PUBLIC MEETING FOR THE BOARD OF PILOT
COMMISSIONERS/PILOTAGE REVIEW COMMITTEE

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Certified Original

TRANSCRIPT OF PROCEEDINGS

This cause came on for a meeting before at
Embassy Suites, Fort Lauderdale, Florida, beginning on
September 10, 2018, at 9:05 a.m.
APPEARANCES

CLARK R. JENNINGS, ESQ.
Senior Assistant Attorney General
Administrative Law Bureau
Office of the Attorney General
State of Florida
PL-01, The Capitol
Tallahassee, Florida 32399-1050

RICHARD H. LAW
Law, Redd, Crona & Munroe, PA
2075 Centre Pointe Blvd.
Suite 200
Tallahassee, Florida 32308
(The following proceedings were had on)

September 10, 2018.)

MR. LAW: Good morning, everybody. My name
is Richard Law and I'm a member of the investigative
committee for the Pilot Rate Review Committee. This
is Clark Jennings. He's with the Attorney General's
Office and he represents the board. The purpose of
this meeting is to solicit information from users of
the port, other members of the public regarding the
application by -- actually, there's two applications;
one by the pilots and one by the Florida Caribbean
Cruise Association. Those applications were submitted
in 2014. They were delayed or suspended until the
Miami rate hearing had concluded and so we got cranked
back up on this application in about June, I believe.

Just as a matter of order here, we have a
court reporter. If you speak, not a big crowd here,
so hopefully they don't need to get up to the
microphone and speak unless you want them to.

Please wait until you're recognized and give
her your name and who you represent. Hopefully
everybody has signed in. If you haven't, maybe do so
at the end.

The -- just to give you some background on
how the process works on an application to change
rates. We have an application both by pilots and the users and there's two different applications that are submitted, but since the applications were submitted, there has been an agreement between the two applicants to consider a compromise rate structure.

This is between the Florida Caribbean Cruise Association and pilots. So other, perhaps, cargo has not been a party to this so it's very important for cargo to have their opportunity to present information to the investigative committee so we can put their information, the impact of this application on them so that the rate review committee can make a fair and reasonable determination on rates.

So we're really here today to solicit information by any users of the public so that when we finish today, I go back, complete our report. That report will be completed on September 20th and submitted to the board. So I don't have a lot of time between now and when I have to complete the report to get information, distill it, put it in the investigative report. So if you are going to submit information, please do it as soon as possible.

The process, going further, we submit the investigative report to the department. It's disseminated to the board members in advance and
that's really the best reason why you want to give us information that you want to share now. Certainly you can provide it in the rate hearing, but it's always good to give the rate committee plenty of information in advance of the hearing to consider the investigative report in its total and not just hearing it the day of the hearing and trying to make a good decision.

So I really welcome any information and I don't think the board or anybody wants to get blind sided by new information that they haven't really been able to evaluate and consider in making the right change. So, Clark, do you have anything else to add?

MR. JENNINGS: No, sir, you've covered it. We're good.

MR. LAW: Let me think if there is something else before I ask for information. Again, my name is Richard Law. I'm with the CPA firm in Tallahassee. I've been a member of the investigative committee since about 1996 so I've done this a few times. I've got my business card here. If you want to submit information to me after the meeting, here is my contact information so you don't have to do anything today if you don't want to speak. So with that I will open it up to our audience and ask for your input.
MR. MORAITIS: My name is George Moraitis.
I'm the state representative for this area of the
state, northeast Broward County, including the Port.
I was in the Navy as a submarine officer for about
seven years and we did use Port Everglades. I've
always been a big supporter of pilots, not just here,
but throughout the country. I think it's a matter of
safety.

When I was in the Navy, I remember --
hopefully it's still like this today -- that being a
harbor pilot meant that you were a very experienced
captain and this was something that you did after a
very long, distinguished career.

Lately, I have seen people being accepted
into the harbor pilots that are much younger and I
think that is a function of the rates. I think that
the rates should be improved so that the quality of
the applicants are strong.

Again, because this is a matter of public
safety keeping this port open, somebody might want to
save a couple hundred dollars or a thousand dollars on
a particular trip, but if the port were to be closed
because of an accident because of inexperience, that
would be devastating to our economy and our reputation
as a world class port. I do support the rate increase
that the harbor pilots are proposing. They share with me that they're actually losing money on some of the trips at the lower end.

Again, safety is not something we should scrimp on. I certainly understand the cruise ships and their wanting to save money, perhaps their boats have developed some more safety features, but I'm a firm believer that every large vessel coming into this port should have a harbor pilot that has a lot of experience. So I do support the rate increase. It's been 18 years since they've received an increase. Of course, things cost more. Boats have to be replaced. They want to recruit the best captains with the best experience to come and work for our port. So with that, thank you for listening to my testimony.

MR. LAW: Thank you very much. Anyone else?

MR. PETERSON: My name is Randolph Peterson. I represent King Ocean Services. We're a shipping line that has been in the South Florida area for 36 years. I've been with the company for 33 of the 36 years and I'm an ex-chief engineer trained in the Netherlands, worked with -- started my career with Shell tanker water dam. I've been in the shipping business for 51 years.

And my biggest concern here is that
there -- as far as I understood, I haven't been able
to find a justifiable reason for increases. I would
like to know what are these increases going towards
and what are the requested increases? That would
start satisfying my needs. Thank you.

MR. LAW: Thank you very much. Anyone else?
MR. MENOYO: Sal Menoyo, M-E-N-O-Y-O. We're
really here today to -- hoping to better understand
what the proposed rate changes are going to be. I
don't know if this a forum where you guys are going to
actually explain what those rate changes are and how
they're going to affect the different types and sizes
of vessels coming into Port Everglades.

We do understand from reading the proposed
letter that there will be some decreases to the cruise
lines, which are the larger vessels coming into Port
Everglades and there will be some rate increases for
the cargo vessels. So we'd like to understand that,
and hopefully you guys can spend some time explaining,
especially how the cargo vessels are going to be
affected. Thanks.

MR. LAW: In response to that, do you -- are
you asking me to explain that now or to explain it in
the investigative report?

MR. MENOYO: I was hoping that we would get
an explanation today about the rates.

MR. LAW: Do you have a copy of the proposed
rate changes? Because I have it to share. As you're
reading that, let me just give you a few observations
at this point. A fundamental change in the rate
structure going from pure draft and tonnage to a
four-way factor that you see on the proposed agreement
and so it does reshuffle a lot of the charges to
various vessels.

I think in general it takes some of the heavy
waiting of the tonnage charge for larger vessels down
and increases the Pilotage fee for smaller vessels.
So in the -- I can't get into all of this today, but
you will see in the investigative report we will have
a detailed analysis of the affect on cargo vessels,
cruise vessels and every layer of size of vessels so
that you can see what you pay now and what it will be.

And so that's my job is to present that
information and run that change of revenue through
their financial statements to then determine what is
their net income in the future, what is it now and if,
I don't know to what extent the audience knows what
the -- what our charge is by the legislature to
analyze information, but I will run through that real
quickly. Go ahead.
MR. NEALON: My name is Gardiner Nealon, N-E-A-L-O-N, with Crowley. This sheet that we just received, where was that posted? I mean, this is the first we've actually seen the sheet. All of the emails that I've seen and everything else is describing the previous submission of the FCA and of the pilots, not this sheet. So I think it's unfair to throw this sheet at us at this point and expect us to digest this information.

MR. JENNINGS: No doubt. What has occurred, you have two petitioners both requesting a rate change, the FCCA and the Port Everglades Pilots. They filed two separate petitions for change. One was a request for an increase, one was a request for a decrease.

Since the time of those two filings, it's my understanding that the two petitioners, FCCA and the Pilots, have come together and are now going to propose a joint change. They've decided to modify their original requests. This, from what I understand, this is a fairly recent change, is the two parties have come together with a unified front.

This is what they will be presenting to the rate committee on the 23rd, 24th during the full rate committee, but from what I understand is that Mr. Law
has actually been given this information because he
knows -- he's found out now in advance the two parties
have come together and said, forget what we filed
earlier. We're coming together to suggest this as a
change. So this is where -- it hadn't been posted
because we just got it, but...

MR. NEALON: To have a -- to get this
information now and make comments on this is ludicrous
really.

MR. JENNINGS: But understand that the
opportunity to make a lot of your comments would be at
the regular rate hearing. This is the investigative
phase. Things are fluid. We don't control the
petitioners and the petitioners have now decided to
join forces and come up with a separate proposal.
Nothing is set in stone. This is not the rate. This
is a proposal to be presented to the rate review
committee.

MR. NEALON: How can you expect us to give
our comments when we just received it just now?

MR. JENNINGS: If you can give us comments
today, that's wonderful. If not, if you can reach out
to Mr. Law after you've had a chance to digest that,
send him something and he will include that in his
report.
MR. NEALON: Thank you.

MR. JENNINGS: The reality is I wouldn't be surprised if cargo doesn't come in and say, we've seen this and that and we've seen these other rates, here is our suggestion. You certainly have the right to do that. You're not a petitioner yet, but you have the right to make commentary.

MR. MENOYIO: So what you said does that mean that we can be a petitioner for the hearing that you're going to be holding in October? Can we submit a petition for lowering rates?

MR. JENNINGS: The time for filing an intervening petition may have lapsed. I have to check that. I believe that's the case, but there's nothing that prevents you from coming in and making your feelings known and making suggestions. You just would not be a petitioning party at that time, but there are several points of entry as an official party if that need arises, but there is nothing that prevents Crowley from appearing at the rate review committee hearing and expressing your opinions and making suggestions as to modifications in the rate or arguing that the rate should stay status quo.

Whatever you suggest or think you may want to suggest, I would encourage you to get back with your
folks back in the home office, crunch the numbers and
give something to Mr. Law as soon as you can so that
he can include those concerns in his investigative
report.

    I apologize that you just got this recent
change, but you must have had some opinion as to the
other two petitions, the one for a reduction and the
one for an increase and you may find a lot of this
overlaps. Yes, sir.

    MR. NEALON: I mean, again, we're back to we
saw two petitions. So what is this petition?

    MR. JENNINGS: That's not a petition. What
that is is where the two petitioning parties have
decided, because they recognized their petitions were
in opposition, they got together and came up with a
unified front. That is what they will be presenting,
as I'm told, to the rate review committee during the
full rate hearing as an alternative approach to their
petitions.

    MR. NEALON: I don't understand why we can't
submit an alternative approach if they can submit an
alternative approach.

    MR. JENNINGS: It's one thing to go in and
make a suggestion; it's another thing to be an
official petitioner. There was a time limit to
becoming an official petitioner for a rate change, but
that doesn't mean that you can't come in and make
suggestions.

MR. NEALON: But their petition has changed?

MR. JENNINGS: No. The petition that is
still going before the committee are the petitions
that were filed. All we know is when the parties get
there they're changing their positions on the matter
and suggest this as a resolution to help the board
since they have two petitions in opposition.

MR. LAW: Let me try to frame the timeframe
for you, and I understand if you haven't seen this
agreement in advance, you're at a disadvantage as far
as my investigative report due on the 20th, but even
if you're not able to analyze this and get the
information to me quickly, you've still got until the
hearing to assimilate your position and the rate
hearing is scheduled for three days so you're going to
have plenty of opportunity to present whatever you
want to present to the rate review committee for them
to consider and I encourage you to do so.

And you will, when I do issue the report, you
will see the analysis of revenue and the affect on
cargo crews and size to where you can measure the
affect on whoever you represent and say, this affects
us this way. We opine on it any way you want to and
the rate board is here to the approve rates that are
fair, reasonable and just for all consumers to protect
the public interest.

So they're here to listen to you just as much
as the pilots or the cruise industry who have made
this agreement, made this kind of -- I don't know what
you call this.

MR. JENNINGS: Maybe I can simplify this.
You have two petitions. Those are the official
documents. That's what's brought the rate review
committee or are bringing it together in October. But
just because you have a petition doesn't mean that's
what the rate review committee is going to do. All
that does is open up the door for the rate review
committee to look at the facts on the ground and
determine what is a fair rate.

I mean, a party may say, I'm petitioning for
a rate reduction, the door is open. The committee may
look at all of the facts on the ground and decide, no,
there is not going to be a rate reduction, there is
going to be a rate increase or vice versa or there is
no change at all.

So what has happened is the doors open to the
petitions that come together recognizing that they are
fighting one another. They're trying to come up with a mutual approach. They're going to present to the committee on the day the committee meets and say we think this may be a reasonable resolution to all of our requests.

If you have an alternative, present it on that day. If you present it earlier, it gives the committee more time to think about it, but you can present it that day and you may convince the committee that regardless of what the two petitioned parties come up with, there may be a better approach.

So what I'm trying to say is that nothing is final at this point. All we have are two petitions. They're official, but the door is opened. The committee can do what the committee wants to do.

MR. MENOYO: Who are the committee members?

MR. LAW: The rate review committee members?

MR. JENNINGS: You have two pilots not from the board, you have one accountant and four members what are affiliated. I'm sorry, one accountant, one consumer member, just a lay citizen who is not affiliated at all with the industry, and then three shipping concerns. When I say shipping concerns, I mean those who have some affiliation with the maritime industry. I mean, in our case, one is a yacht broker,
one is Steve Dooring (phonetic) and one does security.

MR. MENOYO: Where can we find who the
members are?

MR. JENNINGS: Go on the website. It should
list them all. As a word of caution, if you'd like to
lobby these members, preferably if you want to send
the information to them, send it to the board office
and it will be disseminated to the members generally.

MR. LAMARCA: My name is Chip Lamarca. I'm a
Broward County commissioner. My district runs from
the north part of Broward County all of the way down
to the northern wall, the seawall of Port Everglades.

For the last eight years I've been involved
in issues at Port Everglades, whether it's security,
spending lots of time in Washington or Tallahassee.
I've had the opportunity to go out four or five
different times with port pilots on a cargo freight
ship, cruise ship, a Navy vessel a couple of times,
Fleet Week. I wanted to speak a little bit about
what's being proposed one way or the other.

I've been on the county commission eight
years. I've been in South Florida since 1971. My
understanding is 18 years since anything has changed
one way or the other with the rates. I was a lot
darker haired and I don't think I was in politics.
From the standpoint, what our pilots provide, Port Everglades is obviously unique, and 15 deep water ports in the state of Florida are all unique, but having looked at this pre-9/11, if you think about it, the dates and times, we're now protecting a shipping channel that has a $30 billion value of an economic impact and these folks are providing safety and security for 12 counties and fuel. They're patrolling ships.

I'm a fiscally responsible, the only one on the county commission that happens to find themselves on the other side of the political aisle, but not looking to raise rates at any time, looking at things from just a generic perspective, but when something has not changed in 18 years, I think it certainly warrants looking at it.

From my understanding what they're looking at is not something that is going to put anybody out of business. So if there is anything that I can provide other than positive thoughts, these folks are doing a great job and we wouldn't have the economic impact that we have at Port Everglades without what they do and the providers as well and the shipping companies if they work together. I know that cruises is also a tremendous asset. I just wanted to put my positive
two cents in.

MR. LAW: Anybody else like to speak? Well, again, I've got contact information for me. By the way, the investigative committee also includes Commander Galen Dunton, there is two of us on this. He's more of the technical consultant on this and I'm more the accounting financial analyst type of member of the committee so there are two of us. I don't just do this by myself. I certainly would appreciate any information that you'd like to share on this rate application.

And just to run through real quick the factors that we put into the report, of course, the public interest of having pilots, I think everybody understands that. The second part is what is the average net income of a pilot including all benefits minus their -- total revenue minus reasonable operating expenses divided by the number of licensed pilots.

Are their operating expenses reasonable?

What are the pilotage rates in other ports?

What is the amount of time a pilot spends on actual piloting duties versus other administrative or support services?

What is the prevailing compensation for
pilots around the country?

   How does that compare to Port Everglades?

   What will the impact of the rate change have
   on their compensation?

   You have to look at this rate increase, run
   the numbers and project it through their financial
   statements to see what will be their impact on their
   income. A lot of times it kind of gets -- a lot of
   this hearing gets down to what is reasonable
   compensation, what attracts and retains the best
   pilots in the state of Florida. That's ultimately a
   big part of the discussion.

   What are the projected changes in vessel
   traffic?

   And we will reach out to the port and
   determine if there's 6,000 handles in 2017, what do
   they project for 2018, '19 and going forward.

   What is going on in the port and then what
   are the costs of their retirement and medical plans?

   What is the physical risk inherent in
   piloting and any special physical characteristics of
   the port that make this a difficult -- from a
   technical point of view, as a pilot?

   And then the last thing we do is put things
   into perspective of the consumer price index. That
goes back to the 18 years since the last rate
increase, what is the affect on their operating costs,
their income and so forth.

So just to give you—all an idea of these
factors that the board are to consider in determining
fair, reasonable and just rates are in
Chapter 161-G-14 of the Florida Administrative Code.
It's under -- and actually in Chapter 310-151-5A.
That's the format that -- what I just gave you is the
format of our investigative report, what we will
address.

MR. NEALON: Are you also going to include
increases in revenue over the past years due to the
size of the vessels instead of just using rates?

MR. LAW: Say that again.

MR. NEALON: If you have a vessel that's 100
gross tons and now you have one that is 150,000 gross
tons, you're still doing only one job, but you're
making X amount more dollars so your revenue have
increased, even though your rates may have stayed the
same. Over the past, you know, 20 years, the size of
vessels have increased considerably because it's
become impractical because of costs to use a smaller
vessel. So that's something that should be accounted
for too; however, I didn't hear you mention that in
your breakdown of how you're calculating of what is just.

MR. LAW: In every investigative report that we've done, we have a -- we address that in what we call the size mix of the vessel relative to the revenue. And what has happened over the last 20 years, is their volume is down, their vessel traffic is down, but they have bigger ships and they're getting the same revenue? So I think we're -- and what we present in the report will demonstrate that they've had organic rate increase by size so I think that addresses your point.

MR. NEALON: That's correct.

MR. LAW: We've done that in every investigative report. They're getting the revenue with less traffic, okay. Believe me, I want this report to be as thorough and complete and fair to both sides. We are independent to any party here and so, please, if you've got analysis that supports your side, any side that is relevant to the factors that the board has to consider, please share it. But if you don't get it to me in time, it still doesn't mean that you won't have the opportunity to present it.

MR. JENNINGS: That's correct.

MR. LAW: One way or the other, I just think
the more you can give it to us and let us distill it
and present them and have them read it a week or two
before they go into that hearing, the better prepared
they are. That is my job is to prepare that rate
board. Anybody else?

I appreciate the input. Feedback,
commentary? And I guess this meeting is closed.

(Proceedings ended at 9:36 a.m.)
CERTIFICATE OF NOTARY PUBLIC

I, TRACEY A. SLYE, the officer before whom the
foregoing meeting was taken, do hereby certify that
the witnesses whose testimony appears in the foregoing
trial was taken by me in stenotypy and thereafter
reduced to typewritten by me; that said transcription
is a true record of the proceedings; that I am neither
counsel for, related to, nor employed by any of the
parties to the action in which this deposition was
taken; and further, that I am not a relative or
employee of any attorney or counsel employed by the
parties thereto, nor financially or otherwise
interested in the outcome of the action.

TRACEY A. SLYE
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