CONFIDENTIAL

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Review of Tampa Electric Company's Waterborne Transportation Contract with TECO Transport and Associated Benchmark	)	DOCKET NO. 031033-EI
	)	FILED: MARCH 29, 2004

CONFIDENTIAL

DIRECT TESTIMONY AND EXHIBITS

OF

ROBERT F. WHITE

ON BEHALF OF

CSX TRANSPORTATION

DECLASSIFIED 11.26.05 (entire ON)

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

PREPARED DIRECT TESTIMONY OF ROBERT F. WHITE

Q. Please state your name, address, occupation and employer.

A. My name is Robert F. White. My business address is 500 Water Street, Jacksonville, FL 32202. I am employed by CSX Transportation ("CSXT") as Logistics Manager-Business Development.

BACKGROUND AND QUALIFICATIONS

Q. Please provide a brief outline of your educational background and business experience.

A. I received a Bachelor of Science Degree in Management from The University of Baltimore in 1976. I began my career with CSXT in 1977 as a Management Trainee. I was promoted through numerous field and staff operating positions and became Director Bulk Terminals in 1985. In that capacity I was directly responsible for all of CSXT's Bulk Terminals – Newport News, VA, Baltimore, MD, Toledo, OH, and Rockport in Tampa, FL. These terminals primarily handled coal, iron ore and phosphate but a variety of other bulk materials were handled both inbound and outbound from the facilities. During peak years in my tenure, these terminals handled up to 29 million tons of bulk products. I left CSXT in 1997 to accept the position of Vice President and General Manager of Pacific Carbon Services in Los Angeles. I was hired to oversee the construction of the $160,000,000 Los Angeles Export Terminal ("LAXT") and to hire a staff to operate the LAXT. The LAXT handled both coal and pet coke for export to the

Pacific Rim. I returned to CSXT in 2002 in my current position. A copy of my resumé is attached as Exhibit ____(RFW-1).

PURPOSE OF TESTIMONY

Q. Please state the purpose of your testimony.

A. The purpose of my testimony is to present information and describe the process CSXT used to develop a comprehensive proposal to provide coal transportation service to Tampa Electric Company's ("TECO") Big Bend and Polk Stations. My testimony describes the history of CSXT's efforts to develop and present offers to TECO and to negotiate with TECO toward definitive agreements for transporting coal by rail to TECO's Big Bend Station, for use at both Big Bend and Polk Stations. My testimony describes the offers that CSXT made to TECO in October 2002 and in July 2003 for such coal transportation services, including not only the actual rail transportation services but also CSXT's proposals and offers to pay for the necessary capital infrastructure improvements necessary to enable the Big Bend and Polk Stations to receive coal by rail.

Q. Are you sponsoring any exhibits to your testimony?

A. Yes. I am sponsoring the following exhibits:

Exhibit ____(RFW-1):	Resumé of Robert F. White;
Exhibit ____(RFW-2):	CSXT's March 12, 2003 Presentation to TECO;
Exhibit ____(RFW-3):	CSXT's May 9, 2002 Proposal Presentation to TECO;
Exhibit ____(RFW-4):	CSXT's October 23, 2002 Proposal to TECO;
Exhibit ____(RFW-5):	Diagram of Facilities for Big Bend 1 to 2 MMTPY Rail Delivery Option;

Exhibit ____(RFW-6):	Diagram of Facilities for Big Bend 2 to 5.5 MMTPY Rail Delivery Option;
Exhibit ____(RFW-7):	Diagram of Facilities for Polk Station Direct Rail Delivery Option;
Exhibit ____(RFW-8):	Diagram of Facilities for Polk Shuttle Rail Delivery Option;
Exhibit ____(RFW-9):	CSXT Letters to Joann T. Wehle; and
Exhibit ____(RFW-10):	CSXT's July 30, 2003 Proposal to TECO.

SUMMARY OF TESTIMONY

Q. Please summarize your testimony.

A. CSXT for many years transported coal to TECO's Gannon Generating Station until the recent conversion of this Station to natural gas fuel; from 1996 through 2001, CSXT moved between 200,000 and 1,200,000 tons per year ("TPY") of coal to Gannon Station by rail. Throughout our longstanding business relationship with TECO, CSXT has periodically expressed to TECO our interest in providing coal-by-rail transportation service to serve part or all of the needs of TECO's Big Bend Station and TECO's Polk Power Station. Most recently, beginning in the first half of 2002, CSXT approached TECO, and attempted to negotiate with TECO, regarding the possibility of delivering coal by rail to Big Bend Station and Polk Power Station. Based upon input from TECO Fuels Department personnel at a meeting in May 2002, CSXT developed a formal proposal for both actual rail transportation service **and** for CSXT to pay for what CSXT estimated, based on preliminary engineering studies, to be the reasonable costs of all necessary infrastructure improvements to accommodate rail deliveries of coal to both Big

Bend and Polk. CSXT presented this complete written proposal to TECO on October 23, 2002.

Following repeated efforts to set up meetings with TECO to discuss CSXT's October 2002 proposal, CSXT and TECO personnel finally met in early March 2003. TECO stated that they would meet with CSXT for further discussions after they had some time to "digest" the proposal. Despite repeated efforts by CSXT to schedule such meetings, TECO never agreed to any further meetings with CSXT.

When TECO issued its RFP for waterborne transportation services in June 2003, CSXT was not initially furnished with a copy. After reading about the RFP in the trade press, CSXT requested a copy of the RFP and was furnished with a copy on July 23, 2003. Since bids were due on July 31, this left CSXT little time to prepare a bid; however, CSXT submitted a bid that was substantively identical, in terms of the rail transportation pricing proposals and the capital construction payment proposals, to the proposal that CSXT had made to TECO 9 months earlier, in October 2002. As the Commission knows, TECO rejected CSXT's bid.

CSX TRANSPORTATION

Q. Please describe CSX Transportation and its business.

A. CSX Transportation is the largest railroad in eastern North America. CSXT serves all major markets in the eastern United States and serves more ports than any other railroad. CSXT operates 144 terminals and a fleet of more than 3,500 locomotives and 100,000 freight cars. The CSXT system covers 23,400 route miles in 23 states, the District of Columbia, and two Canadian provinces. CSXT's system serves all major coal reserves in

the eastern United States, and CSXT transports approximately 125 million tons of coal per year to utilities in every reliability council region east of the Mississippi River. The first fourteen pages of Exhibit ____(RFW-2) present summary information about CSX Transportation and our coal transportation service. (This exhibit is a presentation that CSXT made to TECO in March 2003.)

Q. Is CSXT a customer of Tampa Electric Company?

A. Yes. CSXT has numerous retail customer accounts with TECO at various facilities in TECO's service area. CSXT pays TECO approximately $1 million per year for our electric service.

HISTORY OF CSXT'S EFFORTS TO PROVIDE RAIL TRANSPORTATION SERVICE TO BIG BEND AND POLK

Q. When did CSXT first approach TECO to discuss the possibility of providing coal by rail?

A. Our first meeting with TECO was on May 9, 2002 in TECO's downtown headquarters office. CSXT was represented by Mike Bullock, Tom Carollo, and myself. Mr. Bullock and Mr. Carollo are both Directors in CSXT's Coal Marketing Group. TECO was represented by Joann Wehle, Karen Bramley, and Martin Duff. Attached as Exhibit ____(RFW-3) is a copy of the presentation that CSXT made to TECO on that date. Our message was clear: CSXT believed that we could – and CSXT still believes that we can – convert a portion of TECO's coal-by-barge transportation to coal-by-rail transportation and thereby create "value" for TECO and TECO's customers. This "value" would be derived from several factors including: lower transportation cost, access to more coal

resources, decreased transit time (inventory carrying cost), fewer transfers, and less product loss.

The result of this meeting was that TECO's representatives expressed considerable interest in rail service to Polk, but were less interested in rail service to Big Bend. TECO's representatives also stated that their company was having financial issues and were looking to save money wherever possible. We left the meeting with the mutual understanding that CSXT would develop the short-term and long-term capital requirements to provide the necessary rail delivery infrastructure at Polk and Big Bend, and that CSXT would come back to TECO with a comprehensive proposal. TECO's representatives agreed to work with CSXT to provide site access and engineering drawings to CSXT.

Q. Did CSXT representatives visit Big Bend and Polk?

A. Yes. On May 21, 2002, Mr. Richard Schumann of RAS Engineering, an independent engineering firm that CSXT occasionally hires on a consulting basis, and myself visited the Polk and Big Bend sites. We were met at Polk Station in the morning and taken on a brief tour of the facility by Martin Duff. We were not introduced to any staff people at the plant nor were we given any written material about Polk Station. We toured the site with Mr. Duff and discussed several potential scenarios to serve the plant by rail. The tour of Polk Station lasted about 30 minutes.

We then followed Mr. Duff by automobile from Polk to Big Bend. We parked our vehicle outside of the plant and toured the Big Bend Station in Mr. Duff's automobile. We were not introduced to any plant personnel or given any written material about the

plant. Mr. Duff was able to answer general questions, but was not fully versed in technical specifications at the plant. We were interested in specific issues related to the infrastructure needs such as belt sizes, belt speeds, hopper size and rated capacity of the existing limestone dump pit, which CSXT was considering using as the receiving pit for rail deliveries of coal to Big Bend. At the time of the visit the tracks below the dump pit had been removed in order to lay pipe for the desalinization plant located adjacent to the Big Bend Station. We asked about plans to restore the tracks after the pipes had been laid and Mr. Duff replied that they would be restored. We left Mr. Duff after a tour of about 45 minutes and at that time requested that TECO provide "as built" drawings of the plant so that CSXT could begin its design work.

On September 6, 2002, Mike Bullock and myself met Mr. Duff at Big Bend for our second and final visit to the site. At this time, we discussed our plan to build access tracks into the facility just inside the fence and parallel to the existing road. We also pointed out that we needed to discuss this plan with TECO's engineering and operating staff to understand any issues regarding potential relocation of any visible (above-ground) facilities or underground utilities and to discuss restrictions relative to blocking internal plant rail crossings.

Q. Did you receive the requested drawings?

A. Yes, we received both Polk and Big Bend as-built drawings on June 20, 2002 from LaRae Difulgo, a TECO employee.

Q. Were you able to use these drawings to develop CSXT's rail access options and capital requirements?

A. Yes, these drawings were used primarily to determine scale. CSXT hired Richard Schumann, of RAS Engineering, on a consulting basis, to develop plans for capital improvements at both plants. CSXT also used John Milton, of CSXT's Industrial Development Department, to assist in the design and costing of tracks at Big Bend Station. Polk Station track designs were developed by Mr. Schumann and reviewed by Mr. Milton. I was also heavily involved in the track design and capital requirement development.

CSXT'S FORMAL OFFERS AND PROPOSALS TO TECO

Q. When did CSXT actually make its first formal proposal to TECO for providing coal-by-rail transportation service to TECO for the Big Bend and Polk Stations?

A. On October 23, 2002, Michael C. Bullock, Director-Utility South for CSXT, sent a letter to Joann T. Wehle, Director of TECO's Fuels Department, that set forth CSXT's proposals to provide rail transportation service for TECO's coal needs at its Big Bend and Polk Stations. In accord with TECO's express wishes, these proposals included both rail transportation pricing proposals and proposals for CSXT to pay for the reasonable costs of rail delivery infrastructure at both the Big Bend and Polk Stations. Also in accordance with TECO's express wishes, CSXT's proposals included proposals for less than half of TECO's total coal tonnage requirements. A complete copy of CSXT's October 23, 2002 proposal is included as Exhibit ____(RFW-4) to my testimony.

Q. Please describe the rail transportation pricing proposals set forth in CSXT's October 23, 2002 proposal to TECO.

A. In summary, the rail transportation pricing proposals included delivery by CSXT of coal from the MGA, West Kentucky, and Big Sandy rate districts to TECO's Big Bend Station for between [redacted] and [redacted] per ton, and to TECO's Polk Station for between [redacted] and [redacted] per ton, plus adjustments according to a rail cost index (the Rail Cost Adjustment Factor-Unadjusted) and an additional [redacted] per ton for delivery of synfuels. The proposals also provided for deliveries by truck during the construction period at a net additional cost of [redacted] per ton. The minimum and maximum tonnages per CSXT's October 23, 2002 proposal were [redacted] million tons per year ("MMTPY") and [redacted] MMTPY, respectively

Q. Please describe the CSXT capital expenditure proposals that were set forth in CSXT's October 23, 2002 proposal to TECO.

A. CSXT's October 23, 2002 proposal stated the following:

> CSXT will provide funding for capital enhancements that will enable TECO to receive unit trains of coal at the Big Bend and Polk Plants subject to CSXT Board approval.
>
> Big Bend – improvements to include upgrade to the existing railcar dumping system, construction of a new truck dump for limestone, additional trackage, additional conveyance system and a radial stacker.
>
> Polk – improvements to include a rail loop track, dumping system, additional covered storage and required conveyance systems. CSXT has the right to withdraw our proposal if funding and or the specified timeframe exceeds the agreed upon terms. The total capital required to complete the enhancements to both plants is estimated to not exceed [redacted] MM.

Q. Is it standard practice for CSXT or any other railroad company to make such offers to pay for the costs of rail delivery infrastructure at their customers' facilities?

A. No. However, while this is not standard practice, it is not unprecedented.

Q. Why then did CSXT make this offer or proposal to TECO in this instance?

A. The primary reason was that TECO asked CSXT to do so, explaining that TECO did not believe that it had sufficient available capital to fund the necessary capital improvements to accommodate rail delivery of coal at its Big Bend and Polk Stations. On CSXT's part, we are always seeking ways to provide value to and for our customers. In this instance, upon careful evaluation, we felt that it was a sound business decision for CSXT to make this investment.

Q. How were the capital costs, which CSXT proposed to pay to install the needed rail delivery infrastructure at Big Bend and Polk, developed?

A. Capital costs were developed by analyzing the available equipment, land and operating requirements to conceptualize a variety of options to serve Big Bend and Polk by rail. These conceptual ideas were then developed into several operating options. We developed the following two options for the Big Bend Station:

Option 1 - Big Bend - 1 to 2 MMTPY Build-In Option:

This option contemplated the construction of tracks, conveyors, and a stacking system that would provide the necessary infrastructure to accommodate 1 to 2 MM ton–of in-bound coal per year. This option also included the construction of a system to allow

for the reclaiming of coal (from the coal pile) and loading of shuttle trains traveling from Big Bend to Polk. These costs are detailed as follows:

Table 1.
Option 1 - Big Bend 1-2 MMTPY Option
(Standard Coal Hoppers)

System rated at 1500 TPH	
Modify Limestone Pit	[redacted]
Long Conveyor	[redacted]
Transfer Station	[redacted]
Short Conveyor	[redacted]
Three 45 car tracks	[redacted]
200' Radial Stacker	[redacted]
Truck Dump and conveyor	[redacted]
Total	[redacted]
Equipment to load shuttle trains	
Reclaim Hopper w/ feed to batch silo	[redacted]
250 ton batch silo	[redacted]
New 45 car track	[redacted]
Total	[redacted]
Grand Total	$ [redacted]

A diagram depicting this Big Bend Option 1 is attached hereto as Exhibit ____(RFW-5) and incorporated herein.

Option 2 - Big Bend 2 to 5.5 MMTPY Build-In Option:

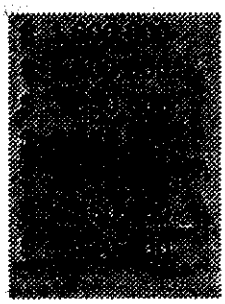
This option contemplated the construction of infrastructure that would allow the Big Bend Station to receive up to 5.5MM tons of coal per year. This design layout included a rapid discharge system capable of unloading a 90-car unit train in 4 hours. The costs associated with this option are detailed as follows.

Table 2.

Option 2 - Big Bend 2-5.5MMTPY Option
(Rapid Discharge Cars)

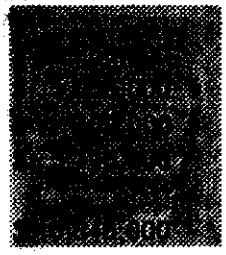
System rated at 2500 TPH

Rapid Discharge System
Long Conveyor 3300 ft.
Short conveyor 500 ft.
Transfer Station
Three 45 car tracks
Truck Dump and conveyor
Total



Equipment to load shuttle trains

Conveyors and Transfer station
250 ton batch silo
New 45 car track
Total



Grand Total

A diagram depicting this Big Bend Option 2 is attached hereto as Exhibit ____(RFW-6) and incorporated herein.

We also developed the following two options to serve the Polk Station:

Option 1 - Polk Station Direct Rail Build-In Option:

This option provided the necessary infrastructure to allow the Polk Station to receive 90-car unit trains direct. It included a new track connection to the plant, a loop track, a rotary dumper, a new 15,000-ton dome, and conveyors connecting to the existing silos. We also considered a second scenario that included a "bottom dump" unloading system with a slower conveyor system. The costs of these two scenarios are detailed in the following table:

Table 3.
Option 1 - Tampa Electric - Polk Direct Rail Delivery
Build-In Option

Item	Cost
Scenario # 1 Rotary dump at Plant	
Loop Track	
Rotary Dumper w/conveyor to silo 2500 TPH	
New 15,000 ton dome	
Total	
Scenario # 2 Bottom dump at Plant	
Loop Track	
Bottom dump w/conveyor to silo 1500 TPH	
New 15,000 ton dome	
Total	

A diagram depicting this Polk Station Option 1 is attached hereto as Exhibit ____(RFW-7) and incorporated herein.

Option 2 -- Polk Shuttle Option

This option contemplated the addition of 2,500 feet of track to allow the receipt of 35 car shuttle trains from Big Bend, a rotary dump system, and a new conveyor to the existing silos. The costs of this option are detailed in the following table.

Table 4.
Option 2 -- Polk Shuttle Option
Shuttle Train Unloading System

Bottom dump w/conveyor to silos 1500 TPH	
2500' of track @ $200 per foot	
Total	

A diagram depicting this Polk Shuttle Option 2 is attached hereto as Exhibit ____(RFW-8).

Q. Did you submit these capital cost calculations to TECO?

A. Yes, there were submitted to TECO along with the rate proposal that CSXT submitted to TECO on October 23, 2002.

Q. Did CSXT meet with TECO to discuss the proposal?

A. Yes, eventually. As noted above, CSXT submitted its proposal on October 23, 2002, along with a cover letter requesting a meeting to discuss the proposal. TECO stated that it needed time to digest the proposal before setting up a meeting. We repeatedly attempted to arrange a meeting in November 2002. In early December, CSXT was told that Joann Wehle's schedule was not open until after the first of the year. During the first week of January 2003, CSXT was told that a meeting was not possible until the end of January 2003. After several more attempts to get TECO to commit to a meeting date, TECO finally agreed to a meeting date of March 12, 2003.

Q. Who attended this meeting and what was presented?

A. The meeting was attended by Hugh Smith, (Vice President, Fuels), Joann Wehle, Karen Bramley, and Martin Duff, on behalf of TECO, and Vic Saunier (Vice President, Coal), Michael Sullivan (Assistant Vice President, Utility South Coal), Mike Bullock (Director, Utility South Coal), and Robert White (Logistics Manager, Business Development), on behalf of CSXT.

As part of the CSXT presentation, we provided a general description of CSXT's structure and discussed the focus that coal transportation receives at CSXT. We also discussed CSXT's access to coal reserves and provided a general description of CSXT's major coal routes serving the southeastern utility coal market. After the general overview, we reviewed CSXT's October 23, 2002 proposal in detail. CSXT's presentation materials have previously been identified as Exhibit ____(RFW-2), and CSXT's October 23, 2002 written proposal has previously been identified as Exhibit ____(RFW-4).

We provided 2' X 3' Poster boards depicting our proposed capital improvements at Big Bend and Polk Stations. We also gave a detailed description of the capital improvements and a description of how the plants would be served by rail. We reviewed the proposed rates and expressed our eagerness to provide rail service to TECO. During the presentation we requested a ground level meeting at both Big Bend and Polk Stations to meet with the TECO engineering and operating departments to better understand any physical constraints and logistics issues. Hugh Smith agreed that these meetings would take place after TECO had time to digest the proposal.

Q. Did these ground level meetings take place?

A. No. Despite numerous telephone messages to Joann Wehle, CSXT was never contacted to set up these meetings and frankly, we were ignored. CSXT also sent written requests to Ms. Wehle dated March 21, 2003, June 13, 2003, July 11, 2003, and July 16, 2003. The letters to Ms. Wehle are attached hereto as Exhibit ____(RFW-9).

Q. When did CSXT first learn of TECO's June 2003 solicitation for coal transportation services?

A. CSXT first learned of TECO's June 2003 solicitation (the "RFP") when Michael Bullock saw an article discussing the RFP in the Coal Transportation Report on July 16, 2003.

Q. Was CSXT on the list of bidders to whom TECO sent the RFP?

A. No.

Q. How did CSXT obtain a bid package?

A. Mike Sullivan requested a bid package by contacting Hugh Smith of TECO by telephone. Mike Bullock then followed the telephone request with a written request dated July 16, 2003.

Q. Please summarize CSXT's response to TECO's June 2003 RFP.

A. CSXT's submitted its proposal in response to TECO's June 2003 RFP on July 30, 2003. A copy of CSXT's proposal is included as Exhibit ____(RFW-10) to my testimony. CSXT's proposal was substantially the same as the proposal that we made to TECO in October 2002. CSXT's July 2003 proposal did include several more origin points for coal, but the basic pricing for the MGA, West Kentucky, and Big Sandy rate districts was identical. Additionally, CSXT's July 2003 proposal included both a 1 to 2 MMTPY option and a 2 to 5.5 MMTPY option; in other words, we reduced the minimum tonnage that we would transport for TECO, while still paying for what we estimated to be the entire reasonable cost of necessary rail infrastructure to accommodate deliveries of 1

MMTPY, and we also offered and proposed to provide all of TECO's coal transportation needs, up to 5.5 MMTPY, by rail. Our July 2003 proposal included a [redacted] volume discount that would apply to [redacted] shipped from CSXT direct rail origin points.

Q. Were the capital cost proposals submitted to TECO on October 23, 2002 consistent with the capital cost proposals submitted to TECO in the final bid package on July 30, 2003?

A. Yes, the costs remained the same, but we eliminated the need for CSXT Board approval in our July 2003 proposal. Instead, we established fixed estimates, based on preliminary engineering estimates, which estimates themselves included contingency allowances, and then proposed to TECO that we would pay up to an additional 20 percent above these estimates. In addition, CSXT proposed that if the final capital costs were less than estimated, CSXT would pay TECO the difference between 80% of actual costs and 100% of our estimates. This money was to be used exclusively for upgrades to existing material handling systems at Polk and/or Big Bend.

Q. Were the rates submitted to TECO in the final bid package sent to Martin Duff of TECO on July 30, 2003 the same as the rates submitted to TECO in CSXT's October 23, 2002 written proposal?

A. Yes, the rates submitted in the final bid package delivered on July 30, 2003 were identical to the rates offered in CSXT's October 23, 2002 written proposal. As noted above, we did identify several additional origin points for coal in our July 2003 proposal,

and our July 2003 proposal contained a volume discount proposal that went beyond what our October 2002 proposal offered, but the basic pricing for delivery of coal from the MGA, West Kentucky, and Big Sandy rate districts remained identical to the pricing in our October 2002 proposal.

Q. What, if anything, happened next?

A. In August and September of 2003, CSXT attempted to follow up with TECO, in the normal course of business, by corresponding with TECO to ask if they needed any additional information, offering to answer any questions that TECO might have, and similar follow-up efforts. We received perfunctory replies from TECO, until, on September 25, 2003, we received formal notification that TECO had not selected CSXT's proposals for award or further negotiations. We subsequently learned that TECO had decided to award all of its coal transportation business to its affiliate, TECO Transport.

Q. Is CSXT still willing and able to provide coal-by-rail transportation services to TECO pursuant to its bid submitted in July 2003?

A. Yes. CSXT remains ready, willing, and able to provide coal-by-rail transportation services to Tampa Electric Company in accord with the terms of our July 30, 2003 proposal. CSXT also remains convinced that our service will provide substantial value to TECO and TECO's customers.

Q. Does this conclude your direct testimony?

A. Yes.

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EXHIBITS

OF

ROBERT F. WHITE

ON BEHALF OF

CSX TRANSPORTATION

ROBERT WHITE

201 Azalea Point Drive South
Ponte Vedra Beach, FL 32082

OBJECTIVE

To continue a successful management career which provides opportunity to create an atmosphere promoting team building and unity with a focus on providing safe, efficient, quality service to customers.

EXPERIENCE

CSX Transportation **2002 – Present**

Logistics Manager – Business Development

Reports to Assistant Vice President Coal

- Develop opportunities for CSXT to participate in new coal transportation service
- Develop infrastructure plans that allow CSXT to provide service to non rail receivers
- Analyze Utility South logistical issues and recommend solutions
- Assist Utility customers with internal logistical issues and develop solutions
- Deliver revenue goals for target accounts

Daily responsibilities include: Development of opportunities to participate in new rail business, participate in customer conference calls to address logistical issues, organize and direct consultants in development plans and engineering studies, organize internal teams to address service issues, daily customer interaction regarding service issues

Fed Ex Home Delivery **1999 - 2002**

Senior Manager, Regional Office, Irvine, CA

Reports to Western Regional Manager

- Orchestrated start-up terminal (Irvine) for new division of Fed Ex
- Regional Quality Team Leader/Trainer
- Cultivated team approach
- Developed Managers, both Assistants promoted to Terminal Managers in less than one year
- ISO 9002 Certified

Daily responsibilities include: Assembly and reporting of daily production statistics, manage staff of 41 people, including three managers, to ensure attainment of daily production goals, analyze reports to ensure timely and accurate data reporting, P&L responsibility, weekly interaction with sales representatives and participation in sales calls, daily customer interaction (recipient of six Blue Ribbon Awards for outstanding customer service)

Kinder Morgan Bulk Terminals **1999**

Consultant, Pier IX Terminal, Newport News, VA

Reported to Vice President of Operations

- Hired to review all aspects of Terminal Operations, Transportation and Marketing and to implement changes that positively impact the bottom line
- Reduced the workforce from 48 to 41 employees and reduced overtime, for a net annual savings in excess of $350K
- Facilitated changes in the Railroad transportation contract
- Changed accounting procedures to more accurately capture and segregate costs and instituted new reporting procedures
- Made numerous marketing contacts and stimulated activities which will lead to growth
- Identified and justified capital improvement projects in excess of $1M
- Reported activities weekly to Company Vice President
- Prepared and distributed Monthly Operating Report outlining achievements at the Terminal

Pacific Carbon Services **1997 - 1999**

VP and General Manager, Los Angeles, CA
Reported to Vice President of Operations

- Responsible for the daily operations, engineering, and maintenance of the new Los Angeles Export Terminal
- Hired and managed staff of 54 employees to operate and maintain the facility
- Cultivated and produced a team approach to operations and maintenance emphasizing cross-training
- Successfully built a non-union team in a strong union environment
- Responsible for Terminal P&L
- Managed daily and long term logistics of trains, trucks, and vessels
- Exceeded annual operating budget goals in the first two years of operation, despite a 20% shortfall in tonnage
- Maintained a perfect safety record

Daily responsibilities included: Reporting of production statistics, interaction with customers regarding scheduling and operational planning of trucks, trains and vessels, management of staff to ensure attainment of short and long term goals, tactical and strategic planning, management of daily operating budget (a unique system which captured all costs daily)

CSX Transportation **1977 – 1997**

Director Interline Service Scheduling, Jacksonville, FL
Reported to Vice President of Service Design

- Developed interline train plans (service agreements) with partner railroads
- Cultivated relationships with partner railroads to provide reliable, seamless service to customers
- Established measurements to ensure compliance with joint line train plans
- Developed system to create, store, and distribute Interline Service Agreements among all North American Railroads

Daily responsibilities included: coordinating with Service Design Department, field operations and partner railroad representatives to develop interline train plans, customer interaction to ensure that plans met or exceeded customer requirements, consistently exceeded goal of two interline service agreements per month.

Director Coal Operations, Jacksonville, FL
Reported to Vice President of Operations Center

- Responsible for daily planning and logistics of coal, coke and iron ore on the CSXT network
- Directly supervised 21 managers involved in the daily delivery of rail services to the largest commodity group
- Responsible for tactical and strategic planning of the coal network
- Direct customer contact for service-related issues
- Developed Coal Transportation Workstation to facilitate daily management of resources

Daily responsibilities included: management of the entire fleet of open top hoppers (in excess of 35,000 rail cars), compilation and reporting of daily performance statistics, directed 21 managers to ensure that rail car load per month goals were consistently met or exceeded, constant contact with customers to ensure that their expectations were met, coordinated with Sales and Marketing Department to develop new business opportunities

Director Bulk Terminals (Sales and Marketing Dept.) Baltimore, MD/Jacksonville, FL
Reported to Vice President of Coal Marketing

- Responsible for daily operations, engineering, and maintenance of three bulk-handling facilities with a total annual volume of 26 million tons
- Managed up to 350 employees including 21 management positions
- Led marketing efforts to increase tonnage levels and develop new markets at each facility
- Responsible for long-term planning and capital improvements
- Chief labor contract negotiator with International Longshoremen's Association
- Reduced employees by 30% due to effective labor negotiations

- Improved safety performance dramatically, including an unprecedented zero injury rate for a full year
- Consistently operated within the operating budget
- Instituted numerous programs to improve logistical performance of trains, trucks and vessels
- Chairman of Ore and Coal Exchange, an organization which coordinated the movement of all lake cargo between the North American railroads and the vessel owners
- Member of Corporate Safety Steering Committee

Daily responsibilities included: management of three World Class export facilities, compiled statistics and analyzed trends, ensured that terminals remained focused on short and long term goals, interacted with major customers to ensure that their expectations were met or exceeded, met with customers to develop business opportunities, communicated with Ore and Coal exchange to ensure customer satisfaction, coordinated daily train movements with Operations Center

EDUCATION

University of Baltimore, Baltimore, MD **1972 – 1976**

- Bachelor of Science Degree, Management

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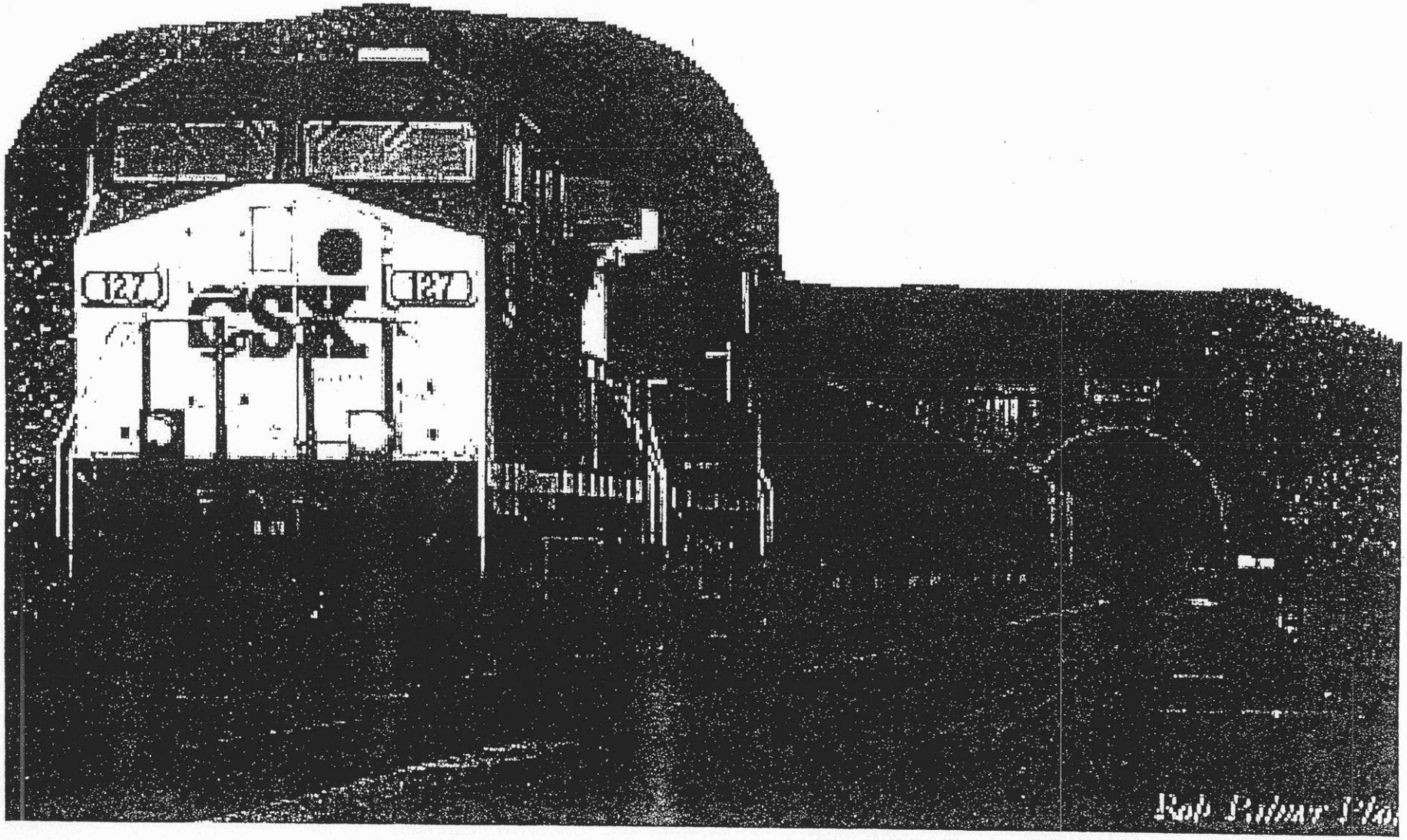
CSXT & Coal

March 12, 2003



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CSX TRANSPORTATION

CSX Transportation

The Largest Railroad in Eastern North America

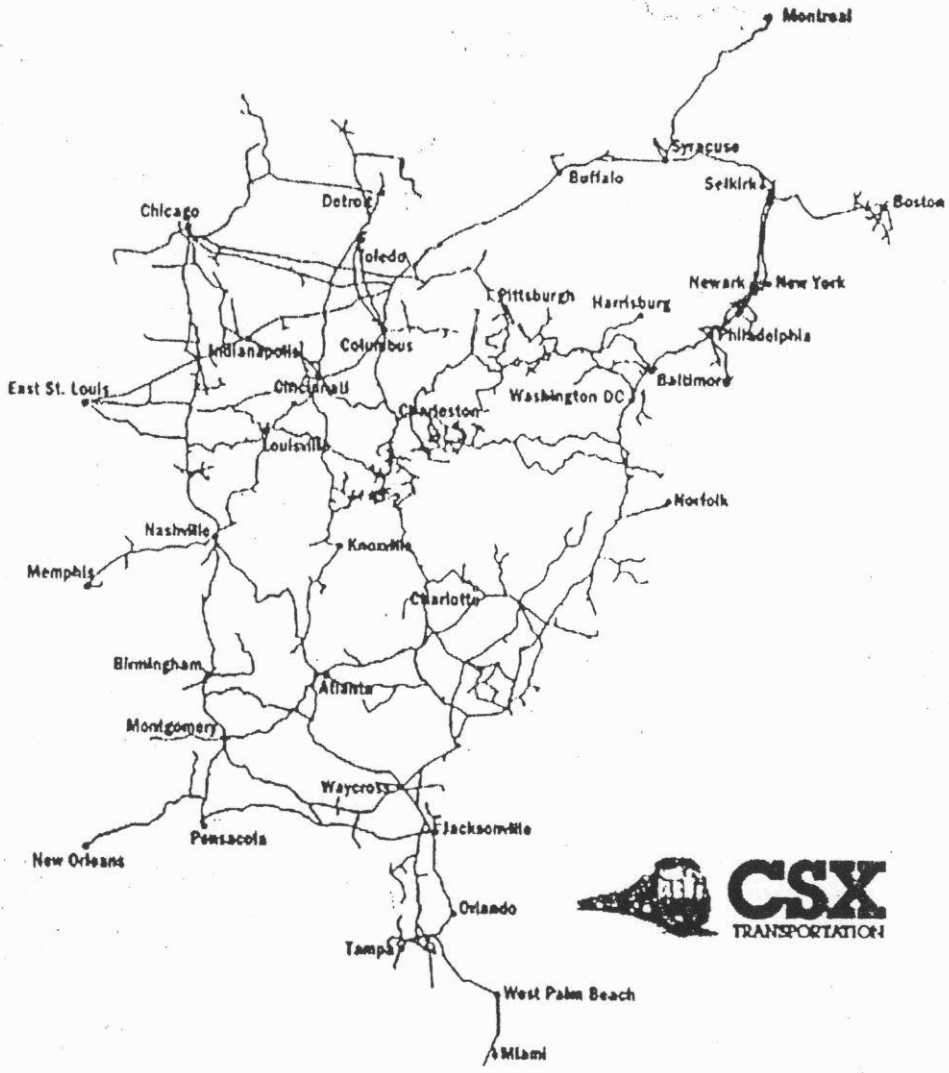
Serves all major markets in the eastern United States, and more ports than any other railroad

Operates 144 terminals

Covers 23,400 route miles in 23 states, the District of Columbia, and two Canadian Provinces

Operates a fleet of over 3,500 locomotives and 100,000 freight cars

Employs 35,000 dedicated individuals



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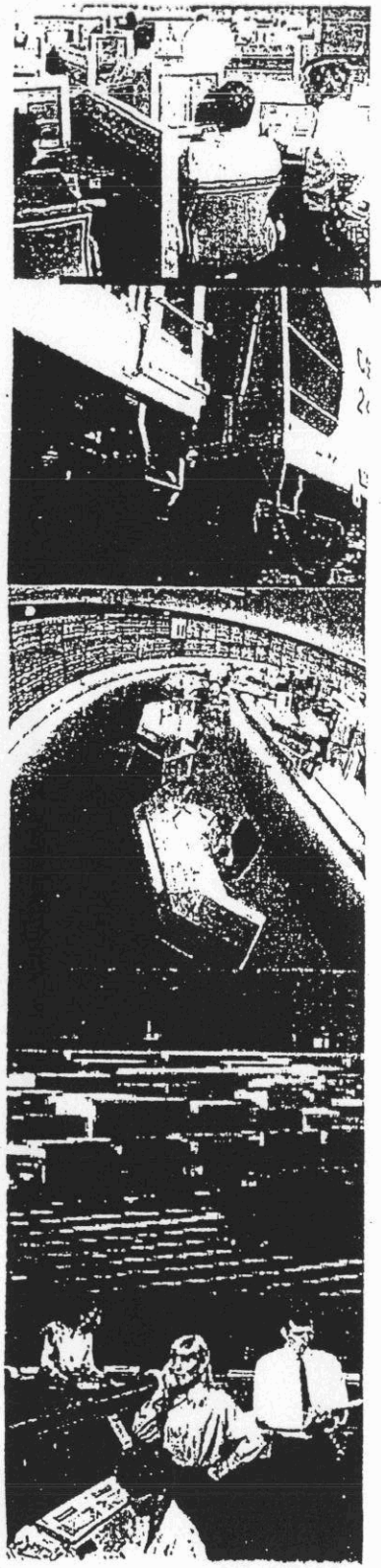
CSX TRANSPORTATION



A review of our core ideology...

- Vision:
  - To be the safest, most progressive North American railroad, relentless in the pursuit of customer and employee excellence

- Purpose:
  - To capitalize on the efficiency of rail transportation to serve America

- Core Values:
  - It starts with the customer
  - People make the difference
  - Safety is a way of life
  - Fact - based
  - Right results; right way

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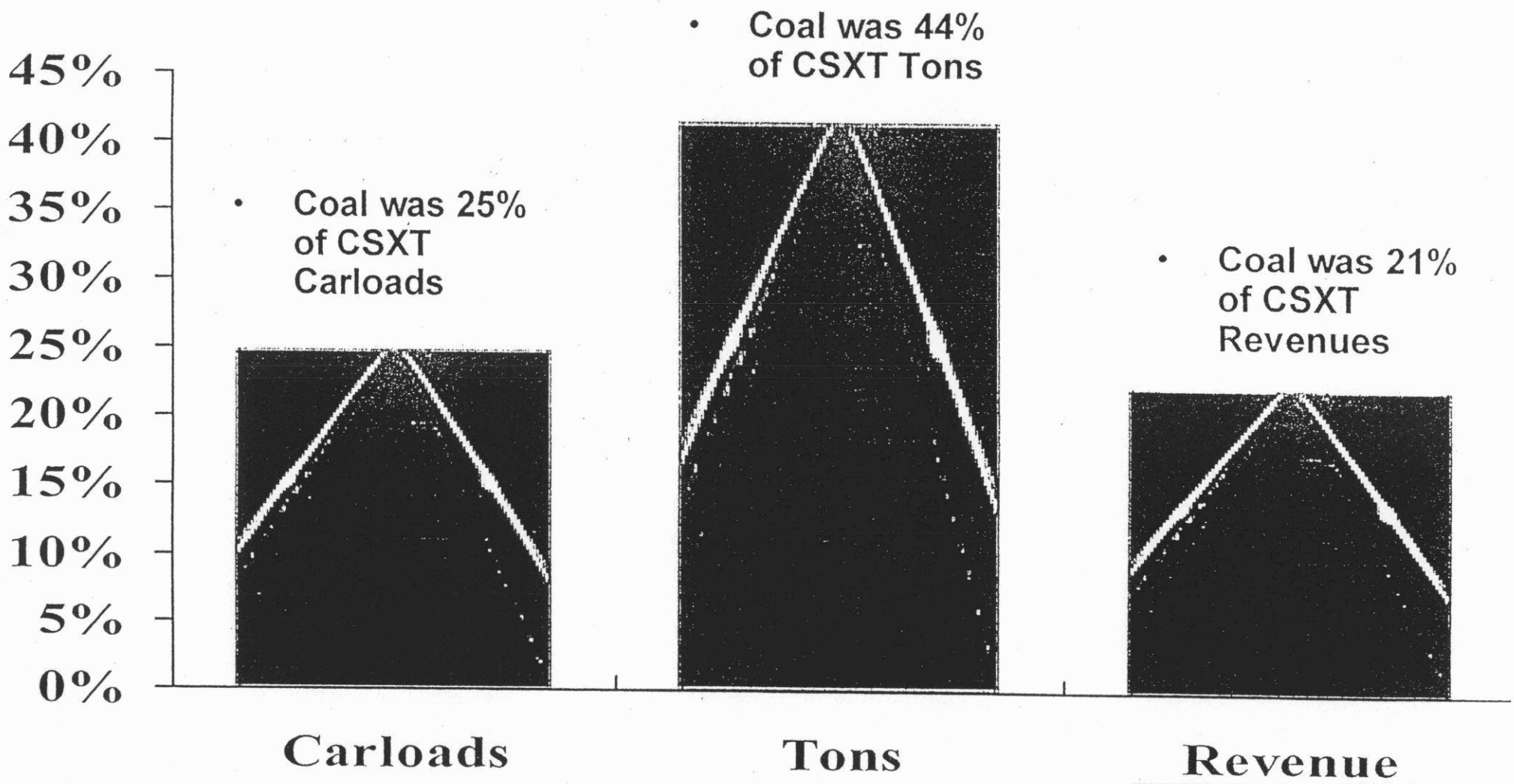
Coal is CSXT's backbone



Source: AAR March 2002

CSX TRANSPORTATION

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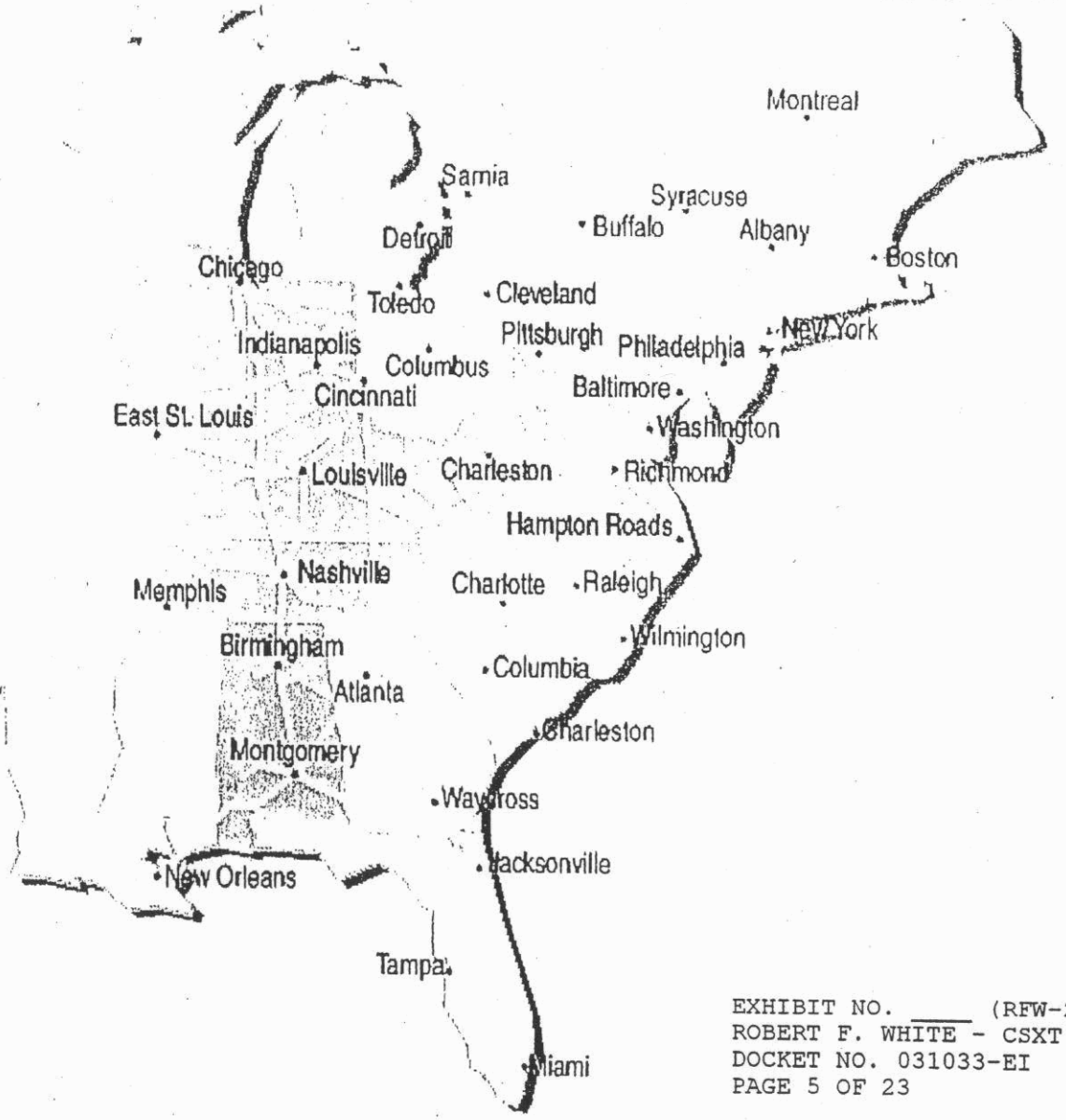
CSXT serves all of the major Eastern Coal reserves

- CSX serves reserves in all the states highlighted in gray



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CSX TRANSPORTATION

CSXT's Coal geography has remained virtually constant 1991 thru 2000

- **CSXT has maintained its large coal field infrastructure to the benefit of consumers**
  - » **C&O/LN/SBD/Clinchfield/B&O largely unchanged during the decade**
- **Steam coal prices on CSXT continue to be reported as lower than other Eastern CAPP RR's**
- **CSXT continues to work with coal producers to develop, increase efficiencies and expand coal loadings on CSXT**

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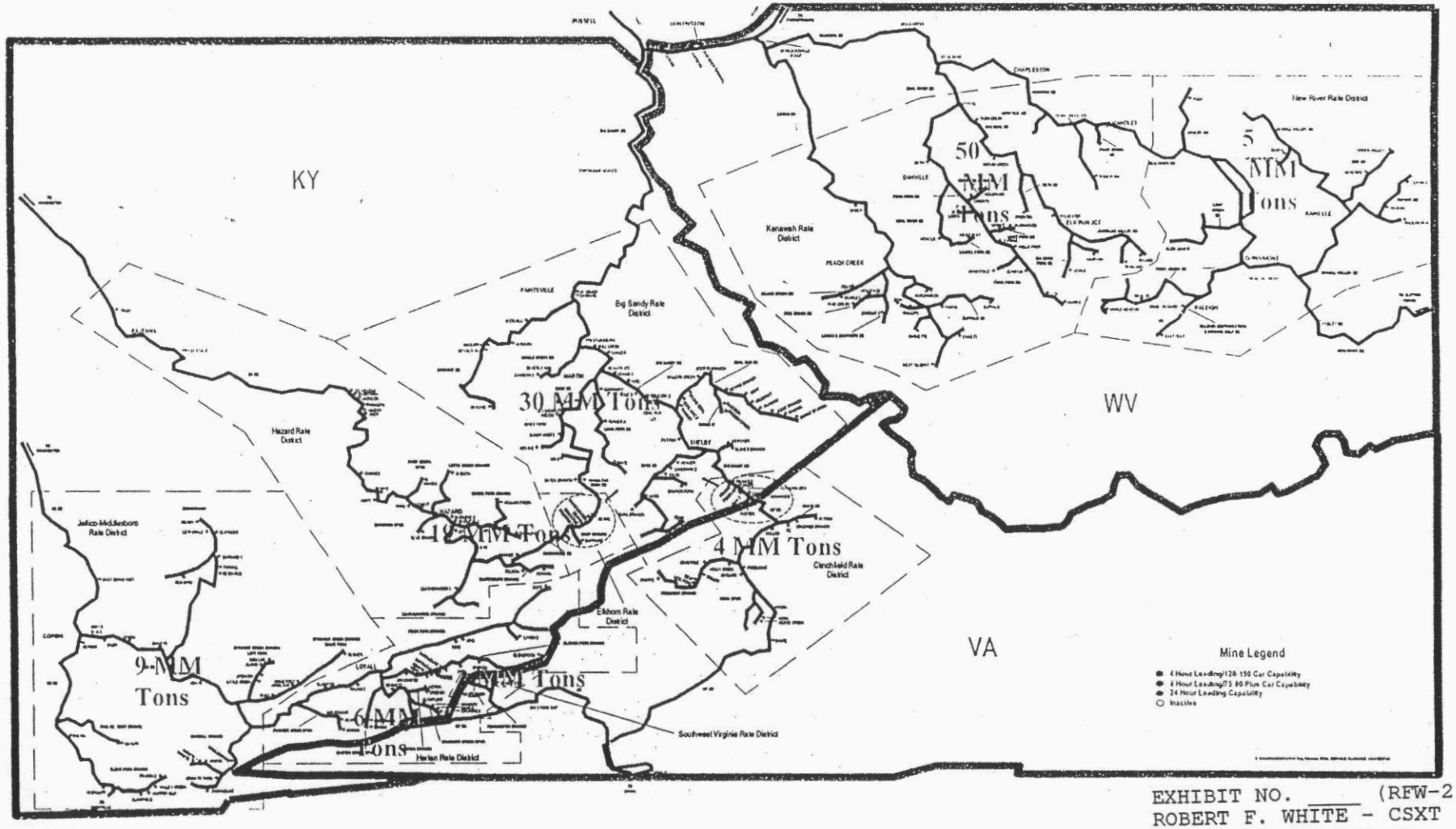
CSX TRANSPORTATION

Roughly 3/4 th's of CSXT originated coal is former C&O/LN CAPP origins

- The consolidation and merger of Chessie and Seaboard has provided southeast buyers with the opportunity to source cheaper coals



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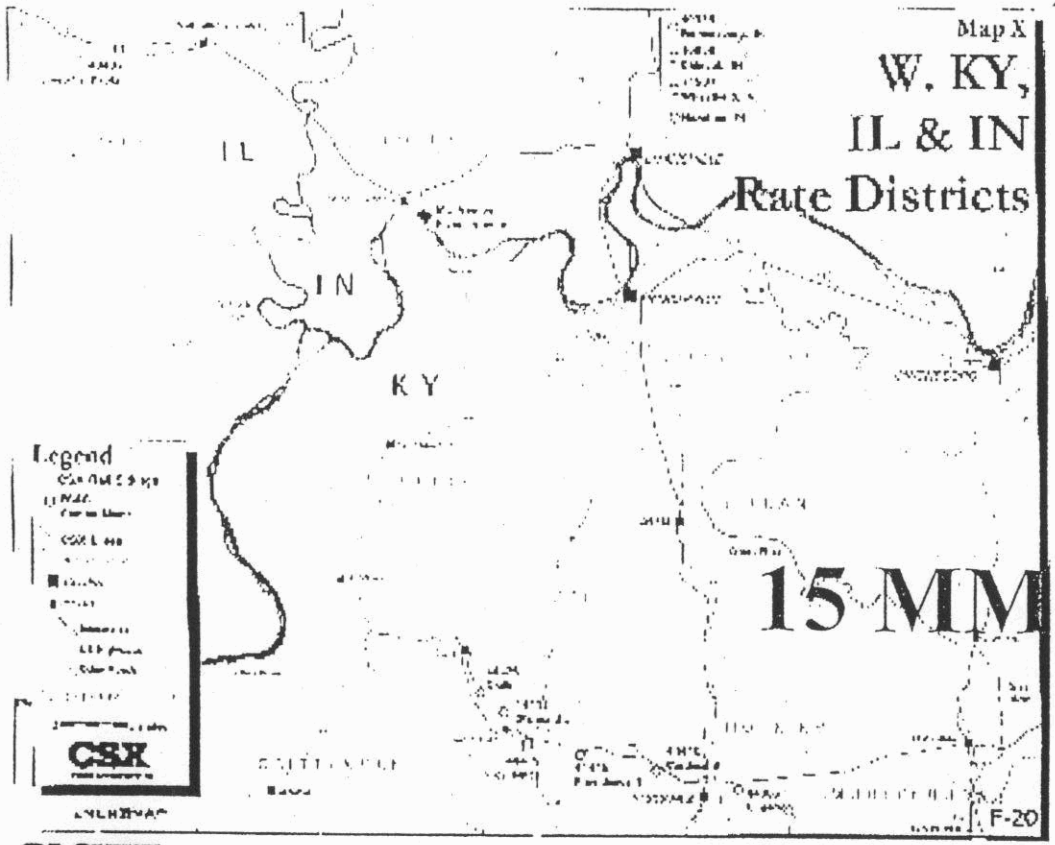
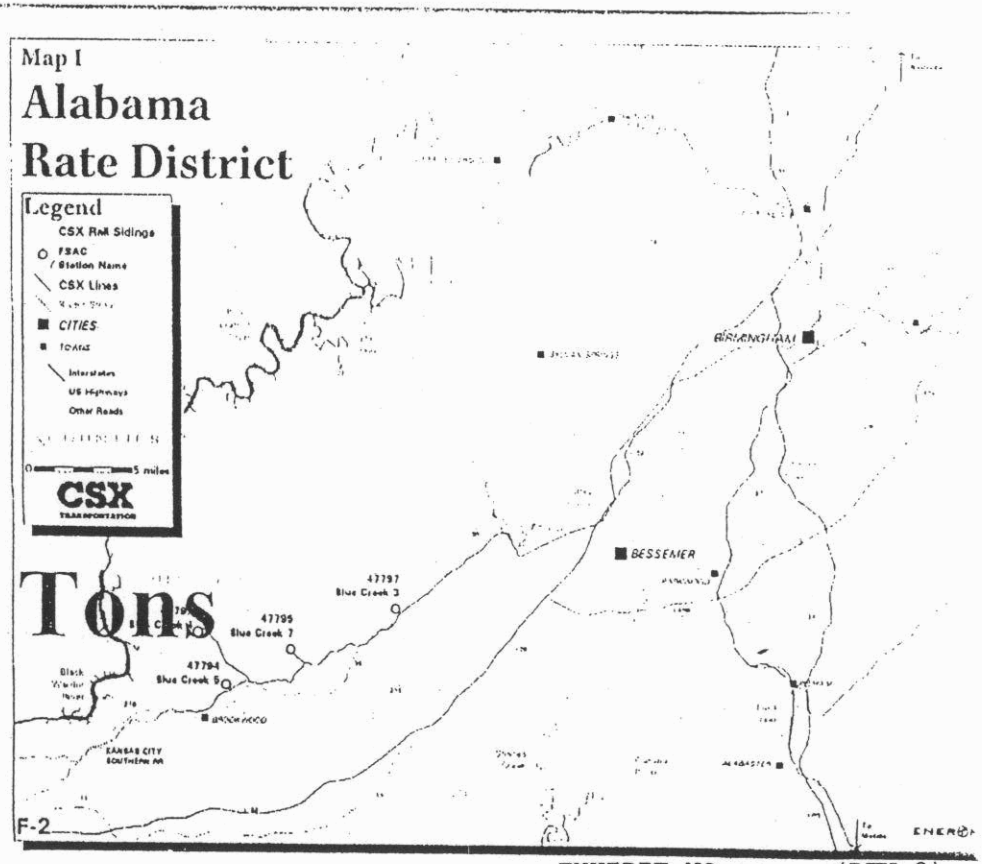
CSX TRANSPORTATION

West Kentucky and Alabama origins account for 9% of CSXT loadings





CSX TRANSPORTATION

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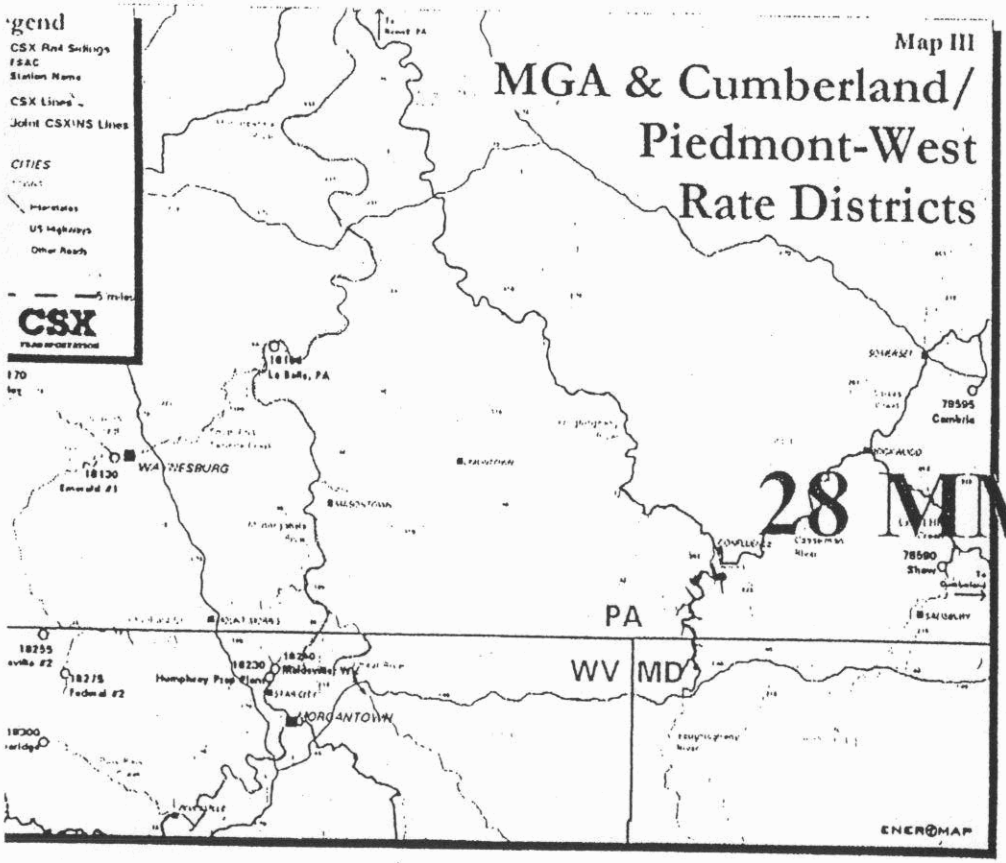
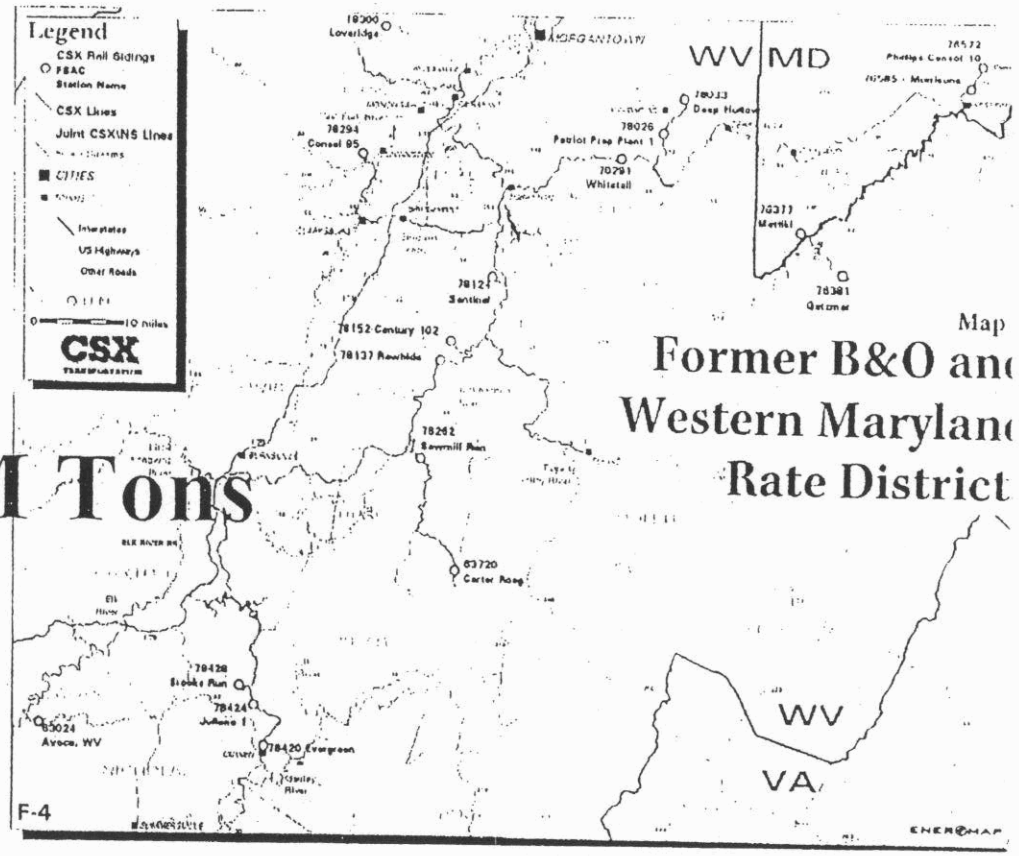
MGA and former B&O districts account for 17 % of CSXT loadings



28 MM Tons



CSX TRANSPORTATION

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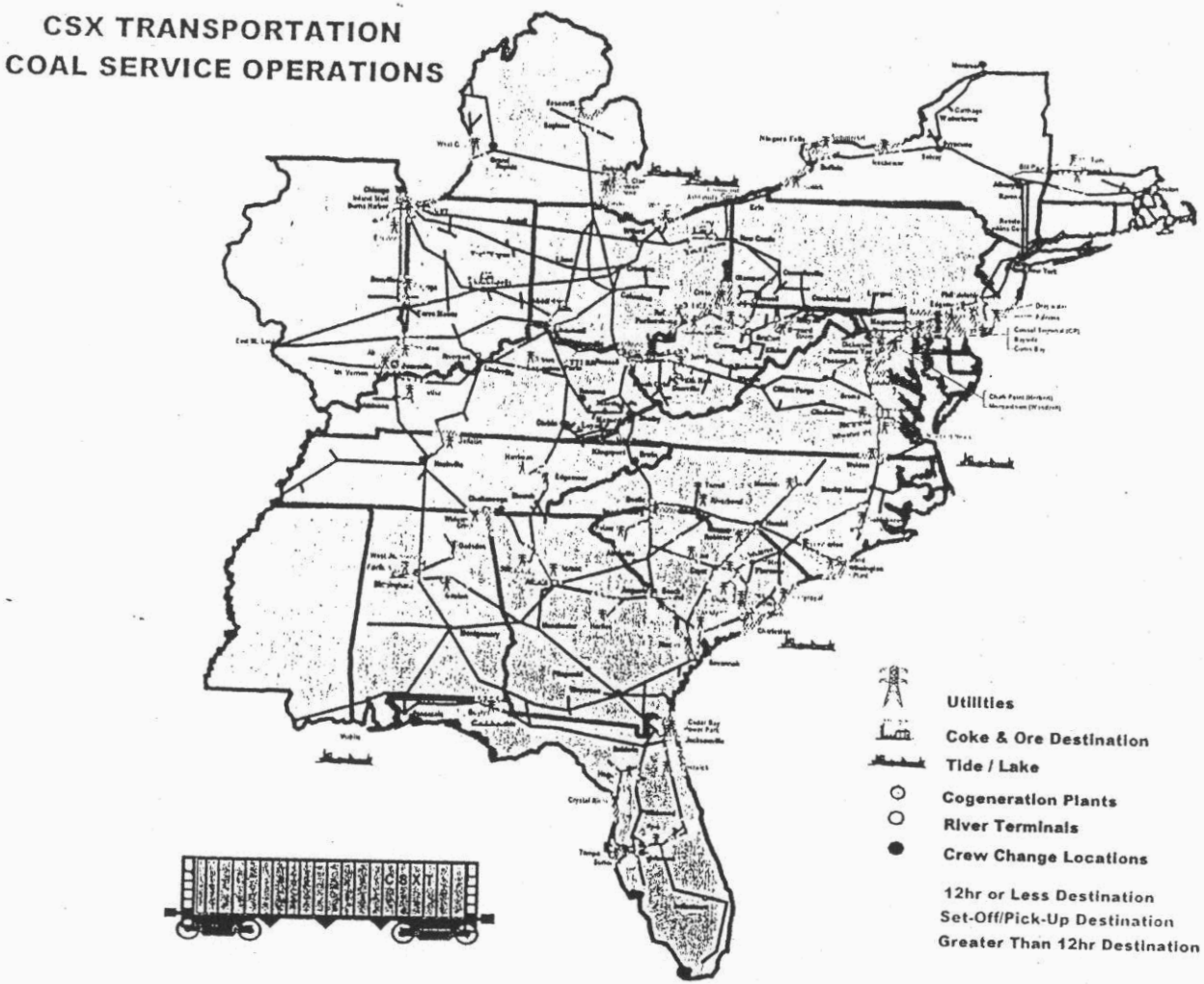
CSXT delivers coal throughout its system



CSX TRANSPORTATION

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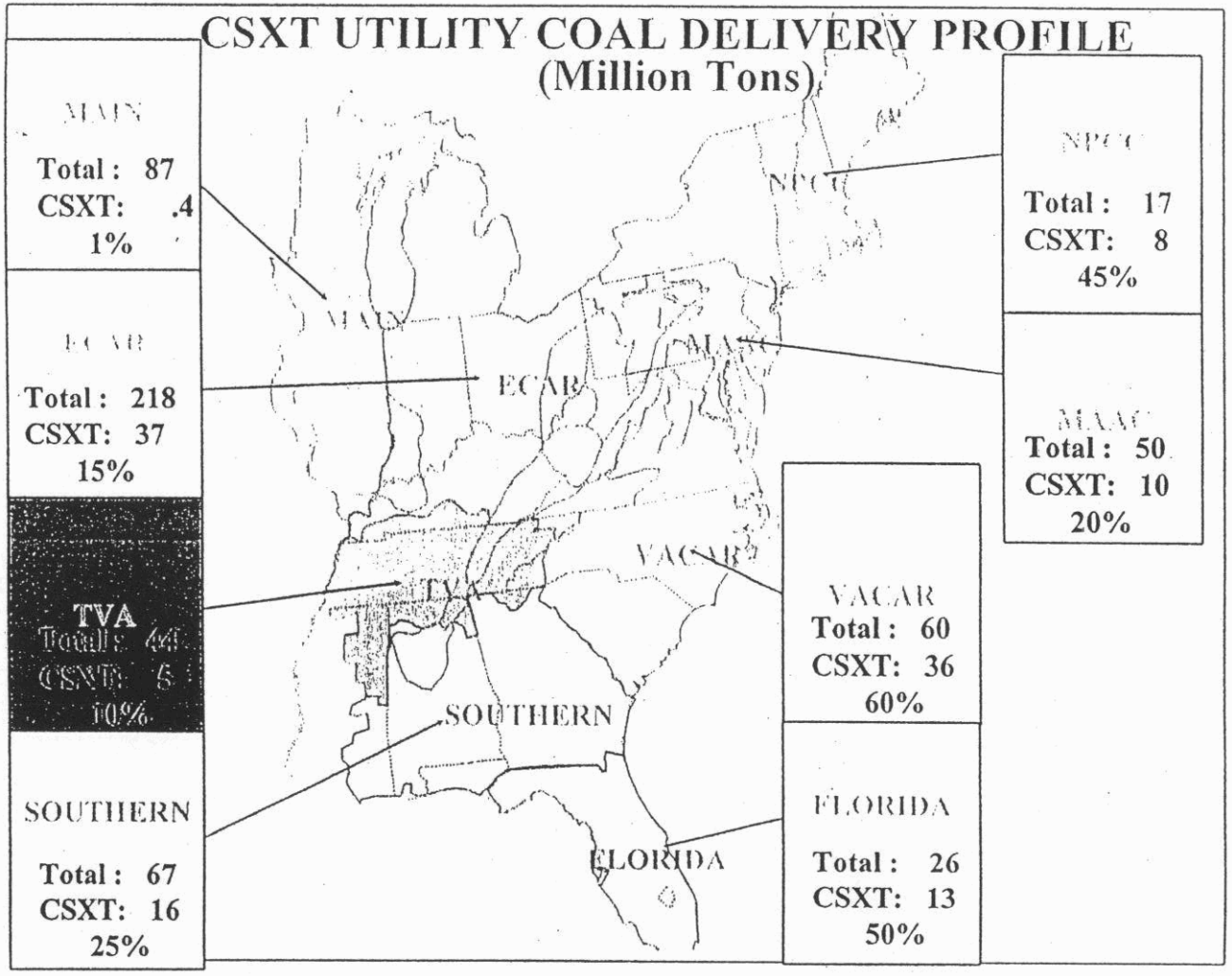
CSXT has a presence in each of the NERC regions East of the Mississippi



CSX TRANSPORTATION

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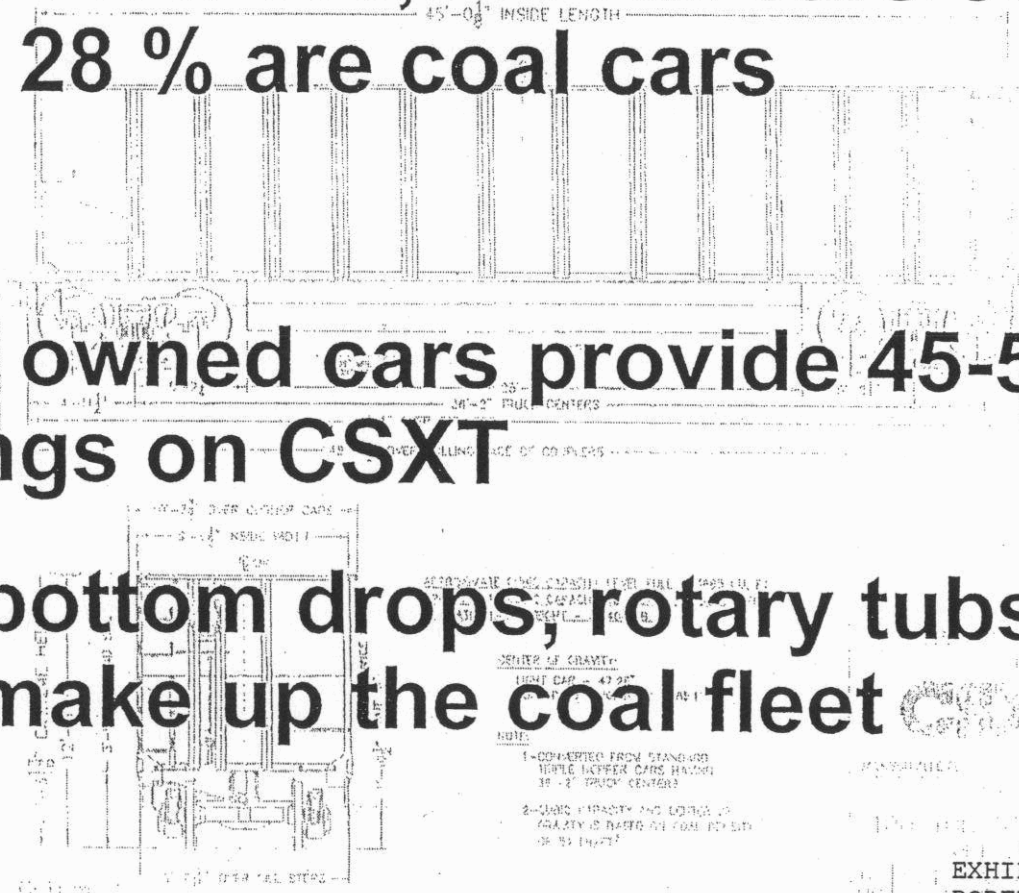
CSXT owns and operates a fleet of 28,000 coal cars

- **Of the total 100,000 rail cars owned by CSXT 28 % are coal cars**
- **CSXT owned cars provide 45-50 % of all loadings on CSXT**
- **Coal bottom drops, rotary tubs and coal tubs make up the coal fleet**



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CSX TRANSPORTATION

CSXT owns and operates a fleet of over 3,500 locomotives

- **CSXT's locomotive fleet purchases are AC powered technology**
- **CSXT operates many of the AC units in coal service on CSXT**
- **CSXT typically utilizes two AC locomotives per 90 car train with helper service in strategic locations**

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CSX TRANSPORTATION

CSXT has created value for its customer base through improved service

Service levels in 2002 exceed any short term performance period post-Staggers.

Q1 2002 Improvements

Service continues to improve

Category	Measurement	First Quarter 2001	First Quarter 2002	Percent Improvement
Car Inventory	Cars-on-Line	245,313	233,584	4.8%
Crews	Recrews	29	22	24.1%
Locomotives	Setback Hours	53	11	79.2%
Locomotives	# of Locomotives Deployed	3,830	3,791	1.0%
Velocity	Velocity - All Trains	21.3	23.0	8.0%
Yard/Terminal	Terminal Dwell	26.5	23.4	11.7%
Yard/Terminal	On-time Originations (+2hrs.)	84.5%	91.4%	8.2%
Yard/Terminal	On-time Destination Arrivals	72.0%	81.0%	12.5%

CSX TRANSPORTATION

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TAMPA ELECTRIC - CSXT

MEETING

MARCH 12, 2003

EXHIBIT NO. ____ (RFW-2)
ROBERT F. WHITE - CSXT
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OPPORTUNITY OVERVIEW

PROJECT OBJECTIVE:

Create value for Tampa Electric by establishing rail infrastructure at Big Bend and Polk providing lower transportation costs and alternatives to the current water mode.

TECO BENEFITS IN USING CSXT

- TRANSPORTATION
  - Expand competitive options via rail
  - Decrease TECO exposure to increased fuel prices for barge and truck deliveries
  - Increased coal source competition
  - Decreased transit time- Inventory Carrying Cost
  - Fewer transfers resulting in less degradation and loss
  - Single invoice option - F.O.B. Delivered
- COAL SOURCING
  - Access to CSXT coal origins: MGA, C&O, Illinois, Kentucky
  - Broader range of coal qualities

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CSXT's UNDERSTANDING OF TECO'S CURRENT COMMITMENT

- Restructuring activities to accommodate cost reductions
- Integrated coal gasification combined cycle IGCC at Polk "Monetizing the Gasifier"
- SO2 emissions reduction at Big Bend
- Transportation commitment through 2003
- Purchased primary coal requirements through 2003

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PLANT INFRASTRUCTURE NEEDS

- Long-Term
  - CSXT- Rail access, dumper, conveyor system
- Possible Short-Term or Contingency Period
  - Conrad Yelvington / CSXT
    - Construction / Operating / Investment

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DOCKET NO. 031033-EI
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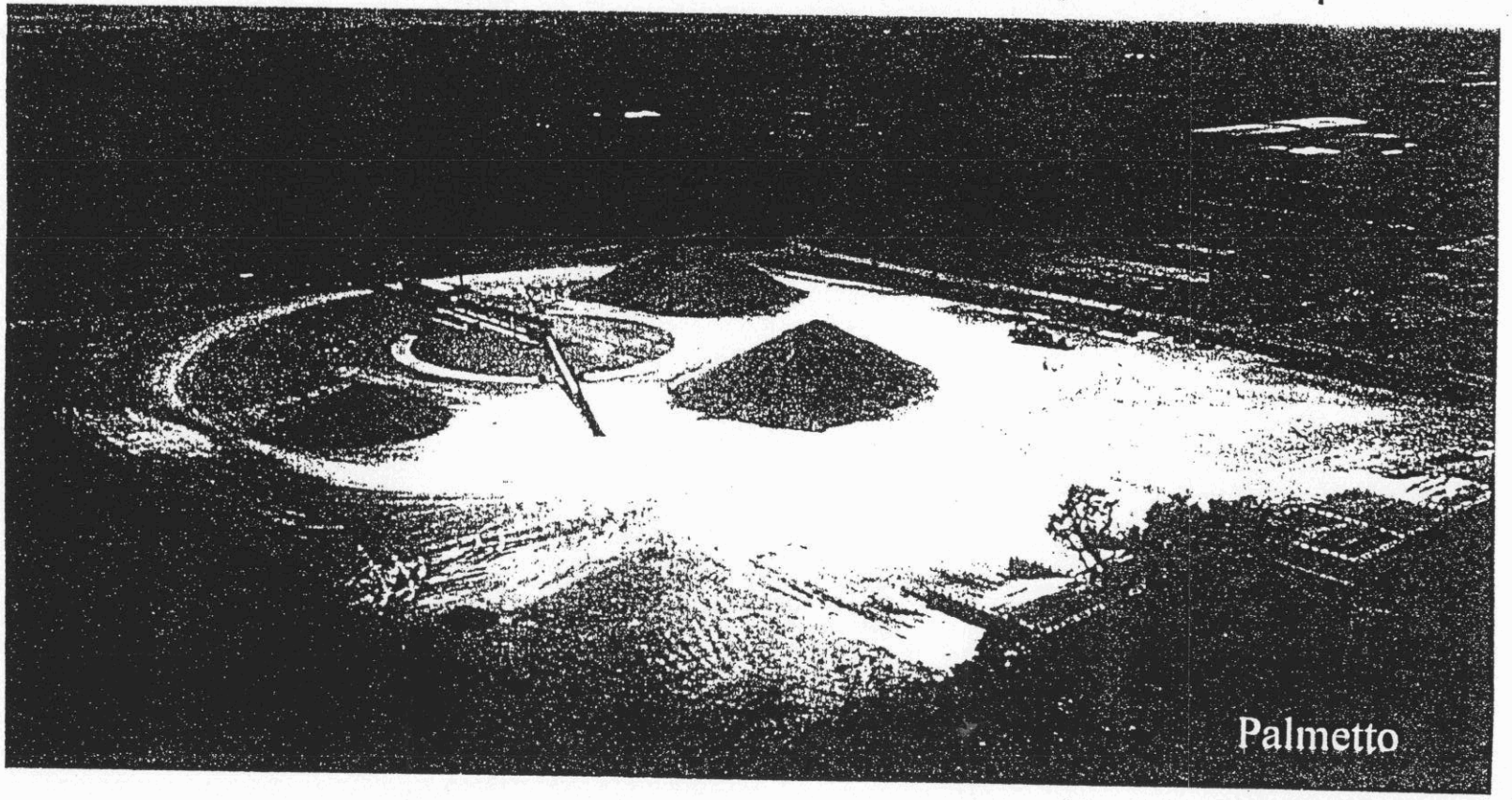
CONTINGENCY PERIOD

- CSXT will utilize Conrad-Yelvington's Distribution Facilities for the Rail to Truck transfer for final delivery to both plants



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DOCKET NO. 031033-EI
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LONG TERM REQUIREMENT FOR CAPITAL IMPROVEMENTS

- CSXT is prepared to provide capital funding:
  - Big Bend: upgrade to the existing railcar dumping system, construction of a new truck dump for limestone, additional trackage, additional conveyance system and a radial stacker
  - Polk: improvements to include a rail loop track, dumping system, additional covered storage and required conveyance systems.

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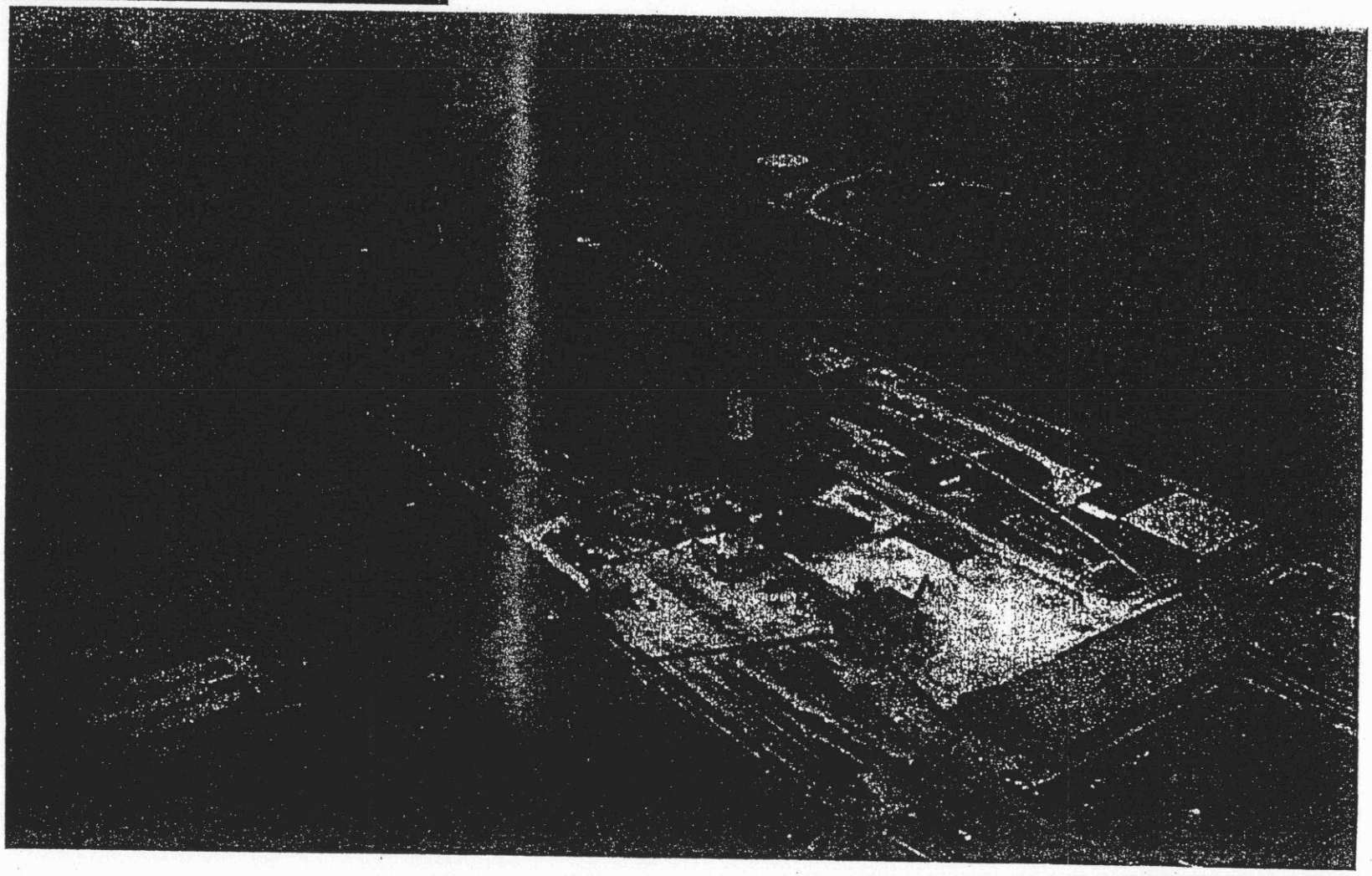
BIG BEND MODIFICATIONS



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Next Steps

- Feedback
  - Determine TECO economic target and coal sourcing needs
  - CSXT's proposal- indicative of CSXT offer and TECO's needs
- Timing
  - Agree on project timeline and milestones
- Engineering Plans
  - Work with Teco's engineering group to provide a more detailed outline of plant requirements
- Test Shipments
  - Secure several test shipments prior to start-up

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TAMPA ELECTRIC - CSXT

MEETING

MAY 9th, 2002

EXHIBIT NO. ____ (RFW-3)
ROBERT F. WHITE - CSXT
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OPPORTUNITY OVERVIEW

PROJECT DESCRIPTION:

Develop CSXT competitive rail option to Tampa Electric –Big Bend/Polk for Modal Conversion from current water mode. Create competitive "value" for Tampa Electric.

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TAMPA ELECTRIC AND CSXT HAVE A LONG HISTORY OF DOING BUSINESS

BUT TONS HAVE DECLINED:

YEAR	TONS
1996	1,186,801
1997	951,341
1998	811,916
1999	506,199
2000	213,011
2001	382,224
2002	-

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DOCKET NO. 031033-EI
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CSXT HAS SEVERAL OBJECTIVES IN WORKING WITH TAMPA ELECTRIC

- Modal Conversion from current water and truck modes to rail
- Short-Term - Develop CSXT/Truck Transfer to Big Bend, Gannon, and Polk plants as well as barge transfer option through CSXT Rockport
- Long-Term - Develop CSXT direct rail option to Big Bend and Polk plants
- Potential volume of 0.5 MM to 1.5 MM tons in 2003/04
- Test shipments targeted for 3Q 2002
- Bottom Line- Create value for Tampa Electric
  - Earn revenue growth for CSXT

EXHIBIT NO. ____ (RFW-3)
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FOR TECO THERE ARE SEVERAL DERIVED BENEFITS IN USING CSXT

- TRANSPORTATION
  - Expand competitive options via rail
  - Lower cost
  - Access to CSXT coal origins: MGA, C&O, Illinois, Kentucky
  - Decreased transit time- Inventory Carrying Cost
  - Fewer transfers
  - Less product loss
- COAL SOURCING
  - Increased coal source competition
  - Broader range of coal qualities
  - Single invoice option - F.O.B. Delivered

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FOR TECO THERE ARE SEVERAL DERIVED BENEFITS IN USING CSXT

- PLANT INFRASTRUCTURE
  - Rail access, Dumper, conveyor system
  - Potential for capital contribution from CSXT & Coal Company
  - CSXT logistics and engineering assistance
    - Project Manager-Logistics
    - RAS Engineering
  - Conrad Yelvington / CSXT / Coal Company
    - Construction / Operating / Investment
- OTHER
  - Scrubber limestone via CSXT

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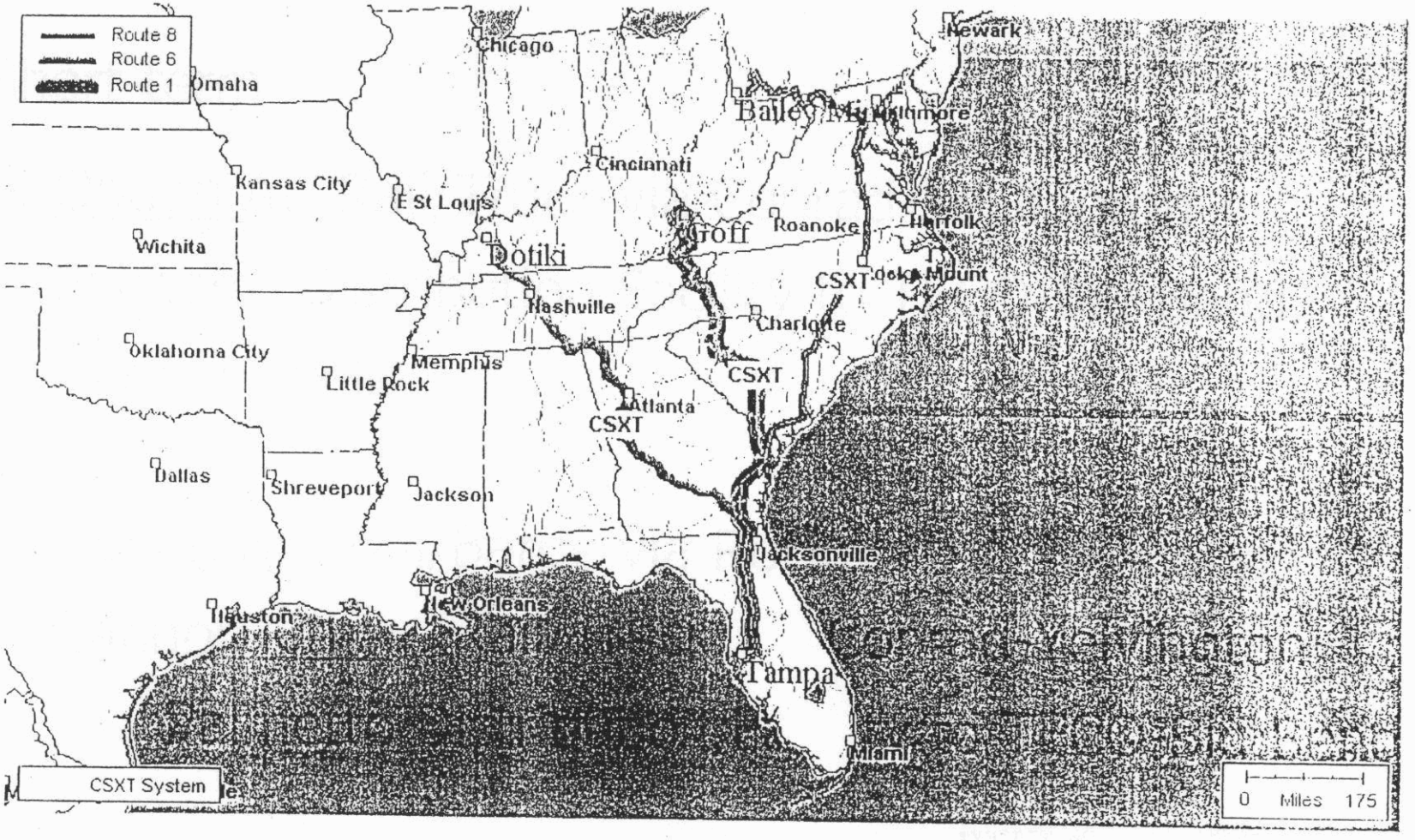
TAMPA ELECTRIC HAS SEVERAL COAL SUPPLY OPTIONS VIA CSXT



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SHORT TERM OPTIONS

- Short-term
  - Option A: Rail/Truck via Conrad-Yelvington Palmetto Distribution Facility to TECO-Big Bend, Gannon, Polk
  - Option B: Rail/Barge via Rockport to Big Bend, Gannon

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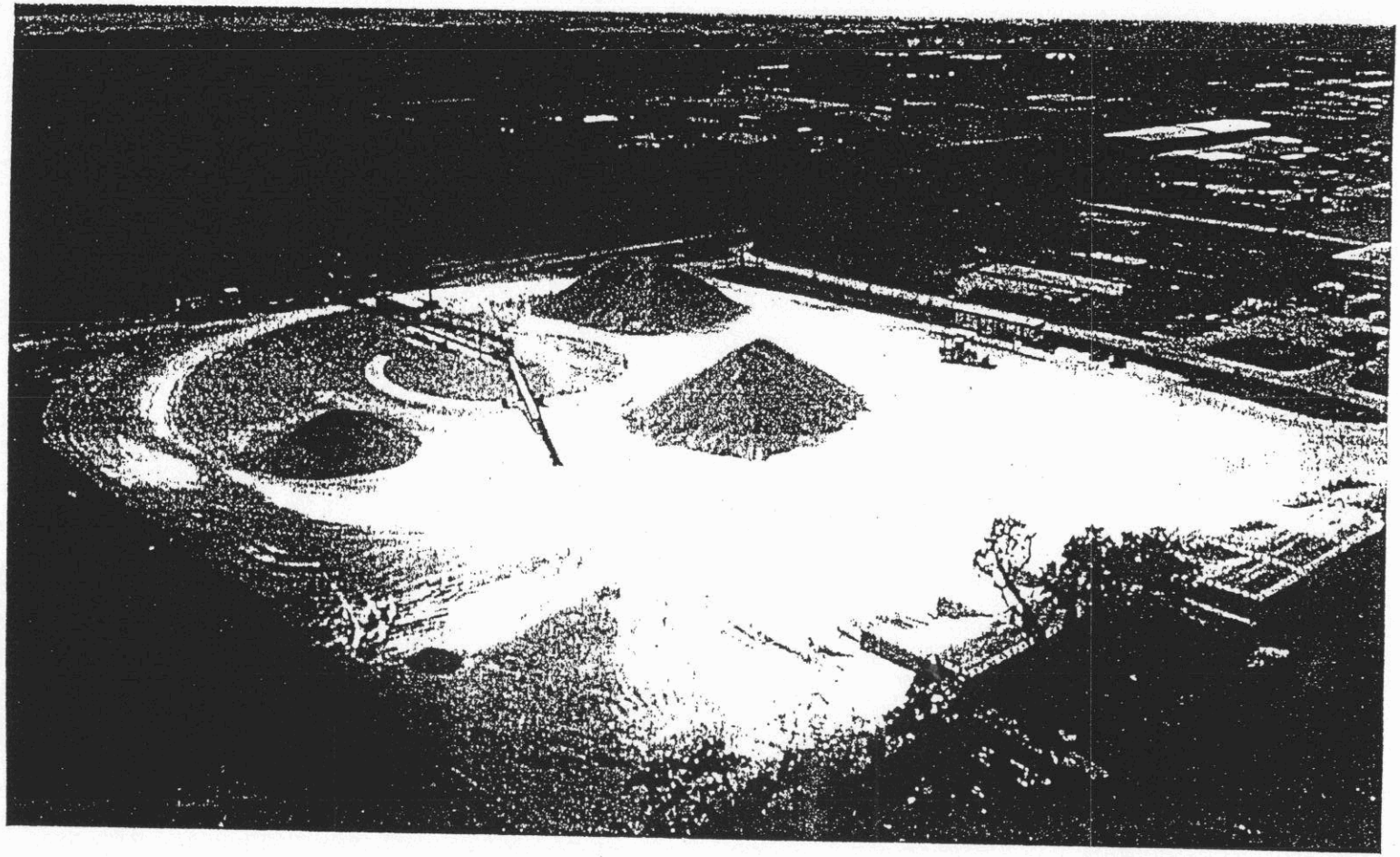
CONRAD YELVINGTON-
PALMETTO YARD



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CSXT's ROCKPORT TERMINAL

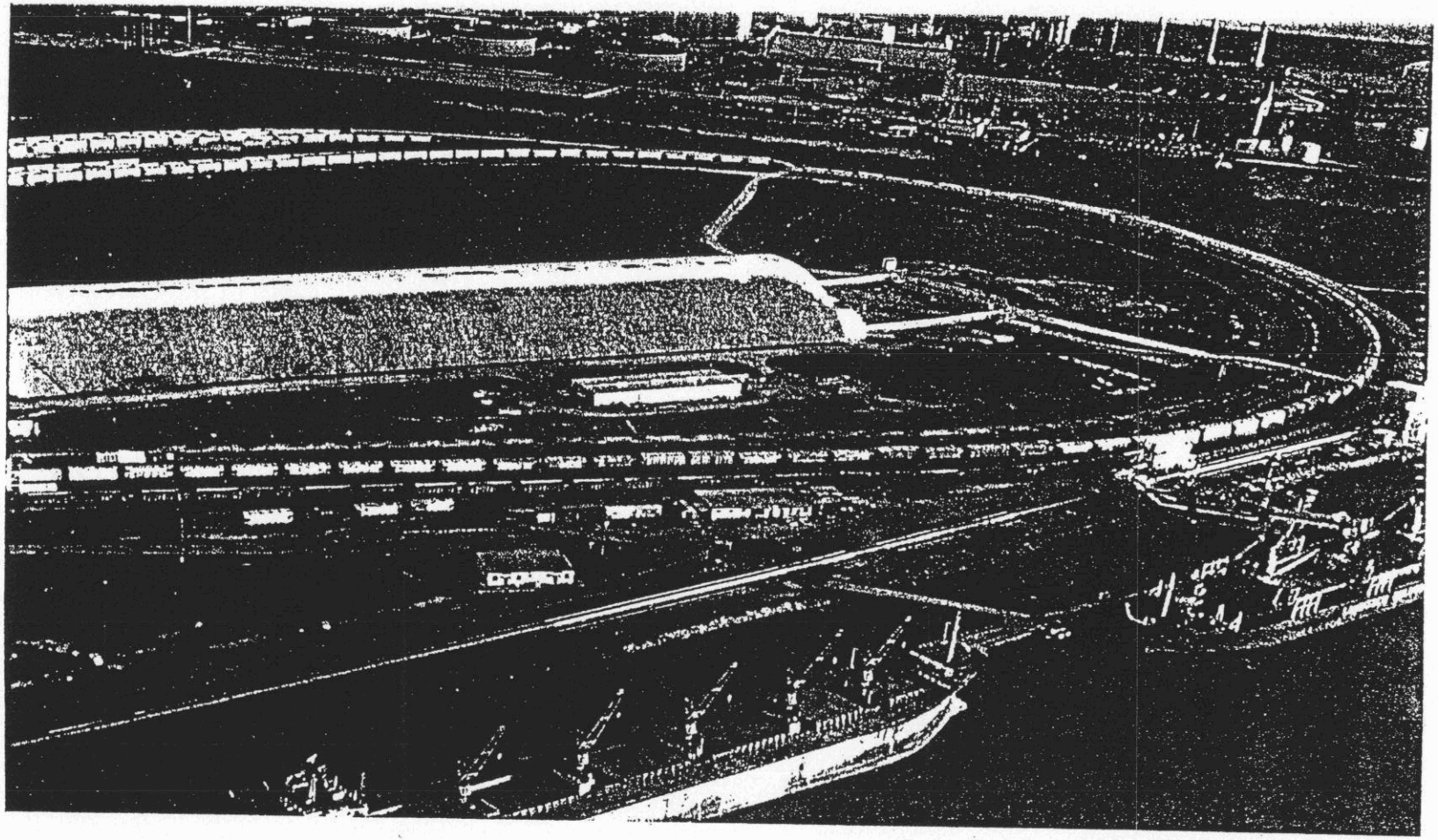

EXHIBIT NO. ____ (RFW-3)
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LONG TERM OPTIONS

- Long-term
  - Option A: Rail build-in to Big Bend and Polk
  - Option B: Short haul rail Big Bend to Polk
  - Option C: Develop rail/truck with Brewster Yard (CSXT) and Conrad Yelvington

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TAMPA ELECTRIC- BIG BEND PLANT

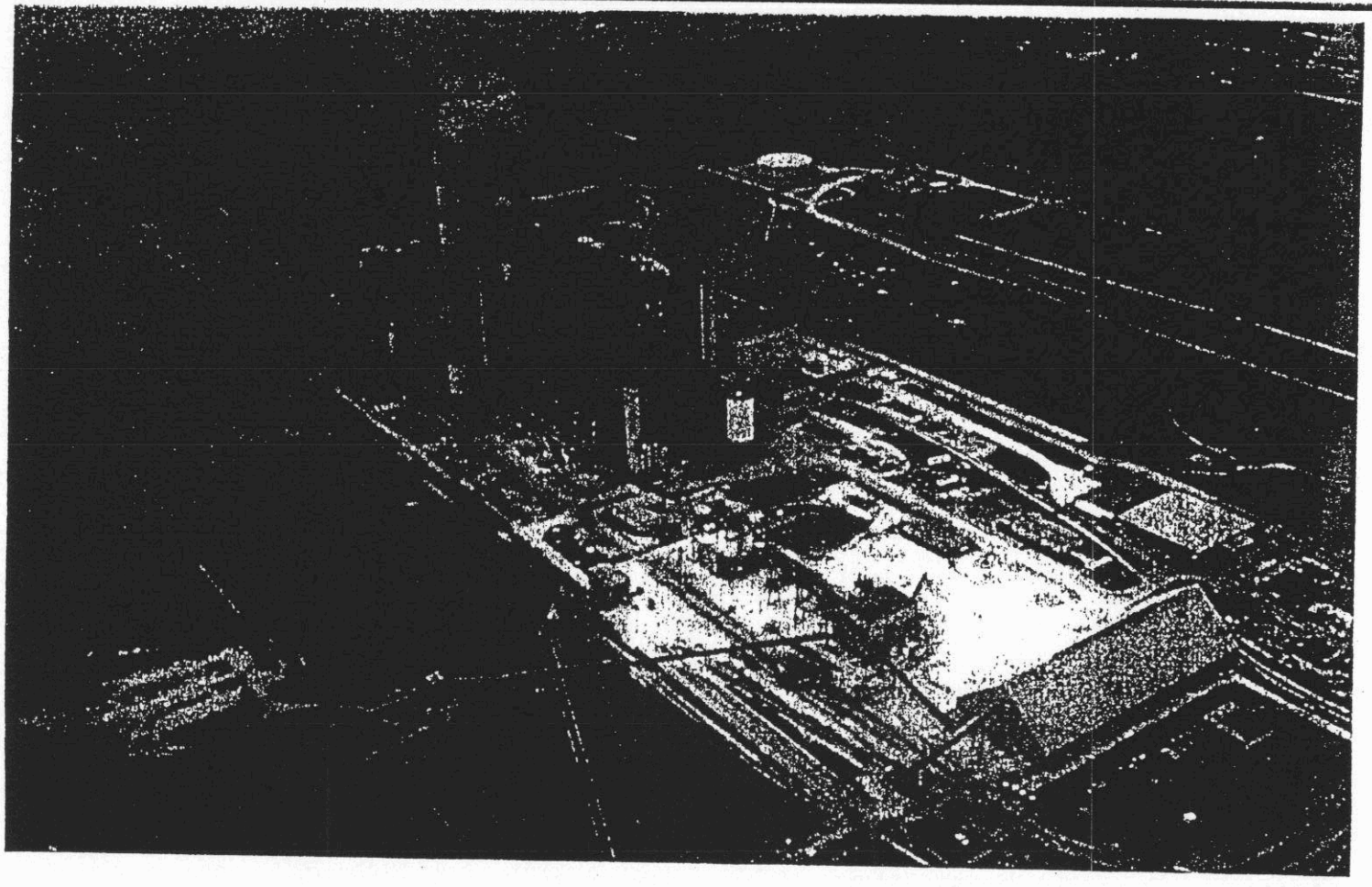

EXHIBIT NO. ____ (RFW-3)
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VIEW OF TAMPA ELECTRIC'S POLK PLANT FROM BREWSTER YARD

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TAMPA ELECTRIC INFRASTRUCTURE
DIRECT RAIL

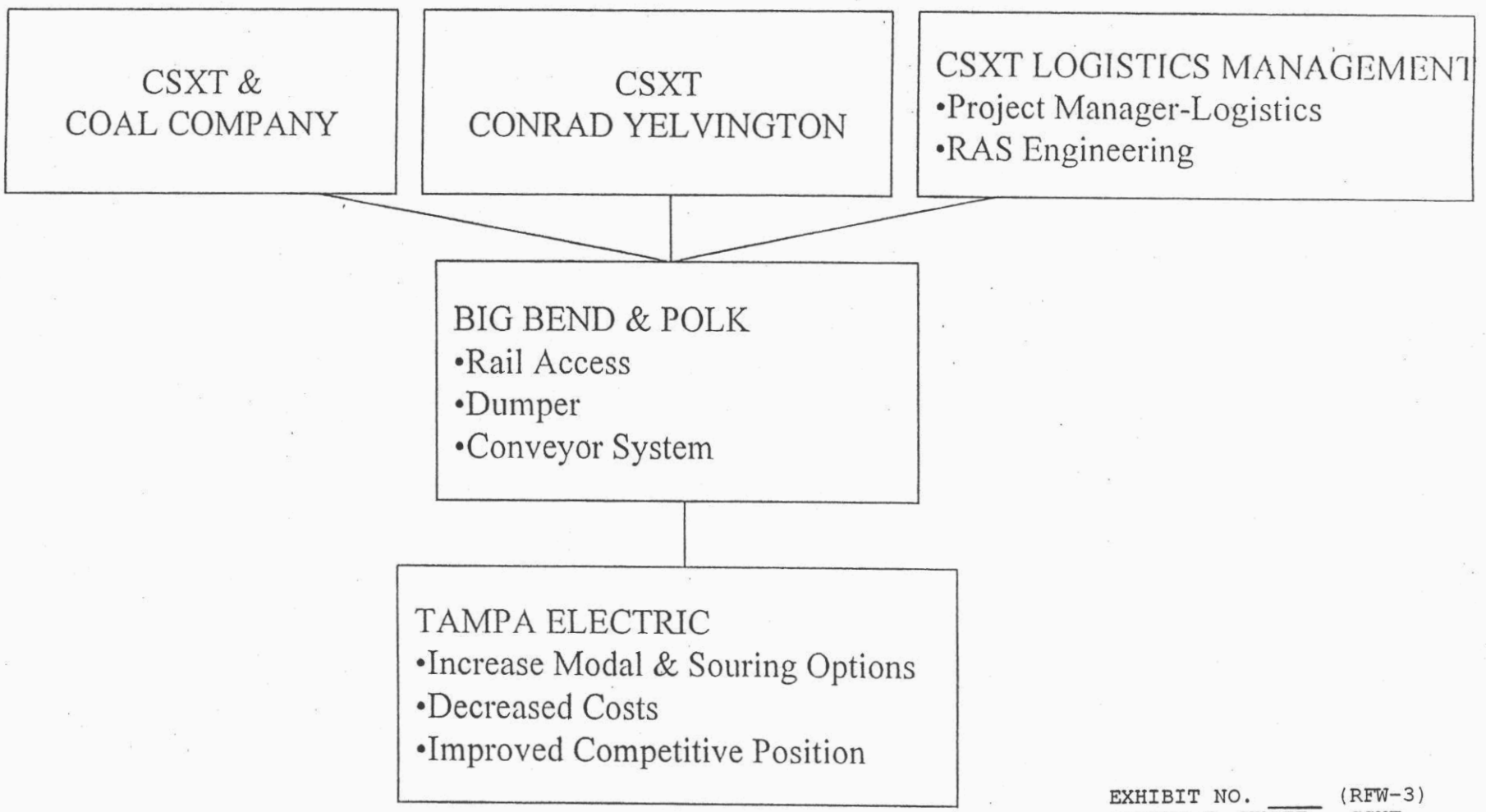

EXHIBIT NO. ____ (RFW-3)
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THE PROPOSAL

HOW THE SHORT & LONG TERM OFFERS WORK

	Short Term	Long Term
Origins:	IL, IN, KY, WV, PA	IL, IN, KY, WV, PA
Destination:	Big Bend, Polk, Gannon	Big Bend, Polk
Route:	CSXT-Palmetto-Truck CSXT-Rockport-Barge	CSXT Direct
Term:	1-3 Years	5 Years
Equipment:	CSXT Ownership	CSXT Ownership
Payment:	Single invoice or separate billing	Single invoice or separate billing
Annual Volume:	.5 to 1.0MM tons	1.0 to 1.5MM tons
Rate:	At long term rate if agree to rail build-in and L.T. contract	TBA- Market Competitive
Infrastructure Investment:	None	CSXT or Coal Company Refund-Negotiable
Logistics Management:	CSXT Project Manager- Logistics Conrad Yelvington	CSXT Project Manager- Logistics Conrad Yelvington RAS Engineering

EXHIBIT NO. ____ (RFW-3)
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DOCKET NO. 031033-EI
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PROPOSED NEXT STEPS TO INITIATE THE PROCESS

- FEEDBACK FROM TAMPA ELECTRIC
  - Transportation Requirements
  - Coal Souring Needs
  - Economic Targets
- FINALIZE SHORT TERM OPTIONS
  - Conrad Yelvington
  - Rockport
- DEVELOP LONG TERM PARAMETERS- Rail Capacity
  - Big Bend
  - Polk
  - Brewster Option

EXHIBIT NO. ____ (RFW-3)
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PROPOSED NEXT STEPS TO INITIATE THE PROCESS (Cont.)

- COMPREHENSIVE CSXT PROPOSAL TO TAMPA ELECTRIC
  - Coal Company
  - Conrad Yelvington
- TAMPA ELECTRIC / CSXT PARTNERSHIP
  - Create value for both companies

EXHIBIT NO. ____ (RFW-3)
ROBERT F. WHITE - CSXT
DOCKET NO. 031033-EI
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October 23, 2002

JoAnn T. Wehle
Director - Fuels Department
Tampa Electric Company
P. O. Box 111
Tampa, FL 33601-0111

Dear JoAnn,

This letter proposal is in response to our discussions regarding direct CSXT rail deliveries to Tampa Electric's - Polk Plant in Brewster, Florida and Big Bend in Tampa, Florida. CSXT has developed this proposal consistent with your request: 1) for CSXT to provide capital required for infrastructure improvements to serve the plants directly 2) the option of interim truck deliveries 3) realistic volume requirements that represent less than half of total consumption and 4) term consistent with TECO's requirements. Based on this understanding, this proposal will serve as the framework for further discussions to achieve a definitive agreement between TECO and CSXT.

As outlined in our package, we are excited about the possibility of working with TECO on this opportunity and have taken a great deal of time to understand TECO's logistical and competitive issues. This proposal shows our willingness to be aggressive to regain a segment of TECO's business and to ensure that TECO has competitive alternatives in the future.

I will personally follow-up with you in the next several days to see if you have any additional questions and would like to set-up a meeting for the first week in November to discuss this proposal in further detail.

Best regards,

Michael C. Bullock
Director Utility South

Cc: V. L. Saunier
M. C. Duff
M. P. Sullivan
G. W. Davis
R. F. White

EXHIBIT NO. ____ (RFW-4)
ROBERT F. WHITE - CSXT
DOCKET NO. 031033-EI
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Appendix I

Commodity:	Coal, STCC 11-212 90 and Synfuel, STCC 29-911-91 for consumption at destination
Origin:	CSXT Direct Served Coal Origins
Destination:	TECO – Big Bend Plant, Tampa, FL TECO – Polk Plant, Brewster, FL
Route:	CSXT Direct
Rates:	See Attachment I
Rate Adjustment:	Quarterly 100% RCAF (U), beginning April 1, 2003
Payment:	ACH Credit, within 15 days of freight bill date
Term:	6 Years; January 1, 2003 – December 31, 2008
Equipment:	Carrier (Owned or Leased); Open Top Hoppers
Annual Volume:	**Requirement** Minimum: 1,800,000 Net tons Maximum: 2,400,000 Net tons
Liquidated Damages:	$6.00 per Net ton for each ton below the minimum annual volume requirement.
Capital Improvements: (Attachment II)	CSXT will provide funding for capital enhancements that will enable TECO to receive unit trains of coal at the Big Bend and Polk Plants subject to CSXT Board approval. Big Bend- improvements to include upgrade to the existing railcar dumping system, construction of a new truck dump for limestone, additional trackage, additional conveyance system and a radial stacker. Polk- improvements to include a rail loop track, dumping system, additional covered storage and required conveyance systems. CSXT has the right to withdraw our proposal if funding and or the specified timeframe exceeds the agreed upon terms. The total capital required to complete the enhancements to both plants is estimated to not exceed $10.0 MM.

EXHIBIT NO. ____ (RFW-4)
ROBERT F. WHITE - CSXT
DOCKET NO. 031033-EI
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Contingency Period:	During the construction at Big Bend and Polk Plants, CSXT will utilize Conrad-Yelvington's Distribution Facility for the Rail-to-Truck transfer for final delivery to both plants. See Attachment I.
Other Provisions:	This proposal does not consider the costs associated with the actual unloading of the rail equipment while at destination.
Timeline:	Within 90 days after acceptance of this proposal, TECO and CSXT will mutually agree on a construction period that will not exceed one-year in duration.
Confidentially:	The provisions of this agreement are considered confidential and may not be disclosed to a third party.
Offer Expiration:	November 30, 2002

Attachment I

Rate District	Big Bend Plant	Polk Plant
MGA	$ 16.72	$ 17.72
West Kentucky	$ 15.62	$ 16.62
Big Sandy	$ 15.47	$ 16.47
	*see note below for synfuel shipments	

During the **Contingency Period** CSXT will deliver coal by truck from the Conrad-Yelvington Distribution Facility for $2.30 per net ton in addition to rates above.

RATES ARE SHOWN ON A PER NET TON BASIS

*RATES FOR SYNFUEL SHIPMENTS ARE $.25/ NET TON ABOVE THE RATES SHOWN ABOVE

RATES SHOWN ABOVE ARE NINETY (90) CAR SYSTEM CAR RATES

RATES ARE SUBJECT TO THE ADJUSTMENT PROVISIONS CONTAINED PER THE OFFER SHEET

RATES APPLY TO SHIPMENTS LOADED AT CARRIER APPROVED FOUR (4) HOUR LOADING FACILITIES

WHEN SHIPMENTS ARE LOADED AT TWENTY-FOUR (24) HOUR FACILITIES THE FOLLOWING ADDITIONAL AMOUNTS SHALL APPLY:

INCREASE	RATE DISTRICT
$0.40 PER TON	WEST KENTUCKY
$0.25 PER TON	BIG SANDY

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ROBERT F. WHITE - CSXT
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Attachment 2 -A

TECO Polk Station

Subject to Board approval CSXT will provide the capital to design and construct a system capable of unloading unit trains of coal and conveying the product to new and/or existing covered storage.

This new system may include:

- New lead track into plant so that southbound trains can pull into the station
- Rail loop track
- Railcar dumping system
- Conveyor system to move product to covered storage (rated capacity 2,500 TPH)
- New covered storage unit with a capacity if 15,000 tons
- Conveyor from new covered storage to existing silos

When the system is completed CSXT crews will bring unit trains of coal to the station. These crews will progress the cars through the railcar unloader until the entire train has been unloaded and the coal has been conveyed to the covered storage area. This process should take 5 hours or less. The empty train will be pulled from the plant and dispatched back to the coalfields to be reloaded.

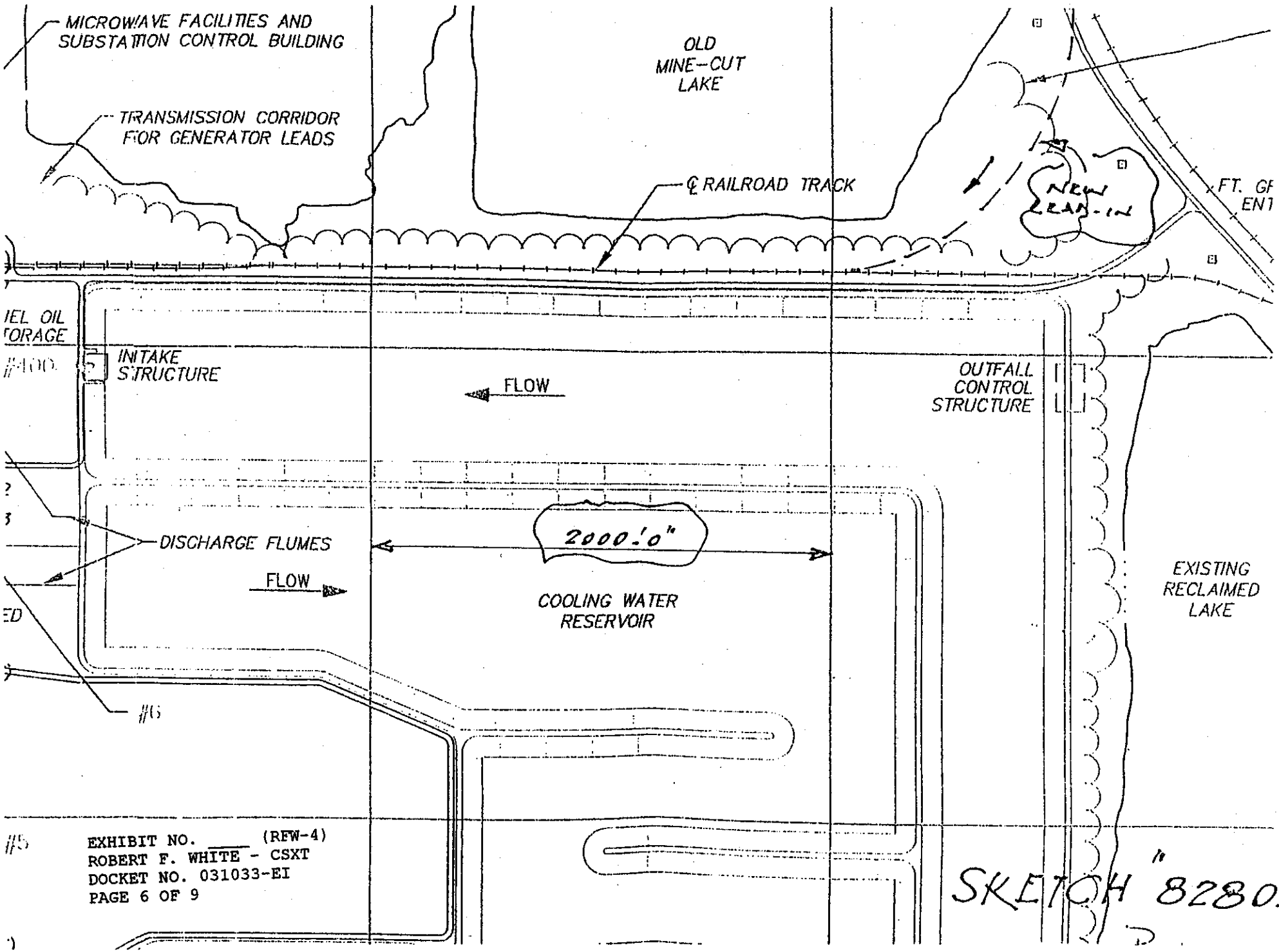

EXHIBIT NO. ____ (RFW-4)
ROBERT F. WHITE - CSXT
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SKETCH "82802

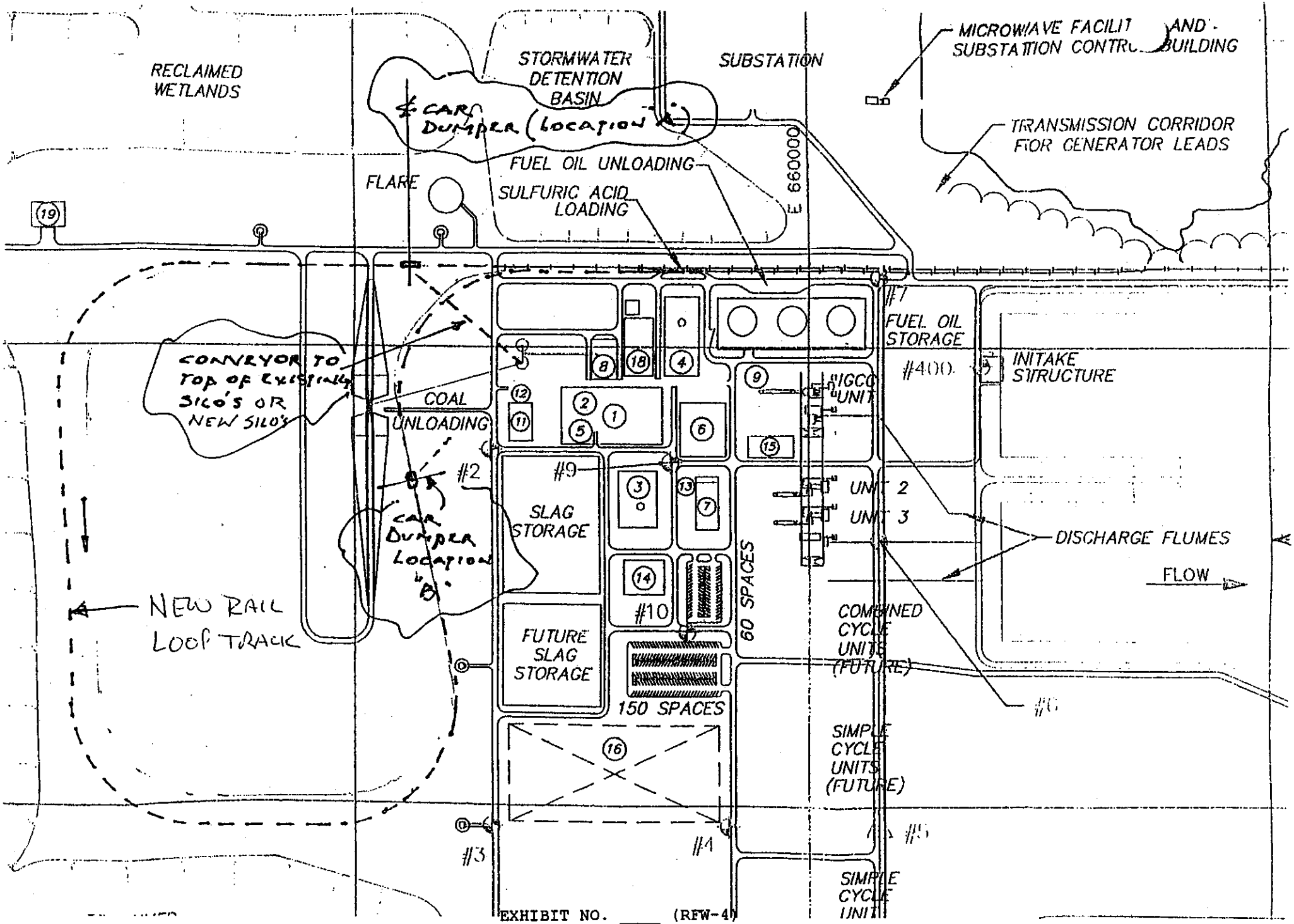

EXHIBIT NO. ____ (RFW-4)
ROBERT F. WHITE - CSXT
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POLK

Attachment 2 - B

TECO Big Bend

Subject to Board approval CSXT will provide the capital to design and construct a system capable of unloading unit trains of coal and conveying the product to the existing ground storage area.

This new system may include:

- New lead track into plant
- Two tracks below unloading pit capable of chambering 45 cars each
- Modification of existing rail car unloading pit
- New truck dump with conveyor to limestone storage area
- Conveyor to ground storage area
- 200 foot Radial stacker

When the system is completed CSXT crews will deliver unit trains of coal to the Big Bend Station. The railcars will be placed in the two 45 car tracks below the unloading pit. Plant employees will then be responsible to unload the railcars. After all of the railcars are empty the Plant will notify the local CSXT office. CSXT will then arrange for the empty equipment to be pulled from the Plant and dispatched back to the coalfields.

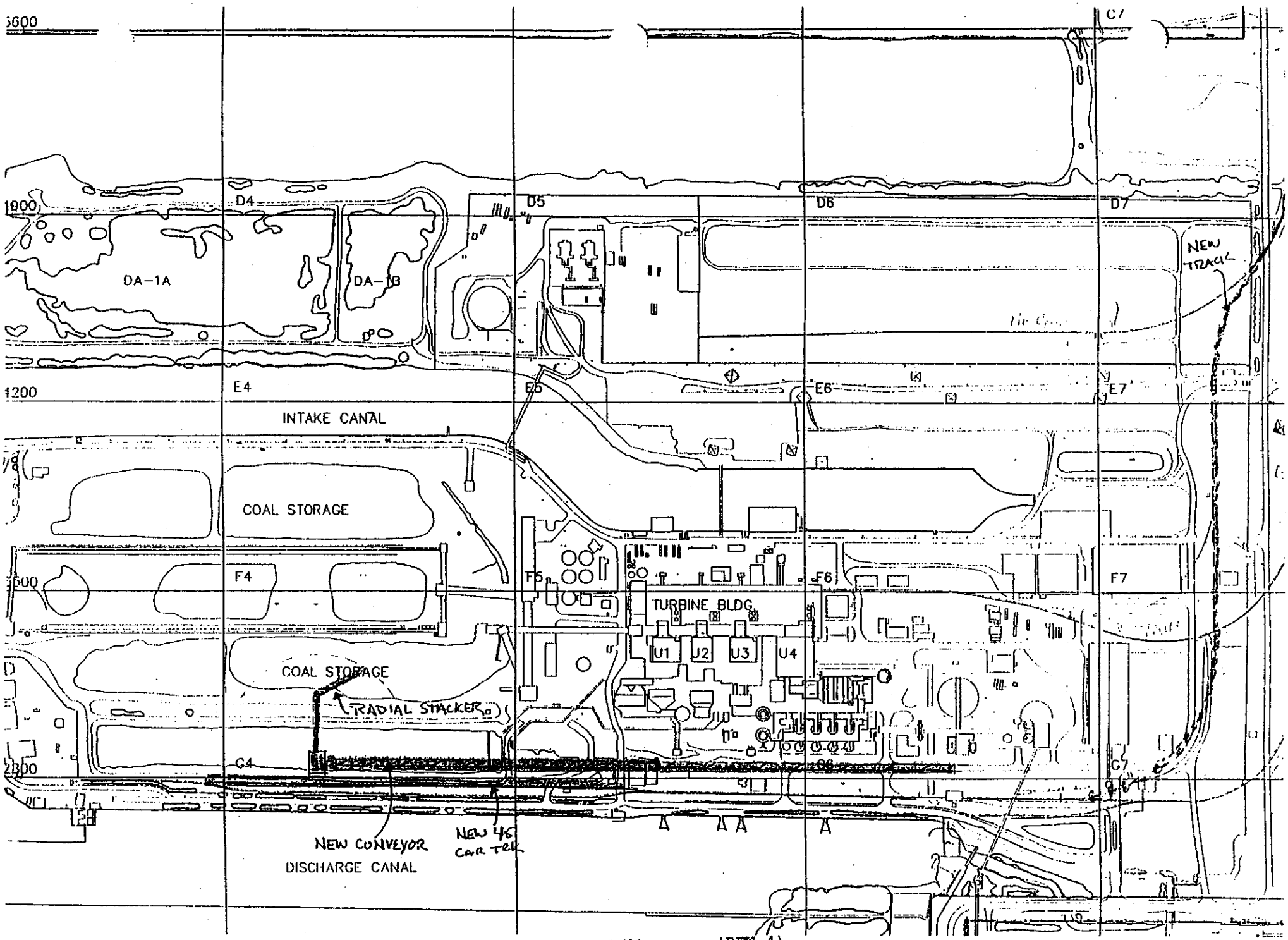

EXHIBIT NO. ____ (RFW-4)
ROBERT F. WHITE - CSXT
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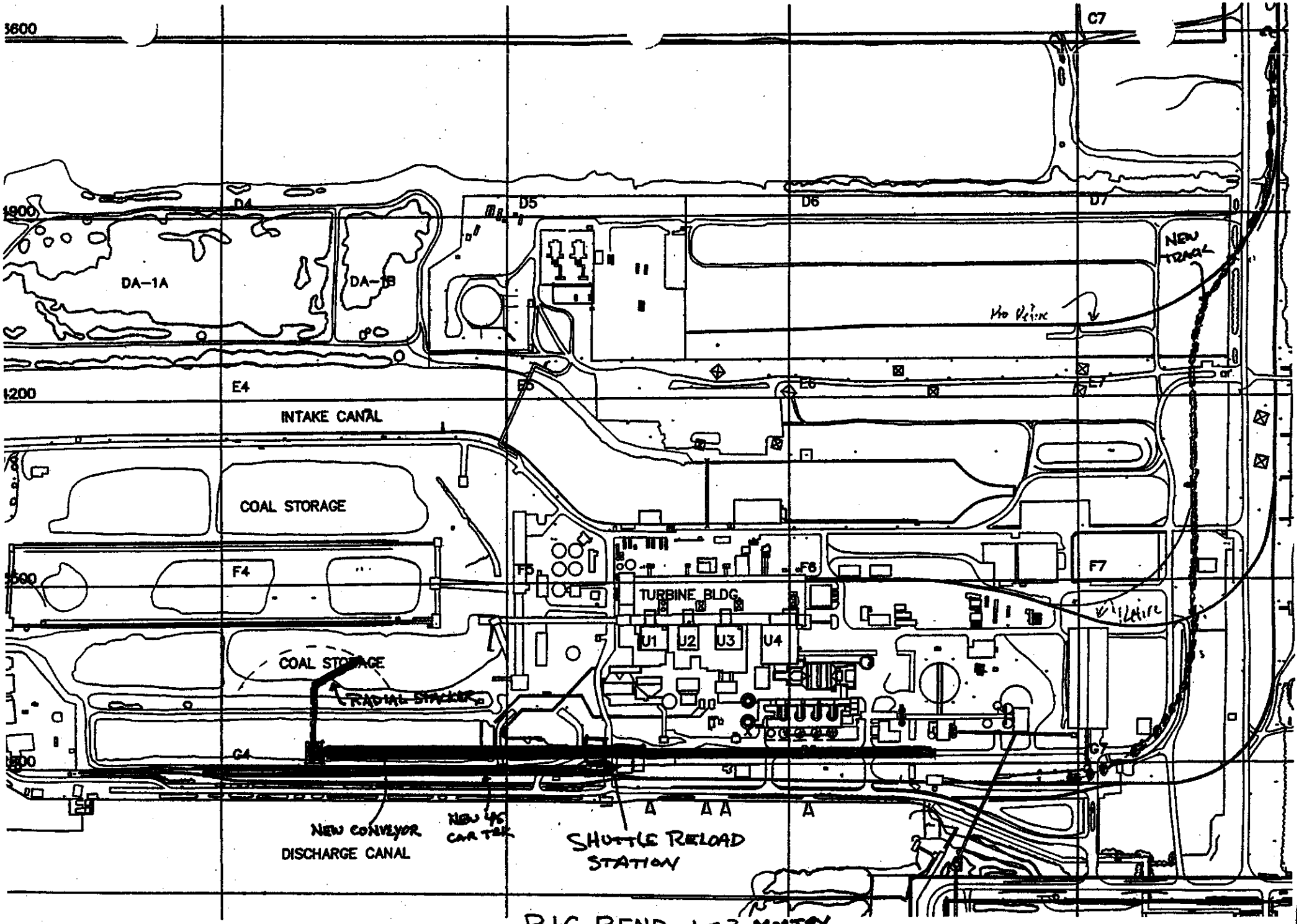
BIG BEND



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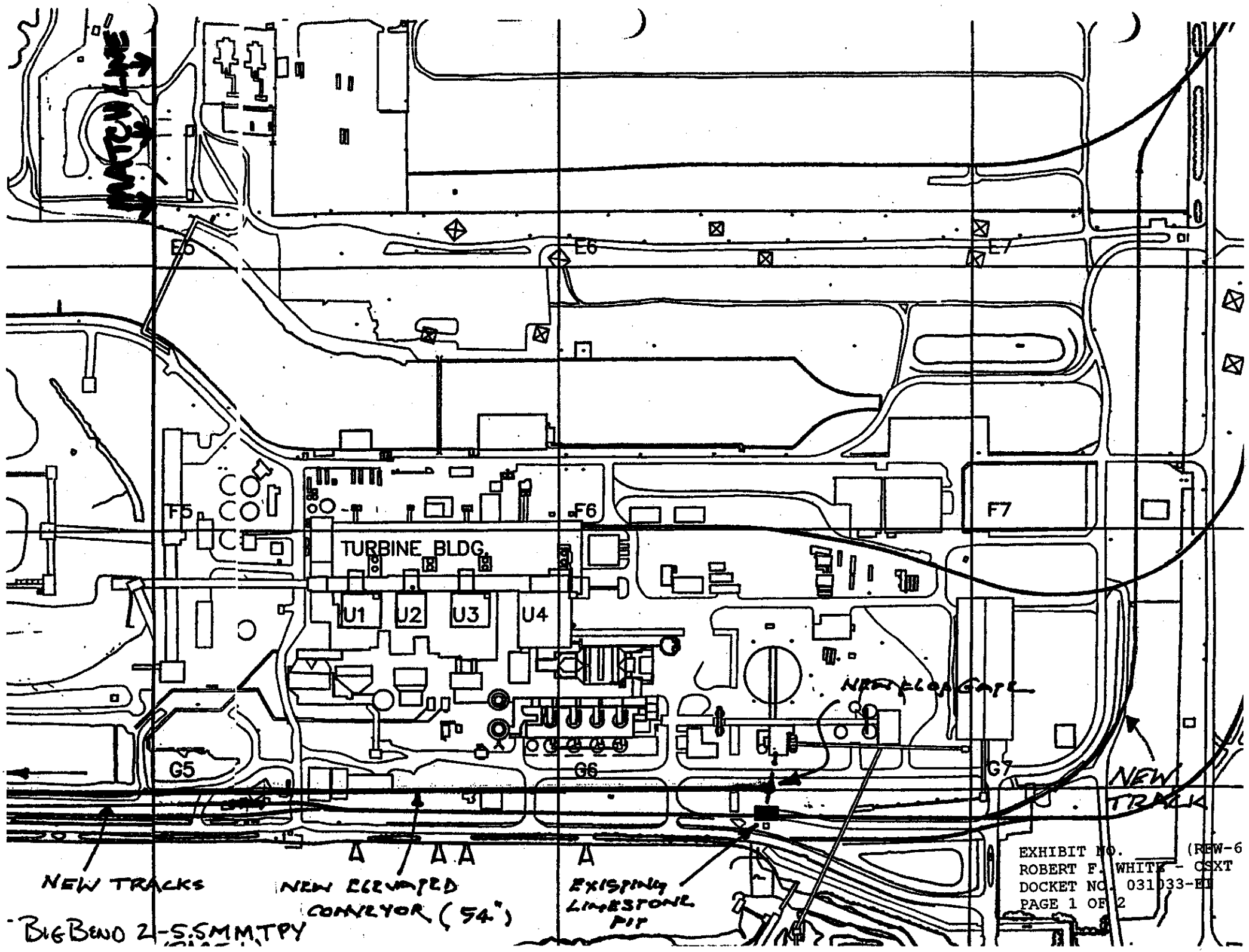
ROBERT F. WHITE - CSXT
DOCKET NO. 031033-EI


E6
E6
E7
F5
F6
F7
TURBINE BLDG.
U1
U2
U3
U4
G5
G6
G7
NEW TRACKS
NEW ELEVATED CONVEYOR (54")
EXISTING LIMESTONE PIT
NEW TRACK
EXHIBIT NO. (REW-6
ROBERT F. WHITE - CSXT
DOCKET NO. 031033-EI
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BIG BEND 2-5.5MM TPY

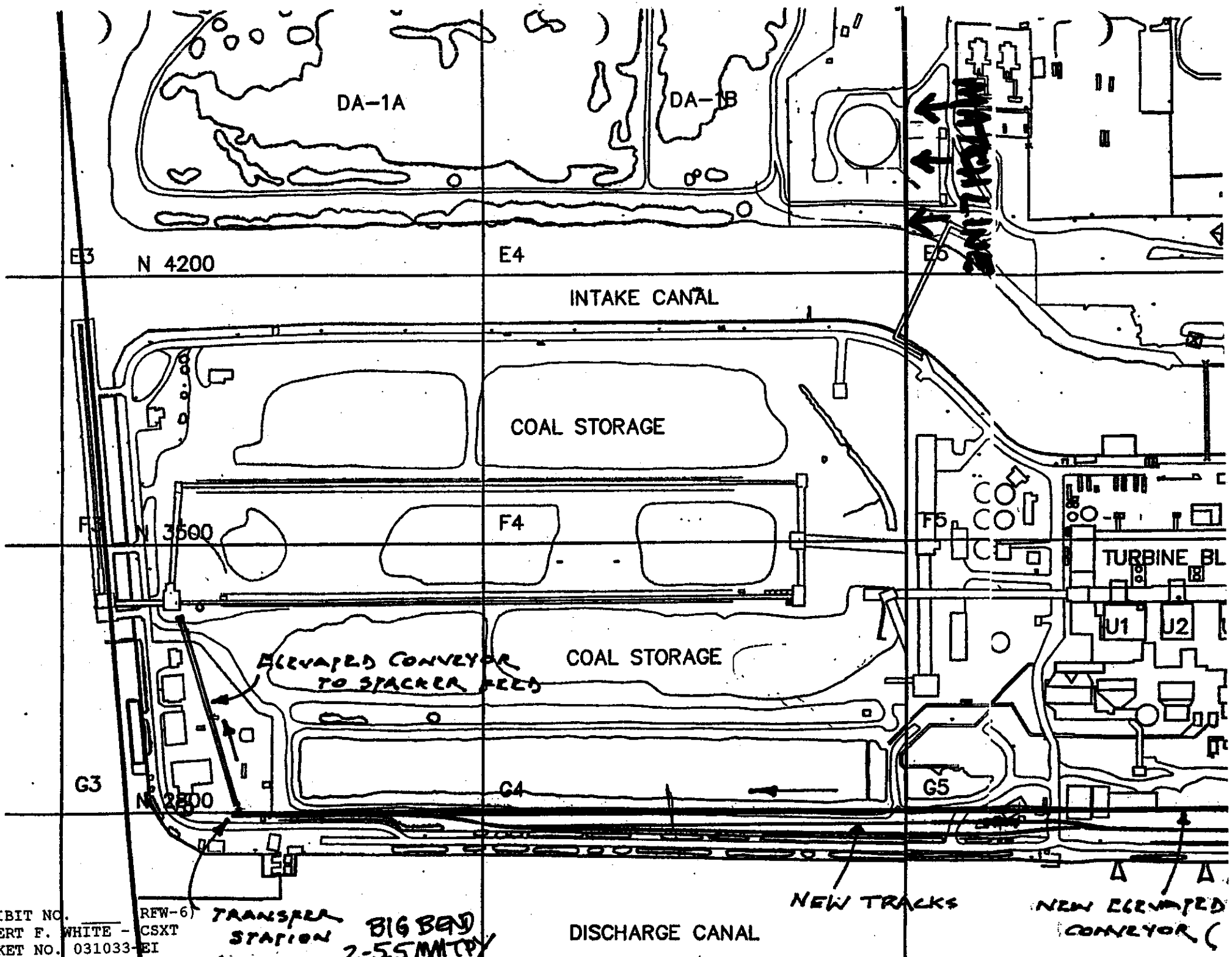

EXHIBIT NO. ____ (RFW-6)
ROBERT F. WHITE - CSXT
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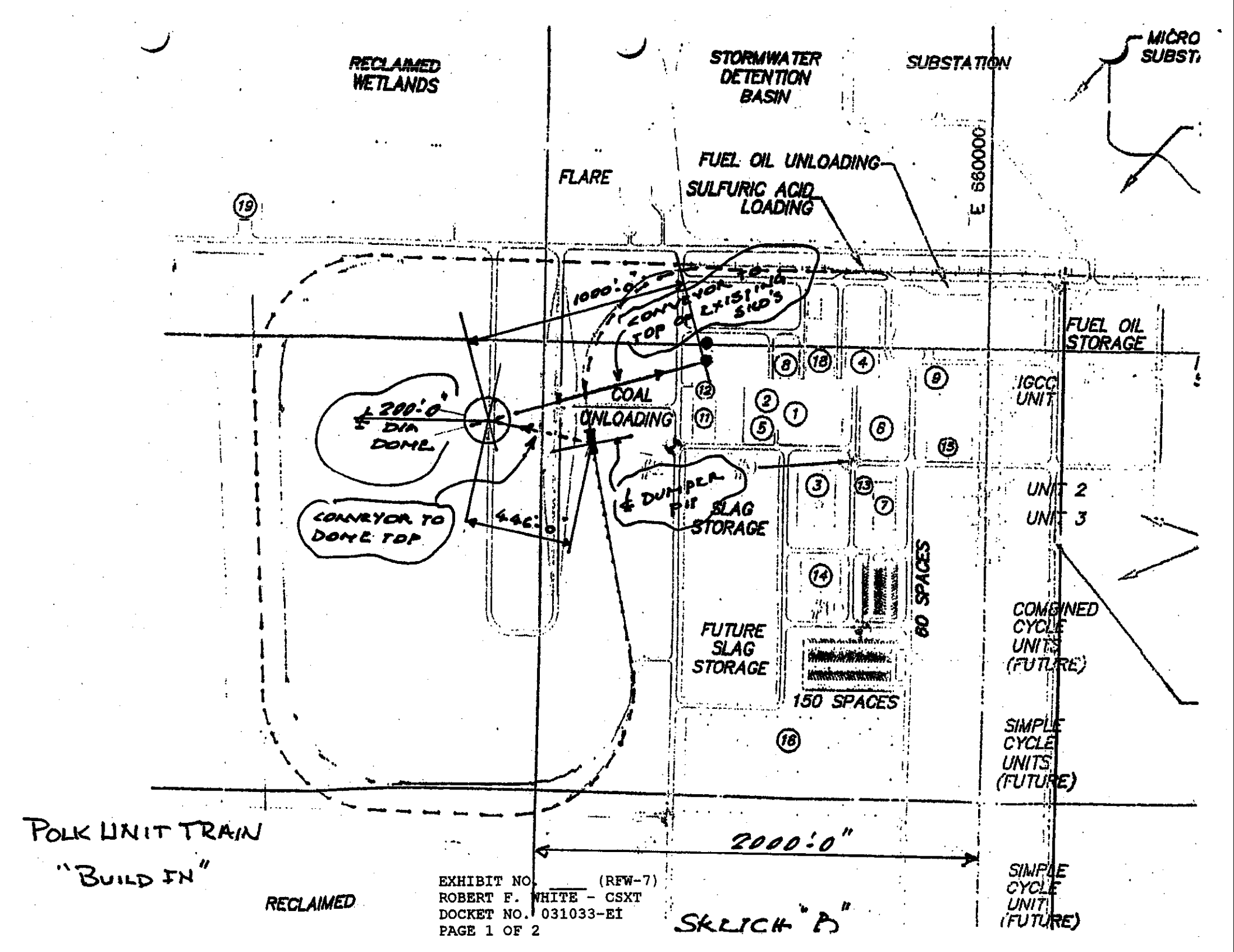

POLK UNIT TRAIN
"BUILD IN"

SKETCH "B"

EXHIBIT NO. ____ (RFW-7)
ROBERT F. WHITE - CSXT
DOCKET NO. 031033-EI
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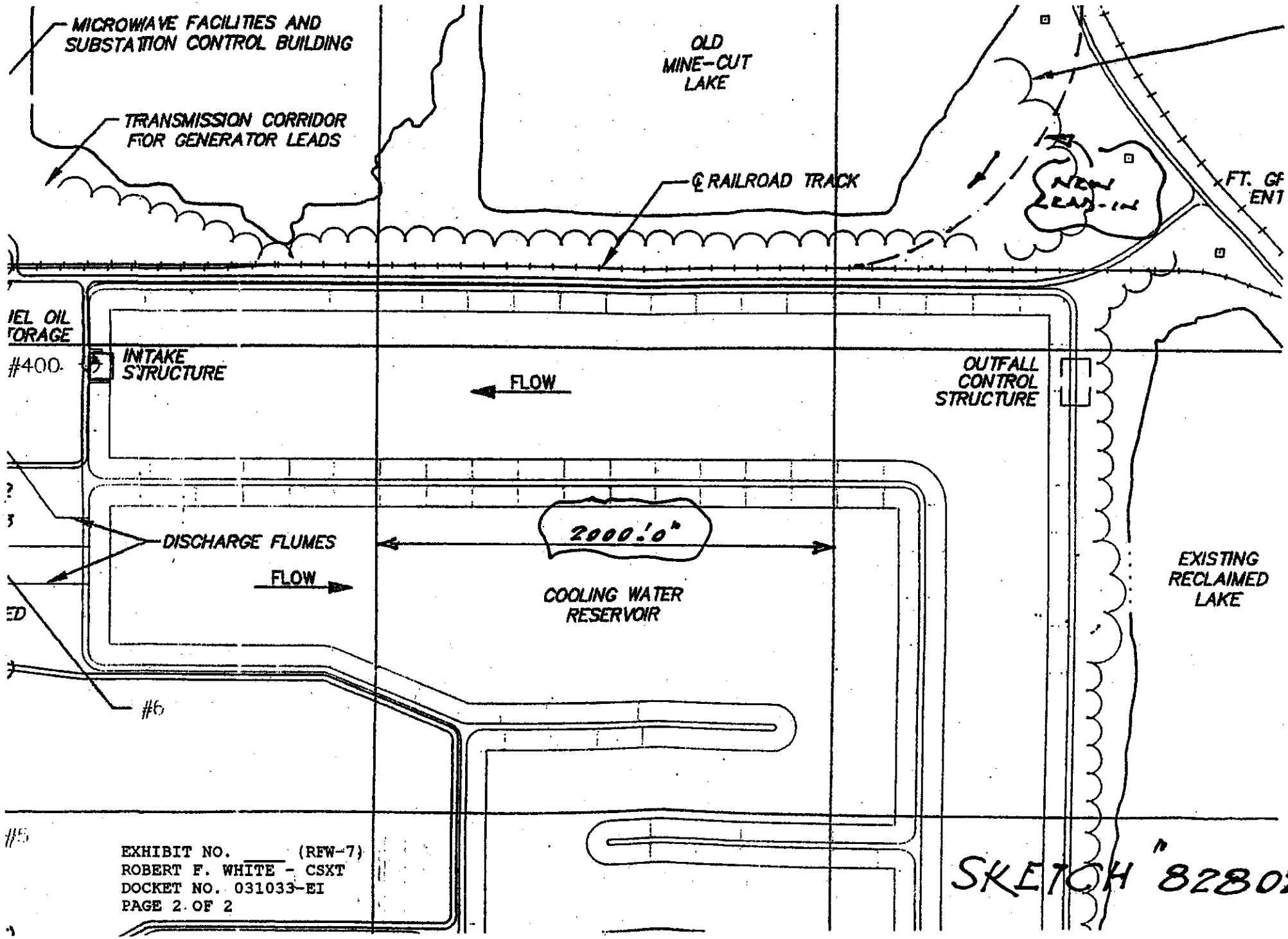

EXHIBIT NO. ____ (RFW-7)
ROBERT F. WHITE - CSXT
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SKETCH "82802"

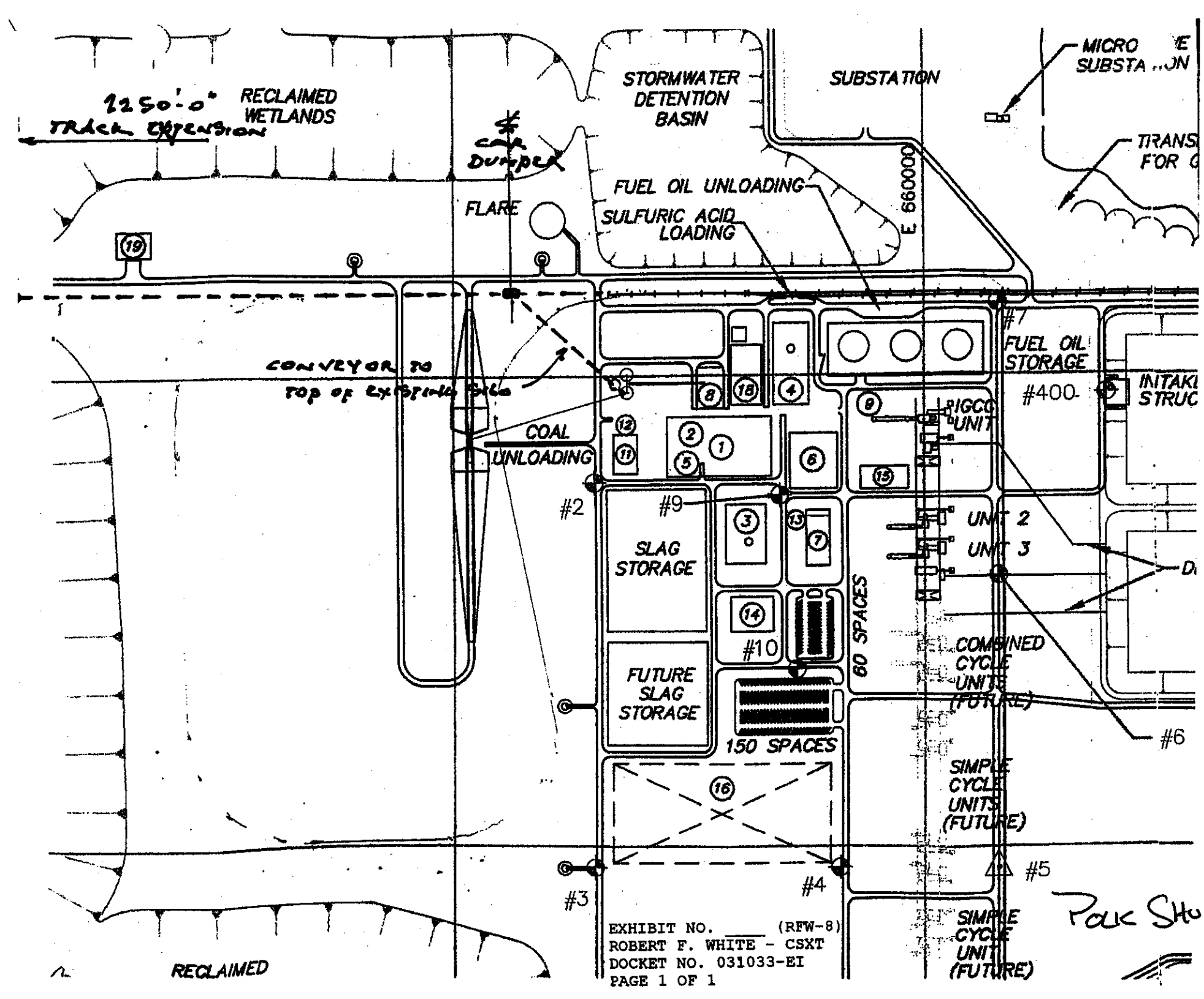

EXHIBIT NO. ____ (RFW-8)
ROBERT F. WHITE - CSXT
DOCKET NO. 031033-EI
PAGE 1 OF 1

CSX
TRANSPORTATION
Mike Bullock
Director Utility Coal

500 Water Street - J842
Jacksonville, FL 32202

March 21, 2003

Ms. Joann Wehle
Director Fuels Department
Tampa Electric Company
PO Box 111
Tampa, FL 33601-0111

Dear Joann,

I appreciate the Fuel departments availability and comments on Wednesday where CSXT reconfirmed it's desire to provide transportation service for Tampa Electric including possible build-ins at the Big Bend and Polk plants.

Reviewing our things to do, as requested we provided Karen with a CSXT origin mine directory and we are easily reached should any questions arise regarding possible coal sources. As outlined in our presentation, Bob White is available to meet with your engineering group to better understand the plants requirements and to eliminate any remaining logistical issues that could challenge our ability to service both plants. This is a critical next step in order to finalize and secure the capital required for this project. Regarding your concern as to possible environmental issues, we can enlist our State Relations group to address any impediments to the project. Finally, from your side we understand that you will be providing CSXT with needed feedback to our proposed plan.

Again, I appreciate the time that your group took to listen to our proposal and as stated in our meeting we will work through your response to ensure that we create value for Tampa Electric. We look forward to hearing from you.

Sincerely,

M. C. Bullock

cc: H. W. Smith
K. Bramley
M. C. Duff
V. L. Saunier
M. P. Sullivan
R. F. White

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ROBERT F. WHITE - CSXT
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CSX
TRANSPORTATION

500 Water Street-J842
Jacksonville, FL 32202-4057

June 13, 2003

JoAnn T. Wehle
Director - Fuels Department
Tampa Electric Company
P. O. Box 111
Tampa, FL 33601-0111

Dear JoAnn,

This letter follows my letter of March 21, 2003 given that three months has elapsed since our meeting I felt that it is appropriate that I drop you a letter as a reminder.

As part of the follow-up action plan it was agreed that CSXT would get together with TECO's engineering personnel to better estimate the physical constraints and logistical issues at the plant. This visit will enable us to refine the capital requirement for infrastructure improvements to serve the plants directly. We remain excited about this opportunity.

I look forward to hearing from you.

Best regards,

Michael C. Bullock
Director Utility South

EXHIBIT NO. ____ (RFW-9)
ROBERT F. WHITE - CSXT
DOCKET NO. 031033-EI
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CSX
TRANSPORTATION
Michael C. Bullock
Director
Utility South

500 Water Street - J842
Jacksonville, FL 32202-4057
Phone: (904) 359-3153
Fax: (904) 359-3341

July 11, 2003

Ms. Joann T. Wehle
Tampa Electric Company
Director – Fuels Department
P. O. Box 111
Tampa, FL 33601-0111

Subject: Tampa Electric's Big Bend and Polk Plants Visits

Dear Joann,

We understand you've been extremely busy these last few months, so instead of exchanging voice messages, we decided a letter would be best to express our continued interest in rail direct coal. We were disappointed that we were unable to meet with your engineering teams to review and discuss our proposed rail construction and operations at Big Bend and Polk. However, we remain very excited about the opportunity to deliver rail coal direct to these plants.

It is our understanding you are planning to solicit coal bids in the near future and we look forward to it considering FOB Rail as well as FOB Barge options. We would like to get down their prior to the bid solicitation so we can obtain your feedback prior to submitting our capital requirement for next year's capital budget. Some of your recent coal sourcing has included Galatia 56, Zeigler, Eagle Valley, and Dotiki. Are there other sources you are interested in because we would like to better understand your anticipated coal origins in order that we may provide the rates you require.

We stand ready to work with you during the bidding period to identify and develop opportunities that not only diversify Tampa Electric's supply chain but add value as well. If you have any question or would like to discuss, please feel free to contact me.

Respectfully,

Michael C. Bullock

Cc: M. Duffy – TECO
M. Sullivan – CSXT
G. Davis – CSXT
B. White – CSXT

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ROBERT F. WHITE - CSXT
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CSX
TRANSPORTATION

500 Water Street - J842
Jacksonville, FL 32202-4057
Phone: (904) 359-3153
Fax: (904) 359-3341

Michael C. Bullock
Director
Utility South

July 16, 2003

Ms. Joann T. Wehle
Tampa Electric Company
Director – Fuels Department
P. O. Box 111
Tampa, FL 33601-0111

Subject: Tampa Electric's Solicitation

Dear Joann,

Recently the Coal Transportation Report stated that Tampa Electric has issued a solicitation for waterborne transportation services for deliveries of solid fuel. If so, I wanted to let you know that CSXT has not received a solicitation to date. As previously discussed, CSXT does have the capability of delivering solid fuel via water through our Tampa facility (Rockport Terminal). This facility is strategically located near Tampa Electric's Big Bend plant.

CSXT assumes a rail transportation proposal in addition to the water delivery via Rockport will receive proper consideration. Even though rail infrastructure is required, CSXT can provide either waterborne or truck delivery during the time required to build in at both destinations.

Again, we stand ready to work with you during the bidding period to identify and develop opportunities that not only diversify Tampa Electric's supply chain but add value as well. If a bid has been solicited please forward a package to me. If not, please give us a best indication when you will be soliciting the bid and again we would like to get together with TECO's engineering personnel to better estimate the physical constraints and logistical issues at the plant.

Thank you,

Michael C. Bullock

Cc: M. C. Duff – TECO
M. P. Sullivan – CSXT
G. W. Davis – CSXT
R. F. White – CSXT

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ROBERT F. WHITE - CSXT
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CSX
TRANSPORTATION

500 Water Street-J842
Jacksonville, FL 32202-4057

July 30, 2003

Martin C. Duff
Fuels Strategist
Tampa Electric Company
P. O. Box 111
Tampa, FL 33601-0111

Dear Marty,

This is in response to Tampa Electric's transportation solicitation, WB-2004 that was provided to CSXT on July 21, 2003. First and foremost CSXT is a large, publicly traded integrated transportation company, which can financially stand behind its performance. CSXT is also the largest transporter of Eastern coal, and can provide its customers complete transportation services, including our wholly owned coal terminals and barge shipments under third party contracts. However, in responding to the solicitation CSXT relied on its expertise and outside expert consultants and concluded the rail bid package contained herein would provide savings to Tampa Electric and it's rate payers.

CSXT carefully reviewed the pros and cons of what was requested under the solicitation. While CSXT recognizes Tampa Electric and TECO Transport have a long-standing business relationship, CSXT realized that several of the segmented services under the current operating environment and solicitation result in significantly higher cost to Tampa Electric.

CSXT believes that Tampa Electric's analysis will show that there is substantially less degradation of coal quality delivered rail direct. In our experience, the water transport system results in multiple handling, long transit times, and exposure to moisture in the shipment and storage of the coal. Our experience is that each time the coal is transloaded; there is a loss of coal and a decrease in coal size. For example, the multiple handling for mines that originate by truck include the dumping of coal from truck to ground at a barge dock, the reloading of coal from ground to barge, the unloading of coal from barge to storage at New Orleans, and the reloading of coal from New Orleans into Gulf

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barges, four additional handling steps compared to rail loading at the mine and unloading at the plant.

The approximate transit time for coal from the mine to the plant is about 7-8 days by rail direct versus 30 days via the water system (See Exhibit VI). This improved time minimizes loss of heat content through coal oxidation, which can save approximately 1% of the total Btu's purchased by Tampa Electric. At an estimated 4.5 million tons per year, the coal loss due to oxidation is considerable. The water system also results in substantial moisture pick-up, due to heavy rainfall in the New Orleans area and the long exposed transit time. This additional moisture, probably 1% to 2%, creates handling and combustion problems at the plant and increased transportation and fuel costs.

Tampa Electric's current transportation system requires two large coal inventories, both at the New Orleans terminal and at the power plants. CSXT understands that this situation is partially attributable to weather and shipping across the Gulf. If Tampa Electric elects to hold additional inventory as required in the solicitation, that excess inventory will consume millions of dollars in working capital that Tampa Electric could put to other uses. CSXT proposes that by using small, frequent and fast rail shipments in the transportation pipeline can be reduced dramatically. Rail shipments and the design of our delivery system can allow blending to be accomplished at Big Bend.

After careful evaluation, CSXT has concluded that a rail delivery bid would reduce Tampa Electric's logistical and transportation cost. In direct response to solicitation WB-2004, CSXT has provided two separate rail direct bids (1-2MM TPY & 2-5.5MM TPY). In addition to the lower cost per ton, which CSXT's rail-direct offer provides, the CSXT proposals also offer additional benefits, which we believe, should be considered in the evaluation. Under either scenario, CSXT never requires over 2.0M tons annually. In addition, the proposal requiring 2.0M tons provides that CSXT offer capacity for up to 5.5M tons of delivery. In both bids, CSXT offers the ability to diversify the delivery options by providing Tampa Electric the ability to award the majority of its tonnage to a transportation alternative other than CSXT. This will provide Tampa Electric with increased reliability in the event of unpredictable disruptions to the water delivery system (floods, low water levels, storms, lock outages, etc.).

Consistent with our prior discussions and offer CSXT is committed to a significant capital outlay to serve the plants. CSXT is also bidding to provide rail shuttle service from Big Bend to Polk eliminating costly truck traffic (estimated at 25,000 trucks annually) that exist today. Due to the construction lead-time, CSXT waives the minimum tonnage for the first year and encourages Tampa

Electric to seek bids during this period to cover the existing coal agreements. Since the construction timeline is heavily contingent upon your operation, CSXT is committed to negotiations to protect your requirements during this period.

CSXT believes the two rail direct offers provide considerable economic savings, and much greater overall flexibility to Tampa Electric. As an added benefit, CSXT has determined that Tampa Electric should see lower F.O.B. rail prices than F.O.B. barge prices for a substantial amount of Tampa Electric's tons.

I look forward to discussing these proposals further with Tampa Electric.

Best regards,

Michael C. Bullock
Director Utility South

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Tampa Electric Bid A 2.0-5.5 MM TPY – Exhibit I

This proposal offers Tampa Electric an opportunity to create diversity in its transportation options. No capital investments required from Tampa Electric while considerable savings in freight and handling expenses are generated. In addition to the improved infrastructure Tampa Electric will also improve environmental and public relations by removing trucks from the highway. We believe that this is an opportunity for Tampa Electric to take advantage of a lower delivered cost and to reduce the inherent risks associated with a single source transportation provider.

This exhibit I describes this bid for 2.0 – 5.5 MM tons for solid fuel deliveries from existing Tampa Electric origins directly to Tampa Electric facilities at Big Bend, FL and Polk, FL. The 2.0 MM ton minimum and 5.5 MM ton maximum are consistent with the proposed infrastructure changes and capital improvements at these facilities. This bid provides Tampa Electric with a great deal of flexibility regarding transportation alternatives and demonstrates that CSXT can and will deliver all of Tampa's requested solid fuel needs if that is desired. CSXT is offering to provide the necessary capital to fund these projects in order to secure your valued business over the next 5 years and into the future.

This plan contemplates the construction of rail unloading facilities and conveyors at Big Bend that would enable Tampa Electric to receive trainloads of solid fuel and convey the solid fuel to the existing stockpile area. Under this scenario we would employ the use of rapid discharge equipment and higher speed conveyors in order to be in a position to handle the greater volumes contemplated by this proposal.

Another attractive feature of this proposal is the establishment of rail deliveries to Polk Station. Tampa Electric would have an option to elect a shuttle train from Big Bend to Polk or a direct mine to Polk unit train option. The shuttle train option will require the construction of conveyors, a train loading station at Big Bend, and an unloading system at Polk. This would enable Tampa Electric to remove 25,000 trucks per year from the highway and replace them with a 35-car shuttle train, 3 days per week. The solid fuel from these 35-car trains would be conveyed directly to the existing silos. As an alternative, CSXT is prepared to offer a unit train unloading facility at Polk. This scenario would provide the necessary unloading equipment and would also include a 15,000-ton dome to allow for the additional storage required to receive unit trains direct from CSXT origin mines. Tampa Electric would be required to elect the shuttle option or the unit train option, since these systems would be exclusive.

CSXT stands ready to act on this proposal on a moments notice. We recognize that construction lead-time may cause us to be unable to transport your product entirely by rail during the early part of 2004. In consideration of the construction lead-time, CSXT will not require a minimum number of tons in 2004.

In addition, since construction timelines are highly dependant on Tampa Electric support, CSXT is prepared to discuss a maximum tonnage consistent with a mutually agreed upon construction schedule. however, if you require a minimum we are prepared to offer other transportation alternatives to accommodate your needs.

Waterborne Transportation Proposal Form

Tampa Electric Company
Wholesale Marketing & Fuels

CSXT BID A - 2.0-5.5 MM TONS

PART 1

Company Name: CSX Transportation, Inc.

Mailing Address: 500 Water St. J842
Jacksonville, FL 32202

Authorized Representative: Mike Bullock

Phone Number: 904-359-3153 Fax Number: 904-359-3341

E-mail Address: Mike_Bullock@csx.com

Corporate Affiliations (Include parent, subsidiary and affiliated companies):

CSX Corporation 500 Water St., 15th floor Jacksonville, FL 32202

Facility Locations:

CSXT Locations:

AL, CT, DE, FL, GA, IL, IN, KY, LA, MD, MA, MI, MS, MO, NJ, NY, NC, OH, PA, SC, TN, VA, WV, DC, Ontario, CA and Montreal, CA

RAIL DIRECT TRANSPORTATION

The following information reflects CSXT's intention to provide rail direct service from mine origins to Tampa Electric's Big Bend and Polk plants, see Exhibits I & II

PART 2

Towing Equipment Description (Include name, age, rated horsepower, towing capability, and other pertinent information):

CSXT has locomotive fleet capable of pulling unit trains to Big Bend averaging 9,000 tons of solid fuel per train. See Exhibit III - CSXT Locomotives Counts & Types

Barge Fleet Description (Include design, configuration, type, size, style ownership, number of barges and other pertinent information):

CSXT can provide all railcars needed to serve Tampa Electric under this proposal. See Exhibit IV - CSXT Railcars Counts & Types

Insurance Coverage Description (types of coverage, insured's coverage limits, carrier, policy numbers and expiration dates, etc.):

CSX Corporation, CSXT's parent company, is a multi-billion dollar corporation that maintains a comprehensive liability program that includes a combination of self insurance (secured by CSX Corp's own assets) and third-party commercial liability insurance for extraordinary losses.

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ROBERT F. WHITE - CSXT
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WATERBORNE TRANSPORTATION PROPOSAL FORM - PART 2 (Continued)

Major Customer Listing (Including company name, tonnage lifted in 2001 and 2002, Contact and Phone number):

CSXT Top-Five Coal Customers	2001 (MM)	2002 (MM)	Contact
Southern Company	16.2	15.0	Rick Austin at 205-257-7612
AEP	10.5	13.5	Tim Stanley at 614-583-7276
Santee Cooper	7.9	8.1	Pat Runey at 843-761-8000 ext. 5032
Consumers Energy	7.3	7.0	Brian Gallaway at 517-788-2386
SCE&G	6.2	5.8	Paul Weiland at 803-217-9455

Subcontractors (Include company name, contact, phone number, and description of services rendered):

Financial Information (provide last five years of audited financial statements and other relevant information):

CSXT is a wholly owned subsidiary of CSX Corporation and financial information for CSX Corporation is provide. See Exhibit V - CSX Corp 5-Year Financials

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ROBERT F. WHITE - CSXT
DOCKET NO. 031033-EI
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TERMINAL FACILITIES
PART 3

Terminal Equipment Description (Include unloading and loading equipment, reclaim equipment, mobile equipment, rated capacities, average performance capabilities and other pertinent information):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Part 1)

Terminal Ground Storage Description (Include schematic or diagram of storage capacity):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Part 1)

Sampling Equipment (Include a description of inbound and outbound capabilities):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Part 1)

WATERBORNE TRANSPORTATION PROPOSAL FORM - PART 3 (Continued)

Weighing Equipment (Include a description of belt scale capabilities inbound and outbound):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Part 1)

Fleeting Equipment (Include a description of harbor boats and other fleeting equipment):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities.. Refer to Rail Direct Transportation (Part 1, Page 2).

Insurance Coverage description (types of coverage, insured's coverage limits, carrier, policy numbers and expiration dates, etc.):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities.. Refer to Rail Direct Transportation (Part 1, Page 2).

WATERBORNE TRANSPORTATION PROPOSAL FORM - PART 3 (Continued)

Major Customer Listing (Including company name, tonnage lifted in 2001 and 2002, Contact and Phone number):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

Subcontractors (Include company name, contact, phone number, and description of services rendered):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

Financial Information (provide last five years of audited financial statements, bank references and other relevant information):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

GULF TRANSPORTATION
PART 4

Ship or Ocean Barge Fleet Description (Include design, configuration, type, size, style, cargo capacity and other pertinent information):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 2).

Insurance Coverage Description (types of coverage, insured's coverage limits, carrier, policy numbers and expiration dates, etc):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 2).

Major Customer Listing (Including company name tonnage lifted in 2001 and 2002, Contact and Phone number):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

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WATERBORNE TRANSPORTATION PROPOSAL FORM - PART 4 (Continued)

Subcontractors (Include company name, contact, phone number, and description of services rendered):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

Financial Information (provide last five years of audited financial statements and other relevant information):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

Signature:

(Signature of person having proper authority to legally obligate the Transportation Company)

Title:

SENIOR VICE PRESIDENT - COAL SERVICE GROUP

Date:

7/30/2003

Attachment A

RAIL DIRECT TRANSPORTATION CHARGE

RAIL OPTIONS FOR 2.0 TO 5.5 MM TONS

MINE/RATE DISTRICT	ROUTE	POOL	TOTAL
Galatia Mine	IC-Paducah - CSXT	LOCK 53 POOL OHIO RIVER	$ 17.70
Liberty Mine	IC-Paducah - CSXT	" "	$ 17.70
Zeigler Mine	UP - Memphis - CSXT	UPPER MISSISSIPPI RIVER	$ 19.00
Somerville Mine	ISRR- Evansville - CSXT	NEWBURGH POOL OHIO RIVER	$ 16.06
Sullivan - Rate District	CSXT Direct	" "	$ 16.48
Princeton - Rate District	CSXT Direct Indiana	" "	$ 16.73
W. Kentucky - Rate District	CSXT Direct	SMITH LAND POOL OHIO RIVER	$ 15.62
Southern Illinois - Rate District	CSXT Direct	UNIONTOWN POOL OHIO RIVER	$ 15.98
Big Sandy - Rate District	CSXT Direct		$ 15.47
Clinchfield - Rate District	CSXT Direct		$ 14.97
JM/Harlan - Rate District	CSXT Direct		$ 15.17
Hazard/Elkhorn - Rate District	CSXT Direct		$ 16.07
Kanawha - Rate District	CSXT Direct		$ 16.44
MGA - Rate District	CSXT Direct		$ 16.72
Fairmont - Rate District	CSXT Direct		$ 17.22
Gauley North - Rate District	CSXT Direct		$ 17.72

Rates are shown on a per ton basis

Rates for synfuel shipments are $0.25 per net ton above the rates shown above.

Rates for 75-car train shipments are $0.25 per net ton above the rates shown above.

If elected per Tampa Electric's options on Polk, rail direct deliveries to the Polk plant will be $1.00 per net ton in addition to the rates outlined above.

Rates apply to shipments loaded at Carrier approved four (4) hour loading facilities.

When shipments are loaded at twenty-four (24) hour facilities the following additional amount of $0.25 per net ton shall apply.

SHUTTLE TRAIN FROM BIG BEND TO POLK

ORIGIN	ROUTE	TOTAL
Big Bend Plant	CSXT Direct	$ 4.50

Rates are shown on a per ton basis

Minimum trainsize is 35-car train

PROPOSED ESCALATION METHODOLOGY:

VARIABLE

Quarterly, 100% RCAF(U) beginning April 1, 2004 for CSXT and Interline rates.

FUEL

Rail shipments will be subject to the Fuel Surcharge per Tariff CSXT 8200.

DEMURRAGE RATE

Big Bend will be classified as a four (4) hour unload facility (subject to the terms of Tariff CSXT 8200).

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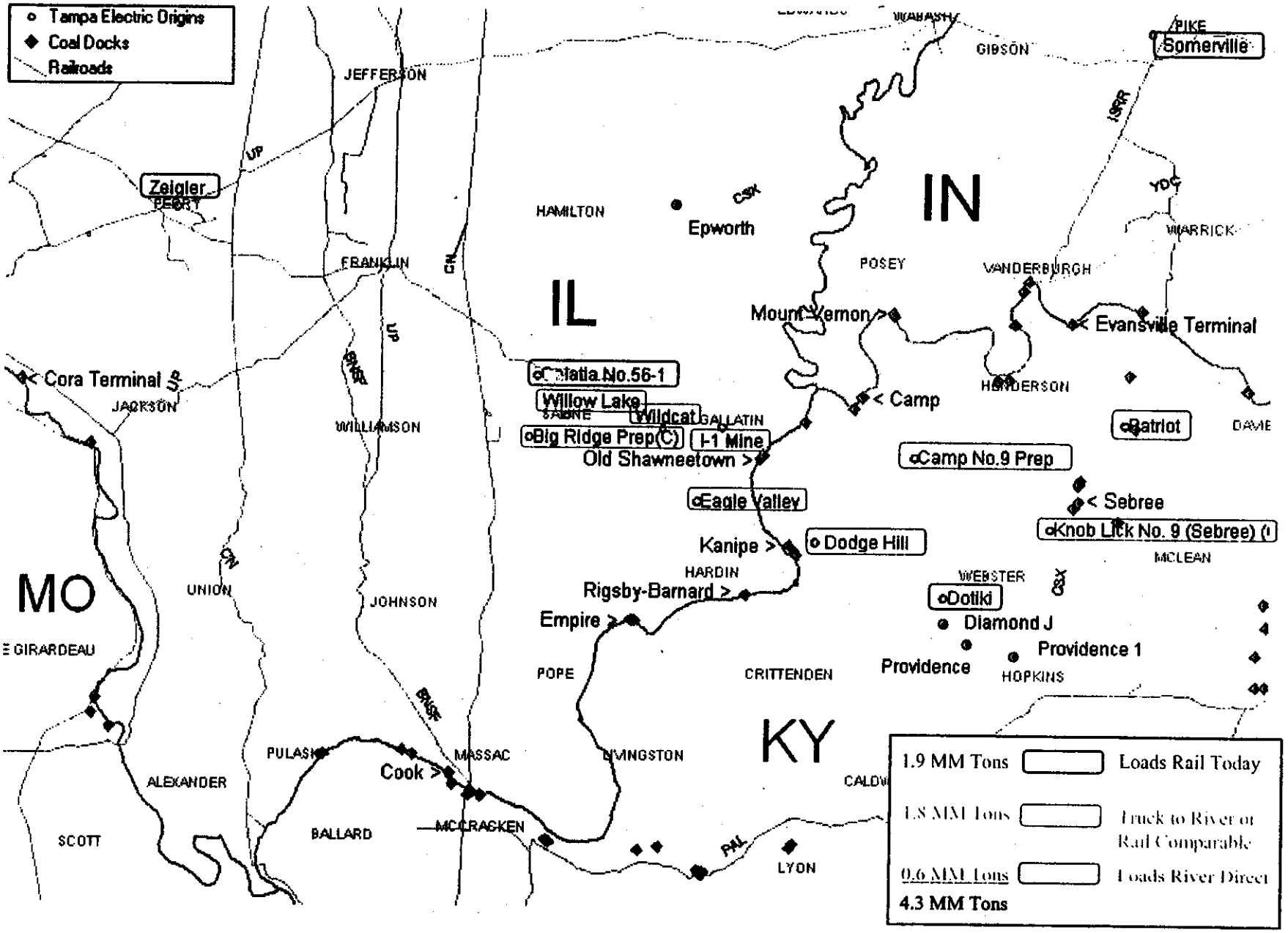

EXHIBIT NO. ____ (RFW-10)
ROBERT F. WHITE - CSXT
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Attachment B

TERMINAL CHARGE

TOTAL
N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Tampa Electric will avoid all terminal charges. See Rail Direct Transportation (Part 1)

OCEAN TRANSPORT CHARGE

VARIABLE	FIXED	FUEL	TOTAL
N/A	N/A	N/A	N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Part 1)

DEMURRAGE RATE:

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Attachment A)

DEAD FREIGHT RATES:

RAIL DIRECT TRANSPORTATION SERVICES	$ 5.33 per net ton below Minimum Annual Volume Requirment for the applicable Contract Year.
TERMINAL SERVICES	N/A
OCEAN TRANSPORTATION SERVICES	N/A

EXHIBIT NO. ____ (RFW-10)
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Attachment C

UNLOADING PORT FACILITIES - CAPABILITIES AND LIMITATIONS

A. Tampa Electric's Big Bend Station on Hillsborough Bay, Tampa, Florida.

1. Draft Limitation: 33 feet.
2. Maximum Vessel Dimensions: 650 feet length; and vessels over 600 feet must be shifted at the dock during unloading. 85 feet beam.
3. Airdraft: Maximum airdraft is 47 feet. Vessel may have to be ballasted during unloading to maintain this maximum.
4. Minimum Hatch Size: 38' width x 50' length; greater size highly desirable.
5. Discharging Equipment: Dravo ladder bucket machine and Traveling Clamshell Crane.
6. Expected Average Unloading Rate: 2000 net tons per hour, excluding delays caused by vertical interference from vessel booms, masts and superstructures.
7. Draft Surveying: If it is necessary to make a draft survey of the delivering vessel in loaded conditions, such survey is to be made while the vessel is standing in deep water before she comes into the dock.

B. EXCEPTIONS: Vessel of slightly different maximum dimensions may be accommodated provided that mutual agreement has been reached between the Seller and Tampa Electric and/or Tampa Electric's unloading contractor prior to loading and also prior to any commitments on the part of the Seller to utilize such vessels.

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Exhibit II

Transportation Particulars for Rail Delivery

of

2.0 to 5.5 MM Tons

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Bid Solicitation WB-2004
Transportation Particulars for Rail Delivery
Exhibit II – 2.0 to 5.5 MM Tons

Commodity: Solid Fuel- Coal, STCC 11-212 90, Synfuel, STCC 29-911-91 and Petroleum Coke, STCC 29-913 for consumption at destination

Origin(s): See Attachment A in CSXT Bid A

Destinations: Tampa Electric – Big Bend Plant, Tampa, FL and Polk Plant, Polk County, FL

Term: 5 Years; January 1, 2004 – December 31, 2008

Equipment: Carrier (Owned or Leased); Open Top Hoppers
Foreign Equipment in connection with originating carriers

Annual Volume:

	Requirement
2004	Minimum: No Annual Volume Requirement Maximum: 1,500,000 Net Tons at Big Bend, subject to revision based on 7/1/04 completion of capital improvements.
2005-2008	Minimum: 2,000,000 Net Tons at Big Bend, including that at least 1.0 MM tons ship from CSXT Rail Direct Origins per Tariff CSXT 8200. Maximum: 5,500,000 Net Tons at Big Bend

Volume Incentive: After 1,000,000 tons has shipped from CSXT Rail Direct Origins per Tariff CSXT 8200, Tampa Electric will receive a $2.00 per Net Ton rate reduction on the effective base rates for all CSXT originated tons shipped exceeding 1,000,000 tons.

Capital Improvements: CSXT will provide funding for capital enhancements that will enable Tampa Electric to receive unit trains of coal at the Big Bend Plant and if desired, CSXT can also provide the ability to load shuttle trains (35 cars) at Big Bend for Polk Station or provide for rail direct delivery of unit trains to Polk from CSXT mine origins.

Big Bend improvements to include upgrade to the existing railcar dumping system to a high speed rapid discharge system, construction of a new truck dump for limestone, additional tracks, new conveyance system that will tie into the existing stacker/reclaimer system. These capital improvements at Big Bend are anticipated not to exceed $7.1MM. A system to load a 35-car shuttle train on the Northeast end of the property is

anticipated not to exceed $3.7M.

Polk improvements to accommodate a 35 cars shuttle train include a rail track, dumping system, and required conveyance systems to existing silos. This cost is estimated not to exceed $2.4M. Improvements required to receive unit trains direct from CSXT mine origins include a Rotary dump system, loop track, conveyor system and a 15,000 ton dome storage facility. These capital improvements are anticipated not to exceed $6.5M.

CSXT has developed these costs with very limited access to these plants. However, we are confident in our estimates and would be willing to invest up to 120% of these estimates for each scenario described above. Capital requirements in excess of 120% of the CSXT estimates would become the responsibility of Tampa Electric. In addition, if actual costs are less than 100% of these estimates we would offer an amount equal to the difference between 80% and 100% of the estimates to Tampa Electric to be spent on capital improvements to existing coal handling facilities in the stockpile/coal storage areas at Big Bend or Polk.

Polk Options

Shuttle Option (35 car trains from Big Bend)
Shuttle Rate : $4.50 net ton (tonnage does not count toward Big Bend Minimum or Maximum)
Commitment : 80% of total Polk fuel receipts annually
Term: 5 years

Direct rail option: 90 car unit trains from CSXT origin mines (as defined in tariff CSXT – 8200)
Rate : $1.00 in addition to Big Bend rates as outlined in Attachment A.
Commitment: 80% of total Polk fuel receipts annually
Term: 5 years

Other Provisions:

This proposal contemplates the unloading of rail equipment by Tampa Electric employees consistent with existing operations.

Timeline:

Within 90 days after acceptance of this proposal, Tampa Electric and CSXT will mutually agree on a construction period that will not exceed the first-year duration.

Payment:

ACH Credit, within 15 days of freight bill date

Rail Provisions:

Unless otherwise specified, transportation will be governed by the rules of Tariff CSXT 8200, as amended.

Confidentially:

The provisions of this agreement are considered confidential and

may not be disclosed to a third party.

Offer Expiration: October 1, 2003

Exhibit III

CSXT Locomotives

Counts & Types

CSXT LOCOMOTIVE FLEET BY NUMBER SERIES AND CLASS
4/1/2003

#SERIES	CLASS
0001-0599	CW44AC
0600-0699	CW60AC/ CW44-6
0700-0789	SD70AC
0800-0812	SD80AC
1006-1018	MT6
1021-1068	SWMT
1100-1119	SW1500
1122-1128	SW1001
1130-1139	MP15AC
1140-1149	MP15
1150-1194	MP15AC
1200-1241	MP15T
1500-1524	GP15T
1534-1563	GP15
2200-2350	RDSLUG
2402	SD20-2
2411-2436	SD40-2
2450-2454	SD38-2

(FOR SWMT)

2504-2519	GP38-2
4280-4299	GP39
2402	SD20-2
2411-2436	SD40-2

#SERIES	CLASS
2456-2466	SD38
2500-2814	GP38-2
3177	B23-7
3185-3188	B23-7R
4280-4299	GP39
4300-4319	GP39-2
4400-4452	GP40-2
4601-4621	SD40
4675-4699	SD70M
5000-5016	CW60AC/ CW44-6
5101-5122	CW44AC
5500-5581	B30-7
5808-5925	B36-7
5930-5961	B40-8
6000-6084	GP40-2
6085	GP38ZS
6086-6499	GP40-2
6595-6834	GP40

POWER UNITS

(16 UNITS)	2500-2503
(16 UNITS)	6400-6499
(1 UNIT)	6900-6947
(18 UNITS)	
	2456-2467

#SERIES	CLASS
6897-6899	GP60
6900-6947	GP40-2
7001-7140	C30-7
7300-7396	CW40-8
7480-7488	C39-8
7489-7646	C40-8
7650-7929	CW40-8
8000-8488	SD40-2
8499-8676	SD50
8700-8721	SD60
8722-8755	SD60I
8756-8786	SD60M
8787-8790	SD60
8800-8889	SD40-2
8954-8976	SD45-2
9000-9052	CW44-9
9118	RCPush
9992-9993	F40PH2

(FOR RDSLUG)

GP38-2	(4 UNITS)
GP40-2	(100 UNITS)
GP40-2	(45 UNITS)

(FOR MT6)

SD38	(10 UNITS)

CSXT LOCOMOTIVE OWNERSHIP BY TYPE OF SERVICE
4/1/2003

SWITCHERS

UNITS	CLASS
10	MP15
55	MP15AC
42	MP15T
1	SD20-2
9	SD38
5	SD38-2
15	SD40
24	SD40-2
2	SD45-2
5	SW1001
19	SW1500
187	Total

SWMATE/SLUGS

UNITS	CLASS
11	MT6
1	RCPush
149	RDSlug
32	SWMT
193	Total

4-AXLE

UNITS	CLASS
1	B23-7
4	B23-7R
68	B30-7
87	B36-7
32	B40-8
2	F40PH2
30	GP15
25	GP15T
284	GP38-2
1	GP38ZS
16	GP39
20	GP39-2
4	GP40
440	GP40-2
1014	Total

6-AXLE

UNITS	CLASS
35	C30-7
6	C36-7
9	C39-8
156	C40-8
376	CW40-8
98	CW44-6
53	CW44-9
583	CW44AC
19	CW60AC
3	GP60
453	SD40-2
3	SD45-2
177	SD50
26	SD60
34	SD60I
31	SD60M
90	SD70AC
25	SD70M
13	SD80AC
2190	Total

OWNERSHIP

SWITCH	
EMD	187
4-AXLE	
GE	192
EMD	822
Total	1014
6-AXLE	
GE	1335
EMD	855
Total	2190
SWMATE/SLUG	193
GE UNITS	1527
EMD	1864
Total	3584

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ROBERT F. WHITE - CSXT
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Exhibit IV

CSXT Railcars

Counts & Types

FREIGHT CAR REPORT BY FLEET PLANNING CAR TYPE

CAR MAINTENANCE DATA SYSTEM

APRIL 2003

CAR TYPES WITH CSX REPORTING MARKS	CARS OWNED LEASED	HEAVY BAD ORDER CLASS 1	CLASS 2	CLASS 3	TOTAL	%	SERVICE ABLE FLEET	RETIRED REVENUE CARS SCRAP DEALERS'	SCRAP POOLS	OTHER POOLS	TOTAL
102 50 FT RBL BOX	862	1	38	10	49	5.7	813	1		10	11
103 60 FT RBL BOX	214	0	3	0	3	1.4	211	0		0	0
104 50 FT RUF BOX	6483	7	296	38	335	5.0	6348	88		51	131
105 50 FT CUF BOX	3839	4	180	3	187	4.2	3652	32		15	47
107 60 FT BOX	3952	17	285	32	334	8.5	3618	29		11	40
108 66 FT BOX	1966	7	147	24	178	9.1	1788	23		3	26
109 REFRIGERATOR CARS	32	0	0	0	0	.0	32	0		1	1
110 ROTARY DRY ROCK CAR	976	6	15	3	24	2.5	952	3		15	18
112 AIRSLIDE >4000 CFC	232	0	19	4	23	9.9	209	7		4	11
113 COVERED HOP <4000 CFC	5886	30	425	105	560	9.5	5326	8		17	25
114 COVERED HOP >4000 CFC	9745	27	267	49	343	3.5	9402	104		104	210
115 SPEC. BIG COV HOP	348	0	15	1	20	5.7	328	0		1	1
116 PRESS. DIFF. COV. HOP	0	0	0	0	0	.0	0	0		0	0
120 GONDOLA <52FT 100T HI SIDE	8915	83	185	68	336	3.8	8579	34		38	72
121 GONDOLA 66 FT	392	5	8	6	19	4.8	373	4		6	10
122 COVERED COIL GONDOLA	4271	10	182	67	259	6.1	4012	10		8	18
123 OPEN COIL GONDOLA	1072	6	134	54	194	18.1	878	8		3	11
125 OTHER EQUIPPED GONDOLAS	45	0	1	2	3	6.7	42	0		0	0
126 ROTARY GONDOLAS	431	2	37	9	48	11.1	383	0		0	0
127 BATHTUB GONDOLAS	14881	35	967	1070	2072	14.0	12729	22		20	42
128 GEN SVC < 100T	385	2	16	30	50	15.1	327	1		3	4
129 GEN SVC > 100T	12890	0	2363	245	2608	20.2	10282	73		127	200
130 SPECIAL SERVICE - ROCK	4763	5	615	106	726	15.2	4037	10		2	12
131 SPECIAL SERVICE - OTHER	1768	0	28	26	54	3.1	1714	5		2	7
132 STANDARD WOODCHIP CARS	1485	5	37	40	82	5.5	1403	15		14	29
133 ROTARY WOODCHIP GONDOLA	408	2	10	6	18	4.4	390	0		2	2
134 BULKHEAD FLATS	144	2	3	0	5	3.5	139	4		3	7
135 PULPWOOD FLATS	422	0	0	2	2	.5	420	4		5	9
136 LONG LOG FLATS	214	0	27	0	27	12.6	187	3		2	5
138 PLAIN & EQUIPPED FLATS	302	2	0	2	4	1.3	298	1		1	2
139 HEAVY DUTY FLATS	16	0	0	0	0	.0	16	0		0	0
141 SPECIAL FLATS	197	1	2	4	7	3.6	190	0		1	1
142 OTHER CAR TYPES	2	0	0	0	0	.0	2	0		0	0
144 TRI-LEVEL FLATS	20	0	0	0	0	.0	20	0		0	0
148 STACK CARS	291	0	0	0	0	.0	291	0		0	0
TOTAL MARCH 2003 TOTALS	87169 87349	263 282	6301 6028	2814 1959	8578 8269	9.8 9.5	78591 79080	483 512		462 522	945 1034

CAR TYPES WITH FOREIGN REPORTING MARKS

		APR	MAR
BILEVEL FLATS	7960	7960	7963
TRILEVEL FLATS	5418	5410	5448
FLATS	3758	3758	3727
TOFC FLATS	0	0	0
HOPPERS	189	189	189
ALL OTHER	2585	2585	2643
TOTAL FOREIGN	19902	19902	20030

TOTAL CARS OWNED 47106
TOTAL CARS LEASED 59885

EV0S8101
FREIGHT CAR SITUATION REPORT

CSX TRANSPORTATION
CAR MAINTENANCE DATA SYSTEM

APRIL 2003

CAR TYPES WITH CSX REPORTING MARKS	CARS OWNED LEASED	HEAVY BAD ORDER CLASS 1	CLASS 2	CLASS 3	TOTAL	%	SERVICE ABLE FLEET	RETIRED REVENUE CARS SCRAP DEALERS'	SCRAP POOLS	OTHER POOLS	TOTAL
BOX PLAIN 50 FT	3828	2	123	16	140	4.6	2888	39		10	49
BOX EQUIP 50 FT & UNDER	4521	9	334	26	369	5.7	4152	73		55	128
BOX EQUIP 60 FT	4134	17	298	32	347	8.4	3789	29		12	41
BOX EQUIP 86 FT	1966	7	147	24	178	9.1	1788	23		3	26
BOX INSUL & REFRG	1106	1	41	10	52	4.7	1054	1		11	12
COV HOP 2010 CUFT & LESS	4	0	0	1	1	25.0	3	0		0	0
COV HOP 2011-2999 CU FT	4489	19	284	77	382	8.5	4107	1		5	6
COV HOP 3000-3999 CU FT	1393	11	139	27	177	12.7	1216	7		12	19
COV HOP 4000-4399 CU FT	446	0	2	1	3	.6	443	15		8	23
COV HOP 4400-4999 CU FT	9281	27	268	46	340	3.7	8941	91		96	187
COV HOP 5000 & OVER	347	4	15	1	20	5.8	327	0		1	1
COV HOP AIRSLIDE 2600 CU FT	1	0	0	0	0	.0	1	0		0	0
COV HOP AIRSLIDE 4100 CU FT	231	0	19	4	23	10.0	208	7		4	11
GONS PLN 50 & 70 T UNDR 61 F	0	0	0	0	0	10.0	0	0		0	0
GONS PLN 100 T UNDER 61 FT	9322	84	220	87	391	4.2	8931	34		39	73
GONS PLN 70 T OVER 61 FT	144	4	10	5	19	13.0	127	5		6	11
GONS EQP 100 T COIL	4950	15	279	104	398	8.0	4552	17		3	20
GONS EQP 50 & 70 T ALL OTHER	4	0	0	0	0	.0	4	0		0	0
GONS EQP 100 T ALL OTHERS*	15077	36	968	1071	2075	13.8	13002	22		20	42
OPEN TOP HOPPERS 50 TON	0	0	0	0	0	13.8	0	0		0	0
OPEN TOP HOPPERS 60 TON	0	0	0	0	0	13.8	0	0		0	0
OPEN TOP HOPPERS 70 TON	2	0	0	0	0	.0	2	0		0	0
OPEN TOP HOPPERS 90 TON	383	2	18	36	58	15.1	325	1		3	4
OPEN TOP HOPPERS 100 TON	14124	2	2652	294	3148	22.3	10976	42		128	210
HOPPERS - SPECIAL SERVICE	1277	0	3	10	13	1.0	1264	0		0	0
HOPPERS - WOODCHIP	2146	7	62	60	129	6.0	2037	17		17	34
HOPPERS - AGGREGATE	2488	2	44	32	78	3.1	2410	0		0	0
FLAT - PLAIN	13	2	0	1	3	23.1	10	0		0	0
FLAT - EQUIPPED	649	3	4	5	12	2.0	597	5		5	10
FLAT - PULPWOOD	650	0	27	2	29	4.5	621	7		7	14
ALL OTHERS**	333	0	1	0	1	.3	332	0		0	0
PHOSPHATE WET ROCK ROT GON	431	2	37	9	48	11.1	383	0		0	0
PHOSPHATE DRY ROCK ROT GON	461	2	3	0	5	1.1	456	0		0	0
PHOSPHATE WET ROCK HOPPER	1257	1	92	27	120	9.5	1137	4		2	6
PHOSPHATE DRY ROCK ROT HOP	515	4	12	3	19	3.7	496	3		15	18
TOTAL MARCH 2003 TOTALS	87169 87349	263 282	6301 6028	2814 1959	8578 8269	9.8 9.5	78591 79080	483 512		462 522	945 1034

CAR TYPES WITH FOREIGN REPORTING MARKS

		APR	MAR
BILEVEL FLATS	7960	7960	7963
TRILEVEL FLATS	5418	5410	5448
FLATS	3758	3758	3727
TOFC FLATS	0	0	0
HOPPERS	189	189	189
ALL OTHER	2585	2585	2643
TOTAL FOREIGN	19902	19902	20030

TOTAL CARS OWNED 47106
TOTAL CARS LEASED 59885

*INCLUDES BATHTUB GONS
**INCLUDES STACK CARS

Exhibit V

CSX Corp 5-Year Financials

Financial Highlights

(Millions of Dollars, Except Per Share Amounts)

Earnings from Continuing Operations	2002	2001	2000	1999	1998
Operating Revenue	$ 8,152	$ 8,110	$ 8,191	$10,375	$ 9,490
Operating Expense	7,025	7,153	7,386	9,802	8,359
Operating Income	$ 1,127	$ 957	$ 805	$ 573	$ 1,131
Net Earnings from Continuing Operations	$ 424	$ 293	$ 186	$ 32	$ 520
Earnings Per Share from Continuing Operations	$ 2.00	$ 1.39	$ .88	$ .15	$ 2.47
Earnings Per Share from Continuing Operations, Assuming Dilution	$ 1.99	$ 1.38	$ .88	$ .15	$ 2.43
Financial Position					
Cash, Cash Equivalents and Short-term Investments	$ 264	$ 618	$ 686	$ 974	$ 533
Working Capital Deficit	$ (665)	$ (1,023)	$ (1,231)	$ (910)	$ (616)
Total Assets	$20,951	$20,801	$20,548	$20,828	$20,535
Long-term Debt	$ 6,519	$ 5,839	$ 5,896	$ 6,304	$ 6,540
Shareholders' Equity	$ 6,241	$ 6,120	$ 6,017	$ 5,756	$ 5,880
Other Data Per Common Share					
Cash Dividends	$ .40	$ .80	$ 1.20	$ 1.20	$ 1.20
Book Value	$ 29.07	$ 28.64	$ 28.28	$ 26.35	$ 27.08
Market Price					
High	$ 41.40	$ 41.30	$ 33.44	$ 53.94	$ 60.75
Low	$ 25.09	$ 24.81	$ 19.50	$ 28.81	$ 36.50
Employees – Annual Averages					
Rail	33,464	35,014	35,496	31,952	28,358
Other	6,464	6,446	9,955	16,998	17,789
Total	39,928	41,460	45,451	48,950	46,147

See accompanying Consolidated Financial Statements (All periods reflect contract logistics as a discontinued operation).

Significant events include the following:

2002 – A charge to write-down indefinite lived intangible assets as a cumulative effect of accounting change, which reduced earnings $83 million before tax, $43 million after tax and consideration of minority interest, 20 cents per share (See Note 1, Significant Accounting Policies).

2001 – A charge in the fourth quarter of 2001 to account for the settlement of the 1987 New Orleans tank car fire litigation. This charge reduced earnings by $60 million before tax, $37 million after tax, 17 cents per share.

1999 – A loss on the sale of international container-shipping assets net of a related benefit from discontinuing depreciation of those assets from the date they were classified as "held for disposition." The net effect of the loss and the depreciation benefit reduced earnings by $360 million before tax, $271 million after tax, $1.27 per share.

– A charge to recognize the cost of a workforce reduction program at the Company's rail and intermodal units that reduced earnings by $55 million before tax, $34 million after tax, 16 cents per share.

– A gain on the sale of the Company's Grand Teton Lodge resort subsidiary that increased earnings by $27 million before tax, $17 million after tax, 8 cents per share.

1998 – A net investment gain, primarily from the conveyance of American Commercial Lines LLC, the Company's wholly-owned barge subsidiary, to a joint venture. The gain increased earnings by $154 million before tax, $90 million after tax, 42 cents per share.

– A restructuring credit to reverse certain separation and labor protection reserves established by the Company's rail unit as part of a 1995 restructuring charge. The restructuring credit increased earnings by $30 million before tax, $19 million after tax, 9 cents per share.

Exhibit VI

Dotiki Mine Transportation Comparison

Tampa Electric Bid B 1.0-2.0 MM TPY – Exhibit I

This proposal offers Tampa Electric an opportunity to create diversity in its transportation options. No capital investments required from Tampa Electric while considerable savings in freight and handling expenses are generated. In addition to the improved infrastructure Tampa Electric will also improve environmental and public relations by removing trucks from the highway. We believe that this is an opportunity for Tampa Electric to take advantage of a lower delivered cost and to reduce the inherent risks associated with a single source transportation provider.

This exhibit I describes this bid for 1.0 – 2.0 MM tons for solid fuel deliveries from existing mine origins directly to Tampa Electric facilities at Big Bend, FL and Polk, FL. The 1.0 MM ton minimum and 2.0 MM ton maximum at Big Bend are consistent with the proposed infrastructure changes and capital improvements at these facilities. CSXT is offering to provide the necessary capital to fund these projects in order to secure your valued business over the next 5 years and into the future.

This plan contemplates the construction of rail unloading facilities and conveyors at Big Bend that would enable Tampa Electric to receive trainloads of solid fuel and convey the solid fuel to the existing stockpile area.

Another attractive feature of this proposal is the establishment of rail deliveries to Polk Station. Tampa Electric would have an option to elect a shuttle train from Big Bend to Polk or a direct mine to Polk unit train option or elect to continue the current truck operation. The shuttle train option will require the construction of conveyors, a train loading station at Big Bend, and an unloading system at Polk. This would enable Tampa Electric to remove 25,000 trucks per year from the highway and replace them with a 35-car shuttle train, 3 days per week. The solid fuel from these 35-car trains would be conveyed directly to the existing silos. As an alternative, CSXT is prepared to offer a unit train unloading facility at Polk. This scenario would provide the necessary unloading equipment and would also include a 15,000-ton dome to allow for the additional storage required to receive unit trains direct from CSXT origin mines. Tampa Electric would be required to elect the shuttle option or the unit train option, since these systems would be mutually exclusive.

CSXT stands ready to act on this proposal on a moments notice. We recognize that construction lead-time may cause us to be unable to transport your product entirely by rail during the early part of 2004. In consideration of the construction lead-time, CSXT will not require a minimum number of tons in 2004. In addition, since construction timelines are highly dependant on Tampa Electric support, CSXT is prepared to discuss a maximum tonnage consistent with a mutually agreed upon construction schedule.

Waterborne Transportation Proposal Form

Tampa Electric Company
Wholesale Marketing & Fuels

CSXT BID B - 1.0-2.0 MM TONS

PART 1

Company Name: CSX Transportation, Inc.

Mailing Address: 500 Water St. J842
Jacksonville, FL 32202

Authorized Representative: Mike Bullock

Phone Number: 904-359-3153 Fax Number: 904-359-3341

E-mail Address: Mike_Bullock@csx.com

Corporate Affiliations (Include parent, subsidiary and affiliated companies):

CSX Corporation 500 Water St., 15th floor Jacksonville, FL 32202

Facility Locations:

CSXT Locations:

AL, CT, DE, FL, GA, IL, IN, KY, LA, MD, MA, MI, MS, MO, NJ, NY, NC, OH, PA, SC, TN, VA, WV, DC, Ontario, CA and Montreal, CA

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RAIL DIRECT TRANSPORTATION

The following information reflects CSXT's intention to provide rail direct service from mine origins to Tampa Electric's Big Bend and Polk plants, see Exhibits I & II

PART 2

Towing Equipment Description (Include name, age, rated horsepower, towing capability, and other pertinent information):

CSXT has locomotive fleet capable of pulling unit trains to Big Bend averaging 9,000 tons of solid fuel per train. See Exhibit III - CSXT Locomotives Counts & Types

Barge Fleet Description (Include design, configuration, type, size, style ownership, number of barges and other pertinent information):

CSXT can provide all railcars needed to serve Tampa Electric under this proposal. See Exhibit IV - CSXT Railcars Counts & Types

Insurance Coverage Description (types of coverage, insured's coverage limits, carrier, policy numbers and expiration dates, etc.):

CSX Corporation, CSXT's parent company, is a multi-billion dollar corporation that maintains a comprehensive liability program that includes a combination of self insurance (secured by CSX Corp's own assets) and third-party commercial liability insurance for extraordinary losses.

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WATERBORNE TRANSPORTATION PROPOSAL FORM - PART 2 (Continued)

Major Customer Listing (Including company name, tonnage lifted in 2001 and 2002, Contact and Phone number):

CSXT Top-Five Coal Customers	2001 (MM)	2002 (MM)	Contact
Southern Company	16.2	15.0	Rick Austin at 205-257-7612
AEP	10.5	13.5	Tim Stanley at 614-583-7276
Santee Cooper	7.9	8.1	Pat Runey at 843-761-8000 ext. 5032
Consumers Energy	7.3	7.0	Brian Gallaway at 517-788-2386
SCE&G	6.2	5.8	Paul Weiland at 803-217-9455

Subcontractors (Include company name, contact, phone number, and description of services rendered):

Financial Information (provide last five years of audited financial statements and other relevant information):

CSXT is a wholly owned subsidiary of CSX Corporation and financial information for CSX Corporation is provide. See Exhibit V - CSX Corporation 5-Year Financials

TERMINAL FACILITIES
PART 3

Terminal Equipment Description (Include unloading and loading equipment, reclaim equipment, mobile equipment, rated capacities, average performance capabilities and other pertinent information):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Part 1)

Terminal Ground Storage Description (Include schematic or diagram of storage capacity):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Part 1)

Sampling Equipment (Include a description of inbound and outbound capabilities):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Part 1)

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WATERBORNE TRANSPORTATION PROPOSAL FORM - PART 3 (Continued)

Weighing Equipment (Include a description of belt scale capabilities inbound and outbound):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Part 1)

Fleeting Equipment (Include a description of harbor boats and other fleeting equipment):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities.. Refer to Rail Direct Transportation (Part 1, Page 2).

Insurance Coverage description (types of coverage, insured's coverage limits, carrier, policy numbers and expiration dates, etc.):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities.. Refer to Rail Direct Transportation (Part 1, Page 2).

WATERBORNE TRANSPORTATION PROPOSAL FORM - PART 3 (Continued)

Major Customer Listing (Including company name, tonnage lifted in 2001 and 2002, Contact and Phone number):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

Subcontractors (Include company name, contact, phone number, and description of services rendered):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

Financial Information (provide last five years of audited financial statements, bank references and other relevant information):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

GULF TRANSPORTATION
PART 4

Ship or Ocean Barge Fleet Description (Include design, configuration, type, size, style, cargo capacity and other pertinent information):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 2).

Insurance Coverage Description (types of coverage, insured's coverage limits, carrier, policy numbers and expiration dates, etc):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 2).

Major Customer Listing (Including company name tonnage lifted in 2001 and 2002, Contact and Phone number):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

WATERBORNE TRANSPORTATION PROPOSAL FORM - PART 4 (Continued)

Subcontractors (Include company name, contact, phone number, and description of services rendered):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

Financial Information (provide last five years of audited financial statements and other relevant information):

N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Refer to Rail Direct Transportation (Part 1, Page 3).

Signature:

(Signature of person having proper authority to legally obligate the Transportation Company)

Title:

SENIOR VICE PRESIDENT - COAL SERVICES GROUP

Date:

7/30/2003

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Attachment A

RAIL DIRECT TRANSPORTATION CHARGE

RAIL OPTIONS FOR 1.0 TO 2.0 MM TONS

Mine/Rate District	Route	POOL	TOTAL
Galatia Mine	IC-Paducah - CSXT	LOCK 53 POOL OHIO RIVER	$ 17.70
Liberty Mine	IC-Paducah - CSXT	" "	$ 17.70
Zeigler Mine	UP - Memphis - CSXT	UPPER MISSISSIPPI RIVER	$ 19.00
Somerville Mine	ISRR- Evansville - CSXT	NEWBURGH POOL OHIO RIVER	$ 16.06
Sullivan - Rate District	CSXT Direct	" "	$ 16.48
Princeton - Rate District	CSXT Direct	" "	$ 16.73
W. Kentucky - Rate District	CSXT Direct	SMITH LAND POOL OHIO RIVER	$ 15.62
Southern Illinois - Rate District	CSXT Direct	UNIONTOWN POOL OHIO RIVER	$ 15.98
Big Sandy - Rate District	CSXT Direct		$ 15.47
Clinchfield - Rate District	CSXT Direct		$ 14.97
JM/Harlan - Rate District	CSXT Direct		$ 15.17
Hazard/Elkhorn - Rate District	CSXT Direct		$ 16.07
Kanawha - Rate District	CSXT Direct		$ 16.44
MGA - Rate District	CSXT Direct		$ 16.72
Fairmont - Rate District	CSXT Direct		$ 17.22
Gauley North - Rate District	CSXT Direct		$ 17.72

Rates are shown on a per ton basis

Rates for synfuel shipments are $0.25 per net ton above the rates shown above.

Rates for 75-car train shipments are $0.25 per net ton above the rates shown above.

If elected per Tampa Electric's options on Polk, rail direct deliveries to the Polk plant will be $1.00 per net ton in addition to the rates outlined above.

Rates apply to shipments loaded at Carrier approved four (4) hour loading facilities.

When shipments are loaded at twenty-four (24) hour facilities the following additional amount of $0.25 per net ton shall apply.

SHUTTLE TRAIN FROM BIG BEND TO POLK

ORIGIN	ROUTE	TOTAL
Big Bend Plant	CSXT Direct	$ 4.50

Rates are shown on a per ton basis

Minimum trainsize is 35-car train

PROPOSED ESCALATION METHODOLOGY:

VARIABLE

Quarterly, 100% RCAF(U) beginning April 1, 2004 for CSXT and Interline rates.

FUEL

Rail shipments will be subject to the Fuel Surcharge per Tariff CSXT 8200.

DEMURRAGE RATE

Big Bend will be classified as a twenty-four (24) hour unload facility (subject to the terms of Tariff CSXT 8200).

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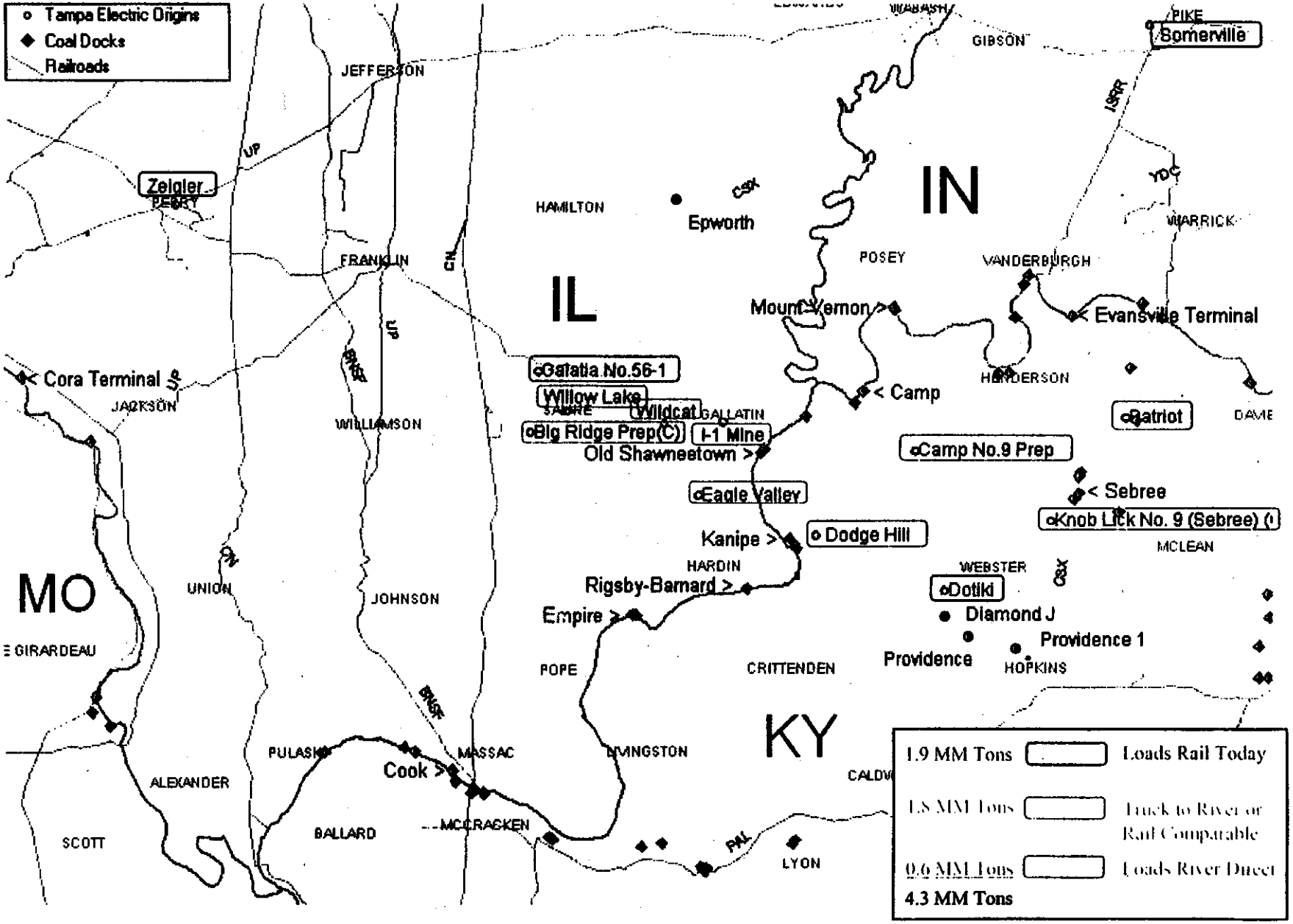

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Attachment B

TERMINAL CHARGE

TOTAL
N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. Tampa Electric will avoid all terminal charges. See Rail Direct Transportation (Part 1)

OCEAN TRANSPORT CHARGE

VARIABLE	FIXED	FUEL	TOTAL
N/A	N/A	N/A	N/A

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Part 1)

DEMURRAGE RATE:

Based on CSXT's rail direct solution, all solid fuel will be delivered directly to Tampa Electric's storage areas at Big Bend and Polk facilities. See Rail Direct Transportation (Attachment A)

DEAD FREIGHT RATES:

RAIL DIRECT TRANSPORTATION SERVICES	$ 5.33 per net ton below Minimum Annual Volume Requirment for the applicable Contract Year.
TERMINAL SERVICES	N/A
OCEAN TRANSPORTATION SERVICES	N/A

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Attachment C

UNLOADING PORT FACILITIES - CAPABILITIES AND LIMITATIONS

A. Tampa Electric's Big Bend Station on Hillsborough Bay, Tampa, Florida.

1. Draft Limitation: 33 feet.
2. Maximum Vessel Dimensions: 650 feet length; and vessels over 600 feet must be shifted at the dock during unloading. 85 feet beam.
3. Airdraft: Maximum airdraft is 47 feet. Vessel may have to be ballasted during unloading to maintain this maximum.
4. Minimum Hatch Size: 38' width x 50' length; greater size highly desirable.
5. Discharging Equipment: Dravo ladder bucket machine and Traveling Clamshell Crane.
6. Expected Average Unloading Rate: 2000 net tons per hour, excluding delays caused by vertical interference from vessel booms, masts and superstructures.
7. Draft Surveying: If it is necessary to make a draft survey of the delivering vessel in loaded conditions, such survey is to be made while the vessel is standing in deep water before she comes into the dock.

B. EXCEPTIONS: Vessel of slightly different maximum dimensions may be accommodated provided that mutual agreement has been reached between the Seller and Tampa Electric and/or Tampa Electric's unloading contractor prior to loading and also prior to any commitments on the part of the Seller to utilize such vessels.

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Exhibit II

Transportation Particulars for Rail Delivery

of

1.0 to 2.0 MM Tons

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Bid Solicitation WB-2004
Transportation Particulars for Rail Delivery
Exhibit II – 1.0 to 2.0 MM Tons

Commodity: Solid Fuel- Coal, STCC 11-212 90, Synfuel, STCC 29-911-91 and Petroleum Coke, STCC 29-913 for consumption at destination

Origin(s): See Attachment A in CSXT Bid B

Destination: Tampa Electric – Big Bend Plant, Tampa, FL and Polk Plant, Polk County, FL

Term: 5 Years; January 1, 2004 – December 31, 2008

Equipment: Carrier (Owned or Leased); Open Top Hoppers
Foreign Equipment in connection with originating carriers

Annual Volume:

	Requirement
2004	Minimum: No Annual Volume Requirement Maximum: 250,000 Net Tons at Big Bend, subject to revision based on 7/1/04 completion of capital improvements.
2005-2008	Minimum: 1,000,000 Net Tons at Big Bend from CSXT direct served origins (as defined in tariff CSXT 8200) Maximum: 2,000,000 Net Tons at Big Bend

Capital Improvements: CSXT will provide funding for capital enhancements that will enable Tampa Electric to receive unit trains of coal at the Big Bend Plant and if desired, CSXT can also provide the ability to load shuttle trains (35 cars) at Big Bend for Polk Station or provide for rail direct delivery of unit trains to Polk from CSXT mine origins.

Big Bend improvements to include upgrade to the existing railcar dumping system, construction of a new truck dump for limestone, additional tracks, new conveyance system and a radial stacker. These capital improvements at Big Bend are anticipated not to exceed $4.5M. A system to load a 35 car shuttle train on the unit train unload tracks is anticipated not to exceed $2.3M.

Polk improvements to accommodate a 35 cars shuttle train include a rail track, dumping system, and required conveyance systems to existing silos. This cost is estimated not to exceed $2.4M. Improvements required to receive unit trains direct from

CSXT mine origins include a Rotary dump system, loop track, conveyor system and a 15,000 ton dome storage facility. These capital improvements are anticipated not to exceed $6.5M.

CSXT has developed these costs with very limited access to these plants. However, we are confident in our estimates and would be willing to invest up to 120% of these estimates for each scenario described above. Capital requirements in excess of 120% of the CSXT estimates would become the responsibility of Tampa Electric. In addition, if actual costs are less than 100% of these estimates we would offer an amount equal to the difference between 80% and 100% of the estimates to Tampa Electric to be spent on capital improvements to existing coal handling facilities in the stockpile/coal storage areas at Big Bend or Polk.

Polk Options

Shuttle Option (35 car trains from Big Bend)
Shuttle Rate : $4.50 net ton (tonnage does not count toward Big Bend Minimum or Maximum)
Commitment : 80% of total Polk fuel receipts annually
Term: 5 years

Direct rail option: 90 car unit trains from CSXT origin mines (as defined in tariff CSXT – 8200)
Rate : $1.00 in addition to Big Bend rates as outlined in Attachment A.
Commitment: 80% of total Polk fuel receipts annually
Term: 5 years

Other Provisions:

This proposal contemplates the unloading of rail equipment by Tampa Electric employees consistent with existing operations.

Timeline:

Within 90 days after acceptance of this proposal, Tampa Electric and CSXT will mutually agree on a construction period that will not exceed the first-year duration.

Payment:

ACH Credit, within 15 days of freight bill date

Rail Provisions:

Unless otherwise specified, transportation will be governed by the rules of Tariff CSXT 8200, as amended.

Confidentially:

The provisions of this agreement are considered confidential and may not be disclosed to a third party.

Offer Expiration:

October 1, 2003

Exhibit III

CSXT Locomotives

Counts & Types

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CSXT LOCOMOTIVE FLEET BY NUMBER SERIES AND CLASS
4/1/2003

#SERIES	CLASS
0001-0599	CW44AC
0600-0699	CW60AC/ CW44-6
0700-0789	SD70AC
0800-0812	SD80AC
1006-1018	MT6
1021-1068	SWMT
1100-1119	SW1500
1122-1128	SW1001
1130-1139	MP15AC
1140-1149	MP15
1150-1194	MP15AC
1200-1241	MP15T
1500-1524	GP15T
1534-1563	GP15
2200-2350	RDSLUG
2402	SD20-2
2411-2436	SD40-2
2450-2454	SD38-2

(FOR SWMT)

2504-2519	GP38-2
4280-4299	GP39
2402	SD20-2
2411-2436	SD40-2

#SERIES	CLASS
2456-2466	SD38
2500-2814	GP38-2
3177	B23-7
3185-3188	B23-7R
4280-4299	GP39
4300-4319	GP39-2
4400-4452	GP40-2
4601-4621	SD40
4675-4699	SD70M
5000-5016	CW60AC/ CW44-6
5101-5122	CW44AC
5500-5581	B30-7
5808-5925	B36-7
5930-5961	B40-8
6000-6084	GP40-2
6085	GP38ZS
6086-6499	GP40-2
6595-6834	GP40

POWER UNITS

(16 UNITS)	2500-2503
(16 UNITS)	6400-6499
(1 UNIT)	6900-6947
(18 UNITS)	
	2456-2467

#SERIES	CLASS
6897-6899	GP60
6900-6947	GP40-2
7001-7140	C30-7
7300-7396	CW40-8
7480-7488	C39-8
7489-7646	C40-8
7650-7929	CW40-8
8000-8488	SD40-2
8499-8676	SD50
8700-8721	SD60
8722-8755	SD60I
8756-8786	SD60M
8787-8790	SD60
8800-8889	SD40-2
8954-8976	SD45-2
9000-9052	CW44-9
9118	RCPush
9992-9993	F40PH2

(FOR RDSLUG)

GP38-2	(4 UNITS)
GP40-2	(100 UNITS)
GP40-2	(45 UNITS)

(FOR MT6)

SD38	(10 UNITS)

CSXT LOCOMOTIVE OWNERSHIP BY TYPE OF SERVICE
4/1/2003

SWITCHERS

UNITS	CLASS
10	MP15
55	MP15AC
42	MP15T
1	SD20-2
9	SD38
5	SD38-2
15	SD40
24	SD40-2
2	SD45-2
5	SW1001
19	SW1500
187	Total

SWMATE/SLUGS

UNITS	CLASS
11	MT6
1	RCPush
149	RDSlug
32	SWMT
193	Total

4-AXLE

UNITS	CLASS
1	B23-7
4	B23-7R
68	B30-7
87	B36-7
32	B40-8
2	F40PH2
30	GP15
25	GP15T
284	GP38-2
1	GP38ZS
16	GP39
20	GP39-2
4	GP40
440	GP40-2
1014	Total

6-AXLE

UNITS	CLASS
35	C30-7
6	C36-7
9	C39-8
156	C40-8
376	CW40-8
98	CW44-6
53	CW44-9
583	CW44AC
19	CW60AC
3	GP60
453	SD40-2
3	SD45-2
177	SD50
26	SD60
34	SD60I
31	SD60M
90	SD70AC
25	SD70M
13	SD80AC
2190	Total

OWNERSHIP

SWITCH

EMD	187

4-AXLE

GE	192
EMD	822
Total	1014

6-AXLE

GE	1335
EMD	855
Total	2190

SWMATE/SLUG	193
GE UNITS	1527
EMD	1864
Total	3584

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Exhibit IV

CSXT Railcars

Counts & Types

FREIGHT CAR REPORT BY FLEET PLANNING CAR TYPE

CAR MAINTENANCE DATA SYSTEM

APRIL 2003

CAR TYPES WITH CSX REPORTING MARKS	CARS OWNED LEASED	HEAVY BAD ORDER CLASS 1	CLASS 2	CLASS 3	TOTAL	%	SERVICE ABLE FLEET	RETIRED REVENUE CARS SCRAP DEALERS'	SCRAP POOLS	OTHER POOLS	TOTAL
102 50 FT RBL BOX	862	1	36	10	49	5.7	813	1		10	11
103 60 FT RBL BOX	214	0	3	0	3	1.4	211	0		0	0
104 50 FT RUF BOX	6483	7	298	36	335	5.8	6348	88		51	131
105 50 FT CUF BOX	3839	4	180	3	187	6.2	2852	32		15	47
107 60 FT BOX	3952	17	285	32	334	8.5	3618	29		11	40
108 86 FT BOX	1946	7	147	24	178	9.1	1768	23		3	26
109 REFRIGERATOR CARS	32	0	0	0	0	.0	32	0		1	1
110 ROTARY DRY ROCK CAR	976	6	15	3	24	2.5	952	3		15	18
112 AIRSLIDE >4000 CFC	232	0	19	4	23	9.9	209	7		4	11
113 COVERED HOP <4000 CFC	5886	38	425	105	568	9.5	5326	8		17	25
114 COVERED HOP >4000 CFC	9745	27	267	49	343	3.5	9402	106		104	210
115 SPEC. BIG COV HOP	348	4	15	1	20	5.7	328	0		1	1
116 PRESS. DIFF. COV. HOP	0	0	0	0	0	.0	0	0		0	0
120 GONDOLA <52FT 100T HI SIDE	8915	83	185	66	334	3.8	8579	34		38	72
121 GONDOLA 60 FT	392	5	8	6	19	4.8	373	4		6	10
122 COVERED COIL GONDOLA	4271	10	182	67	259	6.1	4012	10		0	10
123 OPEN COIL GONDOLA	1072	6	134	54	194	18.1	878	0		3	11
125 OTHER EQUIPPED GONDOLAS	45	0	1	2	3	6.7	42	0		0	0
126 ROTARY GONDOLAS	431	2	37	9	48	11.1	383	0		0	0
127 BATHTUB GONDOLAS	14681	35	967	1070	2072	14.0	12729	22		20	42
128 GEN SVC < 100T	385	2	18	38	58	15.1	327	1		3	4
129 GEN SVC > 100T	12890	0	2343	245	2588	20.2	10282	73		127	200
130 SPECIAL SERVICE - ROCK	4763	5	615	106	726	15.2	4037	10		2	12
131 SPECIAL SERVICE - OTHER	1768	0	28	26	54	3.1	1714	5		2	7
132 STANDARD WOODCHIP CARS	1485	5	37	40	82	5.5	1403	15		14	29
133 ROTARY WOODCHIP GONDOLA	408	2	18	6	18	4.4	390	0		2	2
134 BULKHEAD FLATS	144	2	3	0	5	3.5	139	4		3	7
135 PULPWOOD FLATS	422	0	0	2	2	.5	420	4		5	9
136 LONG LOG FLATS	214	0	27	0	27	12.6	187	3		2	5
138 PLAIN & EQUIPPED FLATS	302	2	0	2	4	1.3	298	1		1	2
139 HEAVY DUTY FLATS	16	0	0	0	0	.0	16	0		0	0
141 SPECIAL FLATS	197	1	2	4	7	3.6	190	0		1	1
142 OTHER CAR TYPES	2	0	0	0	0	.0	2	0		0	0
144 TRI-LEVEL FLATS	20	0	0	0	0	.0	20	0		0	0
160 STACK CARS	291	0	0	0	0	.0	291	0		0	0
TOTAL	87169	263	6301	2014	8578	9.8	78591	483		462	945
MARCH 2003 TOTALS	87349	282	6028	1959	8269	9.5	79080	512		522	1034

CAR TYPES WITH FOREIGN REPORTING MARKS

		APR	MAR
BILEVEL FLATS	7960	7960	7963
TRILEVEL FLATS	5410	5410	5466
FLATS	3756	3756	3727
TOFC FLATS	0	0	0
HOPPERS	189	189	189
ALL OTHER	2585	2585	2643
TOTAL FOREIGN	19902	19902	20038

TOTAL CARS OWNED 47184
TOTAL CARS LEASED 59985

SV030101
FREIGHT CAR SITUATION REPORT

CSX TRANSPORTATION
CAR MAINTENANCE DATA SYSTEM

APRIL 2003

CAR TYPES WITH CSX REPORTING MARKS	CARS OWNED LEASED	HEAVY BAD ORDER CLASS 1	CLASS 2	CLASS 3	TOTAL	%	SERVICE ABLE FLEET	RETIRED REVENUE CARS SCRAP DEALERS'	SCRAP POOLS	OTHER POOLS	TOTAL
BOX PLAIN 50 FT	3628	2	123	15	140	4.6	2888	39		10	49
BOX EQUIP 50 FT & UNDER	4821	9	334	26	369	8.7	4152	73		55	128
BOX EQUIP 60 FT	4134	17	298	32	347	8.4	3789	29		12	41
BOX EQUIP 86 FT	1946	7	147	24	178	9.1	1768	25		3	28
BOX INSUL & REFRG	1106	1	41	10	52	4.7	1054	1		11	12
COV HOP 2010 CUFT & LESS	4	0	0	1	1	25.0	3	0		0	0
COV HOP 2011-2999 CU FT	4489	19	286	77	382	8.5	4107	1		5	6
COV HOP 3000-3999 CU FT	1393	11	139	27	177	12.7	1216	7		12	19
COV HOP 4000-4999 CU FT	444	0	2	1	3	.6	443	15		8	23
COV HOP 5000 & OVER	9281	27	265	48	340	3.7	8941	91		96	187
COV HOP AIRSLIDE 2600 CU FT	347	4	15	1	20	5.8	327	0		1	1
COV HOP AIRSLIDE 4100 CU FT	1	0	0	0	0	.0	1	0		0	0
GONS PLN 50 & 70 T UNDER 61 F	231	0	19	4	23	10.0	208	7		4	11
GONS PLN 100 T UNDER 61 FT	0	0	0	0	0	10.0	0	0		0	0
GONS PLN 70 T OVER 61 FT	9322	84	228	87	391	4.2	8931	34		39	73
GONS EXP 100 T COIL	144	4	10	5	19	13.0	127	5		0	11
GONS EXP 50 & 70 T ALL OTHER	4958	15	279	104	398	8.0	4852	17		3	20
GONS EXP 100 T ALL OTHERS**	4	0	0	0	0	.0	4	0		0	0
OPEN TOP HOPPERS 50 TON	15077	36	968	1071	2075	13.8	13002	22		28	42
OPEN TOP HOPPERS 60 TON	0	0	0	0	0	13.8	0	0		0	0
OPEN TOP HOPPERS 70 TON	0	0	0	0	0	13.8	0	0		0	0
OPEN TOP HOPPERS 86 TON	2	0	0	0	0	.0	2	0		0	0
OPEN TOP HOPPERS 100 TON	383	2	16	36	58	15.1	325	1		3	4
HOPPERS - SPECIAL SERVICE	14134	2	2652	294	3148	22.3	10974	62		126	210
HOPPERS - WOODCHIP	1277	0	5	10	15	1.0	1264	0		0	0
HOPPERS - AGGREGATE	2166	7	62	60	129	6.0	2037	17		17	34
FLAT - PLAIN	2468	2	44	32	78	3.1	2410	0		0	0
FLAT - EQUIPPED	13	2	0	1	3	23.1	10	0		0	0
FLAT - PULPWOOD	649	3	4	5	12	2.0	597	5		5	10
ALL OTHERS**	458	0	27	2	29	4.5	421	7		7	14
PHOSPHATE WET ROCK HOT GON	333	0	1	0	1	.3	332	0		0	0
PHOSPHATE DRY ROCK HOT GON	421	2	37	9	48	11.1	383	0		0	0
PHOSPHATE WET ROCK HOPPER	461	2	3	0	5	1.1	456	0		0	0
PHOSPHATE DRY ROCK HOT HOP	1287	1	92	27	120	9.5	1137	4		2	6
TOTAL	515	4	12	3	19	3.7	496	3		15	18
MARCH 2003 TOTALS	87169	263	6301	2014	8578	9.8	78591	483		462	945
	87349	282	6028	1959	8269	9.5	79080	512		522	1034

CAR TYPES WITH FOREIGN REPORTING MARKS

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TOTAL CARS OWNED 47184
TOTAL CARS LEASED 59985

*INCLUDES BATHTUB GONS
**INCLUDES STACK CARS

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Exhibit V

CSX Corp 5-Year Financials

Financial Highlights

(Millions of Dollars, Except Per Share Amounts)

Earnings from Continuing Operations	2002	2001	2000	1999	1998
Operating Revenue	$ 8,152	$ 8,110	$ 8,191	$10,375	$ 9,490
Operating Expense	7,025	7,153	7,386	9,802	8,359
Operating Income	$ 1,127	$ 957	$ 805	$ 573	$ 1,131
Net Earnings from Continuing Operations	$ 424	$ 293	$ 186	$ 32	$ 520
Earnings Per Share from Continuing Operations	$ 2.00	$ 1.39	$ .88	$ .15	$ 2.47
Earnings Per Share from Continuing Operations, Assuming Dilution	$ 1.99	$ 1.38	$ .88	$ .15	$ 2.43
Financial Position					
Cash, Cash Equivalents and Short-term Investments	$ 264	$ 618	$ 686	$ 974	$ 533
Working Capital Deficit	$ (665)	$ (1,023)	$ (1,231)	$ (910)	$ (616)
Total Assets	$20,951	$20,801	$20,548	$20,828	$20,535
Long-term Debt	$ 6,519	$ 5,839	$ 5,896	$ 6,304	$ 6,540
Shareholders' Equity	$ 6,241	$ 6,120	$ 6,017	$ 5,756	$ 5,880
Other Data Per Common Share					
Cash Dividends	$ .40	$ .80	$ 1.20	$ 1.20	$ 1.20
Book Value	$ 29.07	$ 28.64	$ 28.28	$ 26.35	$ 27.08
Market Price					
High	$ 41.40	$ 41.30	$ 33.44	$ 53.94	$ 60.75
Low	$ 25.09	$ 24.81	$ 19.50	$ 28.81	$ 36.50
Employees – Annual Averages					
Rail	33,464	35,014	35,496	31,952	28,358
Other	6,464	6,446	9,955	16,998	17,789
Total	39,928	41,460	45,451	48,950	46,147

See accompanying Consolidated Financial Statements (All periods reflect contract logistics as a discontinued operation).

Significant events include the following:

2002 – A charge to write-down indefinite lived intangible assets as a cumulative effect of accounting change, which reduced earnings $83 million before tax, $43 million after tax and consideration of minority interest, 20 cents per share (See Note 1, Significant Accounting Policies).

2001 – A charge in the fourth quarter of 2001 to account for the settlement of the 1987 New Orleans tank car fire litigation. This charge reduced earnings by $60 million before tax, $37 million after tax, 17 cents per share.

1999 – A loss on the sale of international container-shipping assets net of a related benefit from discontinuing depreciation of those assets from the date they were classified as "held for disposition." The net effect of the loss and the depreciation benefit reduced earnings by $360 million before tax, $271 million after tax, $1.27 per share.

– A charge to recognize the cost of a workforce reduction program at the Company's rail and intermodal units that reduced earnings by $55 million before tax, $34 million after tax, 16 cents per share.

– A gain on the sale of the Company's Grand Teton Lodge resort subsidiary that increased earnings by $27 million before tax, $17 million after tax, 8 cents per share.

1998 – A net investment gain, primarily from the conveyance of American Commercial Lines LLC, the Company's wholly-owned barge subsidiary, to a joint venture. The gain increased earnings by $154 million before tax, $90 million after tax, 42 cents per share.

– A restructuring credit to reverse certain separation and labor protection reserves established by the Company's rail unit as part of a 1995 restructuring charge. The restructuring credit increased earnings by $30 million before tax, $19 million after tax, 9 cents per share.

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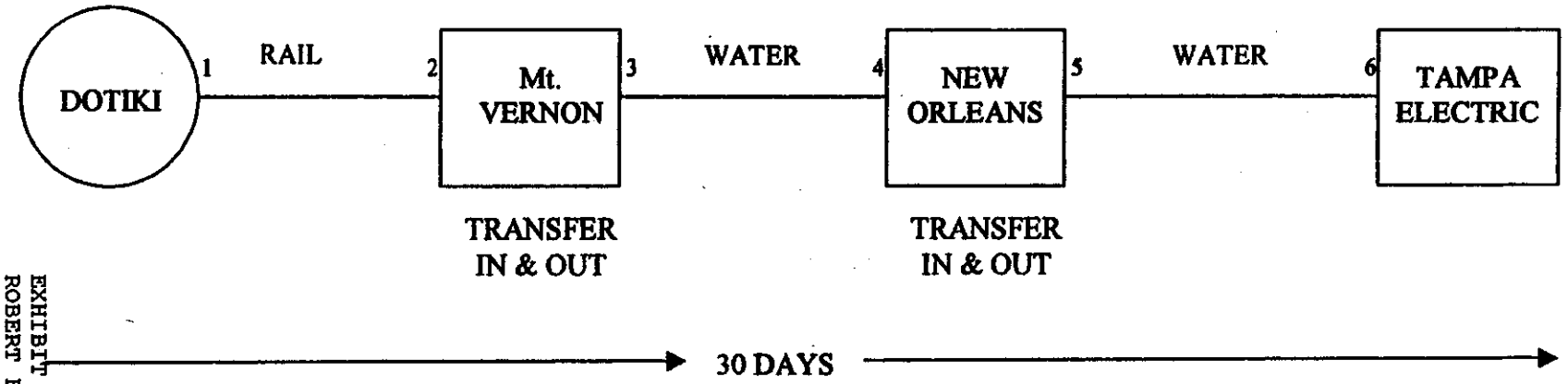
Exhibit VI

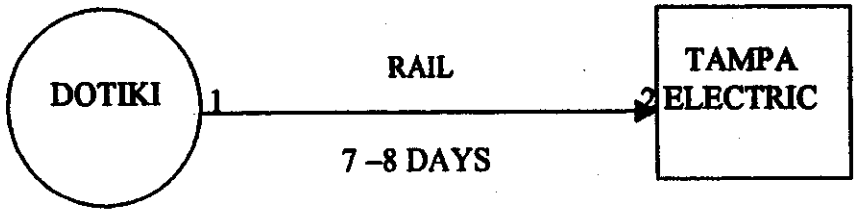
Dotiki Mine Transportation Comparison

DOTIKI MINE TRANSPORTATION COMPARISON

CURRENT



PROPOSED RAIL DIRECT



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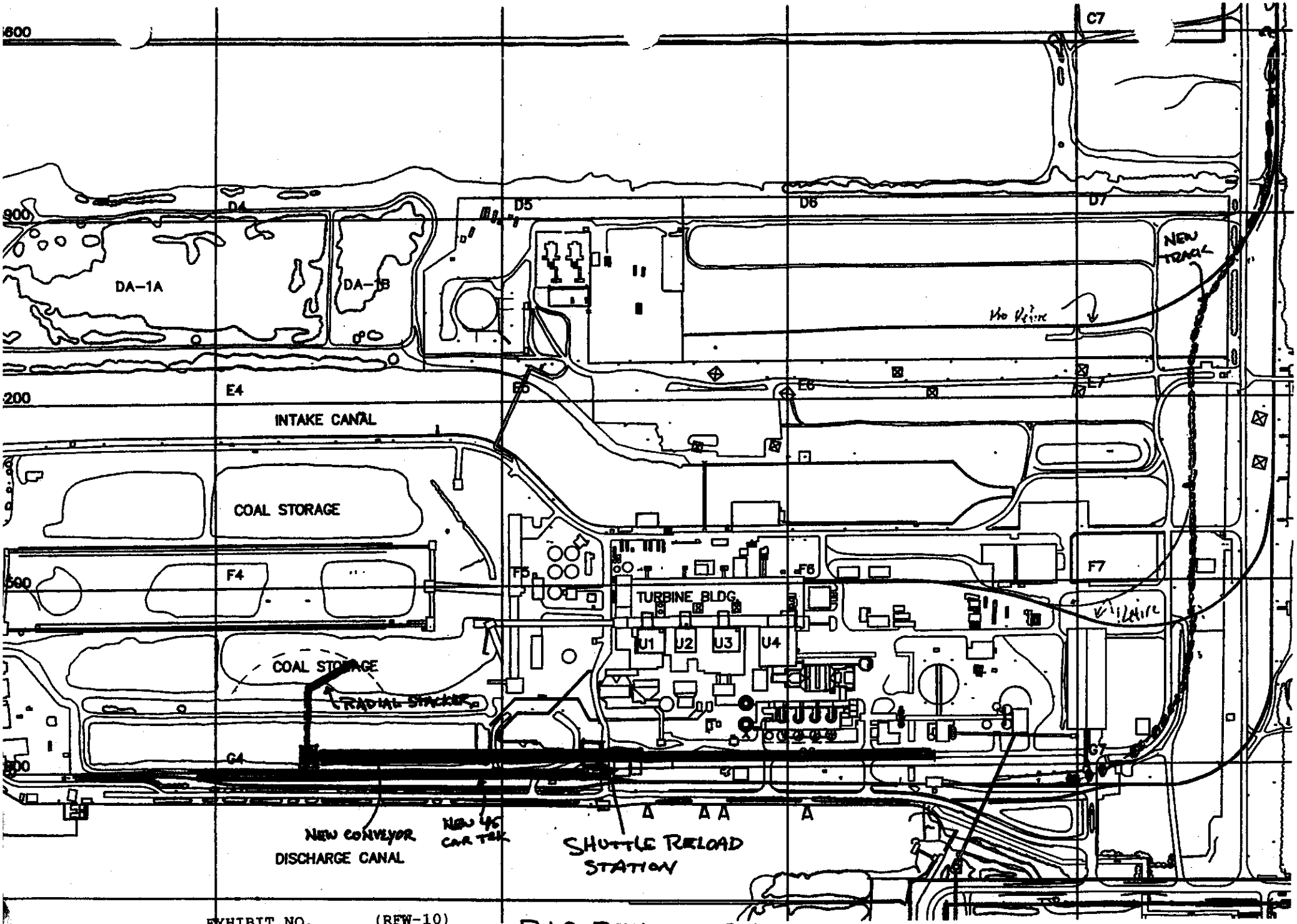

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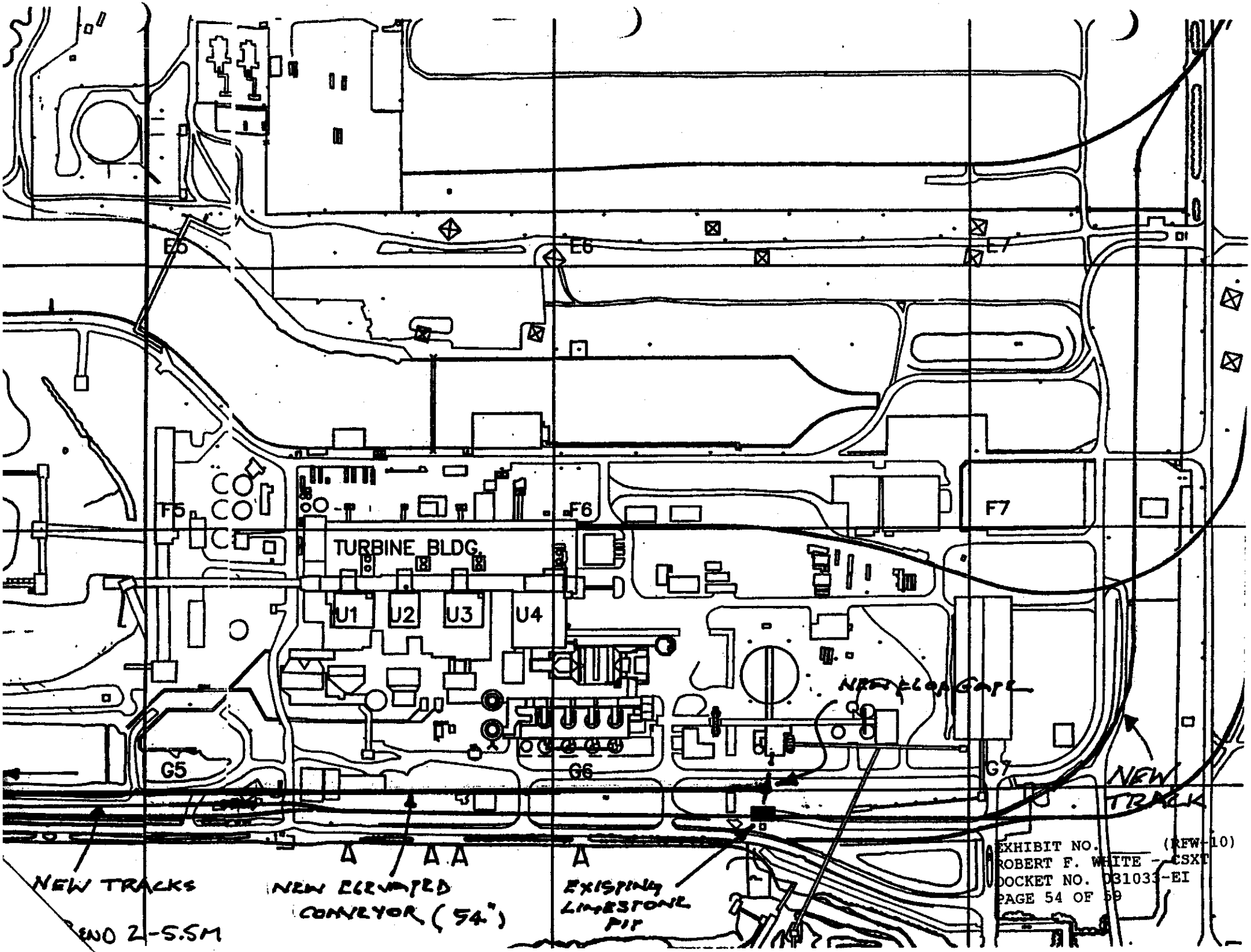
E5
E6
E7
F5
F6
F7
TURBINE BLDG.
U1
U2
U3
U4
G5
G6
G7
NEW TRACKS
NEW ELEVATED CONVEYOR (54")
EXISTING LIMESTONE PIT
NEW TRACK
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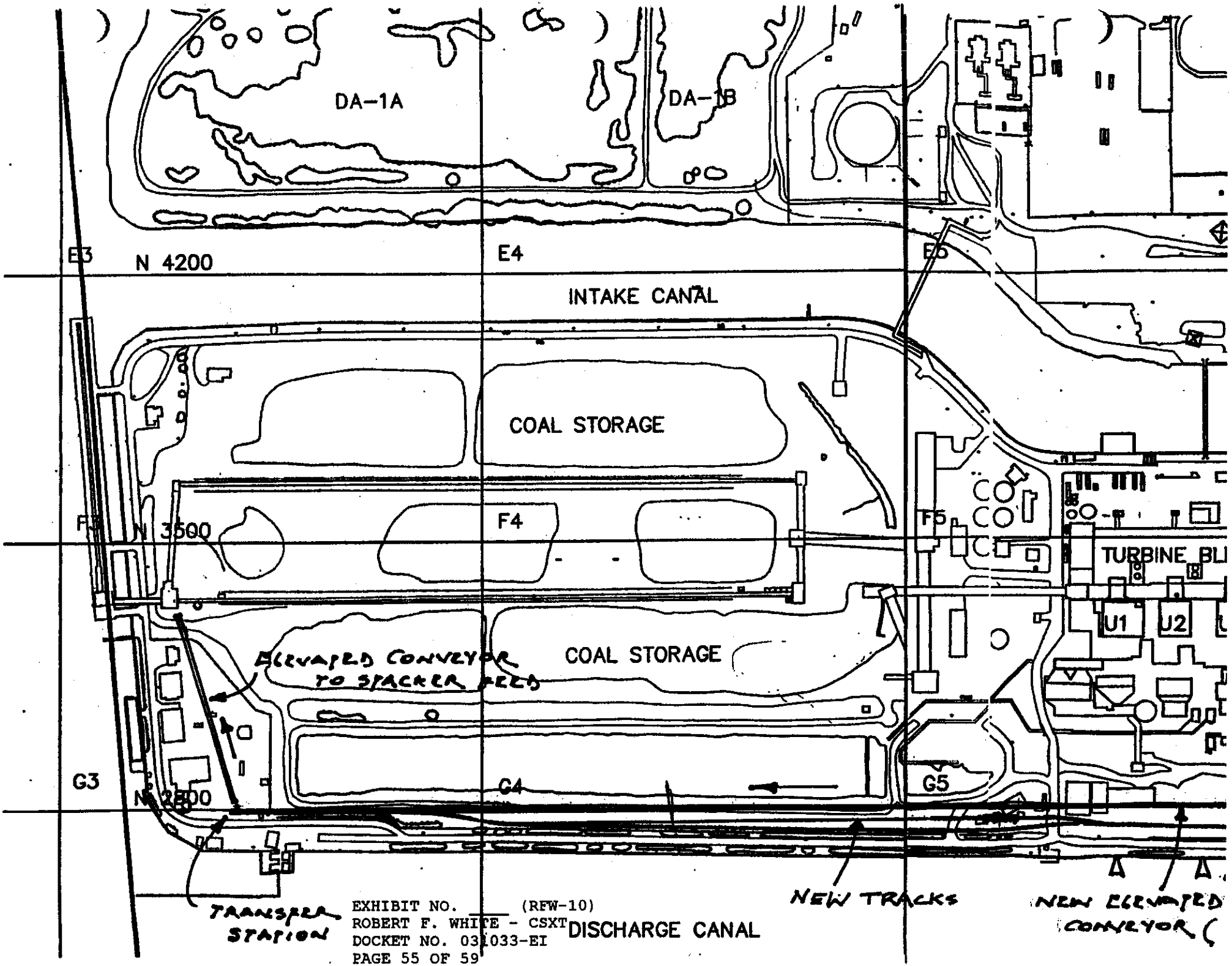
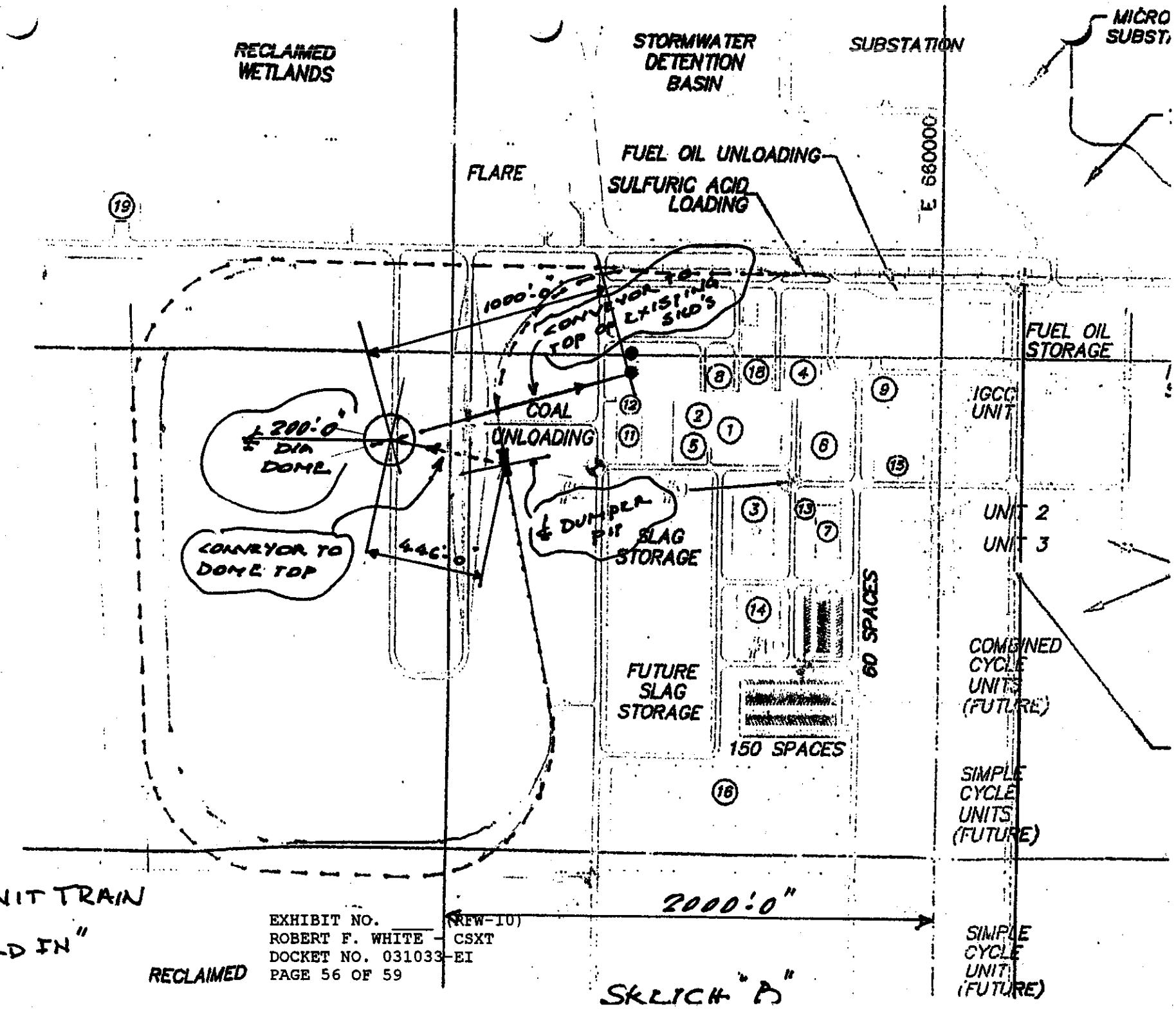

DA-1A
DA-1B
E3
N 4200
E4
E5
INTAKE CANAL
COAL STORAGE
F3
N 3500
F4
F5
TURBINE BL
U1
U2
ELEVATED CONVEYOR TO STACKER FEED
COAL STORAGE
G3
N 2800
G4
G5
TRANSFER STATION
NEW TRACKS
NEW ELEVATED CONVEYOR
DISCHARGE CANAL



POLK UNIT TRAIN
"BUILD IN"

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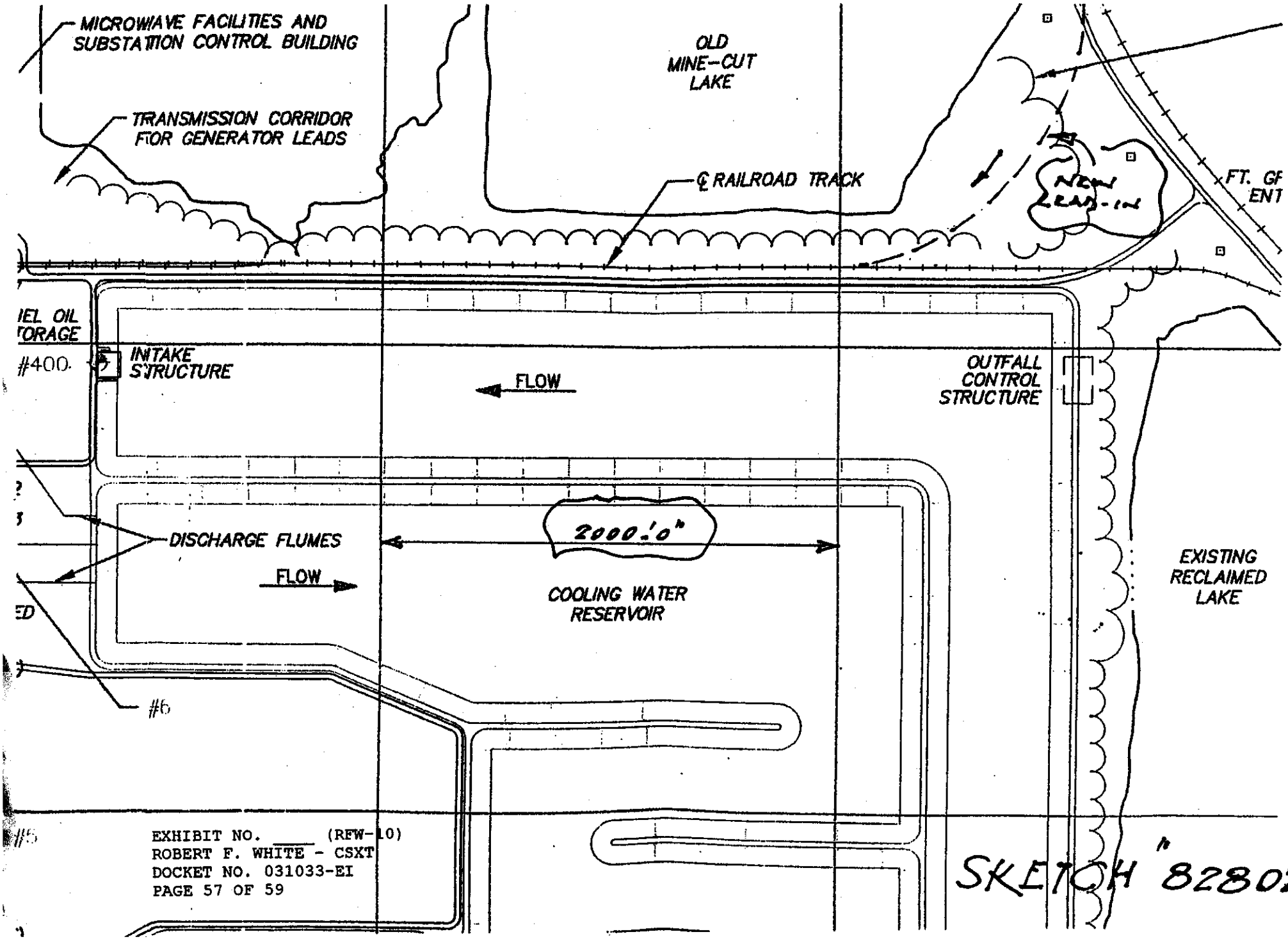

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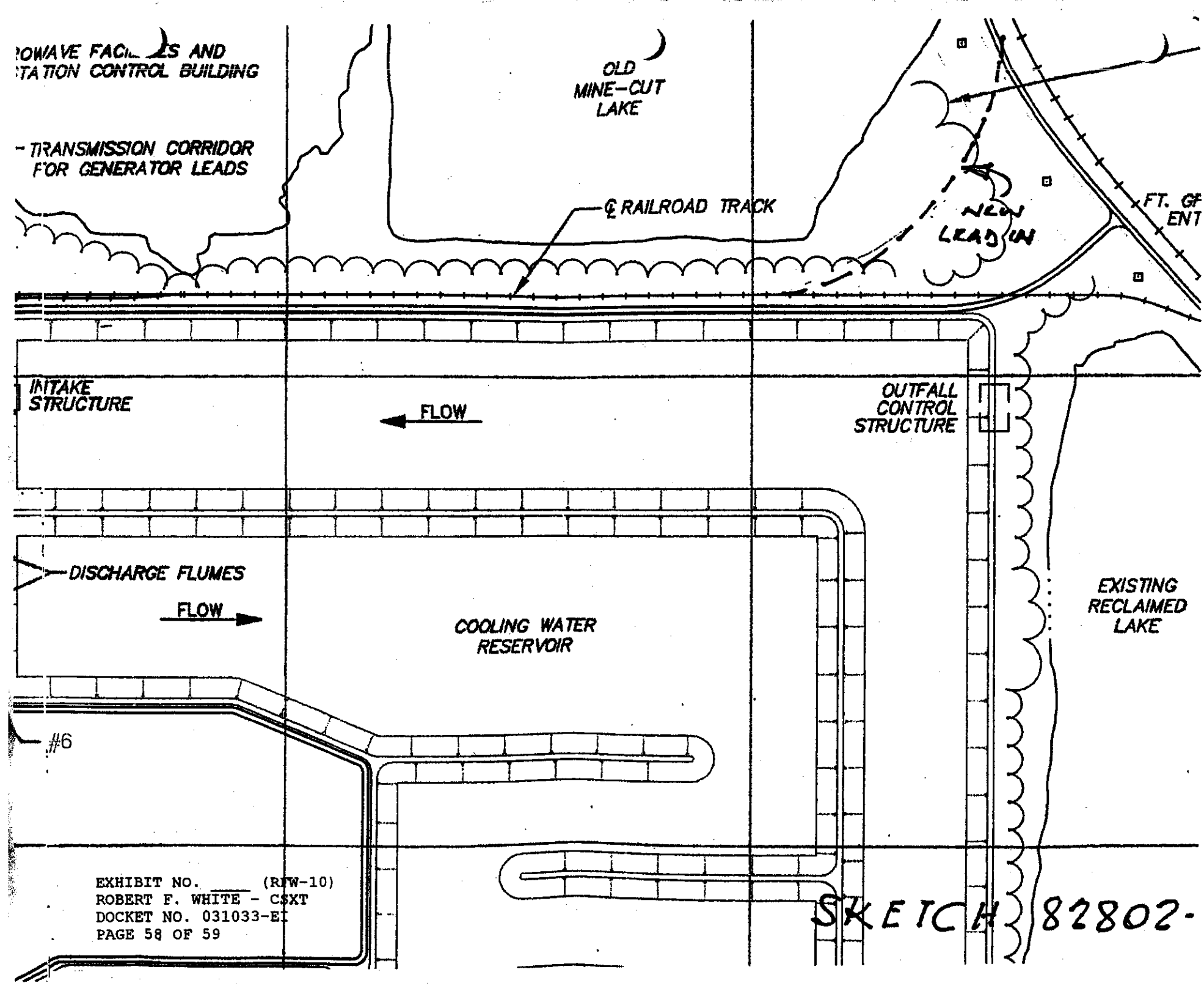

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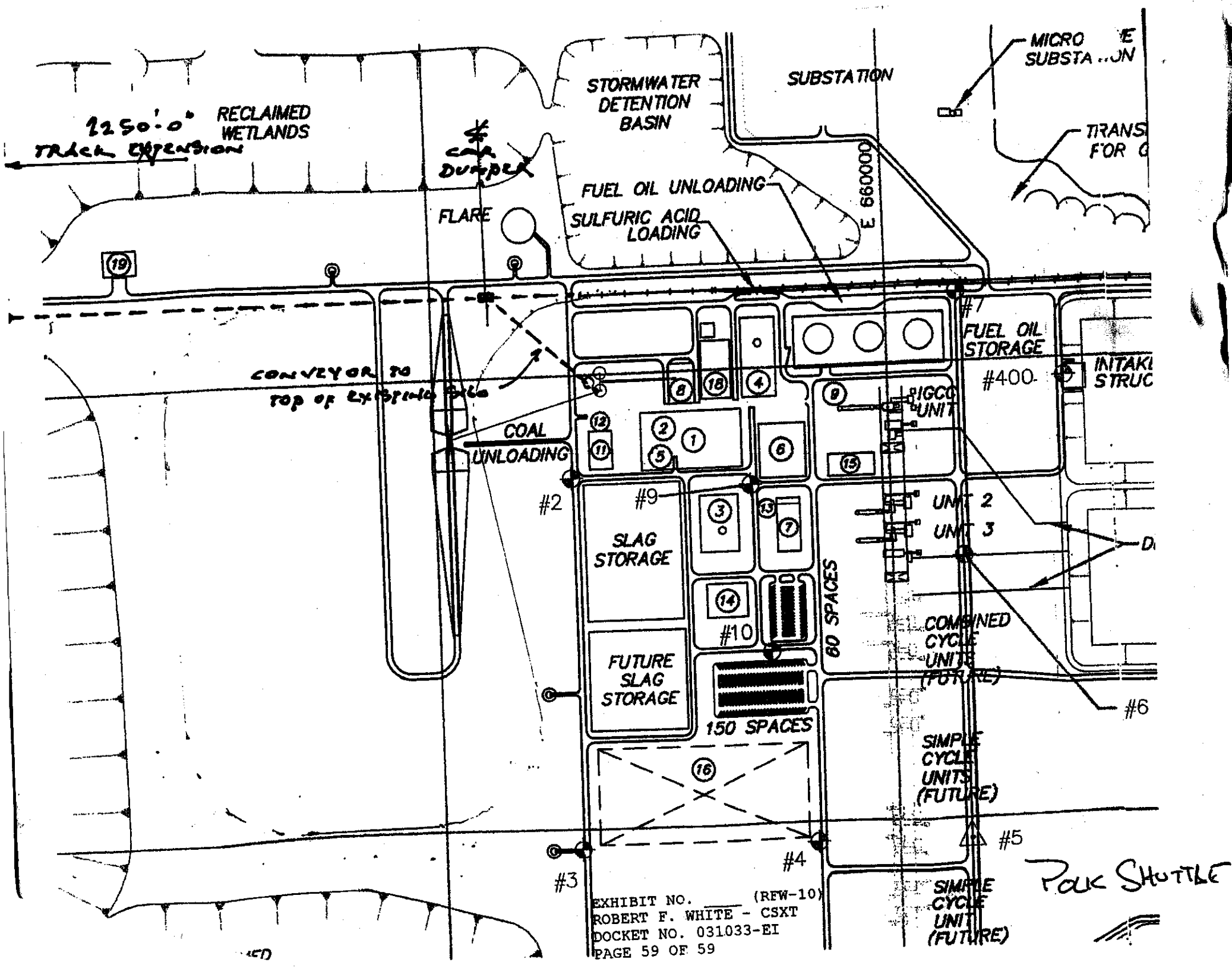
SKETCH 82802-1



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