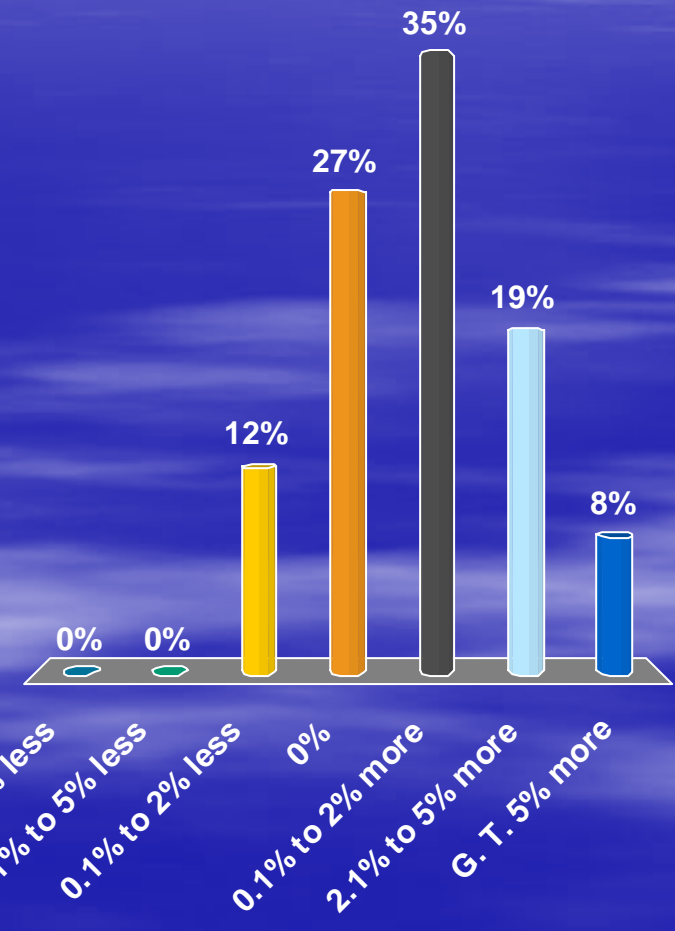


National Coal Transportation Association Eastern L & P

May 15, 2008
Atlanta, Georgia

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

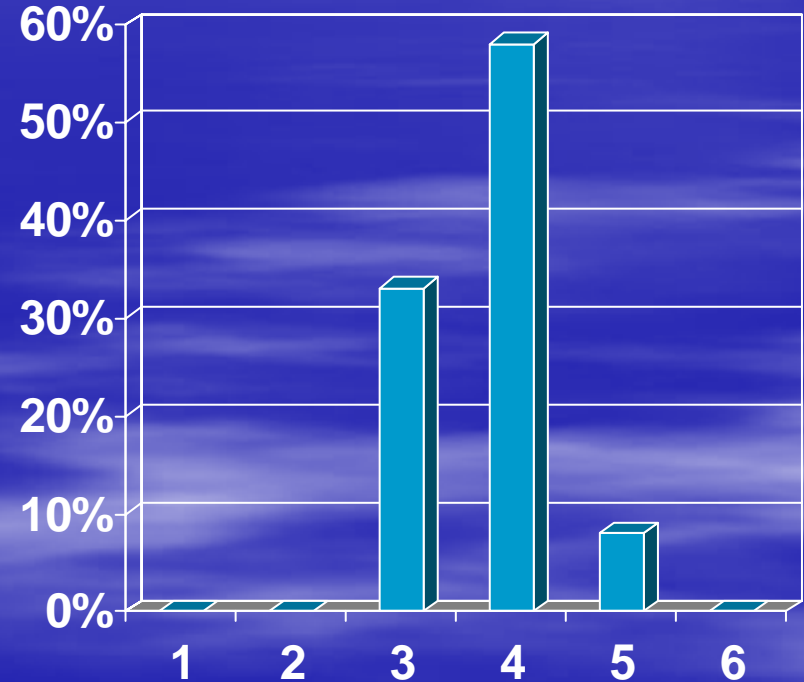
1. More than 5% less
2. 2.1% to 5% less
3. 0.1% to 2% less
4. 0%
5. 0.1% to 2% more
6. 2.1% to 5% more
7. G. T. 5% more



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

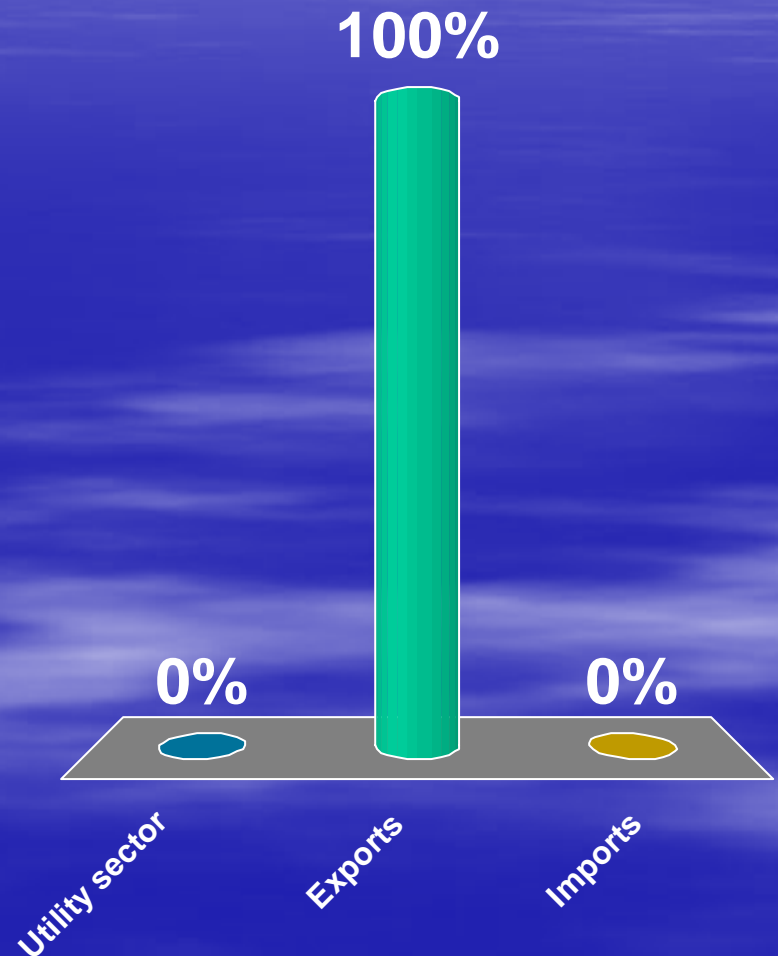
1. 5% Less
2. 2% to 5% Less
3. 0% to 2% Less
4. 0% to 2% More
5. 2% to 5% More
6. 5%+ More

November 2007



2. In 2008 the greatest year over year coal percentage volume variance will be seen in the:

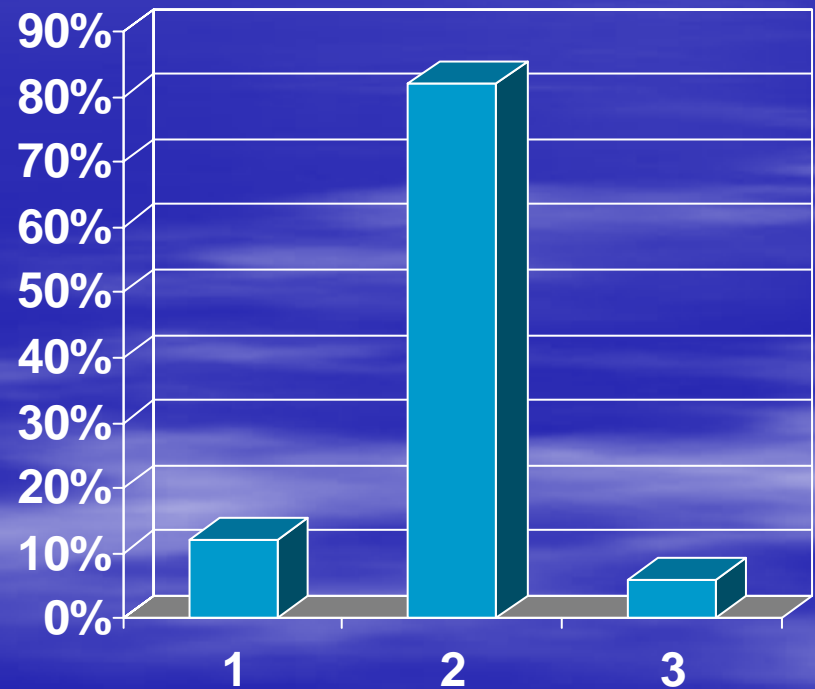
1. Utility sector
2. Exports
3. Imports



In 2008 the greatest year over year coal volume variance will be seen in the:

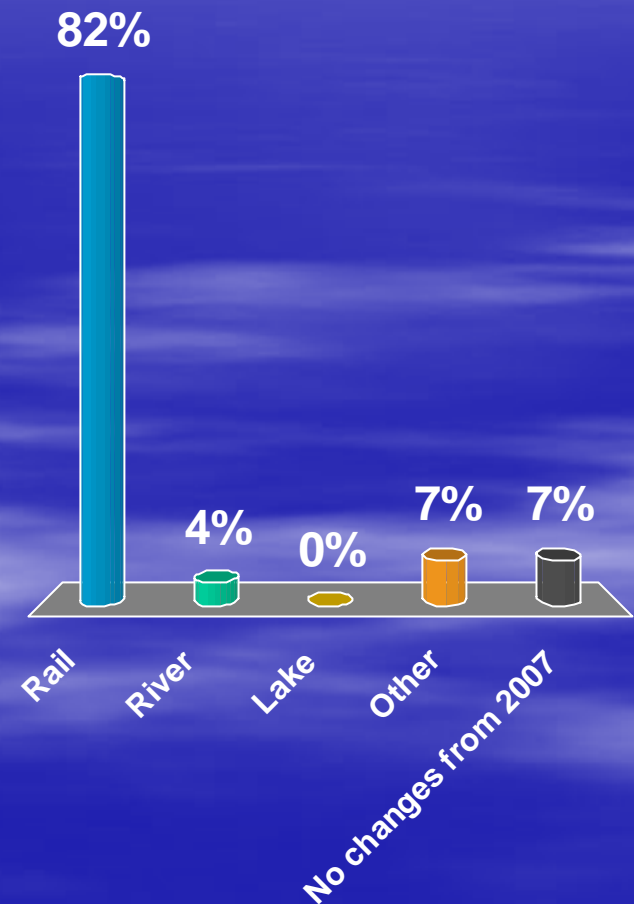
1. Utility Sector
2. Exports
3. Imports

November 2007



3. The greatest year over year coal percentage volume variance will occur in which coal transportation sector?

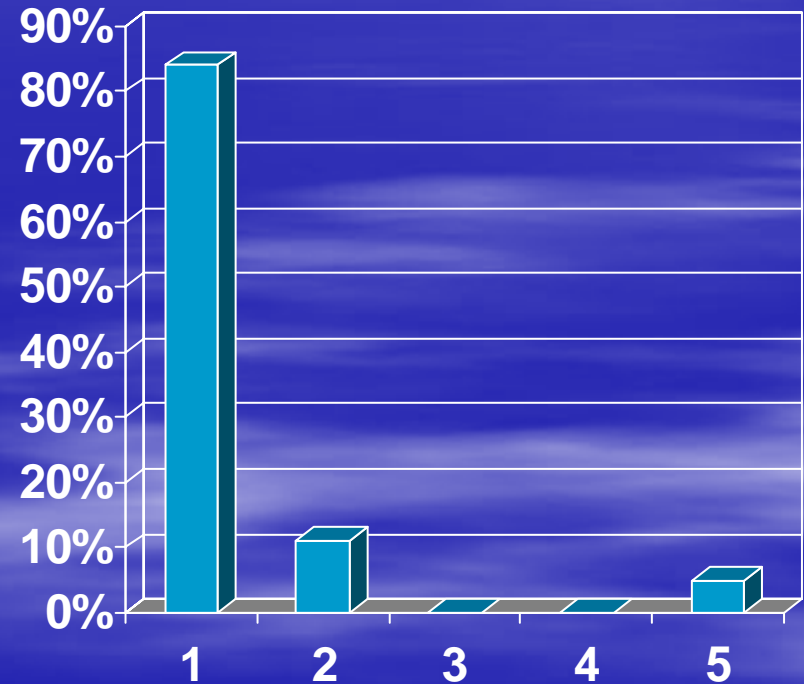
1. Rail
2. River
3. Lake
4. Other
5. No changes from 2007



The greatest year over year volume variance will occur in which coal transportation sector?

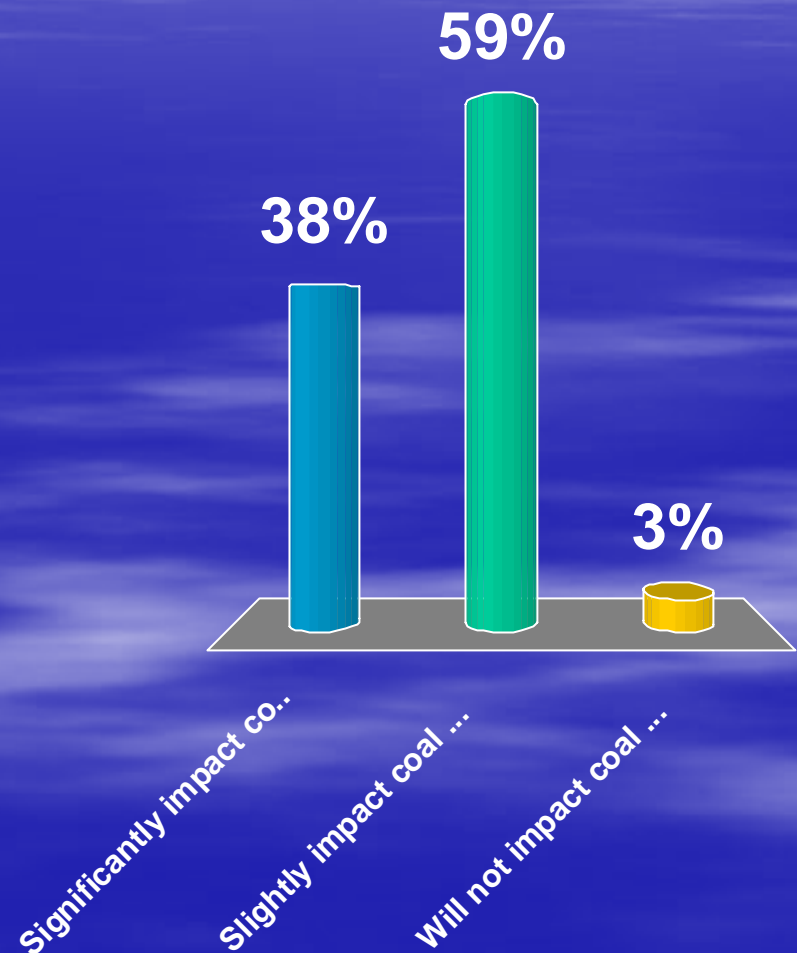
1. Rail
2. River
3. Lake
4. Other

November 2007



4. In 2009 and beyond scrubber installation and activation will:

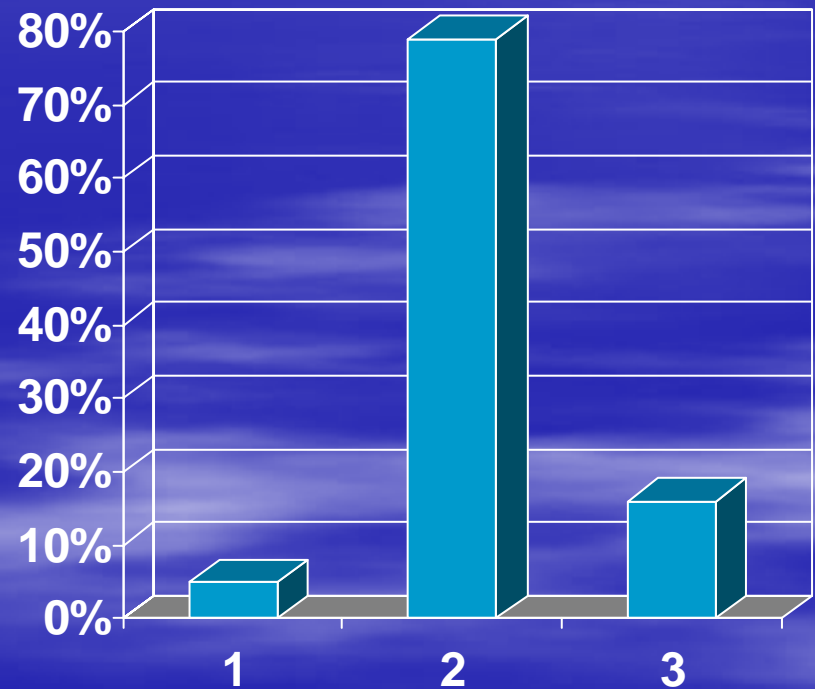
1. Significantly impact coal source switching
2. Slightly impact coal source switching
3. Will not impact coal source switching



In 2009 and beyond scrubber installations will:

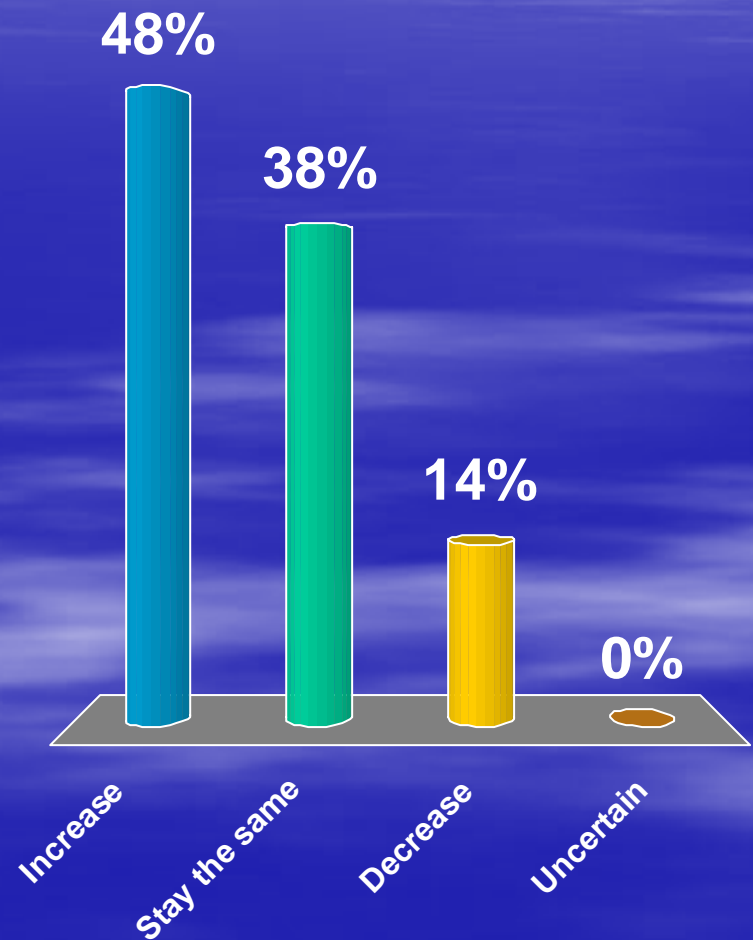
1. Significantly impact coal source switching
2. Slightly impact coal source switching
3. Will not impact coal sourcing

November 2007



5. In 2009 the number of Eastern mines will:

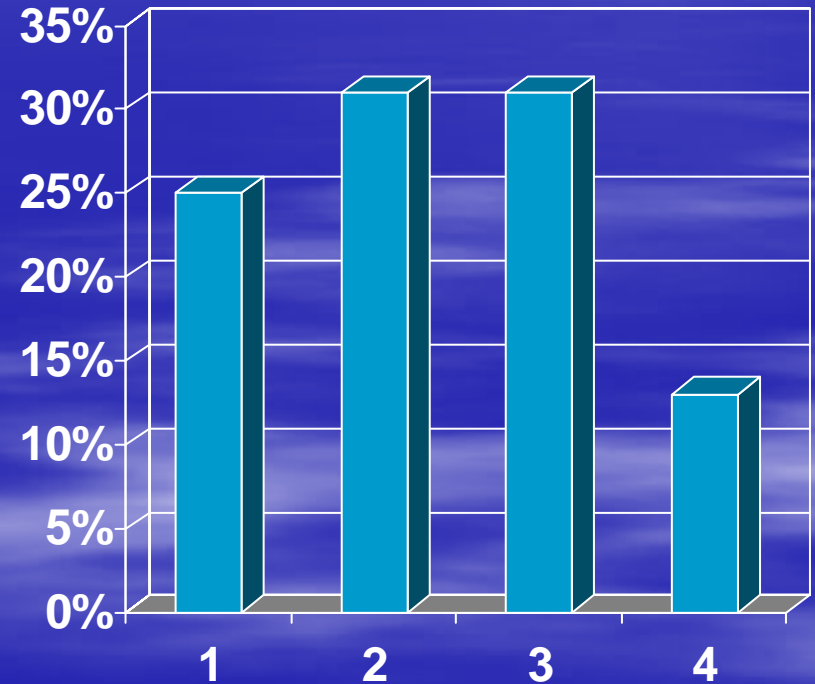
1. Increase
2. Stay the same
3. Decrease
4. Uncertain



In 2009 the number of Eastern mines will:

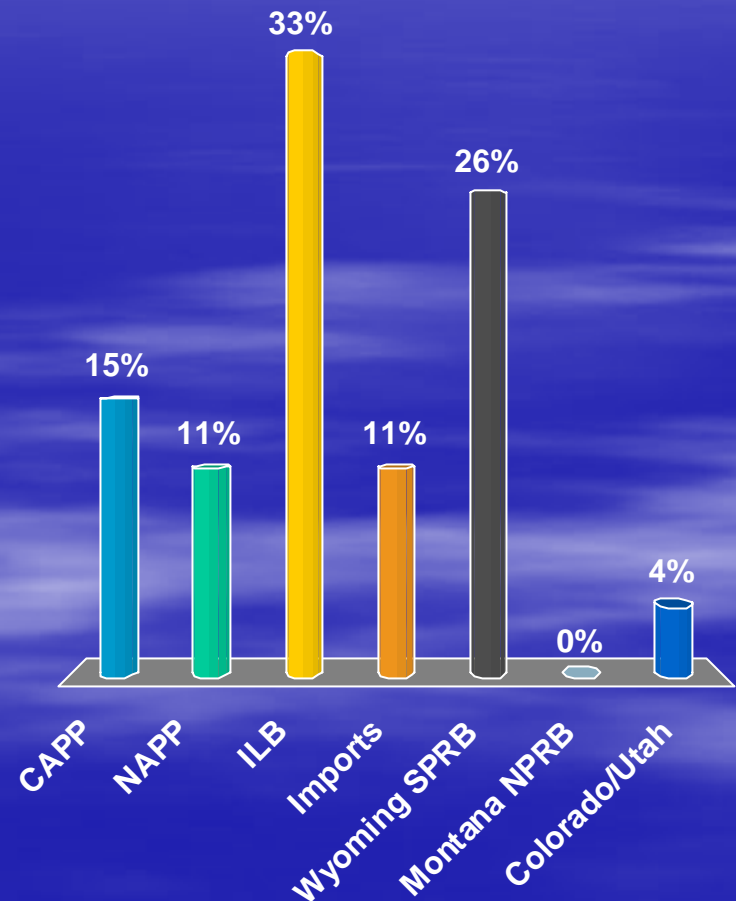
1. Increase
2. Stay the same
3. Decrease
4. Uncertain

November 2007



6. In 2008 the greatest expected volume change in tons will be seen in:

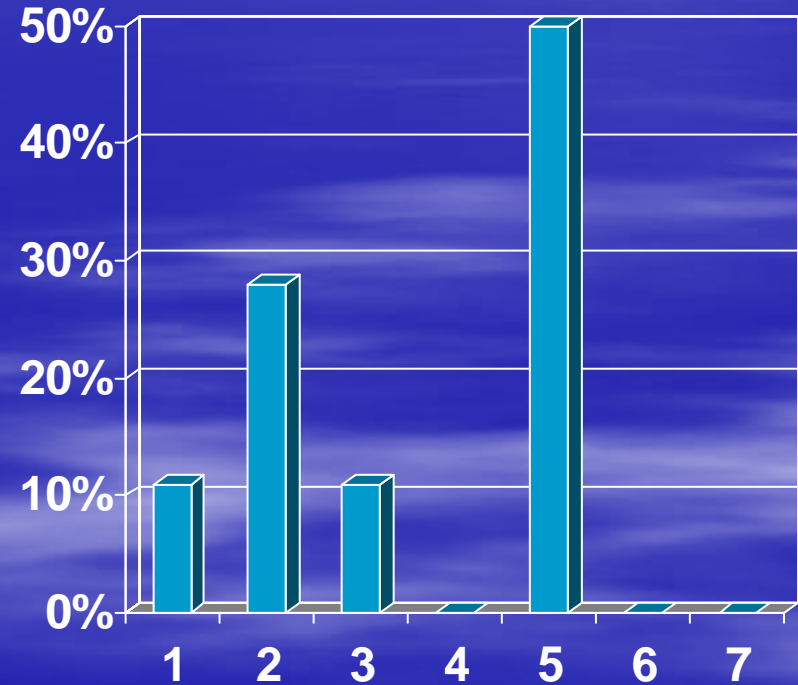
1. CAPP
2. NAPP
3. ILB
4. Imports
5. Wyoming SPRB
6. Montana NPRB
7. Colorado/Utah



In 2008 the greatest expected volume change will be noted in:

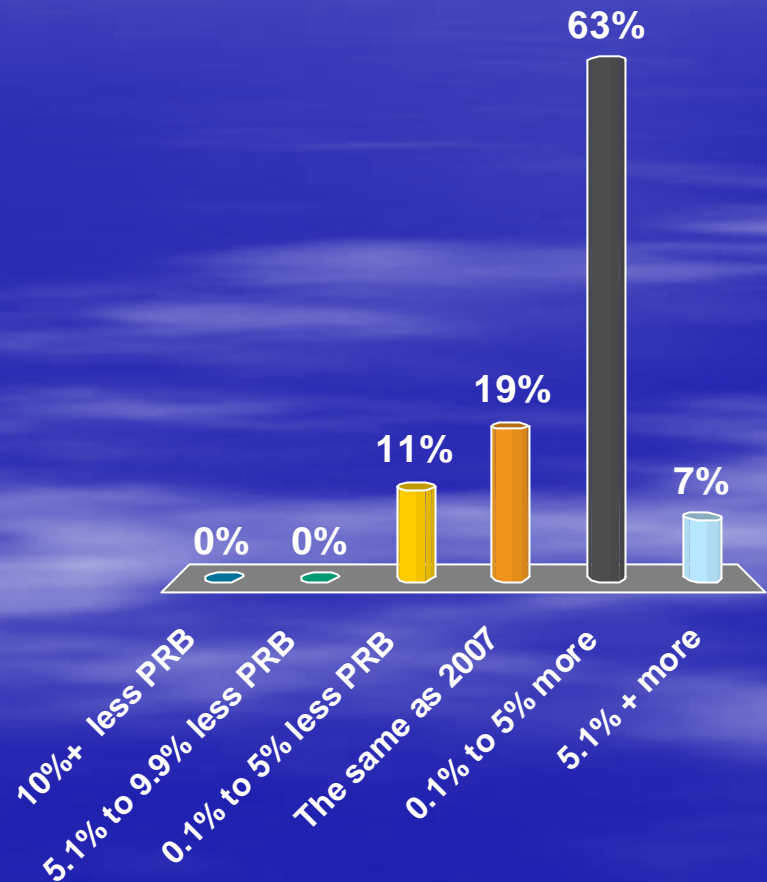
1. CAPP
2. NAPP
3. ILB
4. Imports
5. Wyoming SPRB
6. Montana NPRB
7. Colorado/Utah

November 2007



7. In 2008, power companies east of the Mississippi will burn:

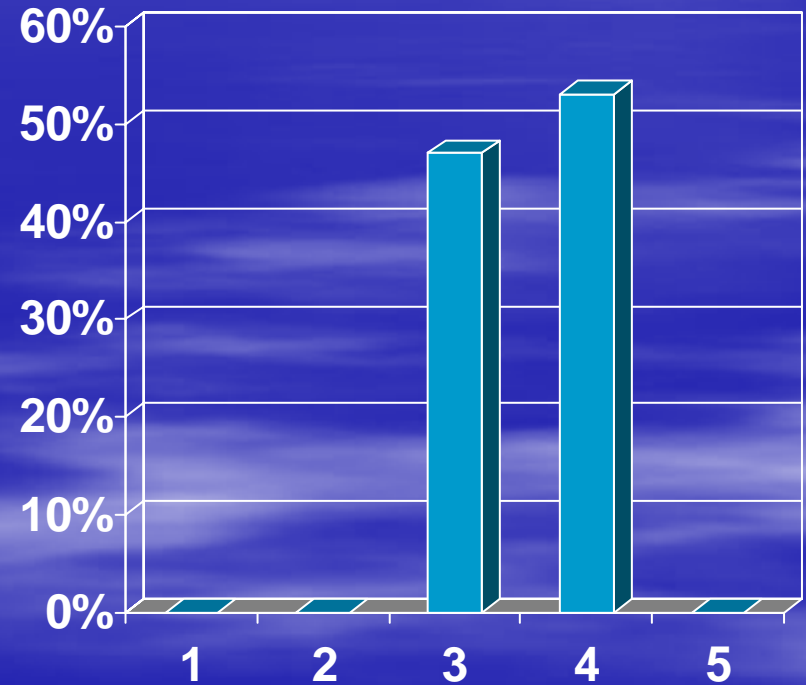
1. 10%+ less PRB
2. 5.1% to 9.9% less PRB
3. 0.1% to 5% less PRB
4. The same as 2007
5. 0.1% to 5% more
6. 5.1% + more



In 2008, power companies east of the Mississippi will burn:

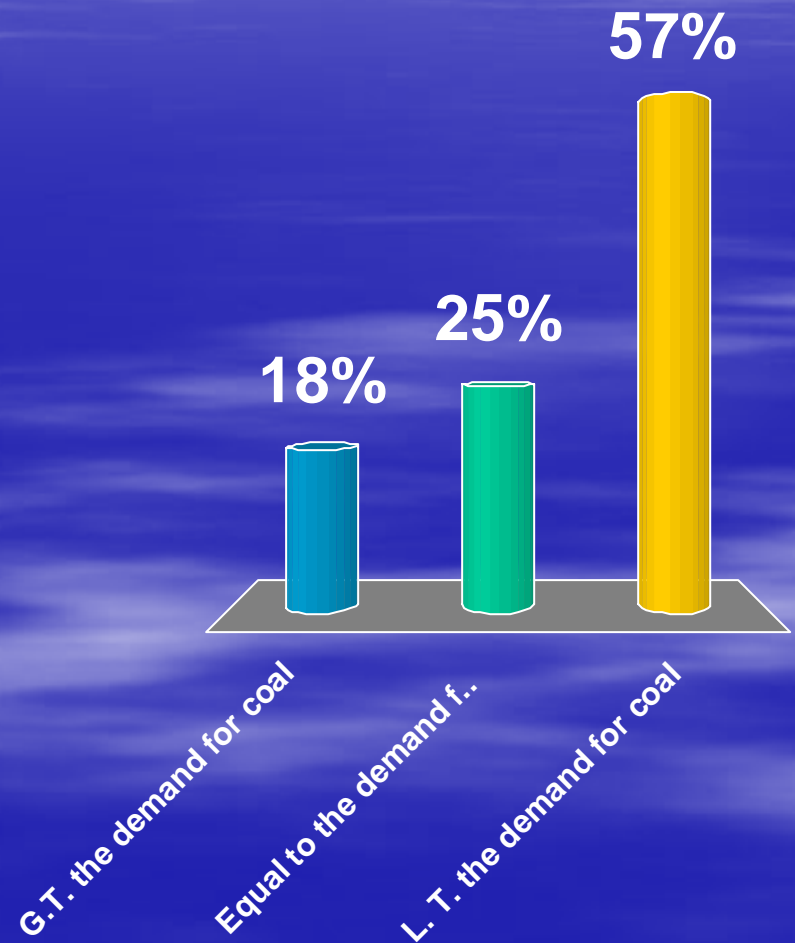
1. 10% less PRB
2. 5% to 10% less PRB
3. 0% to 5% less PRB
4. 0% to 5% more PRB
5. 5% + more

November 2007



8. Do you think that railroad capacity is:

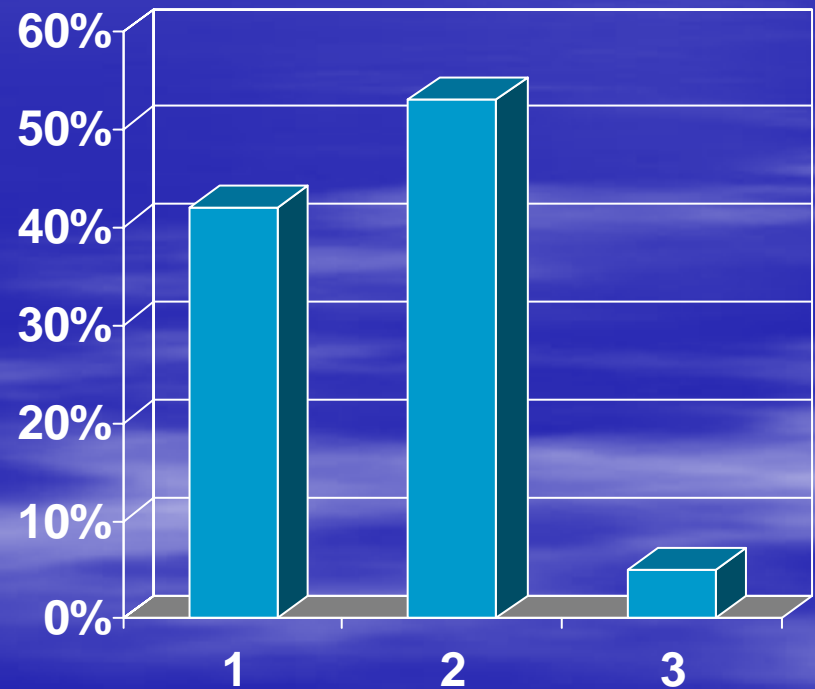
1. G.T. the demand for coal
2. Equal to the demand for coal
3. L. T. the demand for coal



Do you think railroad capacity is:

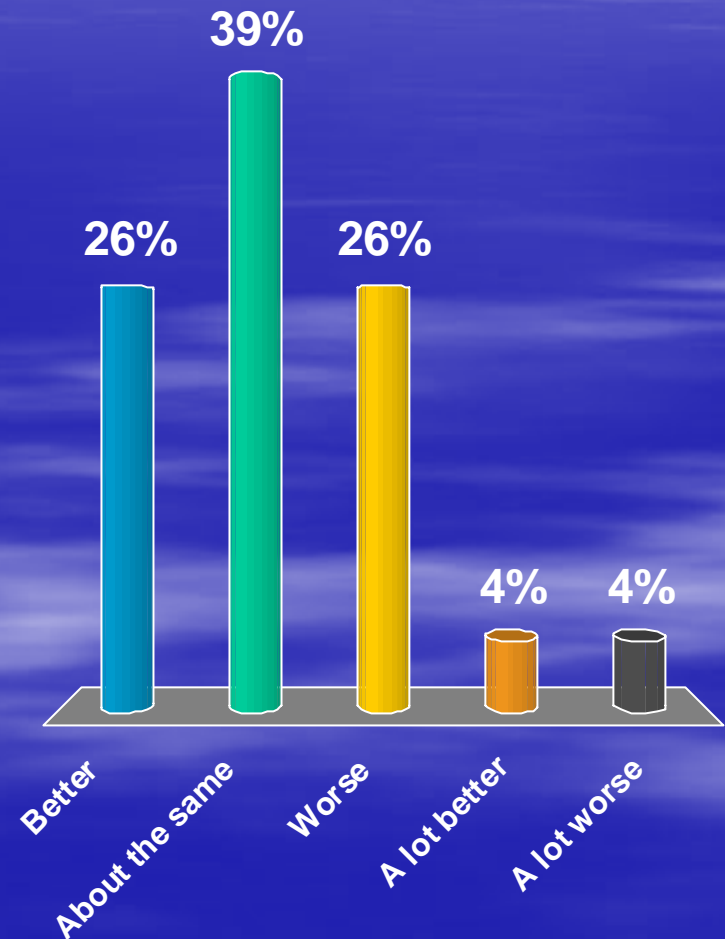
1. G.T. the demand for coal
2. Equal to the demand for coal
3. L. T. the demand for coal

November 2007



9. In comparison to 2007 railroad service in 2008 has been:

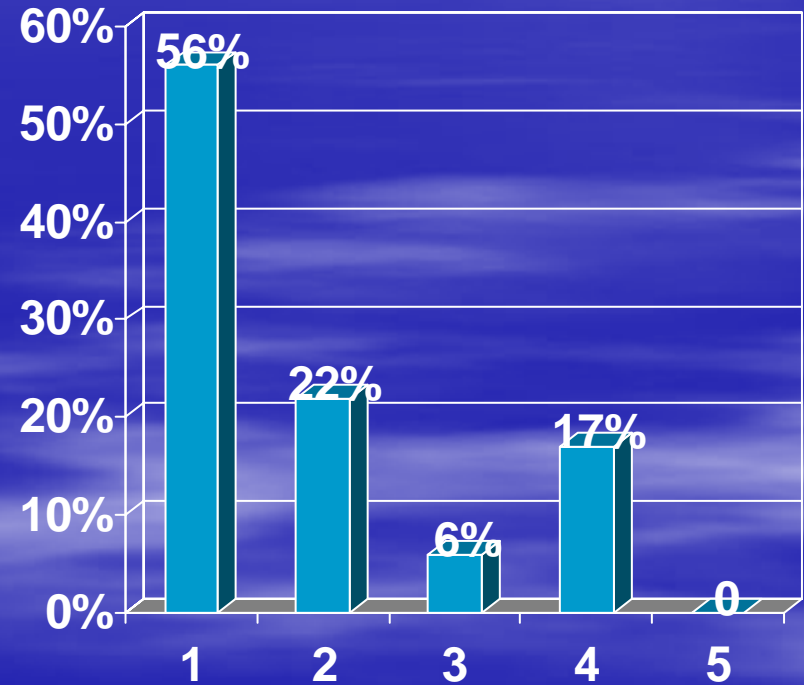
1. Better
2. About the same
3. Worse
4. A lot better
5. A lot worse



In comparison to 2006 railroad service in 2007 was:

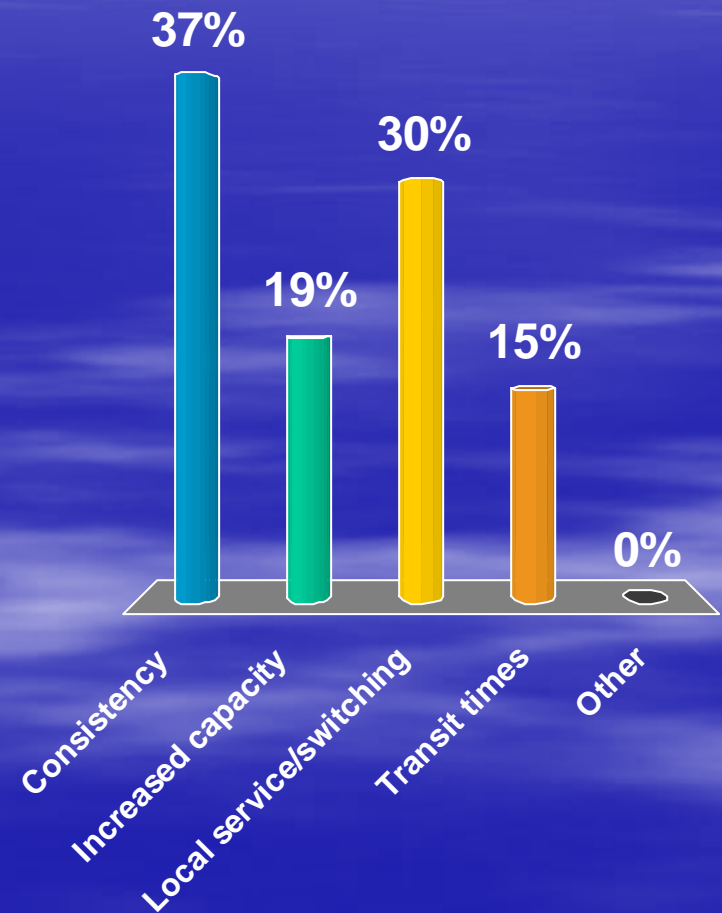
1. Better
2. About the same
3. Worse
4. A lot better
5. A lot worse

November 2007



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

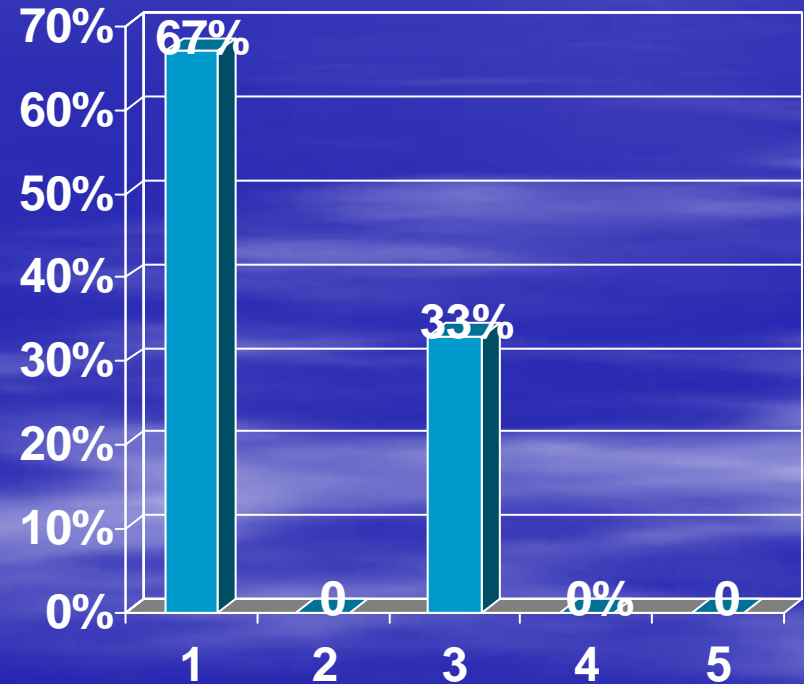
1. Consistency
2. Increased capacity
3. Local service/switching
4. Transit times
5. Other



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

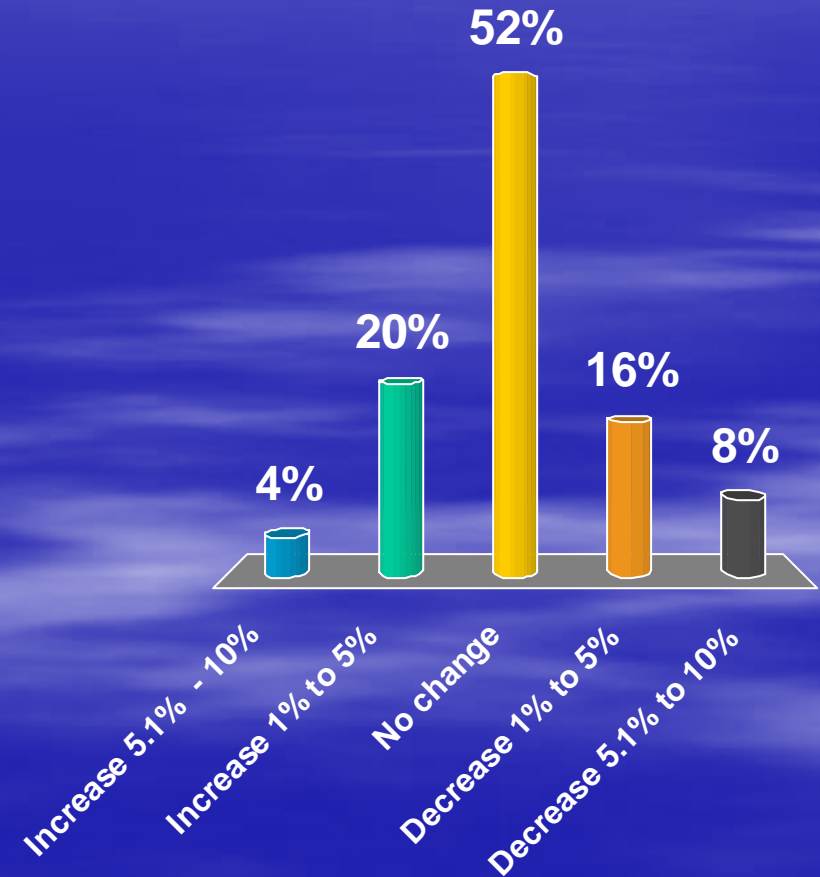
1. Consistency
2. Increased capacity
3. Local service/switching
4. Transit times
5. Other

November 2007



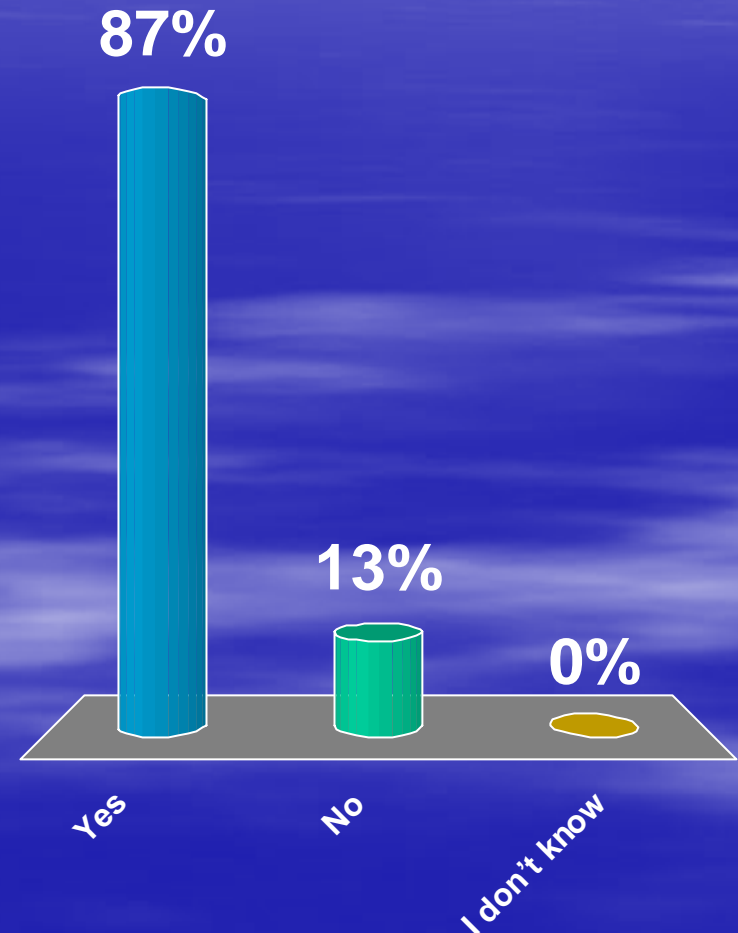
12. Do you believe your Eastern cycle times will _____ in 2008?

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



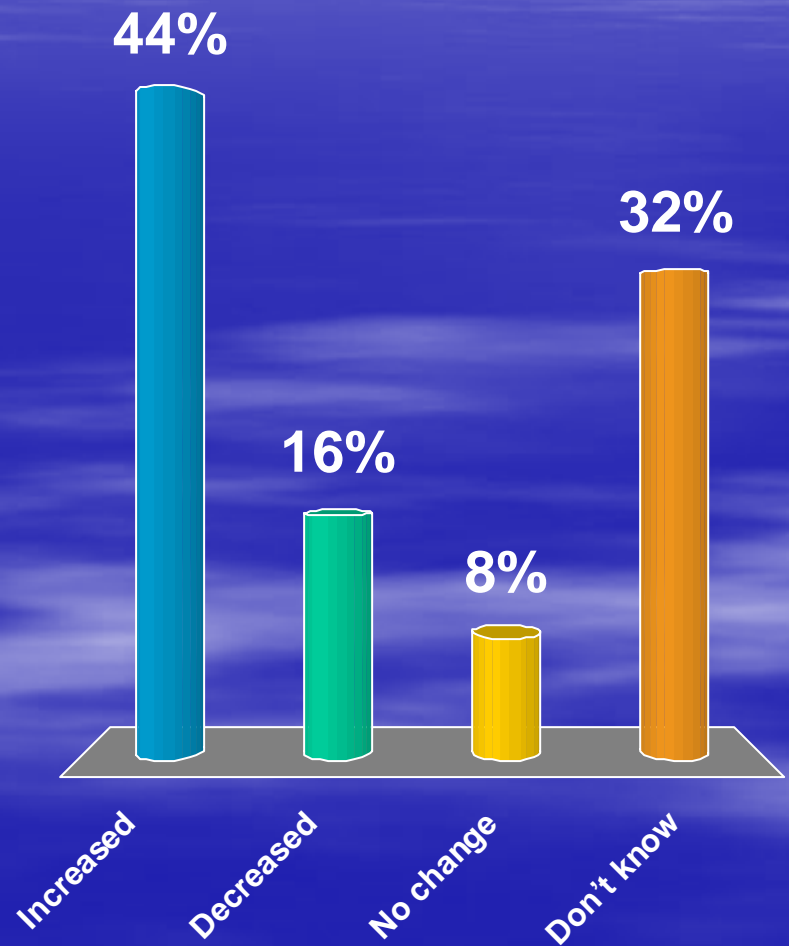
13. Does your company put an emphasis on optimizing loading/unloading time:

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



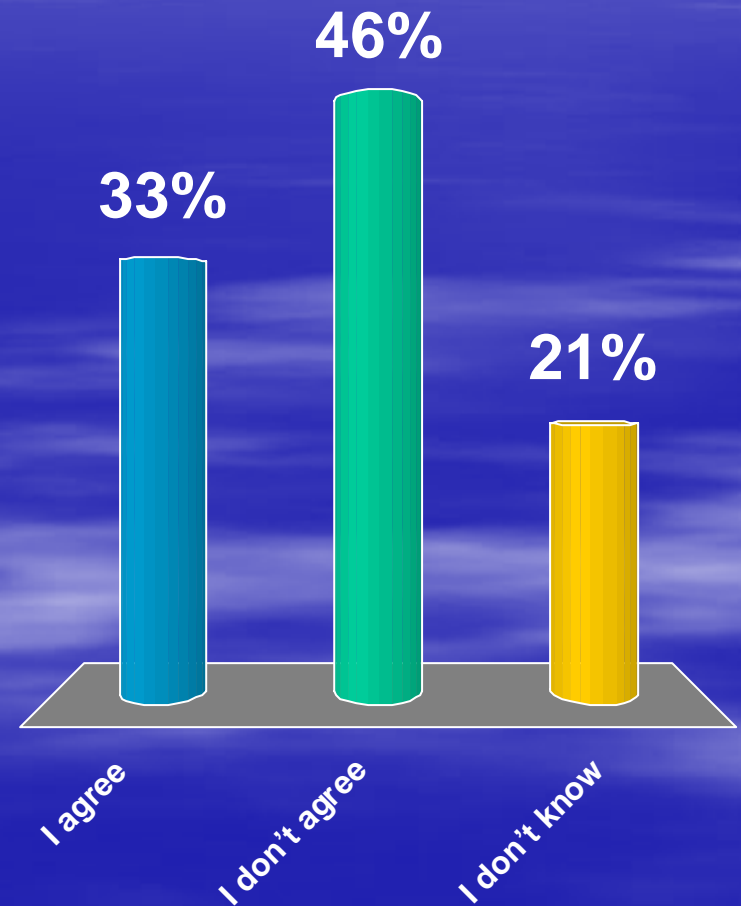
14. So far in 2008 unloading times at East Coast/Gulf Port export terminals has:

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



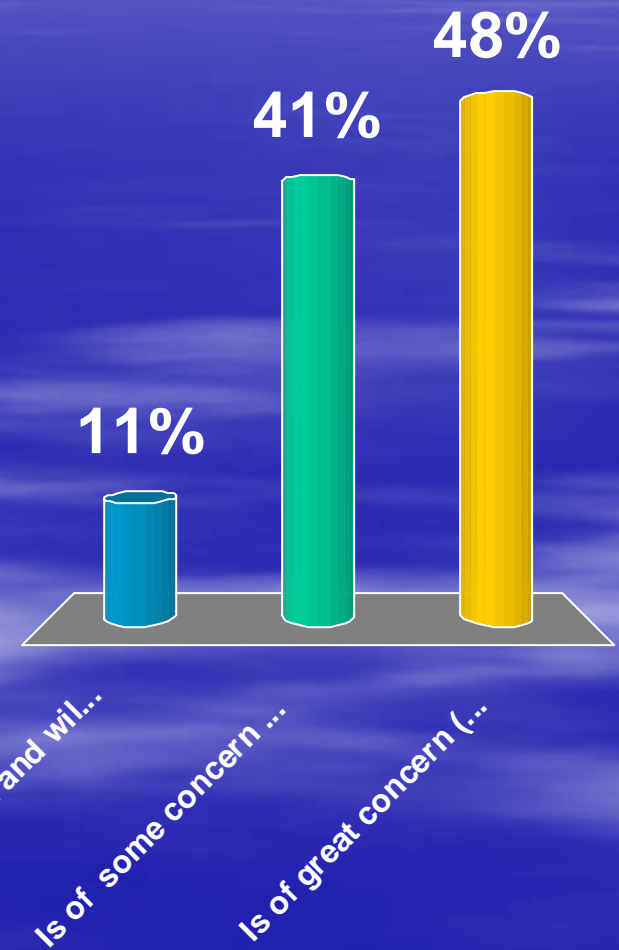
15. My company has a detailed pandemic plan to assure an uninterrupted movement of coal (includes loading, transportation, unloading).

1. I agree
2. I don't agree
3. I don't know



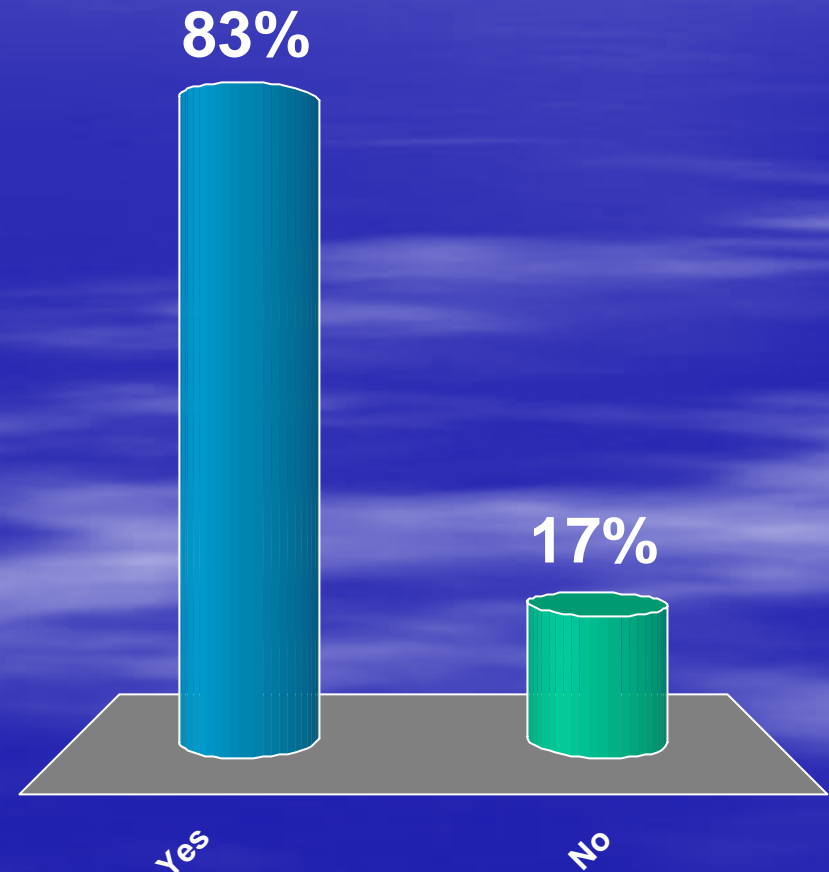
16. I personally believe that the threat of a pandemic is:

1. Is over hyped and will not be an issue to coal logistics.
2. Is of some concern (may miss a few shipments)
3. Is of great concern (our production/generation is at risk)



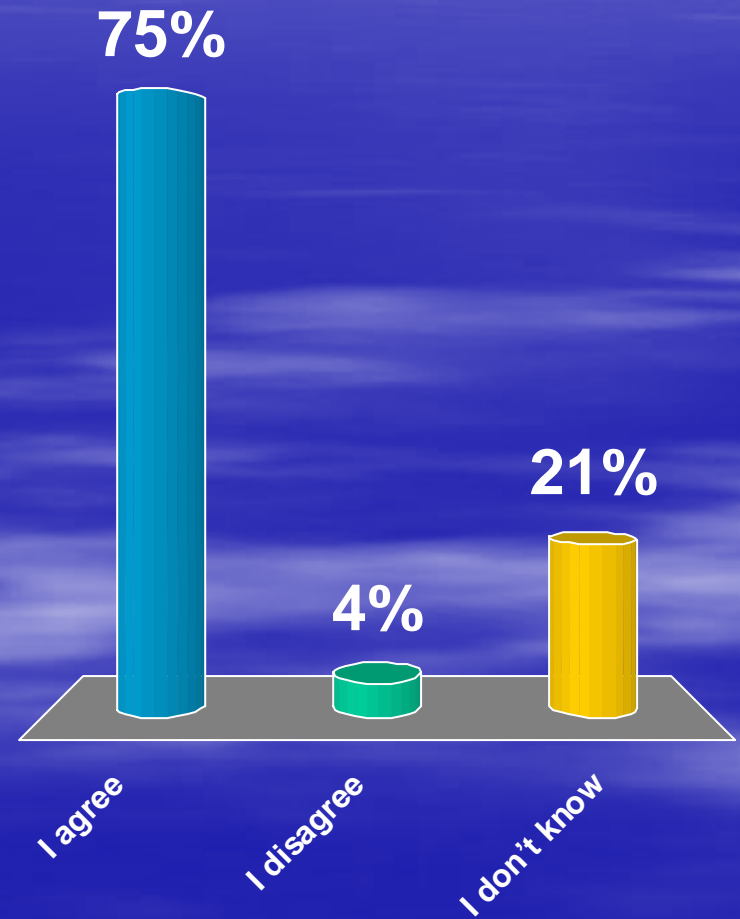
17. My company participates in the Eastern over the counter markets.

1. Yes
2. No



18. The OTC coal contract, as it is now structured, creates a sub-optimization of the coal transportation system.

- 1. I agree
- 2. I disagree
- 3. I don't know



How tomorrow moves



***CSXT Presentation to CTA Membership
December 3, 2007***

General Coal Statistics - Volume

- Coal Business Volume (2006):
 - 26% of CSXT Carloads and Revenue
 - ~ 2MM carloads/year
 - Load ~ 300 trains/week
 - Receive ~ 35 trains/week
- Utility Market Dominates (2007 Outlook):
 - 75% Utility (incl. River moves)
 - 11% Lake and Met coal
 - 10% Export
 - 3% Industrial

General Coal Statistics - Profile

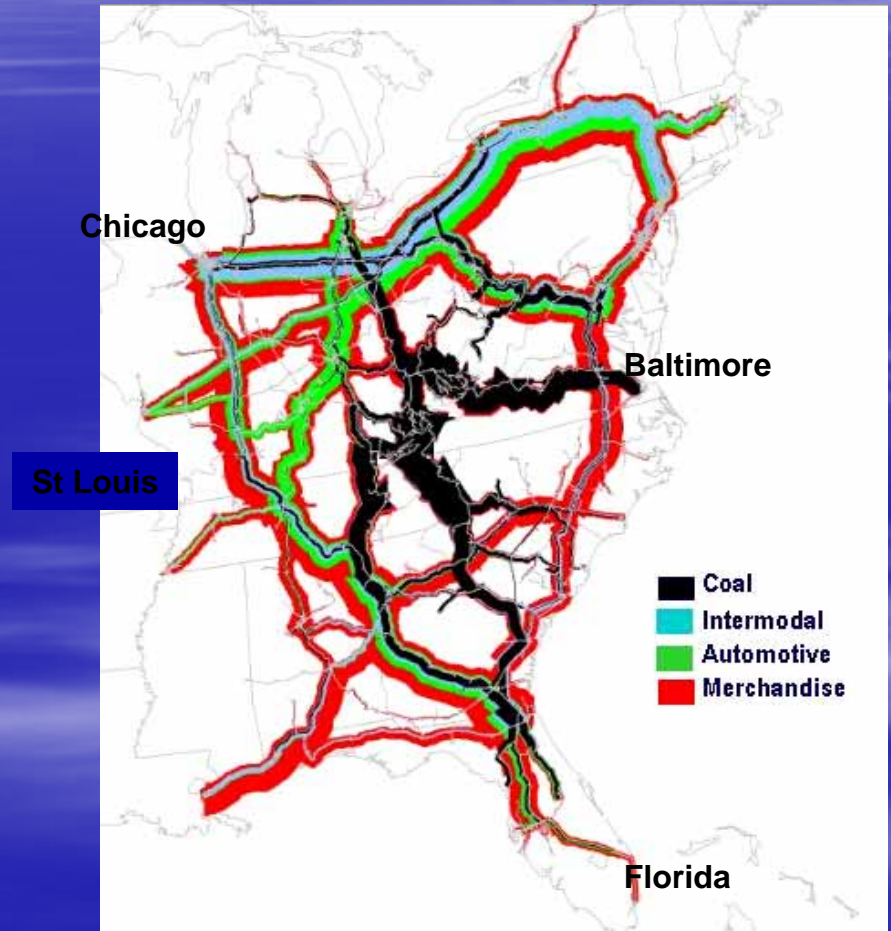
- Many O-D Pairs
 - Over 125 Active Loading Facilities
 - 22 Rate Districts
 - Over 110 Receiving Facilities

- Three Major Producing Regions (2006)
 - Central Appalachian (66% ~ 1.1 million carloads)
 - Northern Appalachian (19% ~ 300,000 carloads)
 - Illinois Basin (6% ~ 100,000 carloads)

- Equipment Profile (2007 average daily count)
 - ~ 24,000 private railcars
 - ~ 20,000 CSX-owned railcars
 - ~ 575 locomotives

Coal is the Heart of the CSX System

- Source shifts require significant lead time for infrastructure development
 - Coal production
 - Scrubbers / Technological hurdles
 - BTUs
- Rail is a fixed network
 - Highly capital intensive
 - Rigid
 - Limited flex capacity



Managing Volume & Variability

Planning assumes level traffic flows

– + 1 million tons = + 100 trains

+ 4 locomotives \$8 million

+ 200 railcars \$12 million

\$20 million

Managing volume growth

– Corridor capacity (# of Slots)

– Equipment

– Crew base

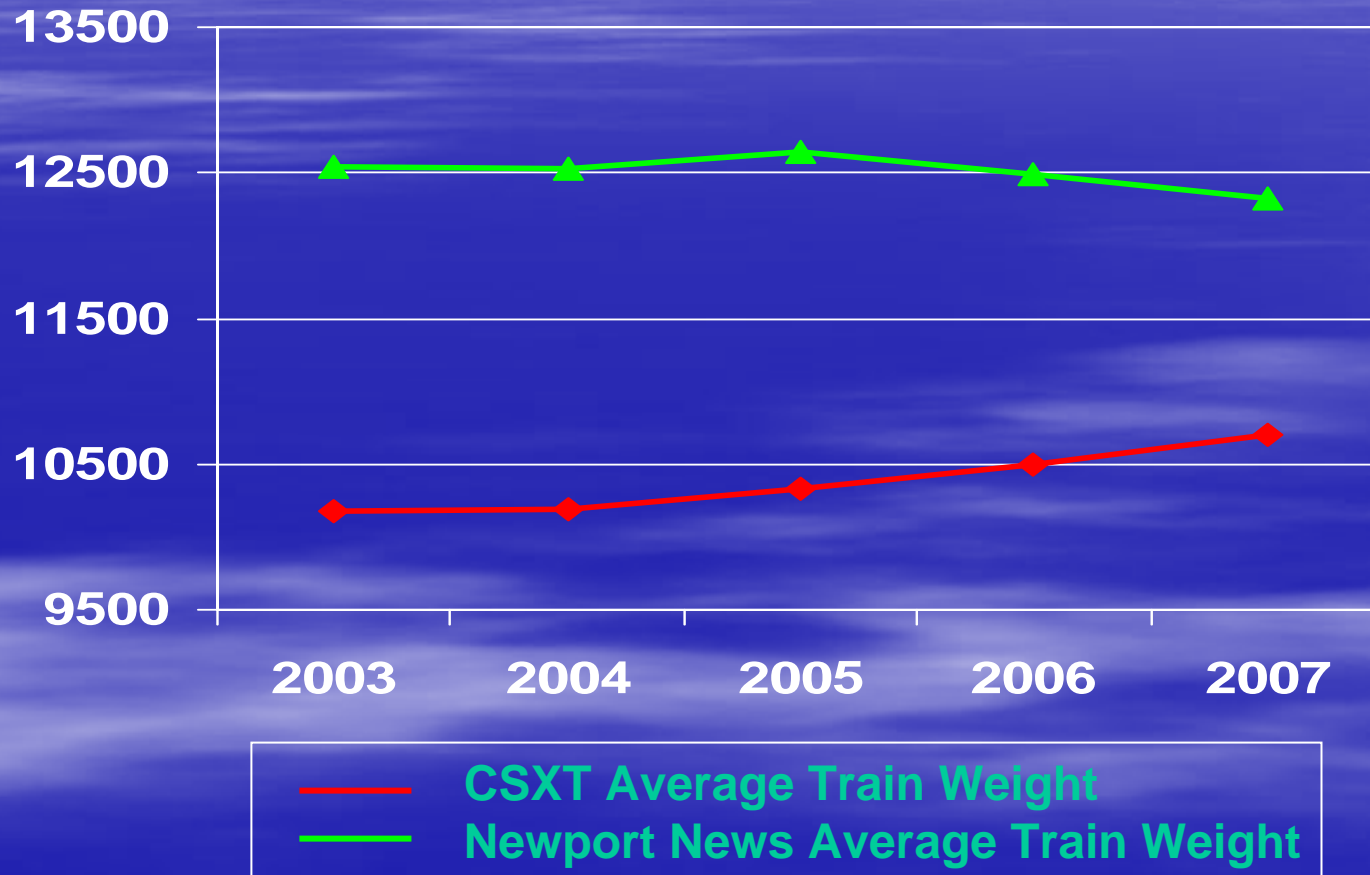
Managing volume spikes

Scheduling

OTC Contract Size vs Optimal Train Size

- CSXT has stated goals for increased train size
 - 130 cars per train (North)
 - 110 cars per train (South)
- Slot capacity utilization is critical in peak periods
- 10,000-ton trains sub-optimize the available capacity
- OTC customers push for contract terms to match contract volume
- Loading dates are not guaranteed --- shifts may impact month of delivery especially at peak loading

Tons per Train are Gradually Increasing



Efforts to Increase OTC Train Size

- CSXT will increase its efforts to make large trains economically attractive
- Contract negotiations
 - Financial incentives in new contracts / renewals
 - Rate Discounts for trains > 10,000 tons
 - Rate Premiums for trains < 10,000 tons
- Tactical decisions
 - Combine three orders into two shipments
 - Buyer purchases fillout coal

How can CSXT and CTA work together to synchronize optimal train size with OTC contracts?

- Contract flexibility / tonnage range?
- Excess-ton allowance?
- 15,000 tons contract?
- Combinable Mini's (5,000-ton) contracts?
- Other ideas?

Thank You for Participating!

National Coal Transportation Association

Atlanta, GA

May 15, 2008