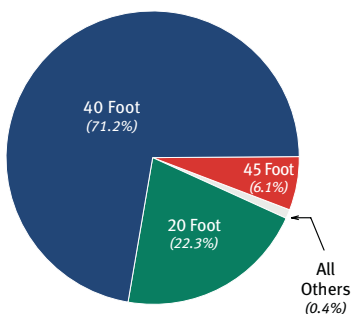
In January 2000, PMA began collecting container counts by box length. Data are reported in seven different box sizes: 20, 24, 35, 40, 45, 48 and 53 foot lengths. These tables show the counts for the most common three lengths and a total for all containers. Containers are divided into two categories: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

## 2006

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
<b>Long Beach</b>														
Cargo Bearing	479,097	144,877	623,974	1,465,216	458,612	1,923,828	100,277	21,494	121,771	2,045,261	624,983	2,670,244	68.5%	4,747,673
Empty	4,353	264,918	269,271	11,343	867,926	879,269	449	76,762	77,211	17,724	1,209,606	1,227,330	31.5%	2,205,891
<b>TOTAL</b>	<b>483,450</b>	<b>409,795</b>	<b>893,245</b>	<b>1,476,559</b>	<b>1,326,538</b>	<b>2,803,097</b>	<b>100,726</b>	<b>98,256</b>	<b>198,982</b>	<b>2,062,985</b>	<b>1,834,589</b>	<b>3,897,574</b>	<b>100.0%</b>	<b>6,953,564</b>
<b>Los Angeles</b>														
Cargo Bearing	537,773	203,492	741,265	1,788,460	654,101	2,442,561	168,067	50,186	218,253	2,499,040	910,063	3,409,103	69.8%	6,131,782
Empty	6,840	286,028	292,868	48,434	995,851	1,044,285	9,220	116,607	125,827	73,935	1,401,722	1,475,657	30.2%	2,695,135
<b>TOTAL</b>	<b>544,613</b>	<b>489,520</b>	<b>1,034,133</b>	<b>1,836,894</b>	<b>1,649,952</b>	<b>3,486,846</b>	<b>177,287</b>	<b>166,793</b>	<b>344,080</b>	<b>2,572,975</b>	<b>2,311,785</b>	<b>4,884,760</b>	<b>100.0%</b>	<b>8,826,917</b>
<b>Oakland</b>														
Cargo Bearing	151,386	99,793	251,179	328,857	337,928	666,785	18,937	16,883	35,820	500,327	458,282	958,609	72.4%	1,671,689
Empty	9,192	87,598	96,790	75,304	161,346	236,650	5,838	22,488	28,326	92,994	271,889	364,883	27.6%	638,231
<b>TOTAL</b>	<b>160,578</b>	<b>187,391</b>	<b>347,969</b>	<b>404,161</b>	<b>499,274</b>	<b>903,435</b>	<b>24,775</b>	<b>39,371</b>	<b>64,146</b>	<b>593,321</b>	<b>730,171</b>	<b>1,323,492</b>	<b>100.0%</b>	<b>2,309,920</b>
<b>Portland</b>														
Cargo Bearing	12,598	11,740	24,338	34,108	33,964	68,072	2,132	557	2,689	48,838	46,261	95,099	77.5%	166,563
Empty	307	6,267	6,574	2,132	16,896	19,028	0	1,936	1,936	2,439	25,099	27,538	22.5%	49,001
<b>TOTAL</b>	<b>12,905</b>	<b>18,007</b>	<b>30,912</b>	<b>36,240</b>	<b>50,860</b>	<b>87,100</b>	<b>2,132</b>	<b>2,493</b>	<b>4,625</b>	<b>51,277</b>	<b>71,360</b>	<b>122,637</b>	<b>100.0%</b>	<b>215,564</b>
<b>Tacoma</b>														
Cargo Bearing	103,677	34,117	137,794	306,961	261,695	568,656	28,578	19,820	48,398	439,216	315,632	754,848	72.1%	1,384,193
Empty	1,054	74,667	75,721	49,780	138,569	188,349	9,610	18,792	28,402	60,444	232,028	292,472	27.9%	516,409
<b>TOTAL</b>	<b>104,731</b>	<b>108,784</b>	<b>213,515</b>	<b>356,741</b>	<b>400,264</b>	<b>757,005</b>	<b>38,188</b>	<b>38,612</b>	<b>76,800</b>	<b>499,660</b>	<b>547,660</b>	<b>1,047,320</b>	<b>100.0%</b>	<b>1,900,602</b>
<b>Seattle</b>														
Cargo Bearing	107,303	59,409	166,712	317,130	208,286	525,416	31,414	3,757	35,171	457,670	281,140	738,810	75.3%	1,312,294
Empty	1,316	47,094	48,410	41,073	118,767	159,840	958	23,022	23,980	53,224	189,708	242,932	24.7%	436,014
<b>TOTAL</b>	<b>108,619</b>	<b>106,503</b>	<b>215,122</b>	<b>358,203</b>	<b>327,053</b>	<b>685,256</b>	<b>32,372</b>	<b>26,779</b>	<b>59,151</b>	<b>510,894</b>	<b>470,848</b>	<b>981,742</b>	<b>100.0%</b>	<b>1,748,308</b>
<b>All Others</b>														
Cargo Bearing	12,309	4,944	17,253	26,689	2,021	28,710	996	13	1,009	40,010	7,668	47,678	63.9%	77,801
Empty	80	29	109	813	25,509	26,322	0	0	0	1,379	25,538	26,917	36.1%	53,338
<b>TOTAL</b>	<b>12,389</b>	<b>4,973</b>	<b>17,362</b>	<b>27,502</b>	<b>27,530</b>	<b>55,032</b>	<b>996</b>	<b>13</b>	<b>1,009</b>	<b>41,389</b>	<b>33,206</b>	<b>74,595</b>	<b>100.0%</b>	<b>131,139</b>
<b>COAST TOTALS</b>														
Cargo Bearing	1,404,143	558,372	1,962,515	4,267,421	1,956,607	6,224,028	350,401	112,710	463,111	6,030,362	2,644,029	8,674,391	70.3%	15,491,995
Empty	23,142	766,601	789,743	228,879	2,324,864	2,553,743	26,075	259,607	285,682	302,139	3,355,590	3,657,729	29.7%	6,594,019
<b>TOTAL</b>	<b>1,427,285</b>	<b>1,324,973</b>	<b>2,752,258</b>	<b>4,496,300</b>	<b>4,281,471</b>	<b>8,777,771</b>	<b>376,476</b>	<b>372,317</b>	<b>748,793</b>	<b>6,332,501</b>	<b>5,999,619</b>	<b>12,332,120</b>	<b>100.0%</b>	<b>22,086,014</b>
<b>% of Total</b>	<b>11.6%</b>	<b>10.7%</b>	<b>22.3%</b>	<b>36.5%</b>	<b>34.7%</b>	<b>71.2%</b>	<b>3.1%</b>	<b>3.0%</b>	<b>6.1%</b>	<b>51.3%</b>	<b>48.7%</b>	<b>100.0%</b>	<b>-</b>	<b>-</b>

## 2006 CONTAINER COUNTS BY LENGTH OF BOX



## OVERSTOWS AND REHANDLES

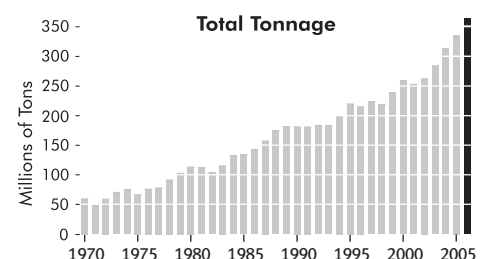
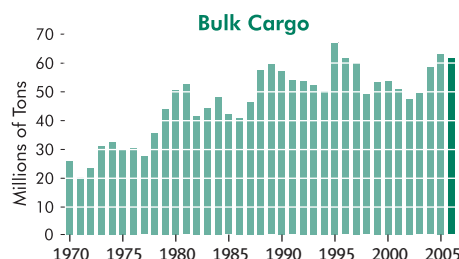
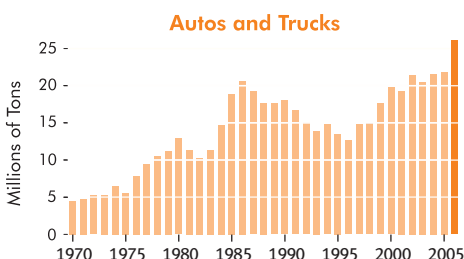
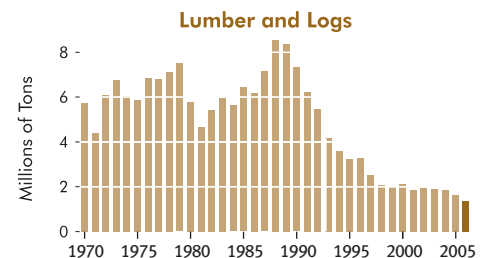
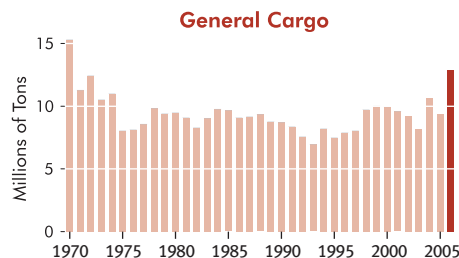
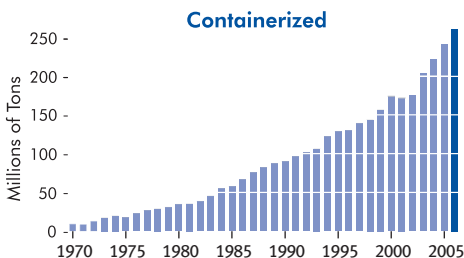
The PMA Tonnage Reporting System provides for reporting container moves that are overstows and rehandles. These are classified as cell to cell and cell-dock-cell lifts. A cell to cell lift occurs when a container is shifted from one location on a vessel to another location. A cell-dock-cell lift occurs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

2006	Cell to Cell	Cell-Dock-Cell
Long Beach	186	13,272
Los Angeles	276	21,100
Port Hueneme	0	0
San Diego	0	60
<b>So. Calif Total</b>	<b>462</b>	<b>34,432</b>
Oakland	100	6,042
<b>No. Calif Total</b>	<b>100</b>	<b>6,042</b>
Portland	68	1,860
<b>Oregon Total</b>	<b>68</b>	<b>1,860</b>
Tacoma	186	5,332
Seattle	76	12,290
<b>Washington Total</b>	<b>262</b>	<b>17,622</b>
<b>Coast Total</b>	<b>892</b>	<b>59,956</b>

# West Coast Waterborne Revenue Tonnage

Waterborne revenue tonnage moving through California, Oregon and Washington ports since 1973 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 an average of 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
1973	17,286,133	24.4%	10,542,056	14.9%	6,771,119	9.5%	5,302,086	7.5%	31,053,499	43.8%	70,954,893
1974	19,645,497	26.0%	11,022,499	14.6%	6,045,637	8.0%	6,502,908	8.6%	32,320,845	42.8%	75,537,386
1975	17,826,596	26.6%	8,033,396	12.0%	5,901,839	8.8%	5,561,014	8.3%	29,645,689	44.3%	66,968,534
1976	23,221,682	30.4%	8,134,498	10.7%	6,877,271	9.0%	7,828,243	10.3%	30,228,242	39.6%	76,289,936
1977	26,414,368	33.6%	8,563,580	10.9%	6,805,138	8.7%	9,457,329	12.0%	27,330,016	34.8%	78,570,431
1978	28,819,244	31.3%	9,844,671	10.7%	7,116,000	7.7%	10,571,245	11.5%	35,622,335	38.7%	91,973,495
1979	31,004,124	30.1%	9,402,025	9.1%	7,512,088	7.3%	11,243,783	10.9%	43,973,689	42.6%	103,135,709
1980	34,961,122	30.8%	9,485,736	8.3%	5,778,206	5.1%	12,889,020	11.3%	50,568,290	44.5%	113,682,374
1981	35,285,833	31.2%	9,101,434	8.1%	4,663,983	4.1%	11,361,442	10.1%	52,547,465	46.5%	112,960,157
1982	38,698,403	37.1%	8,297,299	8.0%	5,428,609	5.2%	10,298,415	9.9%	41,483,760	39.8%	104,206,486
1983	45,429,483	39.2%	9,047,558	7.8%	5,981,043	5.2%	11,317,759	9.8%	44,204,444	38.1%	115,980,287
1984	54,865,052	41.2%	9,756,682	7.3%	5,636,415	4.2%	14,731,180	11.1%	48,293,596	36.2%	133,282,925
1985	57,766,646	42.8%	9,674,183	7.2%	6,438,557	4.8%	18,849,314	14.0%	42,106,859	31.2%	134,835,559
1986	66,718,404	46.5%	9,094,687	6.3%	6,178,052	4.3%	20,642,032	14.4%	40,777,087	28.4%	143,410,262
1987	75,658,551	48.0%	9,185,331	5.8%	7,153,443	4.5%	19,209,803	12.2%	46,483,967	29.5%	157,691,095
1988	82,177,507	46.9%	9,348,783	5.3%	8,568,982	4.9%	17,657,367	10.1%	57,635,530	32.9%	175,388,169
1989	87,685,303	48.2%	8,783,588	4.8%	8,370,546	4.6%	17,591,459	9.7%	59,506,199	32.7%	181,937,095
1990	90,273,077	49.7%	8,725,931	4.8%	7,328,202	4.0%	17,981,501	9.9%	57,355,691	31.6%	181,664,402
1991	96,273,125	53.1%	8,384,586	4.6%	6,225,273	3.4%	16,692,545	9.2%	53,881,933	29.7%	181,457,462
1992	101,978,206	55.5%	7,591,757	4.1%	5,489,640	3.0%	15,063,006	8.2%	53,699,428	29.2%	183,822,037
1993	106,219,196	57.9%	6,954,623	3.8%	4,167,694	2.3%	13,915,249	7.6%	52,344,375	28.5%	183,601,137
1994	121,870,484	61.3%	8,216,857	4.1%	3,609,270	1.8%	14,770,607	7.4%	50,305,273	25.3%	198,772,491
1995	128,775,816	58.5%	7,510,216	3.4%	3,251,827	1.5%	13,530,428	6.1%	67,172,576	30.5%	220,240,863
1996	130,286,300	60.4%	7,879,062	3.7%	3,304,565	1.5%	12,611,072	5.8%	61,600,326	28.6%	215,681,325
1997	139,362,736	62.0%	8,032,536	3.6%	2,523,657	1.1%	14,761,793	6.6%	59,934,309	26.7%	224,615,031
1998	143,548,068	65.4%	9,719,501	4.4%	2,071,769	0.9%	14,944,308	6.8%	49,101,074	22.4%	219,384,720
1999	156,545,401	65.3%	10,010,412	4.2%	2,005,755	0.8%	17,570,694	7.3%	53,456,900	22.3%	239,589,162
2000	174,037,823	67.0%	9,953,279	3.8%	2,116,780	0.8%	19,720,596	7.6%	53,874,796	20.7%	259,703,274
2001	171,727,013	67.8%	9,596,293	3.8%	1,851,419	0.7%	19,288,262	7.6%	50,914,801	20.1%	253,377,788
2002	183,991,918	69.9%	9,136,577	3.5%	1,941,063	0.7%	21,095,589	8.0%	46,955,465	17.8%	263,120,612
2003	202,703,172	71.4%	8,360,951	2.9%	1,932,002	0.7%	20,416,810	7.2%	50,324,864	17.7%	283,737,799
2004	221,497,794	70.5%	10,719,788	3.4%	1,893,398	0.6%	21,562,960	6.9%	58,318,911	18.6%	313,992,851
2005	239,796,220	71.5%	9,519,105	2.8%	1,731,207	0.5%	21,674,877	6.5%	62,475,184	18.6%	335,196,593
<b>2006</b>	<b>259,910,807</b>	<b>72.0%</b>	<b>11,881,417</b>	<b>3.3%</b>	<b>1,545,957</b>	<b>0.4%</b>	<b>26,141,987</b>	<b>7.2%</b>	<b>61,588,382</b>	<b>17.1%</b>	<b>361,068,550</b>



## 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 88.7% of the total coast tonnage in 2006 and 99.5% of the containerized cargo.

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

For each of the six major ports and for **All Other Ports**, the number of assessable container TEUs and the revenue tonnage reported in each of the other four cargo sectors are shown for each year since 2002.

	2006		2005		2004		2003		2002	
	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
<b>LONG BEACH</b>										
Container TEUs	4,708,797	30.8%	4,347,790	30.8%	3,807,274	29.2%	3,138,513	26.3%	3,265,213	30.2%
General Cargo	1,385,860	11.7%	1,249,608	13.1%	1,685,976	15.7%	1,553,750	18.6%	1,433,486	15.7%
Lumber & Logs	182,070	11.8%	232,658	13.4%	263,137	13.9%	229,683	11.9%	198,647	10.2%
Autos & Trucks	5,224,431	20.0%	4,446,607	20.5%	3,774,108	17.5%	3,171,592	15.5%	3,422,961	16.2%
Bulk Cargo	10,449,586	17.0%	8,350,281	13.4%	7,724,198	13.2%	7,269,307	14.4%	7,251,011	15.4%
<b>Port Total</b>	<b>97,291,496</b>	<b>26.9%</b>	<b>88,191,584</b>	<b>26.3%</b>	<b>78,171,077</b>	<b>24.9%</b>	<b>65,579,053</b>	<b>23.1%</b>	<b>67,814,726</b>	<b>25.8%</b>
<b>LOS ANGELES</b>										
Container TEUs	6,057,449	39.6%	5,194,777	36.8%	5,191,337	39.8%	5,119,570	42.9%	4,239,230	39.2%
General Cargo	4,776,180	40.2%	3,259,533	34.2%	4,263,772	39.8%	2,797,226	33.5%	3,443,311	37.7%
Lumber & Logs	1,617	0.1%	13,647	0.8%	994	0.1%	—	0.0%	—	0.0%
Autos & Trucks	2,001,884	7.7%	2,186,951	10.1%	2,683,435	12.4%	3,929,364	19.2%	3,281,326	15.6%
Bulk Cargo	3,351,582	5.4%	4,565,374	7.3%	4,183,133	7.2%	4,657,878	9.3%	5,624,351	12.0%
<b>Port Total</b>	<b>113,107,896</b>	<b>31.3%</b>	<b>98,336,714</b>	<b>29.3%</b>	<b>99,384,063</b>	<b>31.7%</b>	<b>98,417,158</b>	<b>34.7%</b>	<b>84,415,898</b>	<b>32.1%</b>
<b>OAKLAND</b>										
Container TEUs	1,626,439	10.6%	1,572,900	11.2%	1,389,530	10.7%	1,269,046	10.6%	1,152,619	10.6%
General Cargo	50,897	0.4%	36,555	0.4%	48,468	0.5%	38,395	0.5%	97,242	1.1%
Lumber & Logs	—	0.0%	—	0.0%	—	0.0%	—	0.0%	—	0.0%
Autos & Trucks	870,064	3.3%	1,046,293	4.8%	1,009,305	4.7%	862,431	4.2%	738,609	3.5%
Bulk Cargo	—	0.0%	—	0.0%	—	0.0%	—	0.0%	—	0.0%
<b>Port Total</b>	<b>28,570,424</b>	<b>7.9%</b>	<b>27,822,148</b>	<b>8.3%</b>	<b>24,679,783</b>	<b>7.9%</b>	<b>22,474,608</b>	<b>7.9%</b>	<b>20,430,374</b>	<b>7.8%</b>
<b>PORTLAND</b>										
Container TEUs	166,563	1.1%	124,273	0.9%	207,394	1.6%	217,008	1.8%	188,027	1.7%
General Cargo	985,193	8.3%	974,466	10.2%	939,661	8.8%	642,693	7.7%	777,088	8.5%
Lumber & Logs	3,046	0.2%	21,690	1.3%	15,847	0.8%	31,140	1.6%	65,706	3.4%
Autos & Trucks	5,349,975	20.5%	4,010,994	18.6%	4,071,128	18.9%	4,099,823	20.1%	4,418,520	20.9%
Bulk Cargo	11,003,186	17.9%	11,607,754	18.6%	11,804,563	20.2%	10,532,545	20.9%	8,993,185	19.2%
<b>Port Total</b>	<b>20,172,971</b>	<b>5.6%</b>	<b>18,727,545</b>	<b>5.6%</b>	<b>20,356,897</b>	<b>6.5%</b>	<b>18,995,337</b>	<b>6.7%</b>	<b>17,450,958</b>	<b>6.6%</b>
<b>TACOMA</b>										
Container TEUs	1,355,291	8.9%	1,391,463	9.9%	1,198,948	9.2%	1,144,634	9.6%	984,691	9.1%
General Cargo	301,743	2.5%	273,276	2.9%	255,379	2.4%	231,974	2.8%	215,120	2.4%
Lumber & Logs	182,684	11.8%	192,916	11.1%	165,779	8.8%	184,753	9.6%	240,780	12.4%
Autos & Trucks	2,413,646	9.2%	2,092,016	9.7%	2,330,438	10.8%	2,320,213	11.4%	2,596,336	12.3%
Bulk Cargo	6,577,495	10.7%	7,980,049	12.8%	7,604,111	13.0%	5,397,966	10.7%	4,469,982	9.5%
<b>Port Total</b>	<b>32,515,515</b>	<b>9.0%</b>	<b>34,193,128</b>	<b>10.2%</b>	<b>30,737,823</b>	<b>9.8%</b>	<b>27,593,684</b>	<b>9.7%</b>	<b>24,261,965</b>	<b>9.2%</b>
<b>SEATTLE</b>										
Container TEUs	1,298,580	8.5%	1,393,366	9.9%	1,141,796	8.8%	948,193	8.0%	949,859	8.8%
General Cargo	180,574	1.5%	179,514	1.9%	196,052	1.8%	120,212	1.4%	145,518	1.6%
Lumber & Logs	—	0.0%	—	0.0%	353	<0.1%	3,314	0.2%	2,754	0.1%
Autos & Trucks	125,217	0.5%	92,221	0.4%	71,326	0.3%	85,680	0.4%	94,546	0.4%
Bulk Cargo	6,310,708	10.2%	5,556,095	8.9%	4,297,061	7.4%	3,487,000	6.9%	1,848,218	3.9%
<b>Port Total</b>	<b>28,692,359</b>	<b>7.9%</b>	<b>29,515,052</b>	<b>8.8%</b>	<b>23,975,324</b>	<b>7.6%</b>	<b>19,815,487</b>	<b>7.0%</b>	<b>18,238,639</b>	<b>6.9%</b>
<b>ALL OTHER PORTS</b>										
Container TEUs	75,752	0.5%	81,091	0.6%	93,003	0.7%	86,752	0.7%	43,415	0.4%
General Cargo	4,200,970	35.4%	3,546,153	37.3%	3,330,480	31.1%	2,976,701	35.6%	3,024,812	33.1%
Lumber & Logs	1,176,540	76.1%	1,270,296	73.4%	1,447,288	76.4%	1,483,112	76.8%	1,433,176	73.8%
Autos & Trucks	10,156,770	38.9%	7,799,795	36.0%	7,623,220	35.4%	5,947,707	29.1%	6,543,291	31.0%
Bulk Cargo	23,895,825	38.8%	24,415,631	39.1%	22,705,845	38.9%	18,980,168	37.7%	18,768,718	40.0%
<b>Port Total</b>	<b>40,717,889</b>	<b>11.3%</b>	<b>38,410,422</b>	<b>11.5%</b>	<b>36,687,884</b>	<b>11.7%</b>	<b>30,862,472</b>	<b>10.9%</b>	<b>30,508,052</b>	<b>11.6%</b>
<b>COAST TOTALS</b>										
Container TEUs	15,288,871		14,105,660		13,029,282		11,923,716		10,823,054	
General Cargo	11,881,417		9,519,105		10,719,788		8,360,951		9,136,577	
Lumber & Logs	1,545,957		1,731,207		1,893,398		1,932,002		1,941,063	
Autos & Trucks	26,141,987		21,674,877		21,562,960		20,416,810		21,095,589	
Bulk Cargo	61,588,382		62,475,184		58,318,911		50,324,864		46,955,465	
<b>Coast Total</b>	<b>361,068,550</b>		<b>335,196,593</b>		<b>313,992,851</b>		<b>283,737,799</b>		<b>263,120,612</b>	



# 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.

Year	1 or More Hours			1600 or More Hours		2000 or More Hours		2400 or More Hours		2800 or More Hours		
	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

1997	5,280	1,988	\$ 75,880	71.4%	\$ 89,812	53.7%	\$ 96,865	30.1%	\$ 107,130	11.6%	3,158	\$ 123,042
1998*	5,695	2,029	79,135	72.6	93,766	56.1	100,921	33.8	111,765	14.8	3,178	126,573
1999	5,977	2,013	79,767	72.2	94,256	55.1	101,554	32.5	111,958	13.3	3,158	127,192
2000	6,291	2,076	84,113	74.9	97,899	58.0	105,278	35.1	116,300	15.3	3,194	131,869
2001	6,463	2,006	82,895	71.7	98,585	53.8	106,883	31.8	118,613	13.8	3,208	135,379
2002	6,628	1,973	83,116	70.4	99,662	53.0	107,781	30.3	119,825	13.0	3,165	135,548
2003	6,676	2,066	89,484	72.3	106,520	55.2	115,591	36.2	127,084	19.1	3,196	141,058
2004*	7,170	2,119	93,369	75.4	109,031	59.7	117,343	40.0	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

## CLASS "A" CLERKS

1997	1,449	2,489	\$104,526	90.8%	\$ 109,827	80.3%	\$ 113,808	59.4%	\$ 121,122	31.8%	3,167	\$ 133,731
1998*	1,537	2,590	111,139	91.2	116,598	83.5	119,879	66.4	126,000	38.6	3,223	138,330
1999	1,500	2,610	113,879	91.9	119,064	84.0	122,466	67.7	128,317	40.5	3,222	140,212
2000	1,558	2,685	118,982	92.1	124,390	84.4	128,058	69.2	134,495	45.4	3,300	145,960
2001	1,583	2,662	118,844	91.7	124,563	83.3	128,421	67.5	135,258	44.0	3,302	147,046
2002	1,568	2,633	119,404	90.1	126,593	80.9	131,131	65.9	138,209	44.0	3,308	149,351
2003	1,529	2,719	124,519	90.4	131,860	82.1	136,340	68.0	143,343	50.2	3,356	152,586
2004*	1,578	2,713	125,880	89.5	134,234	81.4	138,996	70.3	144,885	51.8	3,421	154,710
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

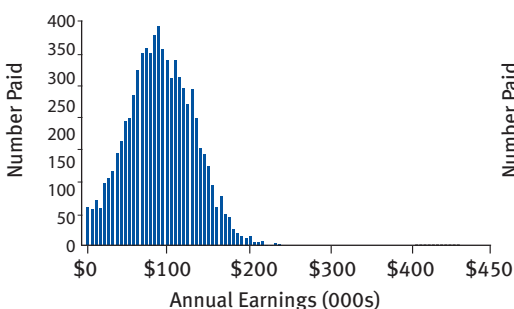
## WALKING BOSSES/FOREMEN

1997	562	3,006	\$139,703	93.4%	\$ 145,834	89.1%	\$ 148,477	79.5%	\$ 153,191	62.3%	3,532	\$ 161,426
1998*	577	3,174	150,194	94.3	155,880	89.4	159,256	81.8	164,005	67.1	3,687	171,957
1999	554	3,125	150,286	91.9	158,438	88.6	160,832	82.7	164,283	70.0	3,603	170,881
2000	618	3,282	160,452	95.6	165,149	93.0	167,122	84.1	172,585	73.0	3,702	178,640
2001	616	3,130	157,352	93.8	163,609	89.6	166,508	80.4	171,928	66.1	3,638	179,754
2002	591	3,088	158,507	92.6	166,296	86.5	170,975	76.1	177,447	64.5	3,671	184,565
2003	556	3,317	182,965	93.5	191,454	89.7	194,843	83.3	199,894	69.1	3,871	210,609
2004*	605	3,205	177,654	94.5	184,032	91.7	186,573	84.8	191,268	72.7	3,697	198,771
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

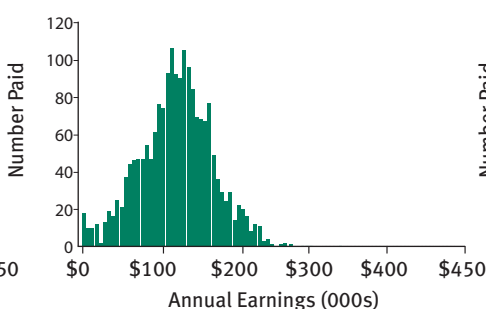
\*Data for 1998 and 2004 have been annualized to 52 weeks to allow comparison with other years. These years are 53-week payroll years.

## NUMBER OF REGISTRANTS PAID BY 2005 ANNUAL EARNINGS (grouped in \$5,000 increments)

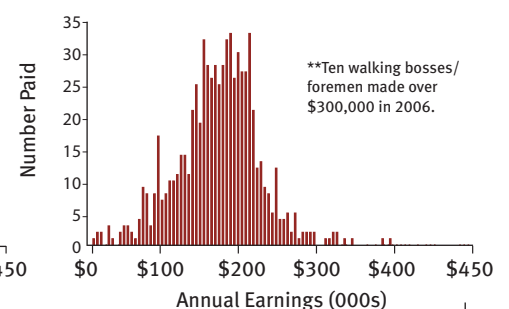
Class "A" Longshore Registrants



Class "A" Clerks



Walking Bosses/Foremen\*\*



# Registered Work Force by Local – 2006

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 is 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.			
				AVERAGE DAYS OF:					PERCENT OF WORKING REGISTRANTS BY HOURS PAID			
Local	Number Registered	Number Working	Average Hours Paid	Vacation Paid	Paid Holidays	PGP Paid	Average Total Income	Average Age	800 or More	1600 or More	2000 or More	2800 or More
	#	#	Hours	Days	Days	Days	\$	Years	%	%	%	%

## Longshore Registrants

### Southern California

13 LA/LB	7,124	6,700	2,088	11.7	11.5		\$96,092	43.8	94.3	76.1	52.9	18.6						
29 San Diego	136	101	2,282	13.4	12.2		101,441	50.6	99.0	84.2	65.3	28.7						
46 Port Hueneme	130	105	2,400	15.4	12.0		105,060	51.1	94.3	87.6	80.0	30.5						
<b>Total</b>	<b>7,390</b>	<b>6,906</b>	<b>2,095</b>	<b>11.8</b>	<b>11.5</b>		<b>\$96,307</b>	<b>44.0</b>	<b>94.4</b>	<b>76.4</b>	<b>53.5</b>	<b>18.9</b>						

### Northern California

10 SF Bay Area	1,443	1,354	1,777	10.0	9.7	0.4	\$76,055	45.2	87.9	54.7	40.0	13.3						
14 Eureka	16	14	1,512	17.1	11.9	31.8	76,754	51.9	85.7	28.6	21.4	14.3						
18 Sacramento	22	21	1,570	14.3	12.1	34.5	77,836	48.1	90.5	57.1	14.3							
54 Stockton	77	66	2,362	14.0	12.3	1.0	107,900	48.3	97.0	89.4	78.8	16.7						
<b>Total</b>	<b>1,558</b>	<b>1,455</b>	<b>1,798</b>	<b>10.3</b>	<b>9.9</b>	<b>1.2</b>	<b>\$77,532</b>	<b>45.5</b>	<b>88.3</b>	<b>56.1</b>	<b>41.2</b>	<b>13.3</b>						

### Pacific Northwest: Oregon

04 Vancouver, WA	179	149	1,952	13.5	12.1	0.2	\$83,941	43.1	96.0	75.8	47.0	5.4						
08 Portland	449	411	1,847	15.5	11.9	0.8	82,909	46.8	92.5	65.9	43.6	6.1						
12 North Bend	55	54	1,359	17.8	11.4	40.0	75,635	53.0	70.4	35.2	25.9	7.4						
21 Longview, WA	180	163	2,037	14.8	12.5	1.4	86,302	45.2	97.5	76.7	55.2	9.8						
50 Astoria	12	11	1,665	26.4	11.8	17.5	89,482	55.6	90.9	54.5	36.4	9.1						
53 Newport	10	9	655	5.0	8.0	99.4	56,036	51.2	33.3									
<b>Total</b>	<b>885</b>	<b>797</b>	<b>1,856</b>	<b>15.2</b>	<b>12.0</b>	<b>4.8</b>	<b>\$83,090</b>	<b>46.4</b>	<b>92.0</b>	<b>67.0</b>	<b>44.8</b>	<b>6.8</b>						

### Pacific Northwest: Washington

07 Bellingham	21	21	555	24.5	7.2	133.4	\$63,538	52.4	33.3	4.8								
19 Seattle	820	712	1,862	14.3	11.8		84,690	47.2	90.7	64.6	44.9	9.4						
23 Tacoma	890	766	2,161	13.9	12.0		99,901	45.1	91.9	76.6	58.9	21.8						
24 Aberdeen	36	27	1,393	27.0	12.0	47.0	78,888	52.1	85.2	25.9	18.5	7.4						
25 Anacortes	9	9	1,958	25.6	13.0	17.5	98,051	51.4	100.0	66.7	44.4	11.1						
27 Port Angeles	30	30	784	29.2	7.1	127.5	73,702	54.4	36.7	20.0	10.0	3.3						
32 Everett	33	21	2,085	18.6	11.0	1.5	85,511	54.3	95.2	66.7	57.1	19.0						
47 Olympia	32	20	1,269	25.0	13.0	65.0	75,550	51.3	55.0	30.0	30.0	5.0						
51 Port Gamble	9	9	1,391	19.4	8.2	85.7	82,785	47.1	77.8	33.3	33.3							
<b>Total</b>	<b>1,880</b>	<b>1,615</b>	<b>1,952</b>	<b>15.0</b>	<b>11.8</b>	<b>6.3</b>	<b>\$91,290</b>	<b>46.6</b>	<b>89.0</b>	<b>67.5</b>	<b>49.8</b>	<b>15.0</b>						
<b>Longshore Total</b>	<b>11,713</b>	<b>10,773</b>	<b>2,016</b>	<b>12.3</b>	<b>11.3</b>	<b>1.5</b>	<b>\$92,041</b>	<b>44.8</b>	<b>92.6</b>	<b>71.6</b>	<b>50.6</b>	<b>16.7</b>						

## Clerks

29 San Diego	9	9	3,043	25.8	12.8		\$142,508	58.9	100.0	88.9	88.9	66.7						
46 Port Hueneme	16	15	2,977	29.1	12.9		135,117	56.3	100.0	100.0	100.0	60.0						
63 LA/LB	1,282	1,259	2,624	20.9	12.2		128,564	52.3	97.0	86.0	76.7	46.7						
14 Eureka	1	1	*	30.3	13.0	*	*	68.0	100.0	100.0	100.0							
34 SF Bay Area	224	219	2,537	21.3	12.4		117,085	53.2	98.2	90.0	81.3	37.9						
40 Portland	75	75	2,749	25.1	12.8		132,595	51.3	97.3	90.7	84.0	49.3						
23 Tacoma	103	102	2,875	26.4	12.4		139,746	50.8	99.0	90.2	81.4	55.9						
52 Seattle	159	158	2,749	24.4	12.6		137,258	54.1	96.2	85.4	79.1	53.8						
<b>Clerk Total</b>	<b>1,869</b>	<b>1,838</b>	<b>2,648</b>	<b>21.8</b>	<b>12.3</b>		<b>\$128,841</b>	<b>52.5</b>	<b>97.2</b>	<b>87.0</b>	<b>78.3</b>	<b>47.1</b>						

## Foremen

29 San Diego	6	6	2,585	31.3	12.7	0.1	\$153,762	66.7	100.0	100.0	83.3	33.3						
46 Port Hueneme	6	5	3,447	32.5	13.0		191,695	60.2	100.0	100.0	100.0	60.0						
94 LA/LB	436	433	3,367	26.0	12.8		194,989	54.3	98.6	95.2	91.7	78.5						
91 SF Bay Area	83	82	2,983	25.2	12.8	0.3	171,558	55.3	97.6	97.6	91.5	62.2						
92 Portland	50	50	2,651	30.1	12.7	5.3	157,910	56.9	100.0	86.0	78.0	52.0						
98 Seattle	116	115	3,019	27.1	13.0		183,325	51.4	97.4	93.0	87.8	62.6						
<b>Foremen Total</b>	<b>697</b>	<b>691</b>	<b>3,206</b>	<b>26.5</b>	<b>12.8</b>	<b>0.4</b>	<b>\$187,203</b>	<b>54.3</b>	<b>98.4</b>	<b>94.5</b>	<b>90.0</b>	<b>71.5</b>						

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

The omission of a value indicates <0.05%.

## Hours by Job Categories

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

Job Category	These are the hours paid in payroll year 2006.	These are the hours paid in payroll year 2005.	Pct. Chg. from 2005 shows the percent change of the 2006 hours paid from 2005.	Pct. Chg. from 2005	Percent of Category	Percent Paid to Casuals
	2006	2005				
<b>LONGSHORE CATEGORIES</b>						
Basic Rate - General	2,151,300	2,058,430	4.5%	8.9%	29.8%	
- Lasher	1,439,395	1,368,596	5.2	5.9	22.4	
- Holdman	1,784,389	1,587,859	12.4	7.4	49.8	
- Auto Driver	432,437	362,308	19.4	1.8	45.4	
Skilled Wage I	444,781	446,736	-0.4	1.8	9.5	
- Hatch Tender	137,656	134,868	2.1	0.6	1.9	
- Lift Truck Operator	224,556	225,413	-0.4	0.9	9.9	
- Skilled Holdman	208,933	213,490	-2.1	0.9	19.8	
- Tractor Driver	5,997,917	5,271,792	13.8	24.8	20.9	
Skilled Wage II	224,729	185,031	21.5	0.9	0.5	
- Crane Operator	181,593	171,999	5.6	0.8	0.4	
- Heavy Lift/Payloader	601,284	511,474	17.6	2.5	2.9	
Skilled Wage III	1,532,313	1,320,382	16.1	6.3	0.0	
- Crane Gantry/Hammerhead	1,308,707	1,232,956	6.1	5.4	0.0	
- Top Handler/UTR	2,173,208	1,924,281	12.9	9.0	0.0	
- Transtainer	409,711	388,864	5.4	1.7	0.0	
- Straddle Carrier	204,465	241,969	-15.5	0.8	0.1	
CFS Agreement Rate	1,201	4,926	-75.6	0.0	16.7	
Miscellaneous Dock - General	107,237	123,691	-13.3	0.4	9.8	
- Mechanics	2,659,400	2,397,802	10.9	11.0	6.2	
- Gear	540,172	498,163	8.4	2.2	0.9	
- Lines	407,131	393,345	3.5	1.7	0.3	
- Sweepers	182,026	162,183	12.2	0.8	1.7	
Joint Dispatch	237,978	232,690	2.3	1.0	0.0	
Member Company Agmts.	37,899	36,138	4.9	0.2	0.8	
Grain/Whse/NonMember Agmts.	562,512	512,214	9.8	2.3	8.4	
<b>Subtotal</b>	<b>24,192,930</b>	<b>22,007,600</b>	<b>9.9%</b>	<b>99.9%</b>	<b>15.1%</b>	
Travel	27,576	19,000	45.1%	0.1%		
<b>TOTAL LONGSHORE HOURS</b>	<b>24,220,506</b>	<b>22,026,600</b>	<b>10.0%</b>	<b>100.0%</b>		
<b>CLERK CATEGORIES</b>						
Basic Clerk	661,793	627,179	5.5%	9.1%	62.4%	
15% Skilled Wage	620,857	613,251	1.2	8.5	25.3	
25% Skilled Wage	4,176,756	3,786,616	10.3	57.4	9.6	
30% Skilled Wage						
- Chief Supervisor	955,984	918,095	4.1	13.1	0.0	
- Supercargo	483,220	467,163	3.4	6.6	0.3	
- Vessel Planner	302,203	289,554	4.4	4.2	0.0	
CFS Agreement Clerk	3,479	1,838	89.3	0.0	1.5	
Joint Dispatcher	53,320	50,736	5.1	0.7	0.0	
<b>Subtotal</b>	<b>7,257,612</b>	<b>6,754,432</b>	<b>7.4%</b>	<b>99.7%</b>	<b>13.4%</b>	
Travel Time	23,462	22,905	2.4%	0.3%		
<b>TOTAL CLERK HOURS</b>	<b>7,281,074</b>	<b>6,777,337</b>	<b>7.4%</b>	<b>100.0%</b>		
<b>FOREMAN CATEGORIES</b>						
Foreman - 20%	24,451	19,863	23.1%	1.0%	0.1%	
Foreman - 30%	2,457,903	2,284,814	7.6	97.4	0.0	
CFS Agreement Foreman	9,605	12,376	-22.4	0.4	0.0	
Joint Dispatcher	21,836	21,323	2.4	0.9	0.0	
<b>Subtotal</b>	<b>2,513,795</b>	<b>2,338,376</b>	<b>7.5%</b>	<b>99.6%</b>	<b>0.0%</b>	
Travel Time	9,475	8,983	5.5%	0.4%		
<b>TOTAL FOREMAN HOURS</b>	<b>2,523,270</b>	<b>2,347,359</b>	<b>7.5%</b>	<b>100.0%</b>		
<b>ALL CATEGORIES</b>						
<b>Subtotal - All Job Categories</b>	<b>33,964,337</b>	<b>31,100,408</b>	<b>9.2%</b>	<b>99.8%</b>	<b>13.7%</b>	
Travel Time	60,513	50,888	18.9%	0.2%		
<b>TOTAL HOURS</b>	<b>34,024,850</b>	<b>31,151,296</b>	<b>9.2%</b>	<b>100.0%</b>		

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

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

### SELECTED OCCUPATION CODES ASSOCIATED WITH LONGSHORE AND CLERK JOB CATEGORIES

#### LONGSHORE JOB CATEGORIES

##### Basic Rate General

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

##### Skill I Rate

0023 Button Pusher	0037 Utility Lift Driver
0025 Combo Lift/Jitney	0038 Winch Driver
0026 Crane Chaser	0044 Mechanical Hopper Opener
0028 Hatch Tender	
0029 Lift Truck Operator	0045 Monthly UTR Work - Tractor
0030 Payloader Operator	
0032 Side Runner	0047 UTR Ro/Ro Ship
0033 Skilled Holdman	0052 Gang Boss
0036 Tractor - Semi-Dock	0070 Bulldozer/Caterpillar

##### Skill II Rate

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

##### Skill III Rate

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

#### CLERK JOB CATEGORIES

##### Basic clerk

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

##### Clerk Supervisor

0102 Supervisor - Ship	0103 Supervisor - Dock
------------------------	------------------------

##### Kitchen/Tower/Computer Clerk

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

##### Chief Supervisor & Supercargo

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



## 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
1996	\$ 370,647,234	\$ 95,707,890	\$ 74,253,654	\$ 120,767,232	\$ 661,376,010
1997	459,117,898	104,278,998	79,699,998	140,372,774	783,469,668
1998*	\$ 655,503,360		47,963,817	156,640,904	860,108,081
1999	556,636,573	119,657,029	81,956,977	142,152,862	900,403,441
2000	639,216,711	132,258,890	81,081,187	151,386,303	1,003,943,091
2001	654,975,466	128,077,721	79,182,058	141,929,443	1,004,164,688
2002	700,565,895	124,649,275	73,682,073	149,444,144	1,048,341,387
2003	782,186,349	135,007,505	78,203,842	168,844,117	1,164,241,813
2004	879,867,498	148,792,441	83,241,784	191,073,284	1,302,975,008
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

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

PMA also collects and transfers employer contributions to the Federal Insurance Contributions Act (F.I.C.A.) accounts and State Unemployment Insurance (S.U.I.) accounts on these payrolls. In 2006, employer FICA taxes paid were \$96,485,650 and SUI taxes paid were \$48,355,324.

## Assessment Rates 2006/2007 ASSESSMENT RATES

Payroll Hour Rate	Other Assessments				Total
	Benefits Plans	CFS Program	401(k)	PMA Cargo Dues	
L/S & Clk	\$15.960		\$0.88	\$0.760	\$17.600
Walking Boss	\$15.960		\$3.65	\$0.760	\$20.370
<b>Offshore and Intercoastal Tonnage Rates</b>					
Containers (per R.U.)	\$14.180	\$0.05		\$4.400	\$18.630
General Cargo	\$0.834			\$0.259	\$1.093
Lumber & Logs	\$0.834			\$0.259	\$1.093
Autos & Trucks	\$0.068			\$0.259	\$0.327
Bulk Cargo	\$0.017			\$0.005	\$0.022
<b>Coastwise and Inbound from British Columbia</b>					
Containers (per R.U.)	\$10.010	\$0.04		\$4.400	\$14.450
General Cargo	\$0.344			\$0.259	\$0.603
Lumber & Logs	\$0.344			\$0.259	\$0.603
Autos & Trucks	\$0.028			\$0.259	\$0.287
Bulk Cargo	\$0.007			\$0.005	\$0.012

## ILWU-PMA 401(k) Plan

Contributions	For Plan Year Ended June 30:	2006*	2005	2004	2003	2002	2001
Employee		\$ 80,763,938	\$ 68,900,744	\$ 56,394,942	\$ 51,927,070	\$ 51,365,289	\$ 51,434,326
Employer		29,743,532	27,792,749	24,372,413	23,192,959	23,212,183	23,224,484
Total Contributions		\$ 110,507,469	\$ 96,693,493	\$ 80,767,355	\$ 75,120,029	\$ 74,577,472	\$ 74,658,810
Investment Income							
Net realized/unrealized appreciation		46,244,837	35,250,470	45,460,248	(487,772)	(46,177,189)	(63,907,440)
Interest and Dividends		1,074,142	1,261,102	1,267,223	11,759,439	11,124,918	8,306,030
Less: Investment expense		(683,561)	(612,843)	(631,870)	(9,846)	(548,369)	(337,169)
Total Additions		\$ 157,142,887	\$132,592,222	\$126,862,956	\$ 86,381,850	\$ 38,976,832	\$ 18,720,231
Distributions							
Distributions to participants		(43,957,339)	(35,254,447)	(33,401,999)	(29,493,400)	(16,693,578)	(18,407,013)
Net Change		\$ 113,185,548	\$ 97,337,775	\$ 93,460,957	\$ 56,888,450	\$ 22,283,254	\$ 313,218
Net Assets available for Benefits							
Beginning of year		643,138,301	545,800,526	452,339,569	395,451,119	373,167,866	372,854,648
End of year		\$ 756,323,849	\$643,138,301	\$545,800,526	\$452,339,569	\$ 395,451,119	\$ 373,167,866

\*2006 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:	2006	2005	2004	2003	2002	2001
<b>Benefits Paid and Expenses</b>						
Pensions paid	\$ 187,269,181	\$ 178,379,753	\$ 173,764,799	\$ 139,658,164	\$ 134,001,085	\$ 132,944,103
Administrative expenses	4,108,487	4,827,321	3,950,101	3,344,014	3,352,482	2,824,335
Total Deductions	\$ 191,377,668	\$ 183,207,074	\$ 177,714,900	\$ 143,002,178	\$ 137,353,567	\$ 135,768,438
<b>Investment Income and Employer Contributions</b>						
Net appreciation of fair value of invest.	\$ 142,294,355	\$ 143,840,483	\$ 172,474,460	\$ 49,774,065	\$ (241,578,790)	\$ (194,172,442)
Interest	23,361,135	20,308,595	27,118,070	61,275,332	67,678,012	113,771,260
Dividends from investments	34,666,044	35,660,141	29,801,798	11,107,923	8,998,088	5,912,417
Less investment expense	(6,823,078)	(5,104,005)	(4,761,574)	(3,776,391)	(4,458,572)	(4,312,251)
Total Income Gain (Loss)	\$ 193,498,456	\$ 194,705,214	\$ 224,632,754	\$ 118,380,929	\$ (169,361,262)	\$ (78,801,016)
Contributions from Employers	117,283,145	80,000,000	48,035,455	24,034,798	23,949,998	26,944,908
Miscellaneous Income	415,989	15,870	215,480	—	—	—
Total Additions (Subtractions)	\$ 311,197,590	\$ 274,721,084	\$ 272,883,689	\$ 142,415,727	\$ (145,411,264)	\$ (51,856,108)
Net Increase (Decrease)	119,819,922	91,514,010	95,168,789	(586,451)	(282,764,831)	(187,624,546)
Net Assets Avail for Benefits: Beg. of Year	\$ 2,119,056,121	\$ 2,027,542,111	\$ 1,932,373,322	\$ 1,932,959,773	\$ 2,215,724,604	\$ 2,403,349,150
End of Year	\$ 2,238,876,043	\$ 2,119,056,121	\$ 2,027,542,111	\$ 1,932,373,322	\$ 1,932,959,773	\$ 2,215,724,604

## EMPLOYER WITHDRAWAL LIABILITY

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

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

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

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

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

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

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

Vested Liabilities as of Plan Year Ended June 30:	2006	2005	2004	2003	2002	2001
Retired Participants & Beneficiaries	\$ 1,587,852,372	\$ 1,515,625,380	\$ 1,455,549,449	\$ 1,305,884,979	\$ 1,055,302,845	\$ 1,058,353,547
Inactive Vested	5,286,272	4,686,585	3,966,396	3,683,208	3,298,116	3,742,209
Active Vested Employees	902,658,253	806,878,902	755,977,668	781,907,078	784,705,118	929,737,426
Total Present Value Vested Liabilities	\$ 2,495,796,897	\$ 2,327,190,867	\$ 2,215,493,513	\$ 2,091,475,265	\$ 1,843,306,079	\$ 1,991,833,182
Actuarial Value of Assets	\$ 2,166,153,916	\$ 2,047,437,313	\$ 2,058,263,566	\$ 2,178,348,340	\$ 2,262,121,466	\$ 2,265,007,122
Unfunded Vested Benefits Liability	\$ 329,642,981	\$ 279,753,554	\$ 157,229,947	—	—	—

## ACTUARIAL ACCRUED LIABILITY

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

Actuarial Accrued Liability July 1:	2006	2005	2004	2003	2002	2001
<b>Actuarial Value of Assets</b>	\$ 2,166,153,916	\$ 2,047,437,313	\$ 2,058,263,566	\$ 2,178,348,340	\$ 2,262,121,466	\$ 2,265,007,122
<b>Actuarial Liability:</b>						
Pensioners/Survivors	1,678,168,958	1,567,817,904	1,488,741,632	1,325,727,760	1,185,052,148	1,070,787,479
Inactive Vested	5,616,495	4,871,544	4,111,317	3,813,967	3,413,671	3,912,595
Active Employees	1,584,701,345	1,341,173,874	1,166,475,463	1,168,283,684	1,149,258,226	1,260,166,108
Total Actuarial Liability	\$ 3,268,486,798	\$ 2,913,863,322	\$ 2,659,328,412	\$ 2,497,825,411	\$ 2,337,724,045	\$ 2,334,866,182
Unfunded Actuarial Accrued Liability	\$ 1,102,332,882	\$ 866,426,009	\$ 601,064,846	\$ 319,477,071	\$ 75,602,579	\$ 69,859,060

## ILWU-PMA SUPPLEMENTAL WELFARE BENEFIT PLAN

For Plan Year Ended June 30:	2006	2005	2004	2003	2002	2001
Contributions by employer	\$ 30,557,846	\$ 30,696,735	\$ 34,440,703	\$ 22,756,913	\$ 25,202,778	\$ 12,642,303
Deductions:						
Benefits paid	30,385,148	30,487,265	34,269,318	22,610,299	25,058,910	12,500,640
Administrative expenses	172,698	209,470	171,385	146,614	143,868	141,663
Total deductions	\$ 30,557,846	\$ 30,696,735	\$ 34,440,703	\$ 22,756,913	\$ 25,202,778	\$ 12,642,303

## Welfare Benefits

### CHANGES IN NET ASSETS AVAILABLE FOR WELFARE BENEFITS

For Plan Year Ended June 30:	2006	2005	2004	2003	2002	2001
<b>Investment Income</b>	\$ 697,164	\$ 299,578	\$ 107,689	\$ 31,289	\$ 194,555	\$ 723,921
<b>Contributions:</b>						
Employers	\$ 387,576,685	\$ 325,950,687	\$ 281,553,606	\$191,467,575	198,696,752	139,675,684
Employees	8,242,478	9,317,965	8,570,383	5,505,270	4,304,387	3,939,445
WILSP/Union	249,977	223,943	195,884	194,960	187,959	199,253
COBRA/self-pay contrib.	85,812	83,615	54,029	239,910	146,635	168,126
Total contributions	\$ 396,154,952	\$ 335,576,210	\$ 290,373,902	\$243,567,938	\$196,106,556	\$203,003,576
Total additions	396,852,116	\$ 335,875,788	\$ 290,481,591	\$243,599,227	\$196,301,111	\$203,727,497
<b>Deductions:</b>						
Benefits paid	\$ 376,452,985	\$ 319,508,128	275,512,366	\$235,181,687	\$200,546,643	\$165,913,818
Administrative expenses	5,459,589	6,142,681	4,969,605	4,362,971	4,573,239	4,309,264
Total deductions	\$ 381,912,574	\$ 325,650,809	\$ 280,481,971	\$239,544,658	\$205,119,882	\$170,223,082
Net increase(decrease)	\$14,939,542	\$10,224,979	\$9,999,620	\$ 4,054,569	\$ (8,818,771)	\$ 33,504,415
<b>Net assets available for benefits:</b>						
Beginning of year	\$ 81,826,595	\$ 71,601,616	\$ 61,601,996	\$ 57,547,427	\$ 66,366,198	\$ 32,861,783
End of year	\$ 96,766,137	\$ 81,826,595	\$ 71,601,616	\$ 61,601,996	\$ 57,547,427	\$ 66,366,198

### COSTS OF WELFARE BENEFITS PAID CATEGORIZED BY TYPE OF BENEFIT

For Plan Year Ended June 30:	2006	2005	2004	2003	2002	2001
<b>Health Maintenance Organizations</b>						
Hospital, medical, surgery, vision, and prescription drugs	\$ 98,170,162	\$ 83,845,814	\$ 61,256,809	\$ 44,147,703	\$ 37,109,464	\$ 34,415,405
<b>PPO and Indemnity Plan</b>						
Hospital, medical, surgical	\$ 163,651,964	\$ 138,860,243	\$ 132,176,612	\$ 118,033,767	\$ 98,594,333	\$ 72,690,391
Prescription drug program	42,590,003	37,915,711	33,397,697	28,572,271	25,109,446	19,238,147
Vision service plan	1,892,481	1,754,828	1,825,983	1,588,888	1,566,451	1,667,218
Vision supplement (frames, contacts)	792	1,079	2,008	2,540	2,149	2,011
Diabetic durable equipment	928	1,312	1,832	1,474	1,298	1,186
Subtotal	\$ 208,136,168	\$ 178,533,173	\$ 167,404,132	\$ 148,198,940	\$125,273,677	\$ 93,598,953
<b>Medicare Part B Reimbursements</b>						
Medicare premiums reimbursements	\$ 9,291,542	\$ 8,044,092	\$ 6,557,231	\$ 6,227,975	\$ 5,828,498	\$ 5,476,063
<b>Dental Programs: HMO and PPO Participants</b>						
Dental services - adults	\$ 23,068,925	\$ 20,977,712	\$ 17,768,215	\$ 16,320,511	\$ 14,860,557	\$ 15,248,089
Dental services - children	8,813,886	7,414,952	5,722,444	5,223,581	4,921,700	5,049,409
Subtotal	\$ 31,882,811	\$ 28,392,664	\$ 23,490,659	\$ 21,544,092	\$ 19,782,257	\$ 20,297,498
<b>Other Programs for Eligible Participants</b>						
Life insurance, AD&D	\$ 3,356,244	\$ 3,349,391	\$ 3,790,134	\$ 3,254,040	\$ 3,083,341	\$ 3,094,598
Chiropractic	7,685,370	5,006,700	2,676,986	1,908,505	2,017,310	1,716,737
Social security supplement	939,988	1,206,882	1,866,430	1,493,464	617,558	1,209,986
Alcoholism/Drug Recovery Program	3,608,417	2,470,364	1,981,048	1,554,894	1,030,473	1,304,170
Hearing aids	367,959	394,623	355,796	344,043	364,831	438,302
Subsequent prosthetic device	20,917	42,407	—	31,277	—	—
Subtotal	\$ 15,978,895	\$ 12,470,367	\$ 10,670,394	\$ 8,586,223	\$ 7,113,513	\$ 7,763,793
<b>Non-Industrial Disability Supplement (NIDS)</b>						
For those receiving CSDI (CA)	\$ 4,500,040	\$ 1,737,610	\$ 2,489,719	\$ 2,501,566	\$ 2,063,397	\$ 1,920,680
CSDI Supplement	—	\$118	—	—	—	—
Weekly Indemnity & NIDS (OR & WA)	8,434,367	6,405,290	3,528,055	3,812,188	3,169,337	2,206,030
Subtotal	\$ 12,934,407	\$ 8,143,018	\$ 6,017,774	\$ 6,313,754	\$ 5,232,734	\$ 4,126,710
<b>Subsidy Benefits for Certain Pre-7/1/75 Widows</b>						
WILSP subsidy payments	\$ 59,000	\$ 79,000	\$ 115,367	\$ 163,000	\$ 206,500	\$ 235,396
<b>TOTAL BENEFITS</b>	\$ 376,452,985	\$ 319,508,128	\$ 275,512,366	\$ 235,181,687	\$200,546,643	\$165,913,818
Reconciliation to Form 5500 (accrual)	4,116,815	5,686,773	(5,384,437)	2,257,443	3,745,292	1,360,897
<b>TOTAL BENEFITS AFTER RECONCILIATION</b>	\$ 380,569,800	\$ 325,194,901	\$ 270,127,929	\$ 237,439,130	\$204,291,935	\$167,274,715



# 2006 Vacations Paid and Distribution of Longshore PGP by Local

No. of Vacations shows the number of inactive, active, 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 2006 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.

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

% Change from 2005 shows the percent change of 2006 PGP paid from 2005.

% 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 2005	% of Coast	Average Payment
<b>Southern California</b>									
13 LA/LB	6,526	2.5	\$3,673	\$22,047,095	60	\$12,786	-37.7%	0.4%	\$213
29 San Diego	104	2.8	4,156	402,646	2	267	124.4%	<0.1%	134
46 Port Hueneme	104	3.2	4,836	479,543	-	-	-	-	-
<b>Total</b>	<b>6,734</b>	<b>2.5</b>	<b>\$3,701</b>	<b>\$22,929,284</b>	<b>62</b>	<b>\$13,053</b>	<b>-36.8%</b>	<b>0.4%</b>	<b>\$210</b>
<b>Northern California</b>									
10 SF Bay Area	1,208	2.3	\$3,969	\$3,701,462	217	\$82,948	174.1%	2.3%	\$382
14 Eureka	14	3.9	6,938	71,895	9	97,896	3.3%	2.8%	10,877
18 Sacramento	25	3.2	4,640	107,860	19	164,249	-11.8%	4.6%	8,645
54 Stockton	67	2.9	4,231	269,397	18	13,395	-66.5%	0.4%	744
<b>Total</b>	<b>1,314</b>	<b>2.4</b>	<b>\$4,016</b>	<b>\$4,150,614</b>	<b>263</b>	<b>\$358,488</b>	<b>2.1%</b>	<b>10.1%</b>	<b>\$1,363</b>
<b>Pacific Northwest: Oregon</b>									
04 Vancouver, WA	156	3.0	\$4,348	\$606,482	16	\$6,952	-89.5%	0.2%	\$435
08 Portland	421	3.3	4,602	1,832,650	78	73,451	-60.9%	2.1%	942
12 North Bend	52	3.9	5,520	270,020	48	491,420	-18.3%	13.8%	10,238
21 Longview, WA	171	3.2	4,505	699,053	55	49,806	-40.7%	1.4%	906
50 Astoria	13	5.5	7,457	87,480	8	43,656	-76.6%	1.2%	5,457
53 Newport	4	2.3	0	10,685	9	203,408	-12.7%	5.7%	22,601
<b>Total</b>	<b>817</b>	<b>3.3</b>	<b>\$4,587</b>	<b>\$3,506,370</b>	<b>214</b>	<b>\$868,693</b>	<b>-36.1%</b>	<b>24.5%</b>	<b>\$4,059</b>
<b>Pacific Northwest: Washington</b>									
07 Bellingham	22	5.0	\$6,513	\$132,330	20	\$637,818	9.6%	18.0%	\$31,891
19 Seattle	711	3.1	4,383	2,886,206	5	988	128.2%	<0.1%	198
23 Tacoma	769	2.9	4,191	3,085,331	-	-	-	-	-
24 Aberdeen	35	5.7	7,754	266,822	23	289,678	94.5%	8.2%	12,595
25 Anacortes	10	5.1	6,038	66,993	8	34,734	-52.8%	1.0%	4,342
27 Port Angeles	34	5.9	7,598	240,767	28	870,723	-5.7%	24.5%	31,097
32 Everett	23	4.7	8,000	152,162	7	6,080	-85.8%	0.2%	869
47 Olympia	22	5.0	8,372	155,845	17	296,600	-2.0%	8.3%	17,447
51 Port Gamble	10	4.1	3,884	49,964	9	175,825	-22.1%	4.9%	19,536
<b>Total</b>	<b>1,636</b>	<b>3.2</b>	<b>\$4,433</b>	<b>\$7,036,420</b>	<b>117</b>	<b>\$2,312,446</b>	<b>0.5%</b>	<b>65.1%</b>	<b>\$19,765</b>
<b>Longshore Total</b>	<b>10,501</b>	<b>2.7</b>	<b>\$3,907</b>	<b>\$37,622,688</b>	<b>656</b>	<b>\$3,552,680</b>	<b>-11.9%</b>	<b>100.0%</b>	<b>\$5,416</b>

## Clerks

29 San Diego	22	5.1	\$8,515	\$61,026
46 Port Hueneme	711	5.6	8,153	130,818
63 LA/LB	769	4.1	6,297	7,500,097
14 Eureka	35	6.0	8,586	8,586
34 SF Bay Area	10	4.3	6,522	1,567,860
40 Portland	34	5.0	7,337	600,277
23 Tacoma	23	5.3	7,820	813,574
52 Seattle	22	4.8	7,284	1,139,270
<b>Clerk Total</b>	<b>1,626</b>	<b>4.3</b>	<b>\$6,575</b>	<b>\$11,821,508</b>

## Foremen

29 San Diego	6	5.8	\$10,508	\$62,550
46 Port Hueneme	4	6.0	10,842	43,368
94 LA/LB	407	5.0	9,178	3,674,938
91 SF Bay Area	83	5.0	9,049	730,918
92 Portland	51	5.8	10,646	509,574
98 Seattle	111	5.2	9,450	1,030,407
<b>Foremen Total</b>	<b>662</b>	<b>5.1</b>	<b>\$9,331</b>	<b>\$6,051,755</b>

<b>COAST TOTAL</b>	<b>12,789</b>	<b>3.0</b>	<b>\$4,686</b>	<b>\$55,495,951</b>
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## LONGSHORE PGP PAYMENTS BY AREA

Year	AREA			
	Southern California	Northern California	Oregon	Washington
2002	\$20,207	\$660,735	\$2,593,633	\$3,941,306
2003	\$15,660	\$450,665	\$1,365,298	\$3,209,541
2004	\$9,607	\$383,978	\$1,246,395	\$2,540,945
2005	\$20,645	\$351,163	\$1,359,010	\$2,299,978
<b>2006</b>	<b>\$13,053</b>	<b>\$358,488</b>	<b>\$868,693</b>	<b>\$2,312,446</b>

# PMA Training Graduates

	2006	2005	2004	2003	2002
<b>Crane / Crane Simulator</b>					
Container Gantry Crane (Sim)	314	338	200	239	92
RTG Crane - Transtainer	293	345	103	91	86
Ship Gantry Crane (Sim)	28	-	2	10	56
Ship Pedestal Crane (Sim) (Winch)	34	23	45	71	19
Mobile Crane (Mobile Cr Light)	37	85	49	168	2
Ship Unloader, Bulk Crane	15	12	19	31	-
Dock Whirley Crane	5	6	16	10	3
Subtotal	726	809	434	620	258
	3%	1%	2%	4%	2%
<b>Skill Equipment / PIT</b>					
Forklift	1,498	1,755	1,059	1,305	612
Semi-Tractor	2,024	5,449	3,192	857	845
Container Handling Equipment (CHE) (Log Loader)	1,019	1,129	675	356	702
Straddle Carrier	23	147	112	62	4
Excavator	2	5	15	-	-
Bulldozer (Front Loader) (Loc)	58	7	11	-	-
Subtotal	4,624	8,492	5,064	2,654	2,196
	16%	15%	18%	18%	15%
<b>Job Specific / Promotions</b>					
Basic Marine Clerk	132	433	73	98	73
Clerk Computer Gate (Yard)	88	393	83	80	72
Supercargo	24	13	28	-	-
Vessel Planner	5	11	7	4	4
Walking Boss Orientation	81	83	81	27	-
Powered Gangway	8	12	14	-	-
Walking Boss Seminar	212	366	150	640	266
Watchman	348	35	331	102	94
Holdman	41	212	24	5	13
Mechanic (General) (Crane) (Reefer)	-	54	-	-	-
Tank, M1 A1	-	-	10	-	-
Subtotal	939	1,612	801	976	545
	3%	3%	3%	7%	4%
<b>Safety / Technical / Employee Development</b>					
GST (GIT) (D&A Awareness) (Orientation, Skill)	7,512	12,332	9,733	3,442	5,466
Diversity, Employee & Supervisor	882	4,523	605	2,954	4,215
Standard First Aid / CPR	198	688	568	369	273
Lashing	137	824	742	323	135
Ammo Handling Safety	130	70	45	118	52
Vessel Rigging	-	-	8	10	-
Basic Casual Safety (LS Entry)	143	642	21	102	104
Instructor (Train-the-Trainer)	-	-	12	5	13
Subtotal	9,002	19,079	11,734	7,427	10,264
	31%	33%	41%	50%	70%
<b>Testing</b>					
Strength & Agility (Sked Practice)	638	1,312	1,078	637	419
Clerk Cognitive	1,640	5,635	2,810	450	201
Clerk Keyboard	280	252	264	236	79
Physical Exam (Training) (Pre-Employment)	4,489	7,891	989	831	293
Drug & Alcohol Screen (Training) (Pre-Employment)	4,594	7,931	1,010	844	345
Lashing Test	1,752	4,024	4,193	100	37
Subtotal	13,393	27,045	10,344	3,098	1,374
	47%	47%	36%	21%	9%
<b>TOTAL</b>	<b>28,684</b>	<b>57,037</b>	<b>28,377</b>	<b>14,775</b>	<b>14,637</b>
<b>EXPENDITURE*</b>	<b>\$19,853,060</b>	<b>\$35,906,285</b>	<b>\$19,442,172</b>	<b>\$13,462,861</b>	<b>\$12,997,266</b>

\*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

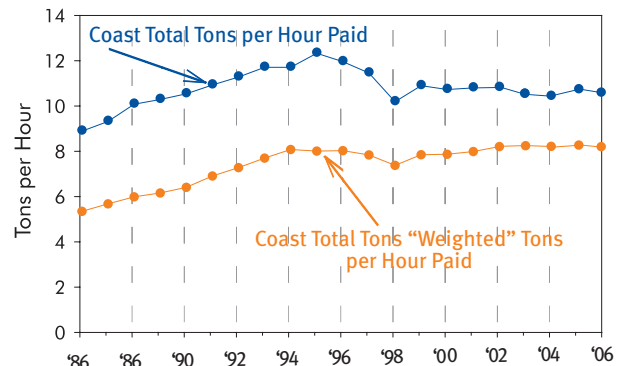
The most commonly used tonnage statistic is Total Tonnage. This measure is constructed by multiplying the number of container TEUs by 17 revenue tons, adding General Cargo revenue tons, Lumber & Logs revenue tons, Autos revenue tons, and Bulk tons. The “Total Tonnage” data for each port table shown in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

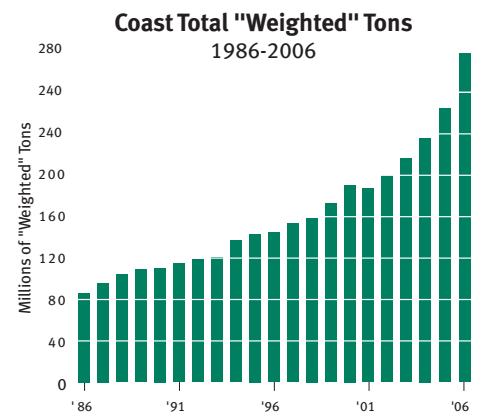
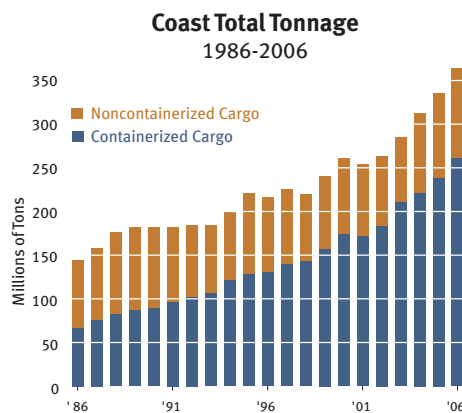
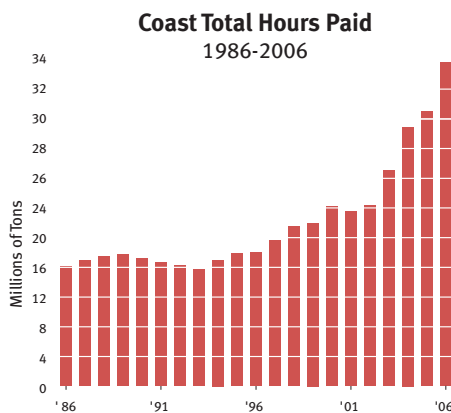
Applying a “weighting” factor to bulk tonnage has been a common approach to measuring productivity for decades. Bulk tonnage is currently weighted at 50 to 1. The reason for greatly reducing the amount of the Bulk tonnage used in studies about productivity is that Bulk Cargo, because of the methods of 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 “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 + (Autos & Trucks)/6 + Lumber & Logs + General Cargo + Bulk/50



## Explanation of Port Hours, Wages, and Tonnage Data

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

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.

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

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. The *Total Hours* value in 2004 has been annualized to 52 weeks to allow comparison with the other payroll years shown.

A Hyundai ship offloads at Washington United Terminals in Tacoma.



## Port Hours, Wages, and Tonnage Data

Year	Hours					Wages				Tonnage							
	Total Hours	Percent of Coast Total	Percent of Port Total			Total Wages Paid (000s)	Average Hourly Wage			Total Tonnage	Percent of Coast Total	Percent of Port Total					Weighted Tons* Per Hour Paid
			L/S Jobs	Clk Jobs	Fmn Jobs		L/S	Clk	Fmn			Containerized	General Cargo	Lumber & Logs	Autos & Trucks	Bulk Cargo	
Southern California																	
San Diego																	
2001	217,694	0.9%	78.2%	9.4%	12.4%	\$7,520	\$32.72	\$36.73	\$44.41	4,890,999	1.9%	<0.1%	4.7%	1.7%	55.5%	38.2%	3.37
2002	229,839	0.9%	79.0%	9.6%	11.4%	\$8,083	\$33.50	\$36.80	\$45.33	4,093,178	1.6%	4.0%	3.9%	2.2%	64.6%	25.3%	3.80
2003	291,523	1.1%	77.1%	12.4%	10.5%	\$10,363	\$33.47	\$37.13	\$49.01	4,498,257	1.6%	20.3%	4.7%	2.0%	53.3%	19.8%	5.59
2004	324,353	1.1%	77.8%	11.9%	10.2%	\$11,828	\$34.53	\$37.65	\$49.81	4,703,823	1.5%	20.8%	4.5%	2.4%	47.1%	25.2%	5.33
2005	368,111	1.2%	78.2%	12.0%	9.8%	\$13,610	\$34.99	\$38.91	\$50.36	5,308,982	1.6%	17.1%	5.9%	2.2%	48.4%	26.4%	4.87
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
Los Angeles/Long Beach																	
2001	14,993,304	63.9%	65.5%	25.3%	9.2%	\$581,034	\$37.29	\$39.74	\$46.50	142,358,578	56.2%	83.4%	3.5%	0.1%	4.0%	9.0%	8.34
2002	16,004,796	65.8%	65.8%	25.3%	8.9%	\$624,609	\$37.50	\$40.06	\$47.34	152,230,624	57.9%	83.8%	3.2%	0.1%	4.4%	8.5%	8.37
2003	17,455,768	65.9%	67.1%	24.2%	8.8%	\$702,277	\$38.54	\$40.85	\$51.42	163,996,211	57.8%	85.6%	2.7%	0.1%	4.3%	7.3%	8.39
2004	19,390,603	65.9%	68.7%	23.7%	7.7%	\$788,163	\$39.14	\$41.33	\$52.01	177,555,140	56.5%	86.2%	3.4%	0.1%	3.6%	6.7%	8.44
2005	19,828,634	63.8%	69.3%	23.3%	7.4%	\$827,478	\$40.28	\$42.41	\$53.15	186,528,298	55.6%	87.0%	2.4%	0.1%	3.6%	6.9%	8.49
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
Port Hueneme																	
2001	370,398	1.6%	75.8%	16.8%	7.3%	\$12,184	\$31.39	\$35.16	\$43.25	3,308,110	1.3%	6.2%	21.6%	-	70.8%	1.4%	3.54
2002	390,255	1.6%	76.3%	16.4%	7.3%	\$13,140	\$32.18	\$35.87	\$44.25	3,586,456	1.4%	6.0%	20.2%	-	71.7%	2.1%	3.51
2003	384,845	1.5%	76.4%	16.5%	7.1%	\$13,453	\$33.25	\$37.04	\$48.47	3,412,548	1.2%	8.0%	20.3%	-	68.8%	3.0%	3.53
2004	435,241	1.5%	76.7%	16.8%	6.5%	\$15,261	\$33.48	\$37.25	\$48.08	4,042,129	1.3%	5.9%	16.9%	-	73.8%	3.4%	3.33
2005	520,868	1.7%	77.7%	16.2%	6.1%	\$19,069	\$35.15	\$38.52	\$50.11	4,603,142	1.4%	8.3%	19.0%	-	69.5%	3.1%	3.45
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
Northern California																	
San Francisco/Oakland/Alameda/Redwood City/Richmond/Crockett/Benicia/Port Chicago																	
2001	2,579,338	11.0%	65.2%	26.5%	8.3%	\$94,920	\$35.11	\$38.17	\$45.75	23,068,137	9.1%	84.6%	3.1%	<0.1%	5.9%	6.4%	7.94
2002	2,392,108	9.8%	65.3%	26.3%	8.4%	\$90,380	\$36.18	\$38.84	\$46.96	23,594,105	9.0%	84.4%	0.9%	<0.1%	6.2%	8.5%	8.54
2003	2,619,937	9.9%	67.7%	24.2%	8.1%	\$101,882	\$37.27	\$39.32	\$51.11	26,151,746	9.2%	83.5%	0.6%	<0.1%	6.1%	9.8%	8.52
2004	2,897,798	9.8%	69.2%	22.9%	8.0%	\$114,106	\$37.74	\$39.92	\$51.99	29,944,815	9.5%	80.0%	1.0%	<0.1%	9.6%	9.3%	8.73
2005	3,069,920	9.9%	70.2%	21.9%	7.9%	\$122,910	\$38.36	\$40.85	\$52.76	32,795,890	9.8%	81.5%	0.8%	0.0%	7.9%	9.8%	8.96
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%	0.0%	9.7%	7.9%	9.01
Stockton/Pittsburg																	
2001	165,489	0.7%	73.2%	18.0%	8.8%	\$6,004	\$34.38	\$38.98	\$46.52	2,143,741	0.8%	<0.1%	7.4%	-	-	92.6%	1.20
2002	217,727	0.9%	73.5%	18.2%	8.4%	\$7,772	\$34.00	\$37.58	\$46.53	2,330,667	0.9%	1.1%	16.3%	<0.1%	-	82.6%	2.05
2003	133,712	0.5%	71.8%	20.2%	8.0%	\$4,946	\$34.92	\$39.10	\$50.25	1,733,796	0.6%	0.9%	11.7%	-	-	87.5%	1.85
2004	176,534	0.6%	74.6%	16.6%	8.8%	\$6,760	\$36.38	\$39.65	\$51.87	2,359,031	0.8%	<0.1%	12.4%	<0.1%	-	87.5%	1.93
2005	212,352	0.7%	75.2%	15.8%	9.0%	\$8,248	\$36.93	\$39.76	\$53.12	3,226,298	1.0%	-	11.0%	-	-	89.0%	1.95
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
West Sacramento																	
2001	95,996	0.4%	68.1%	25.6%	6.4%	\$3,282	\$32.65	\$35.70	\$44.66	688,263	0.3%	<0.1%	33.7%	6.0%	-	60.3%	2.94
2002	92,180	0.4%	65.9%	27.4%	6.7%	\$3,203	\$33.22	\$35.84	\$45.19	608,867	0.2%	0.1%	32.4%	9.7%	-	57.8%	2.87
2003	124,732	0.5%	69.0%	24.3%	6.8%	\$4,355	\$32.81	\$37.13	\$48.38	678,687	0.2%	0.3%	53.3%	5.4%	-	41.0%	3.25
2004	98,893	0.3%	68.5%	25.7%	5.9%	\$3,539	\$33.46	\$38.65	\$50.35	493,006	0.2%	0.1%	61.6%	3.1%	-	35.1%	3.33
2005	103,022	0.3%	69.4%	24.8%	5.8%	\$3,762	\$34.32	\$39.09	\$51.61	556,394	0.2%	-	60.2%	1.8%	-	37.9%	3.39
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
Eureka																	
2001	27,868	0.1%	78.1%	11.6%	10.3%	\$1,023	\$34.76	\$39.89	\$47.72	453,769	0.2%	-	38.5%	28.3%	-	33.1%	11.00
2002	24,481	0.1%	76.8%	12.9%	10.3%	\$888	\$34.30	\$38.41	\$48.27	372,286	0.1%	-	49.6%	33.6%	-	16.8%	12.70
2003	25,795	<0.1%	77.3%	12.6%	10.0%	\$946	\$34.58	\$37.81	\$51.22	400,532	0.1%	-	54.4%	43.5%	-	2.1%	15.21
2004	23,797	<0.1%	79.0%	12.0%	9.0%	\$852	\$34.21	\$35.39	\$50.23	362,266	0.1%	-	56.3%	43.7%	-	<0.1%	15.52
2005	15,617	<0.1%	80.0%	13.3%	6.7%	\$578	\$36.01	\$35.80	\$51.05	279,795	0.1%	-	37.1%	48.2%	-	14.7%	15.34
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

## Port Hours, Wages, and Tonnage Data

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

### Pacific Northwest: Oregon and Columbia River

#### North Bend/Coos Bay

2001	58,128	0.2%	85.4%	7.0%	7.5%	\$2,141	\$35.36	\$43.51	\$47.26	1,696,256	0.7%	<0.1%	1.0%	7.7%	-	91.3%	3.08
2002	55,308	0.2%	83.8%	8.0%	8.2%	\$2,100	\$36.43	\$43.71	\$48.14	1,890,554	0.7%	-	1.0%	6.3%	-	92.8%	3.11
2003	52,438	0.2%	86.9%	6.1%	7.0%	\$1,989	\$36.42	\$43.87	\$51.36	1,692,557	0.6%	<0.1%	1.2%	6.9%	<0.1%	91.8%	3.22
2004	57,125	0.2%	87.0%	6.2%	6.8%	\$2,172	\$36.51	\$44.22	\$51.83	1,672,350	0.5%	<0.1%	1.6%	6.9%	-	91.5%	3.09
2005	50,693	0.2%	85.2%	7.3%	7.5%	\$1,995	\$37.65	\$45.14	\$53.01	2,000,930	0.6%	-	1.3%	5.0%	-	93.8%	3.20
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

#### Newport

2001	561	<0.1%	100.0%	-	-	\$20	\$35.54	-	-	0	-	-	-	-	-	-	-
2002	700	<0.1%	100.0%	-	-	\$24	\$34.91	-	-	1,360	<0.1%	-	-	100.0%	-	-	1.94
2003	475	<0.1%	99.9%	-	-	\$17	\$35.55	-	-	0	-	-	-	-	-	-	-
2004	507	<0.1%	100.0%	-	-	\$18	\$35.83	-	-	0	-	-	-	-	-	-	-
2005	618	<0.1%	100.0%	-	-	\$21	\$34.58	-	-	0	-	-	-	-	-	-	-
2006	475	<0.1%	100.0%	-	-	\$18	\$38.18	-	-	0	-	-	-	-	-	-	-

#### Astoria

2001	3,949	<0.1%	99.8%	-	0.2%	\$142	\$35.95	-	\$35.90	12,891	<0.1%	-	-	100.0%	-	-	3.26
2002	3,877	<0.1%	99.4%	0.3%	0.3%	\$141	\$36.28	\$39.06	\$42.58	5,580	<0.1%	-	-	100.0%	-	-	1.44
2003	4,811	<0.1%	95.9%	2.2%	1.9%	\$166	\$34.10	\$38.29	\$46.95	0	-	-	-	-	-	-	-
2004	6,188	<0.1%	91.6%	3.8%	4.6%	\$231	\$36.24	\$45.89	\$53.43	51	<0.1%	100.0%	<0.1%	<0.1%	<0.1%	<0.1%	0.01
2005	5,024	<0.1%	96.0%	2.0%	2.0%	\$186	\$36.48	\$44.07	\$52.30	0	-	-	-	-	-	-	-
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

#### Portland/St. Helens

2001	1,040,578	4.4%	75.6%	16.6%	7.8%	\$38,121	\$35.32	\$38.16	\$46.07	18,140,975	7.2%	19.8%	4.3%	0.3%	21.1%	54.5%	5.05
2002	974,997	4.0%	75.7%	16.2%	8.2%	\$35,952	\$35.55	\$38.31	\$46.26	17,459,379	6.6%	18.3%	4.5%	0.4%	25.3%	51.5%	5.09
2003	1,087,538	4.1%	76.0%	16.0%	8.0%	\$41,164	\$36.23	\$39.23	\$50.51	18,996,782	6.7%	19.4%	3.4%	0.2%	21.6%	55.4%	4.84
2004	1,123,393	3.8%	76.9%	15.3%	7.8%	\$43,402	\$36.97	\$40.29	\$51.79	20,360,025	6.5%	17.3%	4.6%	<0.1%	20.0%	58.0%	4.90
2005	934,220	3.0%	78.1%	14.1%	7.8%	\$37,582	\$38.54	\$42.03	\$53.80	18,734,147	5.6%	11.3%	5.2%	0.2%	21.4%	62.0%	4.30
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%	0.0%	26.5%	54.5%	4.59

#### Vancouver, WA

2001	330,816	1.4%	79.4%	14.0%	6.6%	\$11,799	\$34.66	\$36.42	\$46.08	5,219,799	2.1%	0.2%	7.8%	0.2%	13.7%	78.2%	1.89
2002	284,315	1.2%	79.7%	13.8%	6.5%	\$10,161	\$34.77	\$36.45	\$46.18	4,861,091	1.8%	<0.1%	6.5%	0.4%	12.6%	80.5%	1.82
2003	265,948	1.0%	79.3%	14.3%	6.4%	\$9,623	\$35.04	\$36.43	\$49.90	3,991,008	1.4%	0.1%	7.2%	1.2%	11.8%	79.7%	1.82
2004	347,479	1.2%	78.5%	15.3%	6.2%	\$12,784	\$35.62	\$36.96	\$51.06	5,021,408	1.6%	<0.1%	6.8%	1.4%	10.8%	81.0%	1.71
2005	389,660	1.3%	77.2%	16.2%	6.6%	\$14,722	\$36.38	\$38.48	\$52.37	4,101,194	1.2%	-	9.3%	1.7%	11.8%	77.2%	1.52
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

#### Longview, WA/Kalama, WA

2001	382,314	1.6%	82.6%	8.8%	8.6%	\$13,539	\$33.99	\$37.59	\$46.87	8,949,031	3.5%	-	8.8%	6.6%	-	84.5%	4.02
2002	338,258	1.4%	82.2%	8.4%	9.4%	\$12,218	\$34.61	\$38.96	\$46.86	8,615,564	3.3%	-	9.6%	6.9%	-	83.5%	4.63
2003	351,909	1.3%	82.7%	8.0%	9.3%	\$13,099	\$35.33	\$40.66	\$51.09	9,895,474	3.5%	-	7.8%	6.6%	<0.1%	85.6%	4.52
2004	337,285	1.1%	82.2%	8.3%	9.5%	\$12,777	\$35.90	\$41.33	\$52.03	11,651,094	3.7%	<0.1%	7.4%	5.9%	-	86.6%	5.33
2005	374,548	1.2%	82.1%	8.6%	9.4%	\$14,490	\$36.71	\$41.81	\$53.17	12,011,400	3.6%	0.2%	6.5%	5.3%	-	87.9%	4.43
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

### Pacific Northwest: Washington

#### Aberdeen/Grays Harbor

2001	65,930	0.3%	89.9%	4.1%	5.9%	\$2,287	\$33.96	\$38.61	\$42.96	329,782	0.1%	<0.1%	19.5%	80.4%	-	-	5.00
2002	76,766	0.3%	89.7%	5.7%	4.7%	\$2,677	\$34.13	\$38.57	\$44.67	388,889	0.1%	0.1%	23.0%	76.9%	-	-	5.07
2003	58,978	0.2%	88.3%	7.3%	4.4%	\$2,136	\$35.28	\$39.43	\$49.63	293,499	0.1%	<0.1%	8.2%	83.0%	-	8.7%	4.55
2004	62,320	0.2%	86.7%	9.1%	4.2%	\$2,338	\$36.46	\$41.00	\$51.60	535,813	0.2%	-	3.4%	34.7%	-	61.9%	3.45
2005	66,201	0.2%	86.3%	8.6%	5.1%	\$2,630	\$38.56	\$43.63	\$52.97	793,294	0.2%	-	2.5%	21.9%	-	75.6%	3.11
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



## Port Hours, Wages, and Tonnage Data

Year	Hours					Wages				Tonnage							
	Total Hours	Percent of Coast Total	Percent of Port Total			Total Wages Paid (000s)	Average Hourly Wage			Total Tonnage	Percent of Coast Total	Percent of Port Total					"Weighted Tons" Per Hour Paid
			L/S Jobs	Clk Jobs	Fmn Jobs		L/S	Clk	Fmn			Contain-erized	General Cargo	Lumber & Logs	Autos & Trucks	Bulk Cargo	
Pacific Northwest: Washington (continued)																	
Port Angeles																	
2001	6,948	<0.1%	90.1%	4.9%	5.0%	\$257	\$36.15	\$42.96	\$46.46	165,138	<0.1%	-	-	3.2%	-	96.8%	1.22
2002	6,384	<0.1%	96.5%	0.9%	2.6%	\$234	\$36.41	\$42.76	\$44.74	35,960	<0.1%	-	-	27.4%	-	72.6%	1.62
2003	5,763	<0.1%	98.6%	0.7%	0.7%	\$212	\$36.73	\$42.99	\$49.74	18,435	<0.1%	-	-	18.0%	-	82.0%	0.63
2004	6,746	<0.1%	97.3%	1.3%	1.3%	\$257	\$37.77	\$46.01	\$53.80	33,554	<0.1%	<0.1%	<0.1%	3.8%	-	96.2%	0.29
2005	4,911	<0.1%	100.0%	-	0.0%	\$190	\$38.68	-	-	0	-	-	-	-	-	-	-
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
Port Gamble																	
2001	832	<0.1%	100.0%	-	-	\$30	\$35.82	-	-	0	-	-	-	-	-	-	-
2002	908	<0.1%	100.0%	-	-	\$32	\$35.55	-	-	0	-	-	-	-	-	-	-
2003	832	<0.1%	100.0%	-	-	\$30	\$36.47	-	-	0	-	-	-	-	-	-	-
2004	848	<0.1%	100.0%	-	-	\$31	\$37.12	-	-	0	-	-	-	-	-	-	-
2005	832	<0.1%	100.0%	-	-	\$32	\$38.10	-	-	0	-	-	-	-	-	-	-
2006	832	<0.1%	100.0%	-	-	\$33	\$39.21	-	-	0	-	-	-	-	-	-	-
Olympia																	
2001	14,559	<0.1%	80.4%	3.1%	16.5%	\$493	\$32.04	\$39.95	\$41.65	43,412	<0.1%	-	-	100.0%	-	-	2.98
2002	15,846	<0.1%	73.7%	3.2%	23.1%	\$570	\$33.74	\$41.35	\$42.34	59,123	<0.1%	-	13.9%	86.1%	-	-	3.73
2003	35,662	0.1%	71.6%	9.9%	18.5%	\$1,270	\$32.95	\$35.42	\$46.08	143,158	<0.1%	-	45.0%	55.1%	-	-	4.01
2004	62,898	0.2%	72.7%	11.6%	15.7%	\$2,322	\$34.46	\$36.94	\$48.28	207,184	<0.1%	2.2%	55.4%	36.8%	-	5.6%	3.17
2005	38,604	0.1%	63.7%	19.2%	17.0%	\$1,476	\$35.72	\$36.76	\$49.32	100,821	-	15.3%	65.0%	17.2%	-	2.5%	2.55
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
Tacoma																	
2001	1,582,053	6.7%	69.9%	22.3%	7.8%	\$58,983	\$35.66	\$38.88	\$47.19	23,061,669	9.1%	64.1%	0.9%	1.1%	10.2%	23.7%	9.95
2002	1,636,725	6.7%	68.8%	23.0%	8.3%	\$62,839	\$36.77	\$39.76	\$48.15	24,261,965	9.2%	69.0%	0.9%	1.0%	10.7%	18.4%	10.83
2003	1,919,194	7.2%	70.3%	21.5%	8.2%	\$76,483	\$38.07	\$40.75	\$52.76	27,593,684	9.7%	70.5%	0.8%	0.7%	8.4%	19.6%	10.61
2004	2,044,886	6.9%	71.3%	20.3%	8.4%	\$83,948	\$39.22	\$42.11	\$54.07	30,737,823	9.8%	66.3%	0.8%	0.5%	7.6%	24.7%	10.64
2005	2,689,203	8.6%	73.6%	18.8%	7.6%	\$111,903	\$39.77	\$43.16	\$55.62	34,193,128	10.2%	69.2%	0.8%	0.6%	6.1%	23.3%	9.16
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
Seattle																	
2001	1,470,056	6.3%	67.0%	25.1%	7.9%	\$56,957	\$37.28	\$39.82	\$47.77	18,539,786	7.3%	80.5%	1.0%	<0.1%	2.5%	16.1%	10.36
2002	1,531,454	6.3%	67.8%	24.4%	7.8%	\$60,636	\$38.10	\$40.71	\$49.07	18,238,639	6.9%	88.5%	0.8%	<0.1%	0.5%	10.1%	10.68
2003	1,623,566	6.1%	69.8%	22.9%	7.3%	\$65,200	\$38.47	\$41.05	\$53.50	19,815,487	7.0%	81.4%	0.6%	<0.1%	0.4%	17.6%	10.06
2004	1,999,276	6.8%	70.6%	22.0%	7.5%	\$80,710	\$38.37	\$41.84	\$54.91	23,975,324	7.6%	81.0%	0.8%	<0.1%	0.3%	17.9%	10.05
2005	2,341,941	7.5%	70.7%	22.2%	7.1%	\$95,178	\$38.49	\$42.56	\$55.97	29,515,052	8.8%	80.3%	0.6%	-	0.3%	18.8%	10.25
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%	0.0%	0.4%	22.0%	10.33
Everett																	
2001	25,832	0.1%	81.5%	8.7%	9.8%	\$898	\$33.36	\$38.51	\$43.02	87,862	<0.1%	20.4%	6.5%	22.8%	-	50.2%	1.73
2002	26,675	0.1%	84.6%	7.2%	8.2%	\$951	\$34.41	\$39.59	\$45.08	71,818	<0.1%	4.3%	3.3%	44.1%	-	48.4%	1.42
2003	29,106	0.1%	83.7%	8.1%	8.3%	\$1,000	\$33.05	\$36.57	\$45.57	25,641	<0.1%	3.2%	34.7%	62.1%	-	-	0.88
2004	26,572	<0.1%	77.4%	11.1%	11.5%	\$932	\$33.13	\$37.09	\$46.16	27,002	<0.1%	20.4%	24.5%	55.1%	<0.1%	<0.1%	1.04
2005	72,174	0.2%	75.1%	12.8%	12.2%	\$2,672	\$34.14	\$41.11	\$50.54	169,486	0.1%	22.6%	37.2%	3.1%	7.6%	29.5%	1.52
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
Anacortes																	
2001	19,652	<0.1%	70.0%	11.2%	18.8%	\$753	\$35.48	\$42.37	\$46.54	416,787	0.2%	<0.1%	<0.1%	4.2%	-	95.7%	1.31
2002	16,141	<0.1%	70.0%	11.4%	18.6%	\$627	\$36.04	\$42.62	\$47.23	369,410	0.1%	-	1.3%	4.2%	-	94.5%	1.70
2003	15,609	<0.1%	66.1%	11.6%	22.3%	\$649	\$37.70	\$43.92	\$51.97	399,057	0.1%	-	-	1.9%	-	98.2%	0.98
2004	11,744	<0.1%	69.3%	10.9%	19.8%	\$476	\$36.91	\$43.43	\$51.69	311,013	<0.1%	<0.1%	<0.1%	0.6%	-	99.4%	0.71
2005	11,023	<0.1%	69.0%	10.9%	20.1%	\$445	\$36.51	\$43.56	\$51.99	278,342	0.1%	-	0.2%	-	-	99.8%	0.54
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

## Port Hours, Wages, and Tonnage Data

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

### Pacific Northwest: Washington (continued)

#### Bellingham

2001	11,972	<0.1%	86.0%	4.7%	9.3%	\$432	\$34.63	\$45.76	\$44.87	203,563	<0.1%	-	6.7%	-	-	93.3%	1.46
2002	3,927	<0.1%	93.7%	3.2%	3.0%	\$142	\$35.27	\$50.43	\$51.69	45,097	<0.1%	-	-	-	-	100.0%	0.23
2003	3,643	<0.1%	96.5%	1.2%	2.3%	\$126	\$34.33	\$39.84	\$45.77	1,240	<0.1%	-	100.0%	-	-	-	0.34
2004	2,501	<0.1%	98.9%	0.4%	0.7%	\$91	\$36.25	\$37.38	\$42.10	0	-	-	-	-	-	-	-
2005	2,179	<0.1%	99.6%	-	0.4%	\$81	\$37.31	-	\$41.05	0	-	-	-	-	-	-	-
2006	2,433	<0.1%	99.7%	0.3%	-	\$91	\$37.55	\$29.68	-	0	-	-	-	-	-	-	-

### Area Summaries

#### SOUTHERN CALIFORNIA SUMMARY

2001	15,581,396	66.4%	65.9%	24.9%	9.2%	\$600,738	\$37.05	\$39.65	\$46.40	150,156,927	59.3%	79.2%	3.9%	0.2%	7.0%	9.7%	8.16
2002	16,624,890	68.3%	66.2%	24.9%	8.9%	\$645,832	\$37.29	\$39.98	\$47.24	159,910,258	60.8%	80.0%	3.6%	0.2%	7.5%	8.8%	8.20
2003	18,132,136	68.4%	67.4%	23.8%	8.8%	\$726,093	\$38.32	\$40.76	\$51.33	171,907,016	60.6%	82.4%	3.1%	0.2%	6.9%	7.5%	8.24
2004	20,150,197	68.5%	69.0%	23.3%	7.7%	\$815,251	\$38.92	\$41.24	\$51.89	186,301,092	59.3%	82.8%	3.7%	0.2%	6.3%	7.1%	8.28
2005	20,717,612	66.6%	69.7%	22.9%	7.4%	\$860,156	\$40.03	\$42.30	\$53.02	196,440,422	58.6%	83.2%	2.9%	0.2%	6.3%	7.4%	8.30
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

#### NORTHERN CALIFORNIA SUMMARY

2001	2,868,691	12.2%	65.9%	25.8%	8.3%	\$105,229	\$34.97	\$38.12	\$45.79	26,353,910	10.4%	74.1%	4.8%	0.7%	5.2%	15.3%	7.42
2002	2,726,496	11.2%	66.1%	25.6%	8.3%	\$102,243	\$35.87	\$38.66	\$46.89	26,905,925	10.2%	74.1%	3.6%	0.7%	5.4%	16.1%	7.86
2003	2,904,176	11.0%	68.0%	23.9%	8.0%	\$112,128	\$36.94	\$39.21	\$50.97	28,964,761	10.2%	75.5%	3.2%	0.8%	5.5%	15.0%	8.05
2004	3,197,022	10.9%	69.5%	22.5%	8.0%	\$125,256	\$37.50	\$39.84	\$51.93	33,159,118	10.6%	72.3%	3.3%	0.5%	8.7%	15.1%	8.24
2005	3,400,911	10.9%	70.5%	21.6%	7.9%	\$135,497	\$38.13	\$40.72	\$52.76	36,858,377	11.0%	72.6%	2.9%	0.4%	7.0%	17.2%	8.38
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

#### PACIFIC NORTHWEST: OREGON & COLUMBIA RIVER SUMMARY

2001	1,816,346	7.7%	78.1%	14.1%	7.7%	\$65,762	\$34.91	\$37.86	\$46.30	34,018,952	13.4%	10.6%	5.9%	2.4%	13.4%	67.9%	4.19
2002	1,657,455	6.8%	78.0%	13.9%	8.1%	\$60,596	\$35.25	\$38.18	\$46.46	32,833,528	12.5%	9.7%	5.9%	2.5%	15.3%	66.6%	4.36
2003	1,763,119	6.7%	78.2%	13.8%	8.0%	\$66,057	\$35.86	\$39.02	\$50.59	34,575,821	12.2%	10.7%	5.0%	2.5%	13.2%	68.7%	4.26
2004	1,871,976	6.4%	78.5%	13.7%	7.8%	\$71,384	\$36.70	\$40.51	\$51.86	38,704,928	12.3%	9.1%	5.6%	2.3%	11.9%	71.0%	4.31
2005	1,754,682	5.6%	79.0%	13.1%	7.9%	\$68,995	\$37.63	\$41.08	\$53.35	36,847,671	11.0%	5.8%	5.9%	2.3%	12.2%	73.9%	3.67
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

#### PACIFIC NORTHWEST: WASHINGTON SUMMARY

2001	3,197,834	13.6%	69.2%	22.8%	7.9%	\$121,090	\$36.29	\$39.37	\$47.27	42,847,999	16.9%	69.4%	1.1%	1.4%	6.6%	21.6%	9.83
2002	3,314,826	13.6%	69.1%	22.9%	8.1%	\$128,710	\$37.25	\$40.23	\$48.40	43,470,901	16.5%	75.7%	1.1%	1.5%	6.2%	15.6%	10.44
2003	3,692,353	13.9%	70.5%	21.6%	7.9%	\$147,108	\$38.08	\$40.86	\$52.81	48,290,201	17.0%	73.7%	0.9%	1.1%	5.0%	19.3%	10.06
2004	4,217,790	14.3%	71.3%	20.7%	8.0%	\$171,105	\$38.65	\$41.91	\$54.16	55,827,713	17.8%	71.3%	1.1%	0.8%	4.3%	22.5%	10.03
2005	5,227,068	16.8%	72.4%	20.1%	7.5%	\$214,608	\$39.08	\$42.80	\$55.51	65,050,123	19.4%	72.9%	0.9%	0.6%	3.4%	22.2%	9.38
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

### COAST SUMMARY

2001	23,464,267	100.0%	67.3%	23.9%	8.8%	\$892,819	\$36.50	\$39.33	\$46.43	253,377,788	100.0%	67.8%	3.8%	0.7%	7.6%	20.1%	7.99
2002	24,323,665	100.0%	67.4%	24.0%	8.7%	\$937,380	\$36.97	\$39.78	\$47.30	263,120,612	100.0%	69.9%	3.5%	0.7%	8.0%	17.9%	8.20
2003	26,491,784	100.0%	68.6%	22.9%	8.5%	\$1,051,386	\$37.95	\$40.53	\$51.44	283,737,799	100.0%	71.4%	3.0%	0.7%	7.2%	17.7%	8.21
2004	29,436,985	100.0%	70.0%	22.2%	7.8%	\$1,182,997	\$38.55	\$41.12	\$52.22	313,992,851	100.0%	70.5%	3.4%	0.6%	6.9%	18.6%	8.27
2005	31,100,354	100.0%	70.8%	21.7%	7.5%	\$1,279,256	\$39.51	\$42.17	\$53.43	335,196,593	100.0%	71.5%	2.8%	0.5%	6.5%	18.6%	8.23
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



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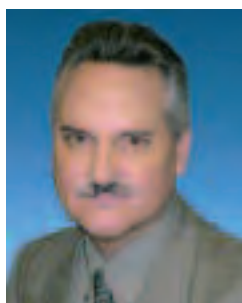
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MOL sails outside San Francisco.



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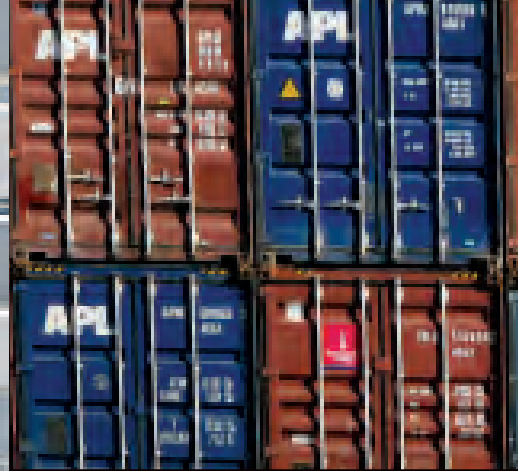




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**ABOVE: A vessel at the dock in Portland.**

**BACK COVER: A truck enters the yard at Pier 400 in Los Angeles.**



## 2006 Annual Report

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