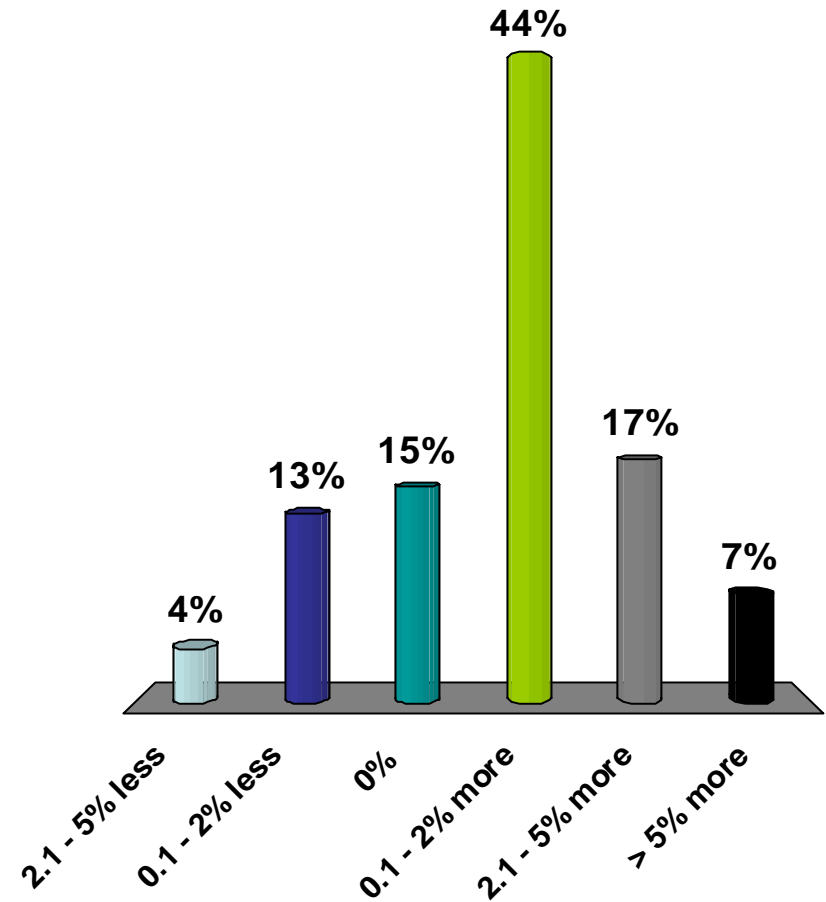


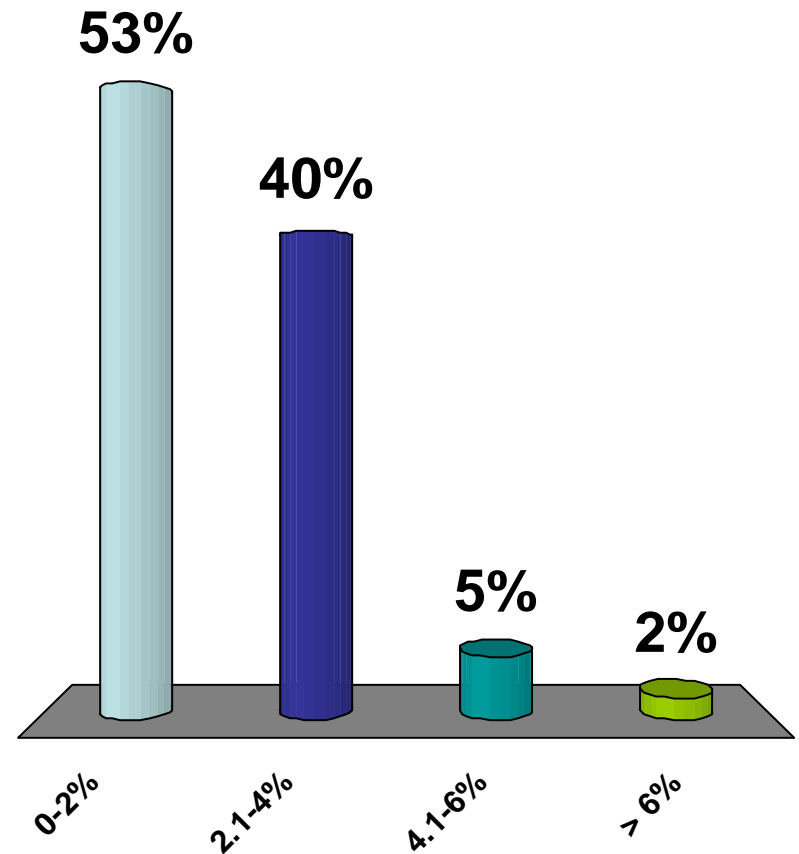
Compared to 2007 we expect our consumption/production in 2008 to be:

1. 2.1 - 5% less
2. 0.1 - 2% less
3. 0%
4. 0.1 - 2% more
5. 2.1 - 5% more
6. > 5% more



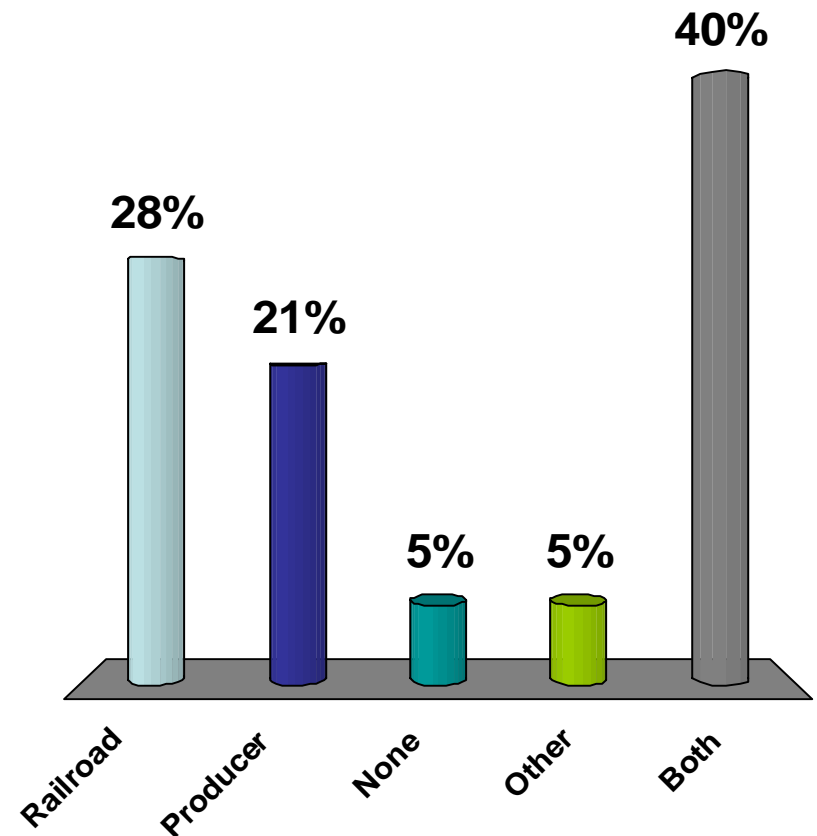
What percentage growth do you see for the Joint Line in 2008:

1. 0-2%
2. 2.1-4%
3. 4.1-6%
4. > 6%



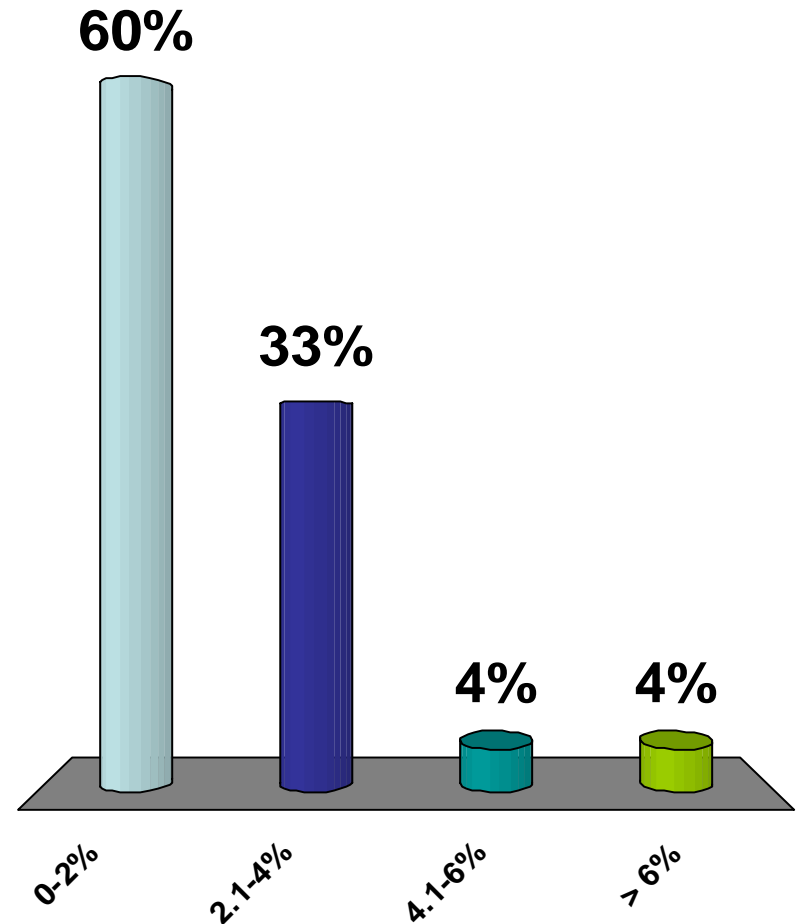
What do you see as the main constraint on the Joint Line:

1. Railroad
2. Producer
3. None
4. Other
5. Both



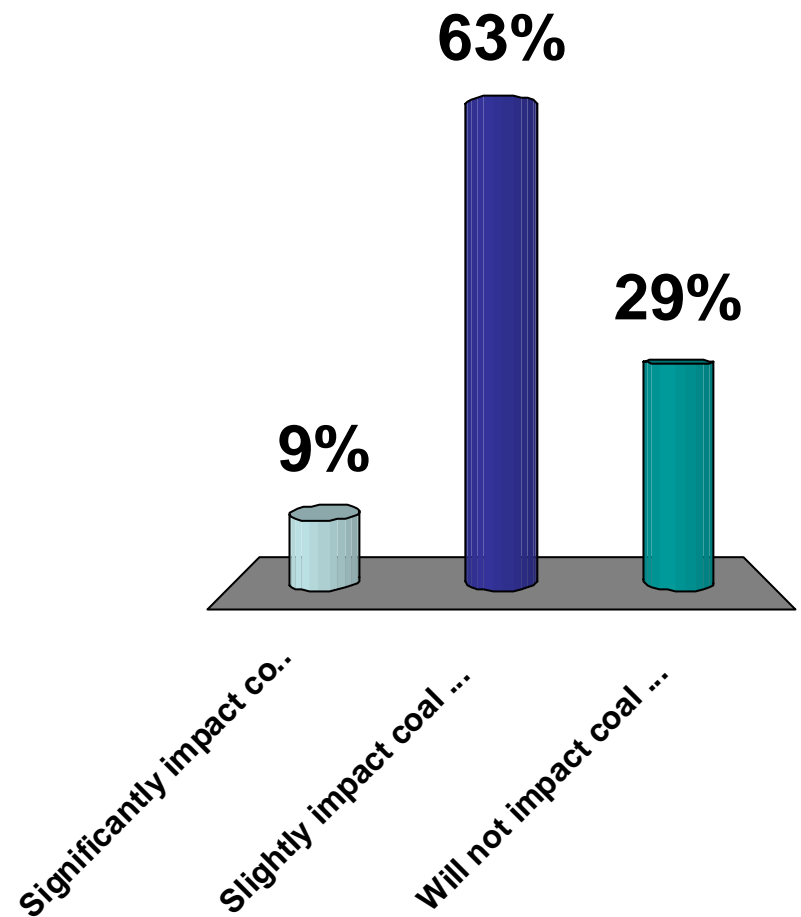
What do you see as the percentage growth for the mines north of Reno Jct.:

1. 0-2%
2. 2.1-4%
3. 4.1-6%
4. > 6%



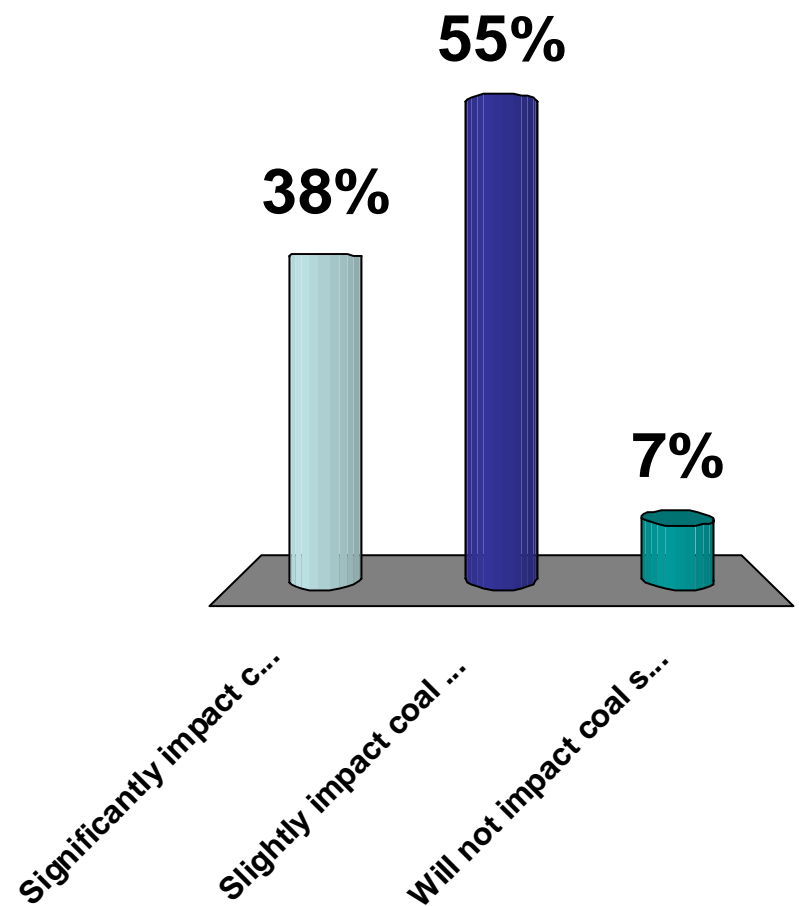
In 2008 scrubber installation and activation will:

1. Significantly impact coal source switching
2. Slightly impact coal source switching
3. Will not impact coal sourcing switching



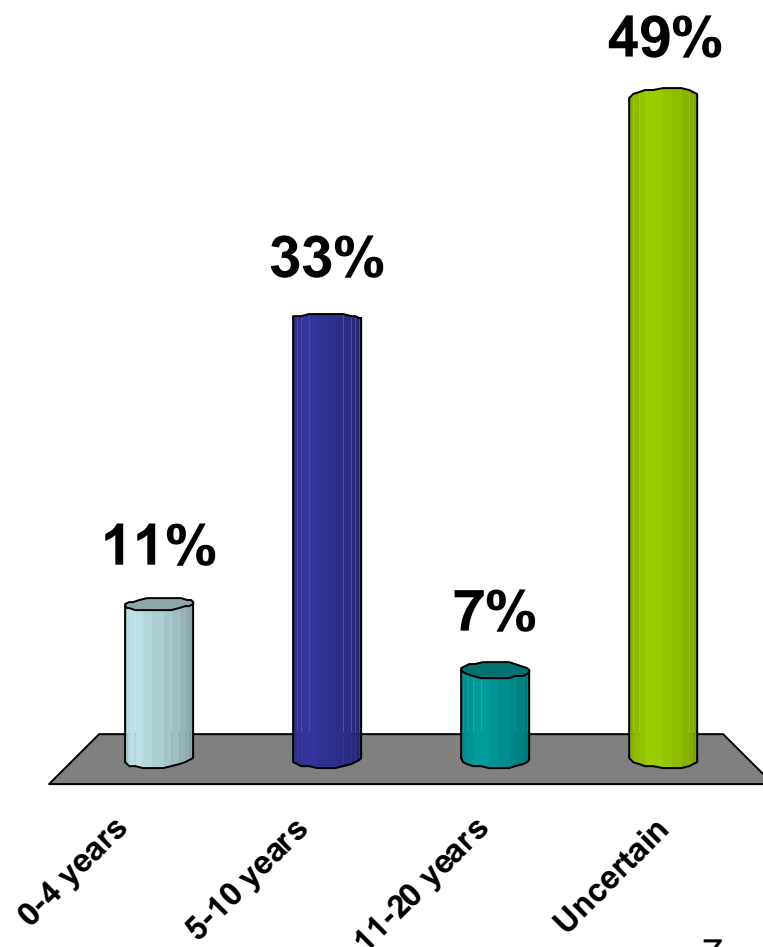
In 2009 and beyond scrubber installations will:

1. Significantly impact coal source switching
2. Slightly impact coal source switching
3. Will not impact coal sourcing



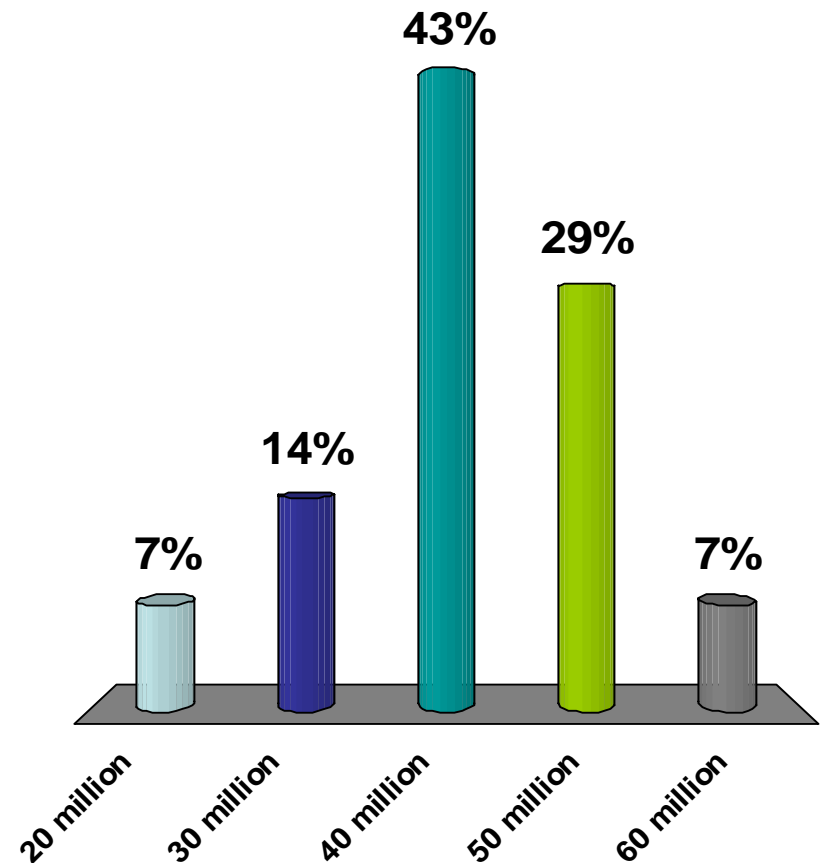
When will new coal reserves in Montana come on line:

1. 0-4 years
2. 5-10 years
3. 11-20 years
4. Uncertain



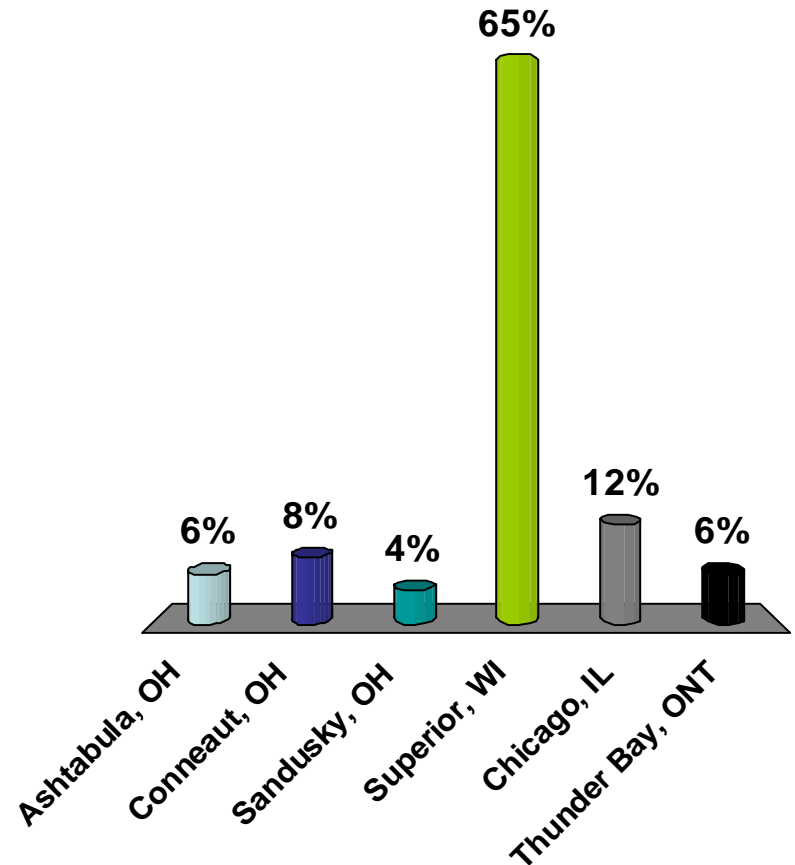
How many tons of coal were shipped on the Great Lakes in 2007:

1. 20 million
2. 30 million
3. 40 million
4. 50 million
5. 60 million



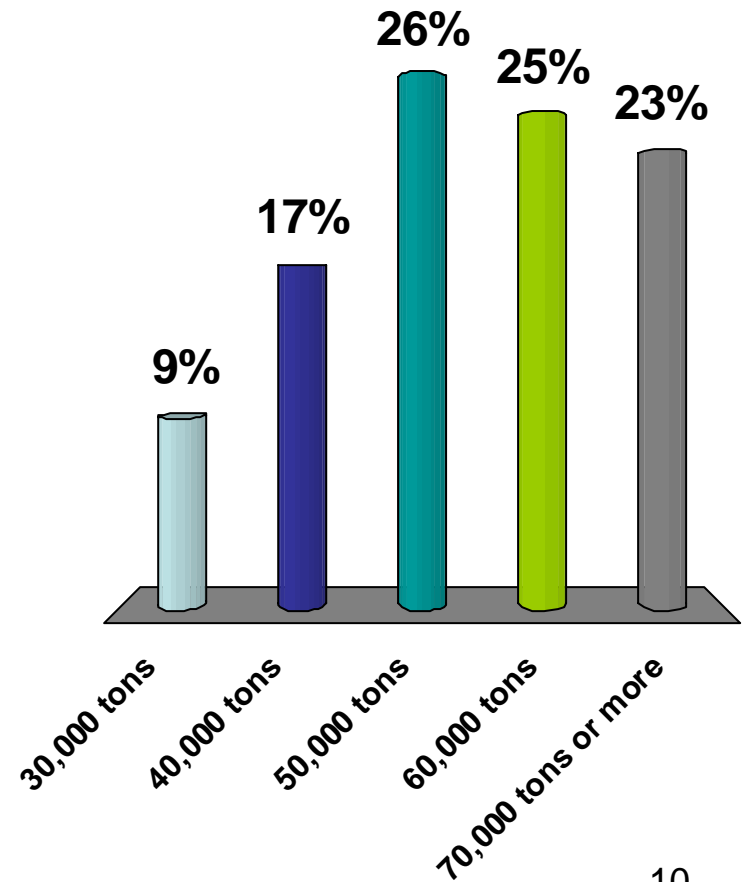
The largest coal terminal on the Great Lakes is located in:

1. Ashtabula, OH
2. Conneaut, OH
3. Sandusky, OH
- ✓ 4. Superior, WI
5. Chicago, IL
6. Thunder Bay, ONT



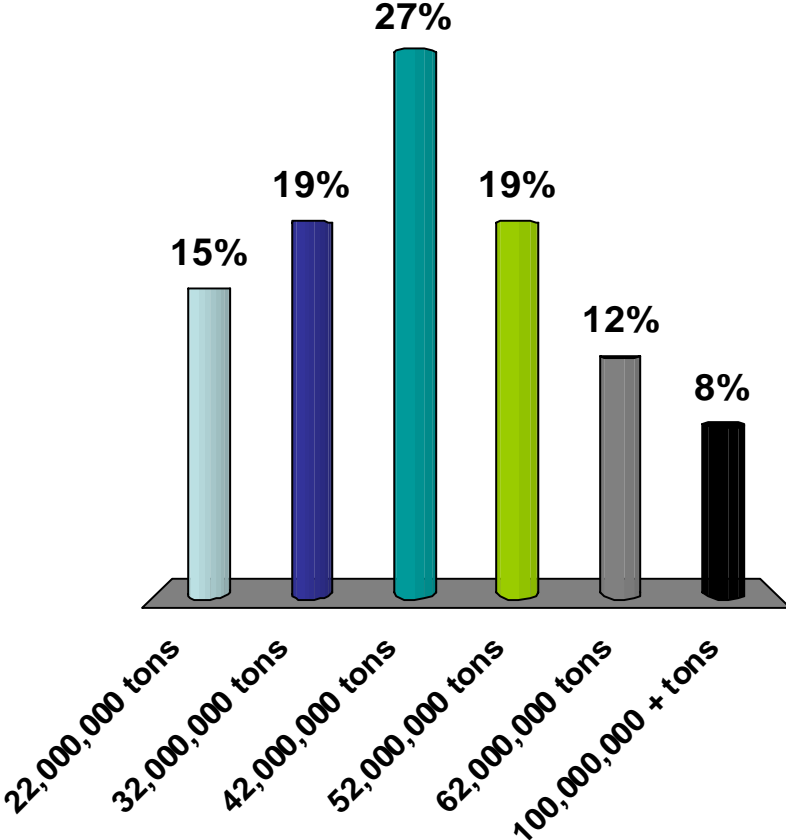
A 1000 foot lake freighter can carry how much coal:

1. 30,000 tons
2. 40,000 tons
3. 50,000 tons
4. 60,000 tons
5. 70,000 tons or more



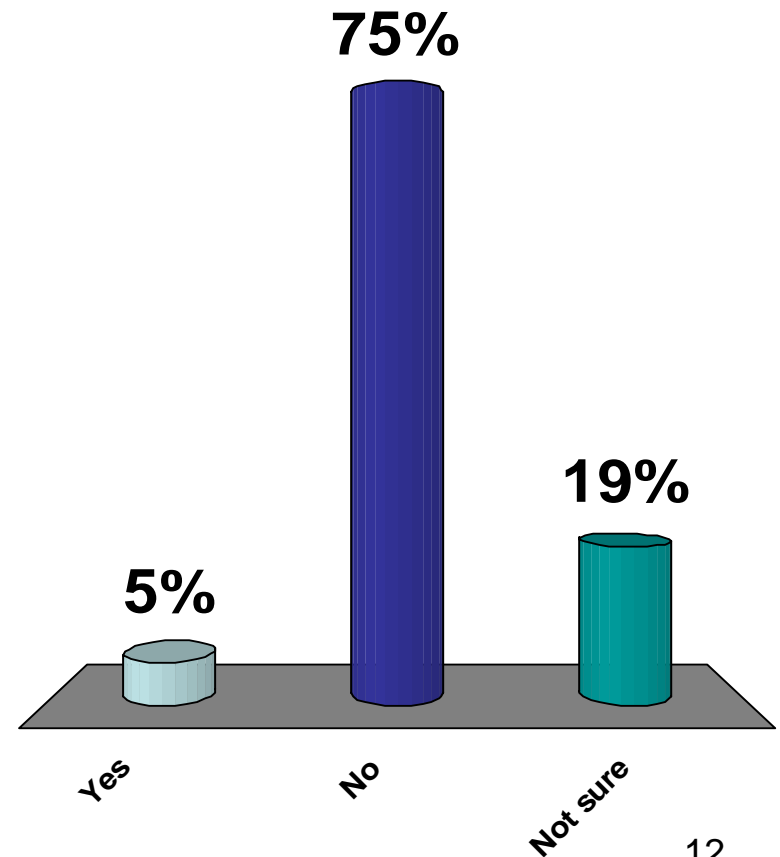
Approximately how much coal was exported from the US through Q3 2007:

- 1. 22,000,000 tons
- 2. 32,000,000 tons
- ✓ 3. 42,000,000 tons
- 4. 52,000,000 tons
- 5. 62,000,000 tons
- 6. 100,000,000 + tons



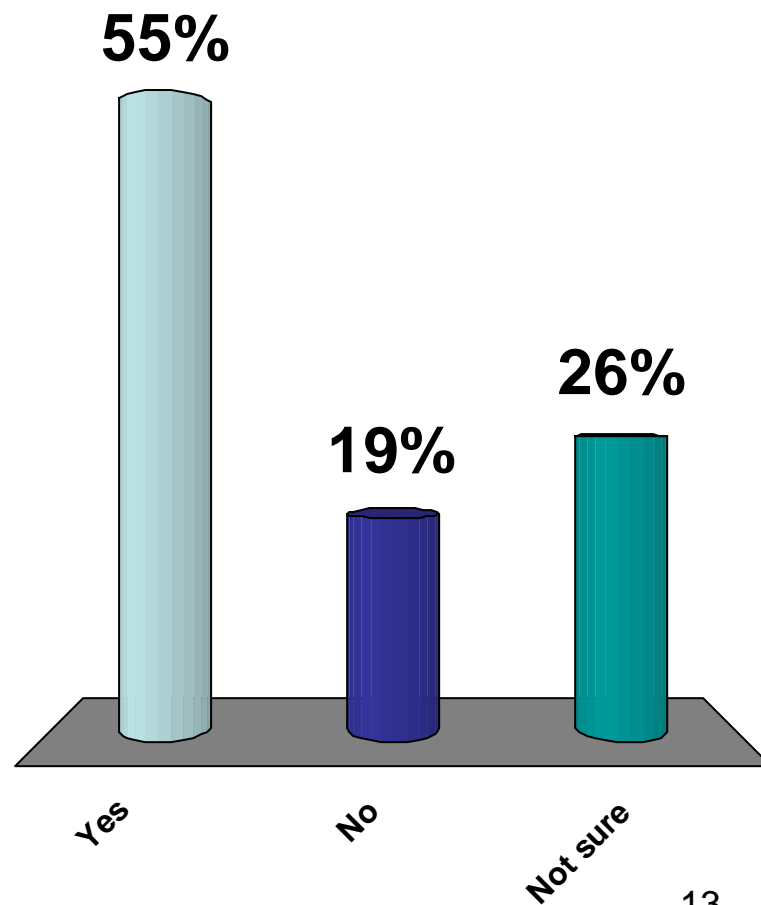
West Coast Port facilities are adequate to support significant Western coal exports?

1. Yes
2. No
3. Not sure



Gulf Port facilities are adequate to support significant coal exports?

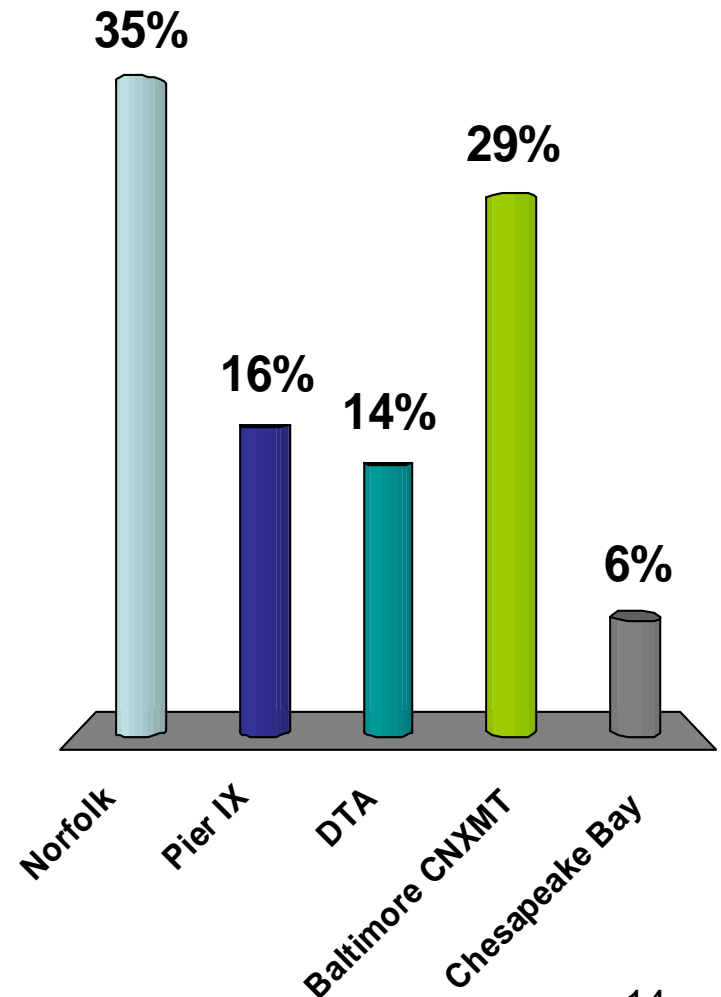
1. Yes
2. No
3. Not sure



The largest coal export terminal is:



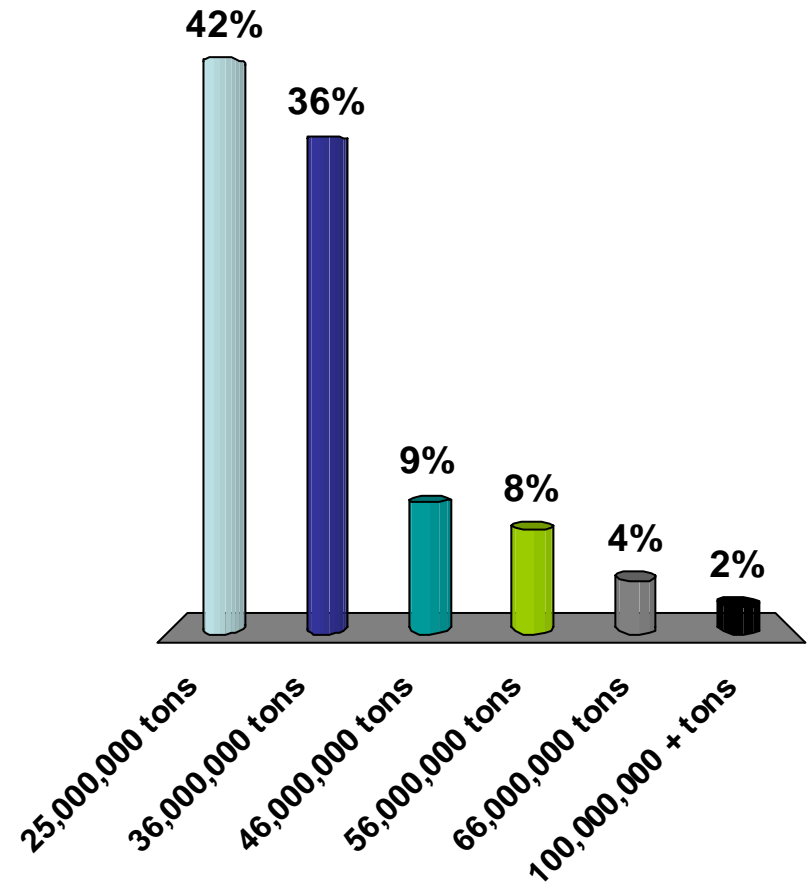
1. Norfolk
2. Pier IX
3. DTA
4. Baltimore CNXMT
5. Chesapeake Bay



Approximately how much coal was imported to the US through Q3 2007:

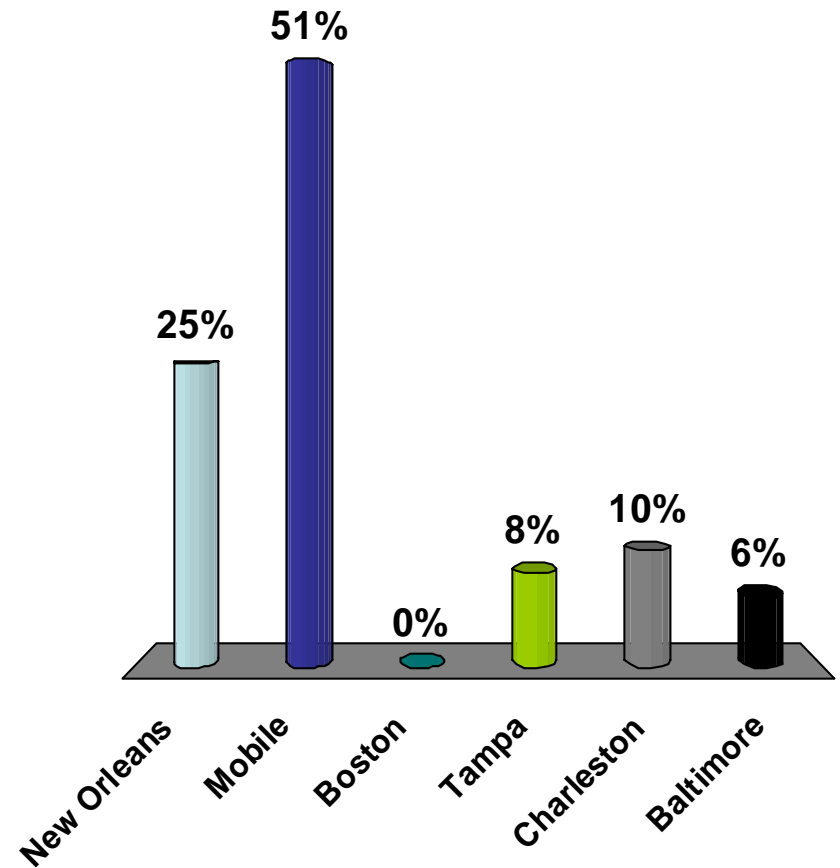


1. 25,000,000 tons
2. 36,000,000 tons
3. 46,000,000 tons
4. 56,000,000 tons
5. 66,000,000 tons
6. 100,000,000 + tons



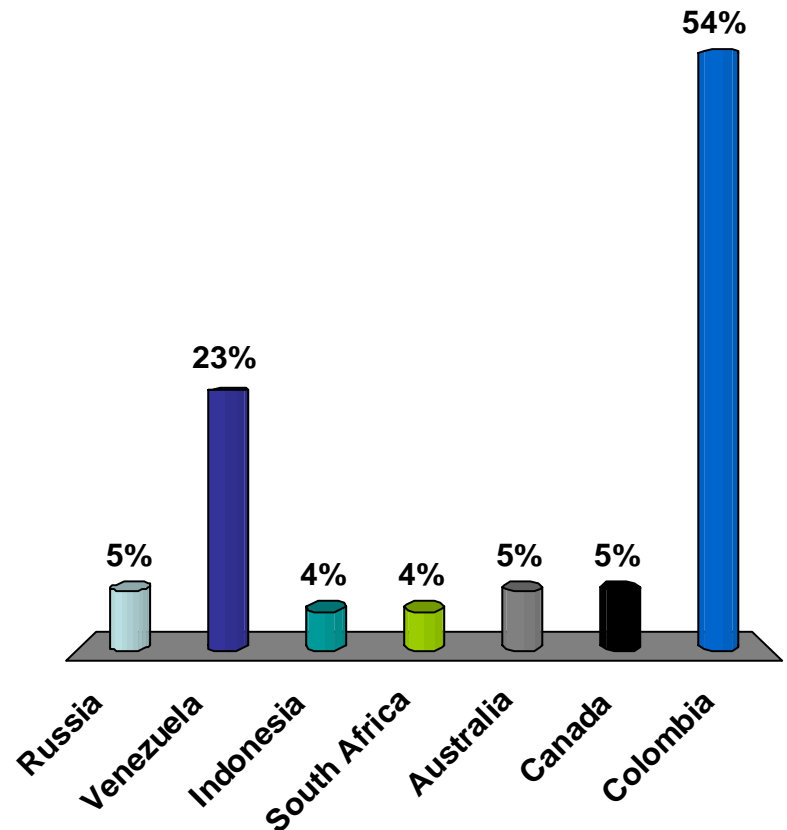
The largest coal import terminal is:

1. New Orleans
2. Mobile
3. Boston
4. Tampa
5. Charleston
6. Baltimore



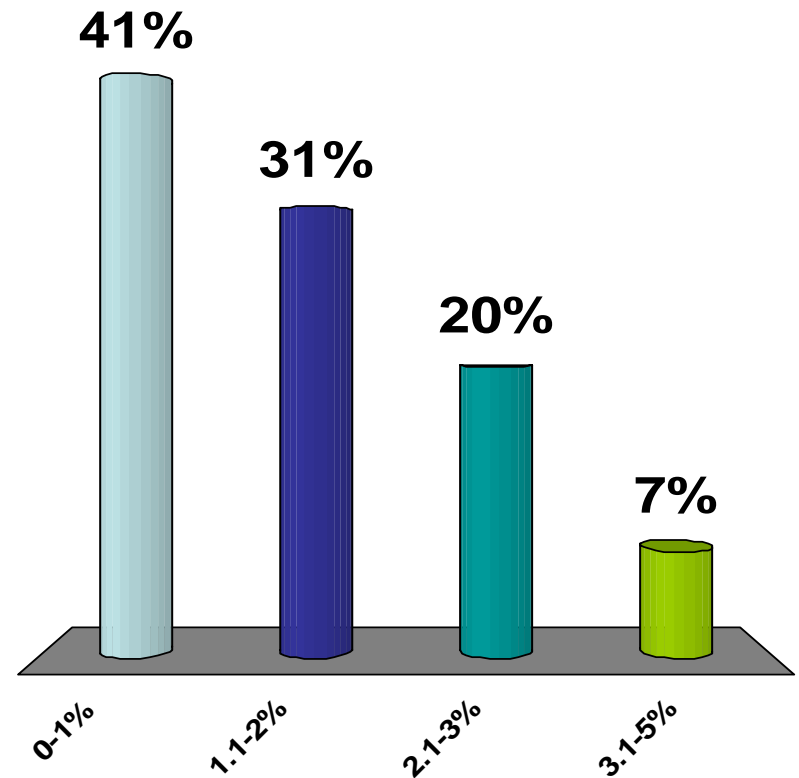
What country exported the most coal to the USA in 2007:

1. Russia
2. Venezuela
3. Indonesia
4. South Africa
5. Australia
6. Canada
7. Colombia



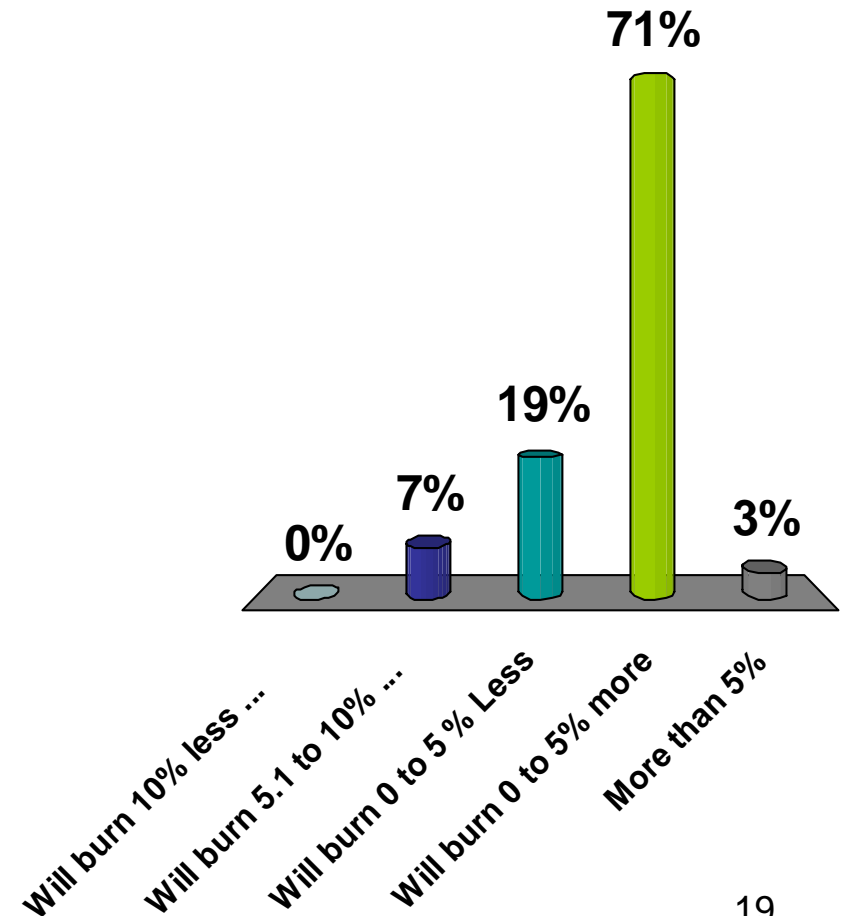
By what percentage will 2008 export/import coal market activity impact western coal:

1. 0-1%
2. 1.1-2%
3. 2.1-3%
4. 3.1-5%



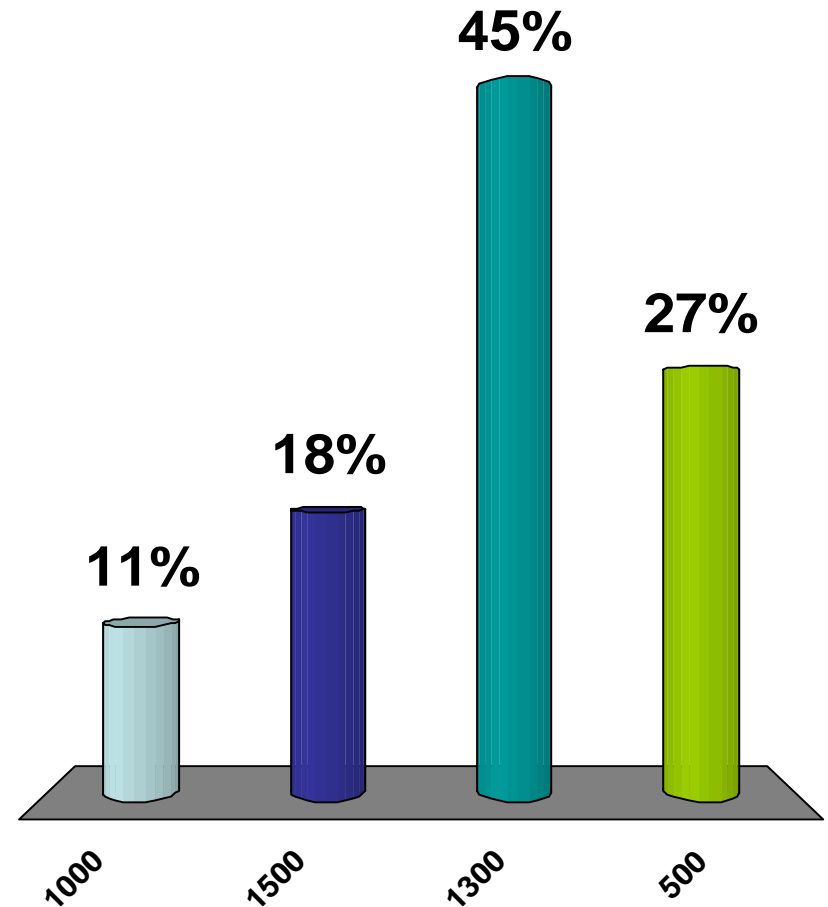
In 2008 power companies east of the Mississippi:

1. Will burn 10% less PRB coal
2. Will burn 5.1 to 10% less PRB coal
3. Will burn 0 to 5 % Less
4. Will burn 0 to 5% more
5. More than 5%



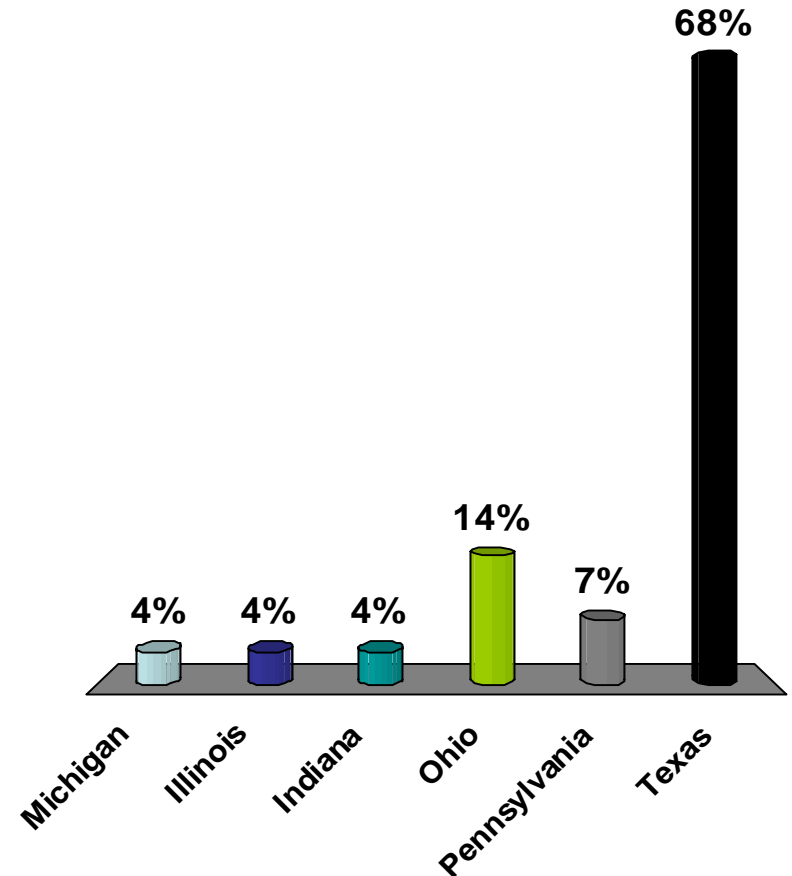
How many coal fired power plants were there in the US at the end of 2007?

- 1. 1,000
- 2. 1,500
- 3. 1,300
- 4. 500



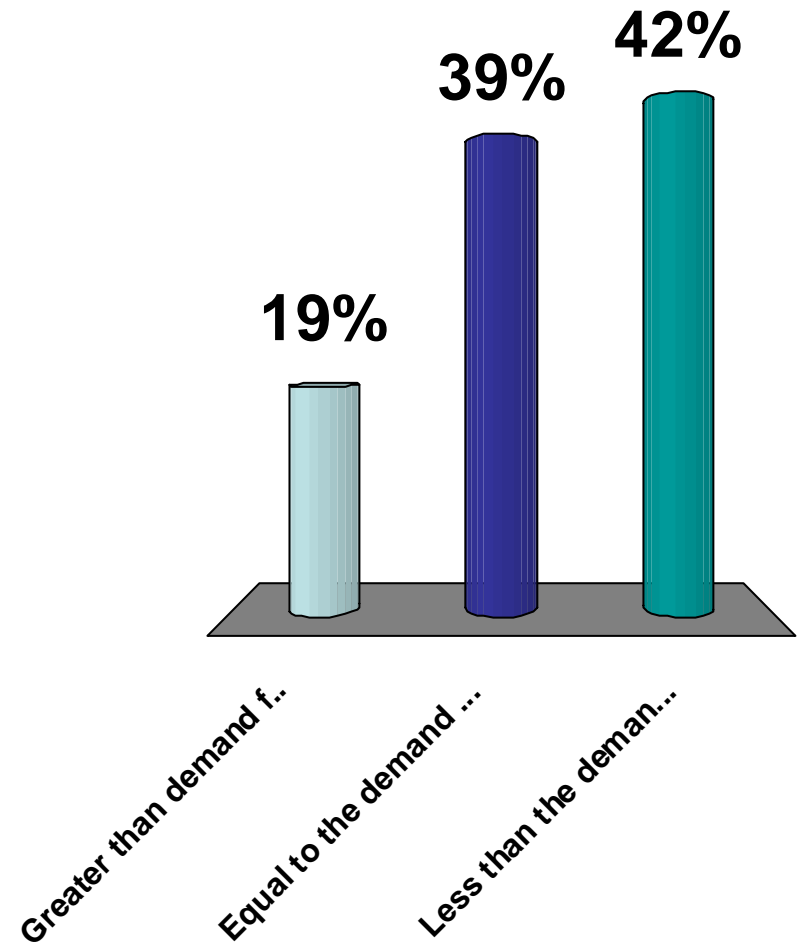
The state that consumes the most coal is?

1. Michigan
2. Illinois
3. Indiana
4. Ohio
5. Pennsylvania
6. Texas



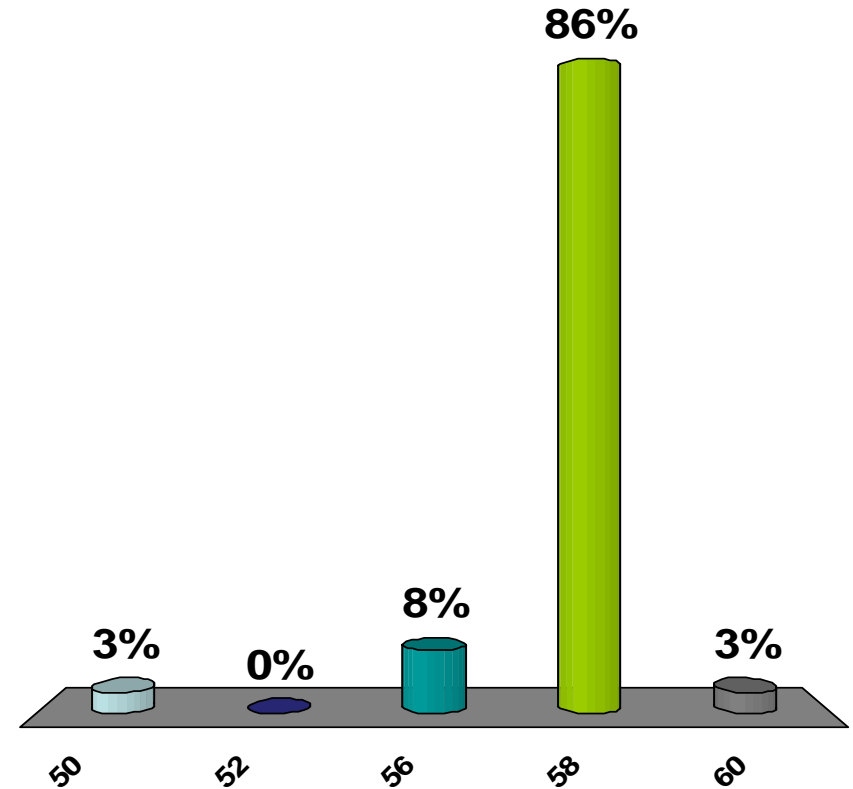
Do you think that railroad capacity is:

1. Greater than demand for coal
2. Equal to the demand for coal
3. Less than the demand for coal



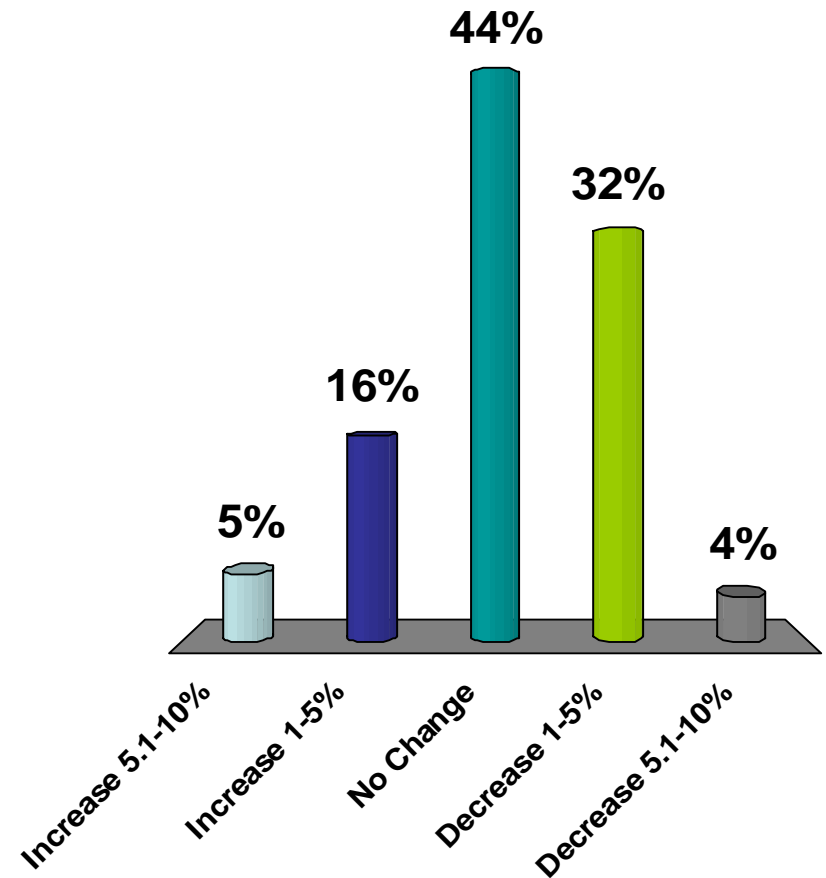
At the end of 2007 how many landing spots were there at all of the mines on the Joint Line?

1. 50
2. 52
3. 56
- ✓ 4. 58
5. 60



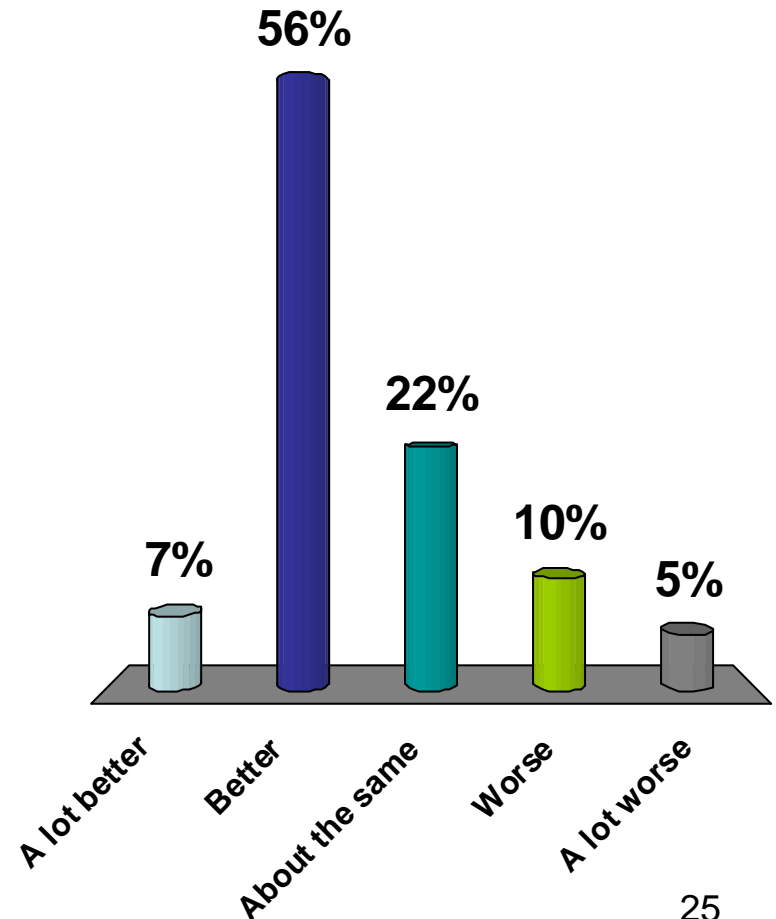
Do you believe your cycle times will _____ in 2008:

1. Increase 5.1-10%
2. Increase 1-5%
3. No Change
4. Decrease 1-5%
5. Decrease 5.1-10%



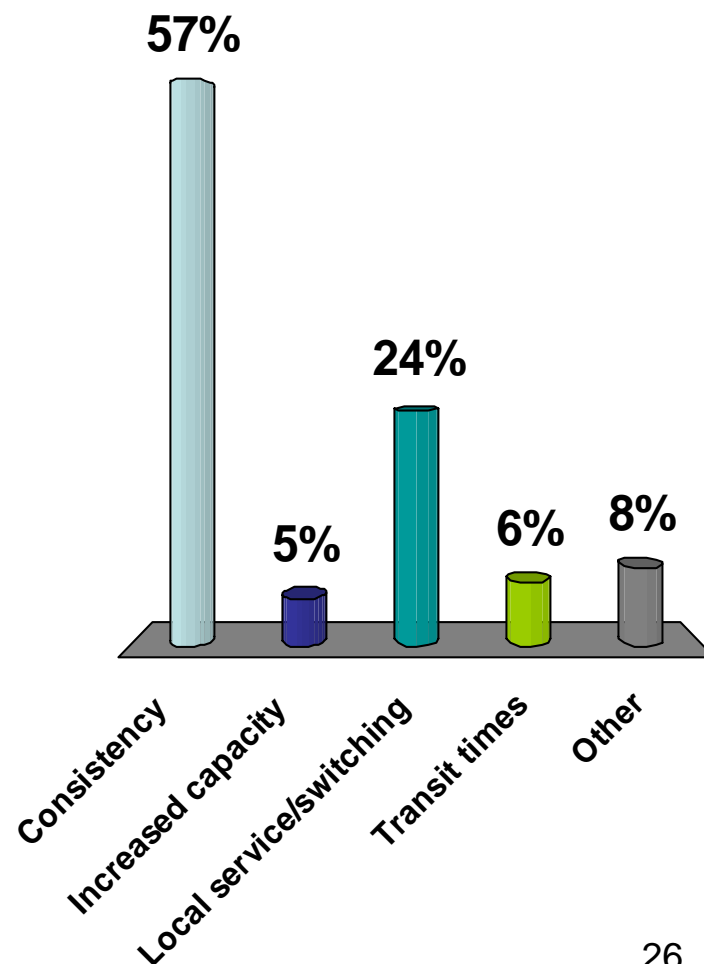
In comparison to 2006 railroad service in 2007 was:

1. A lot better
2. Better
3. About the same
4. Worse
5. A lot worse



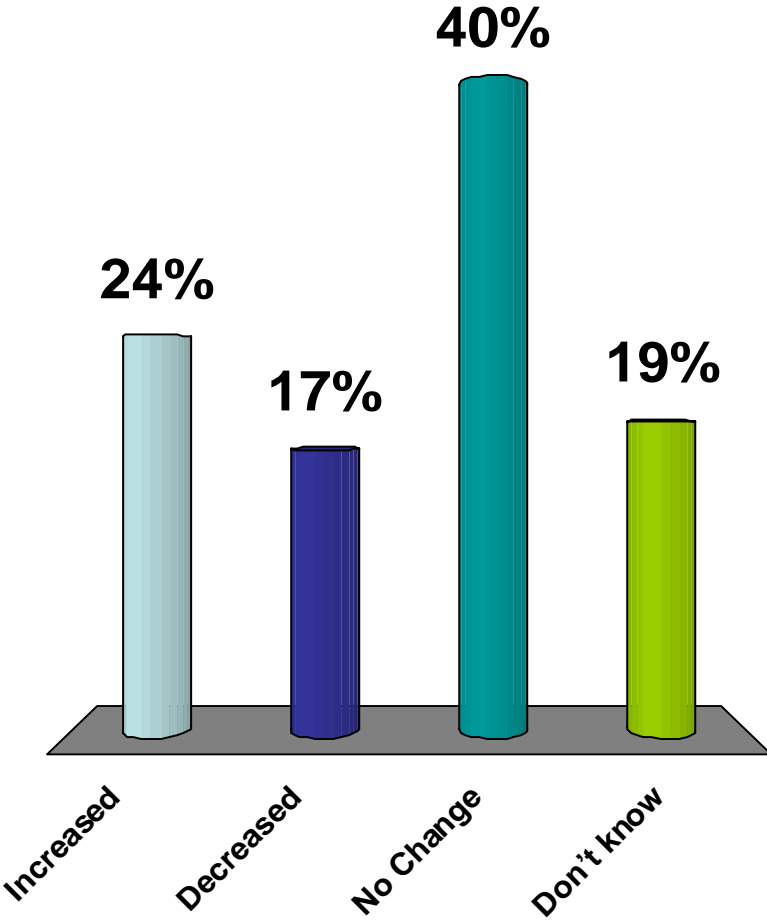
The single service focused thing that railroads could improve on is:

1. Consistency
2. Increased capacity
3. Local service/switching
4. Transit times
5. Other



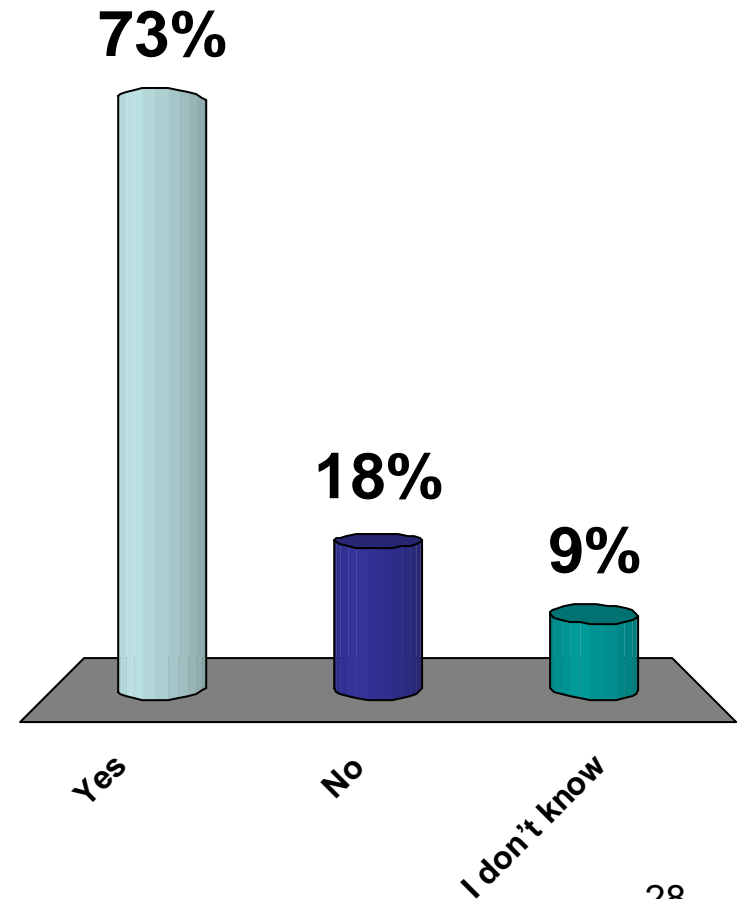
In 2007 unloading times at the destination:

- 1. Increased
- 2. Decreased
- 3. No Change
- 4. Don't know



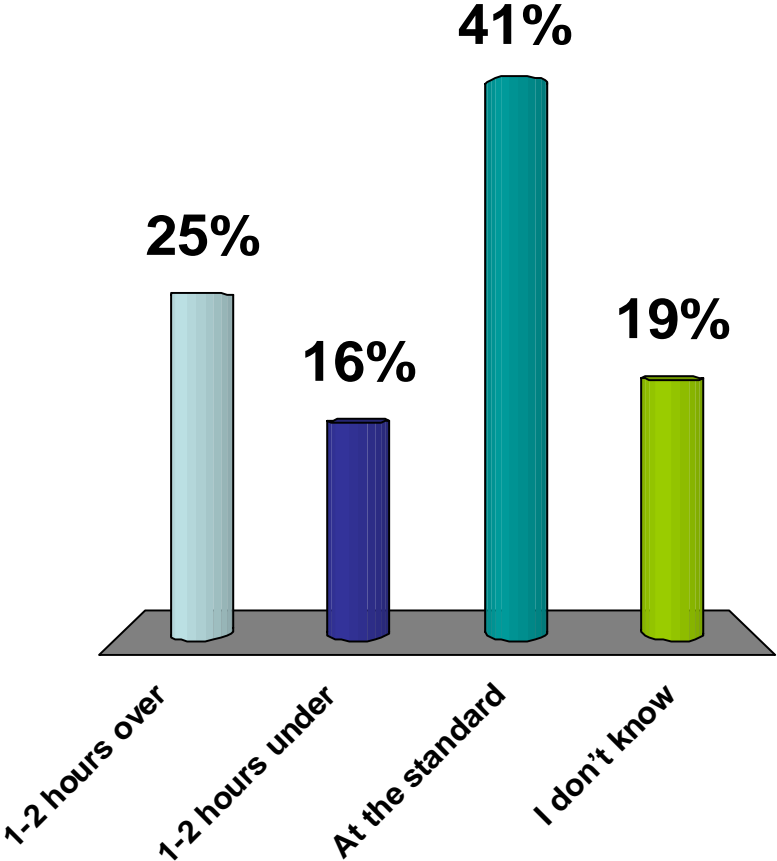
Does your company put an emphasis on optimizing unloading time?

1. Yes
2. No
3. I don't know



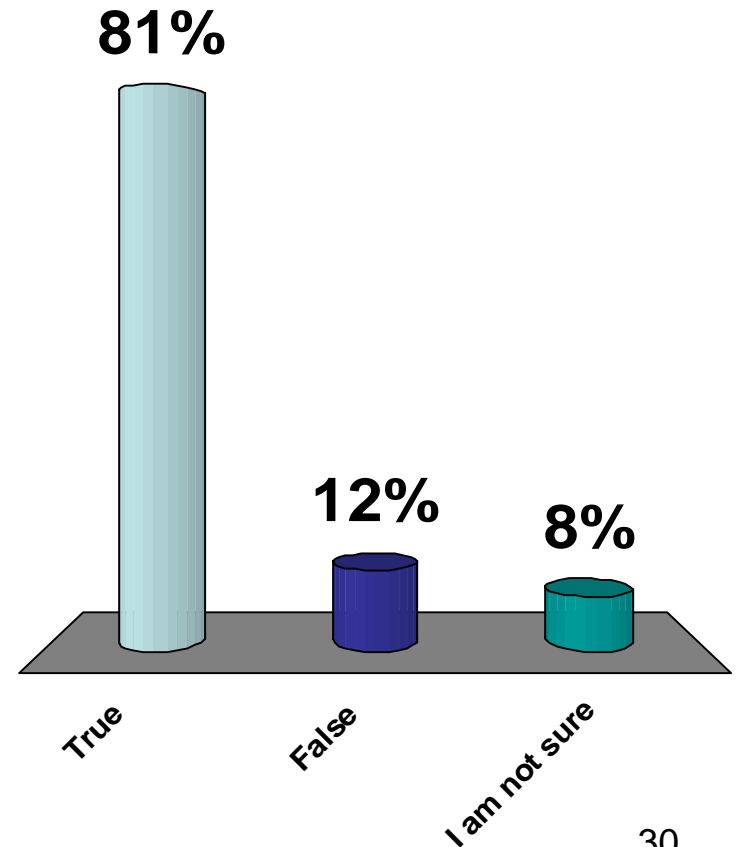
Is your unloading time ____ the unloading standard?

- 1. 1-2 hours over
- 2. 1-2 hours under
- 3. At the standard
- 4. I don't know



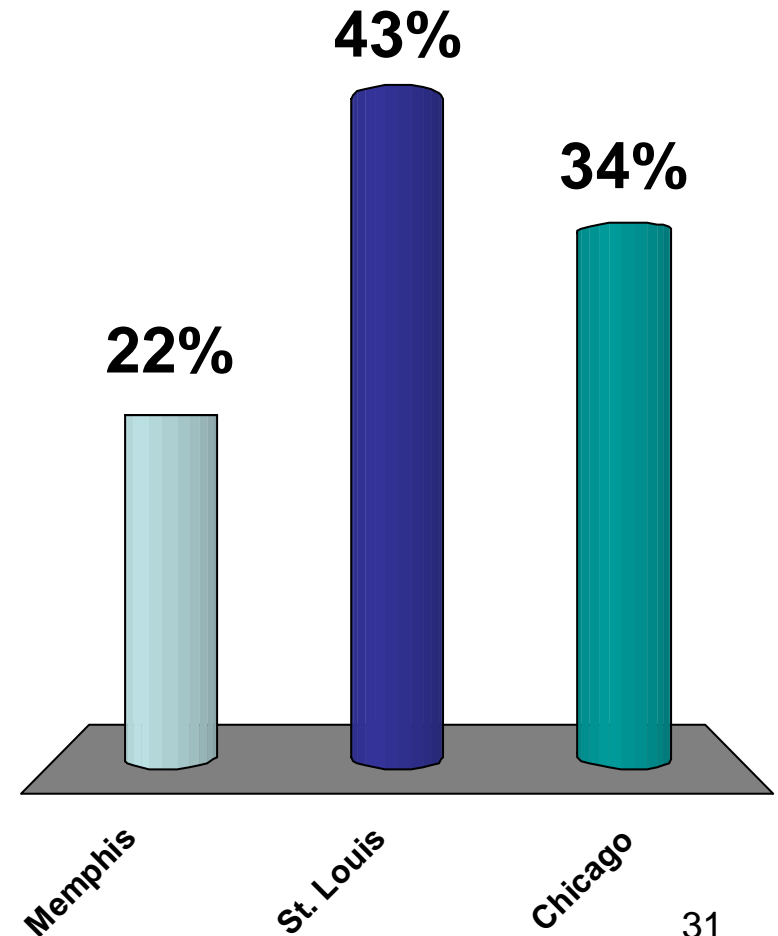
Those entities that unload coal can improve train transit times by unloading coal 7 X 24.

1. True
2. False
3. I am not sure



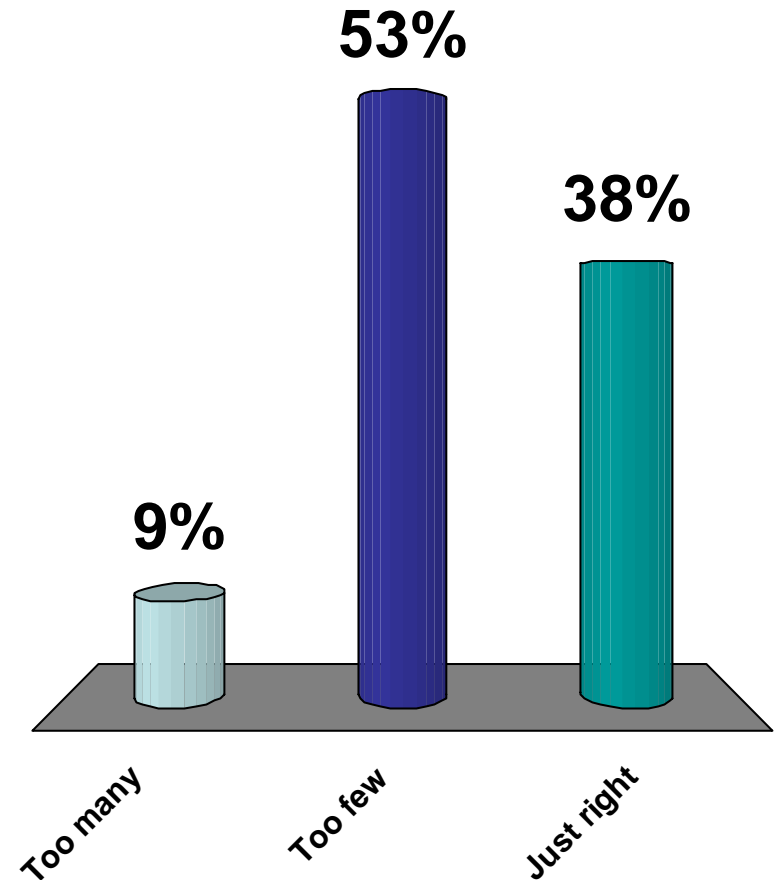
Which terminal interchanges the most PRB coal?

1. Memphis
2. St. Louis
3. Chicago



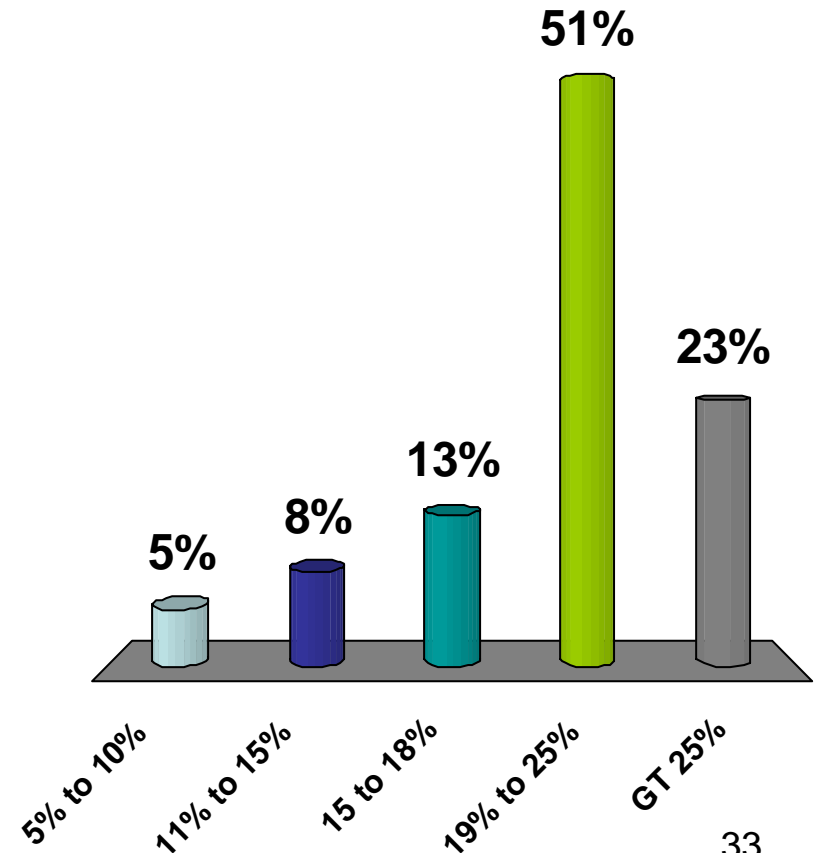
The number of train sets running in the SPRB is:

1. Too many
2. Too few
3. Just right



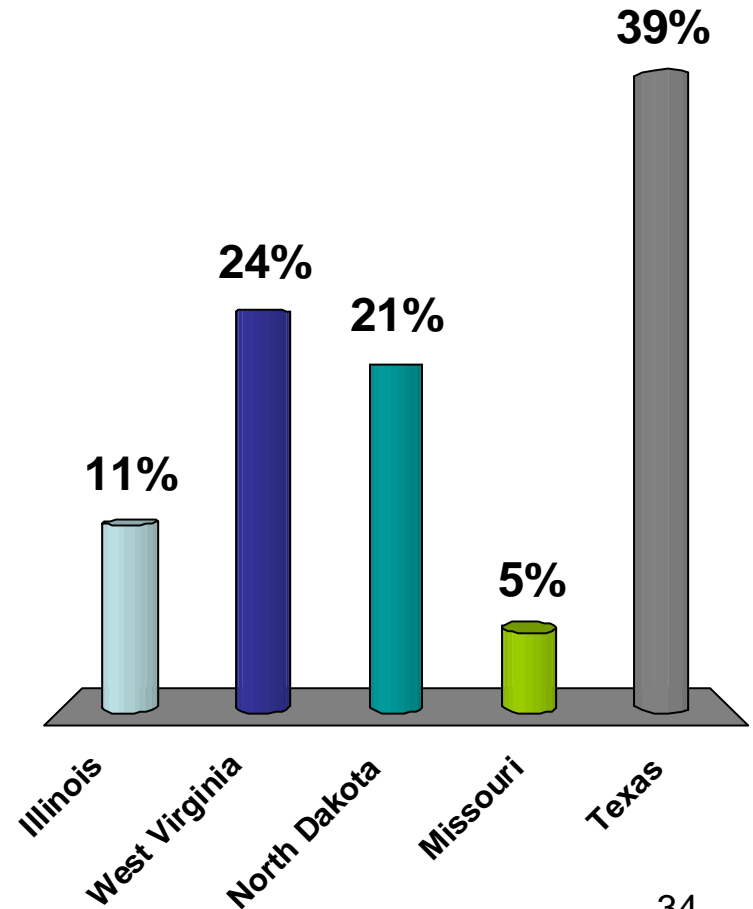
Coal represents what percent of gross revenue for the BNSF & UPRR

1. 5% to 10%
2. 11% to 15%
3. 15 to 18%
4. 19% to 25%
5. GT 25%



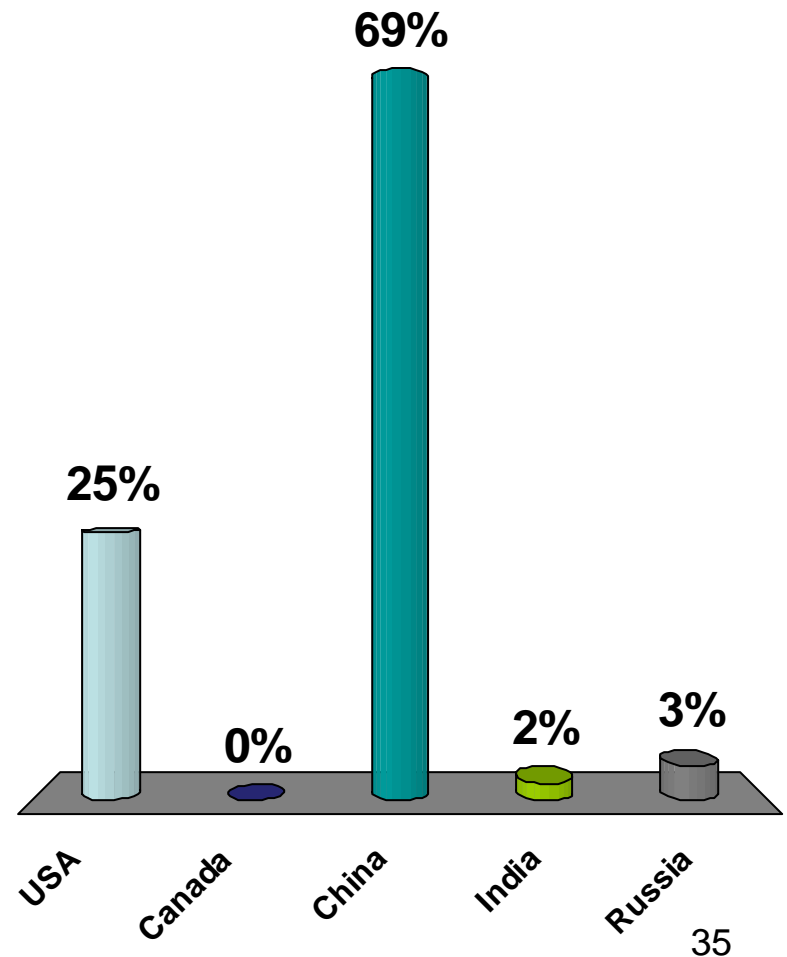
What state has the largest percentage of its electricity generated by coal?

1. Illinois
- ✓ 2. West Virginia
3. North Dakota
4. Missouri
5. Texas



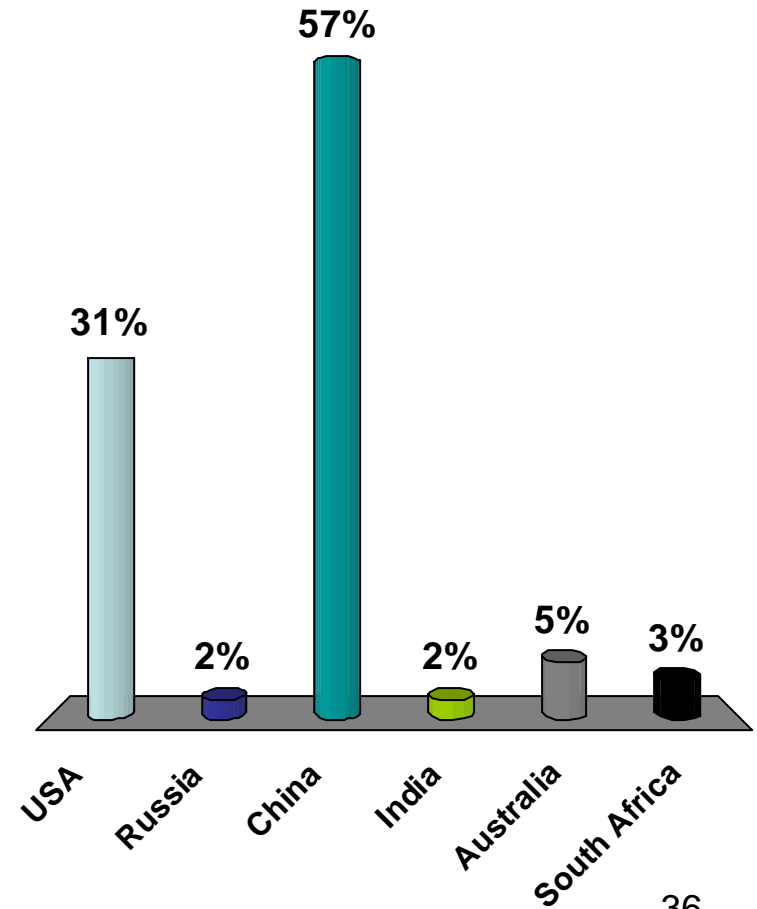
What country consumes the most coal?

1. USA
2. Canada
3. China
4. India
5. Russia



What country produces the most coal:

1. USA
2. Russia
3. China
4. India
5. Australia
6. South Africa



Was this an effective way to communicate:

1. Yes
2. No

