

# Utility Segment Update

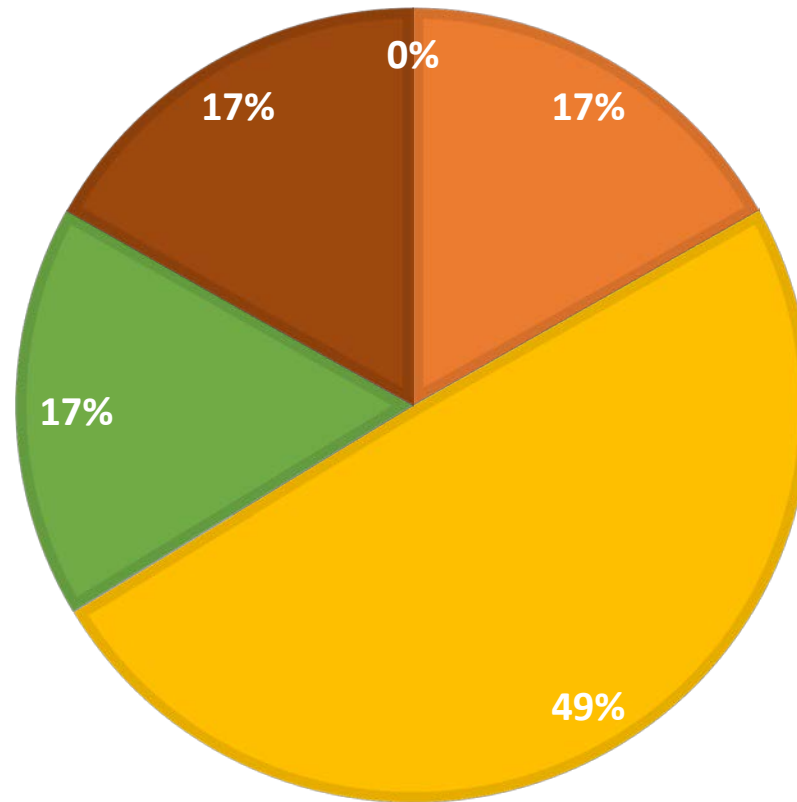
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RETAC: October 4, 2018

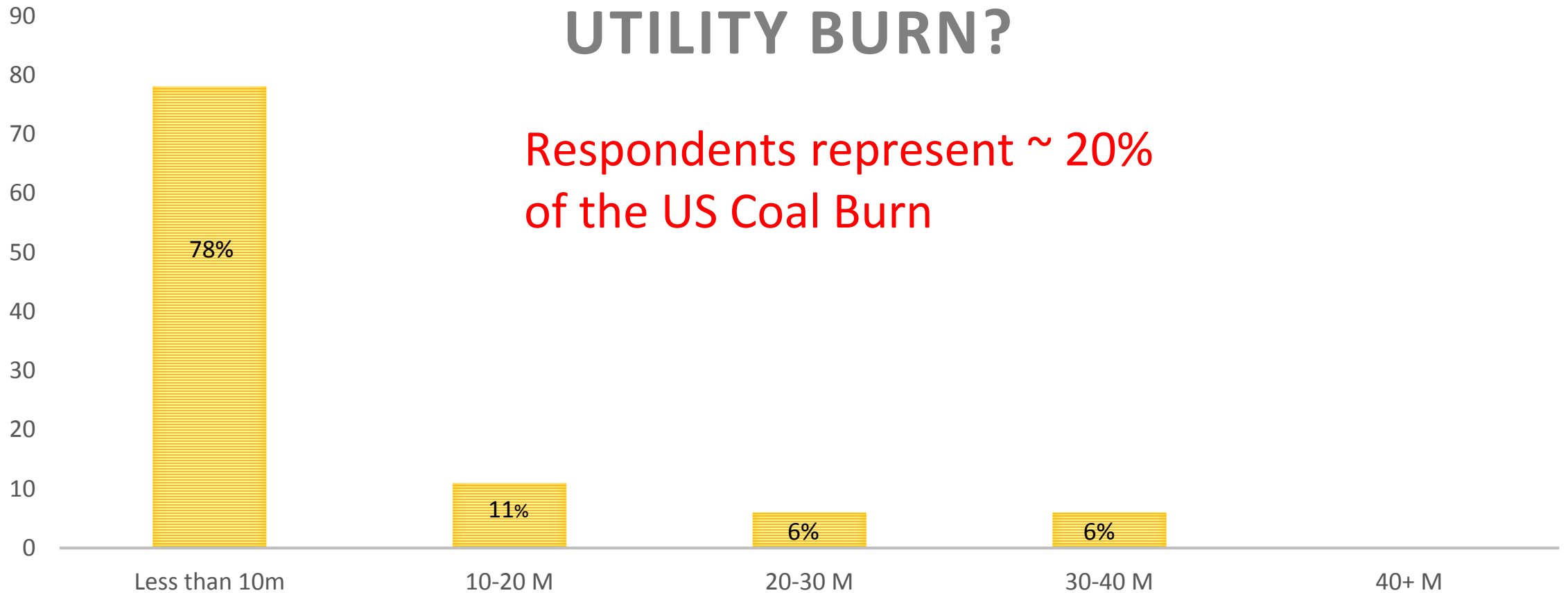
Presented by:  
Brian Fuller, Southern Company

# WHAT REGION IS THE MAJORITY OF YOUR COAL-FIRED GENERATION LOCATED

West Midwest South Southeast Northwest

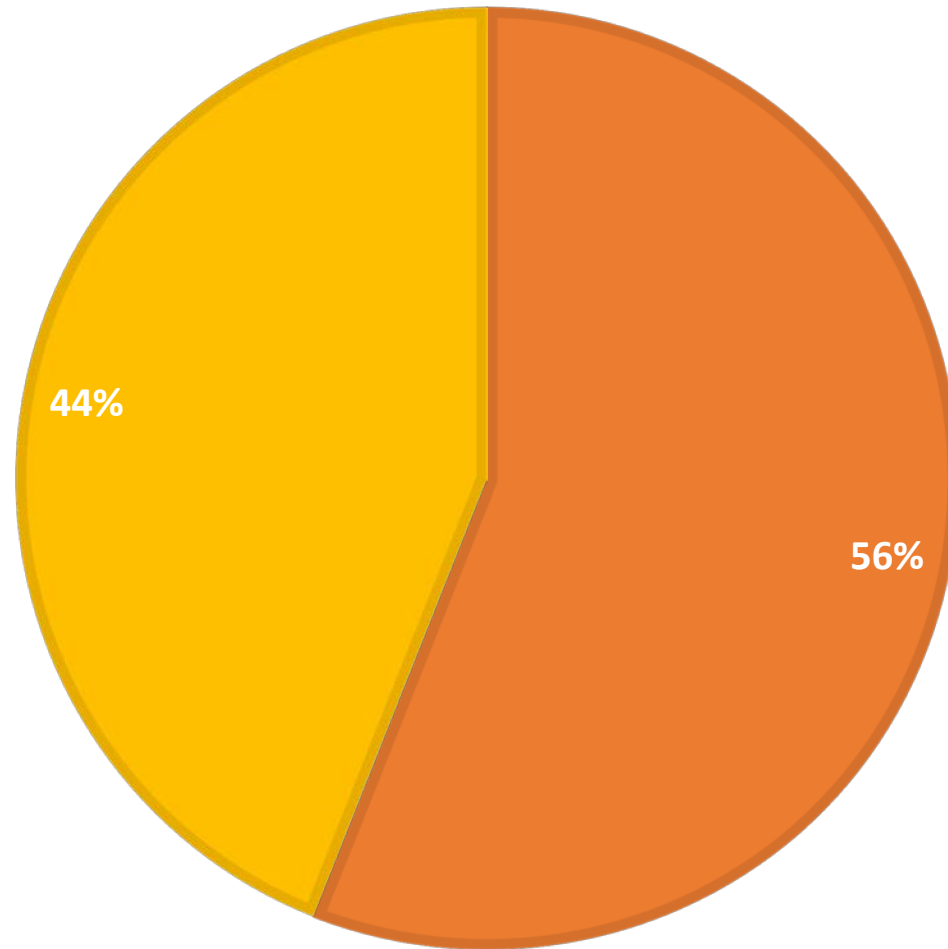


# HOW MANY TONS PER YEAR DOES YOUR UTILITY BURN?

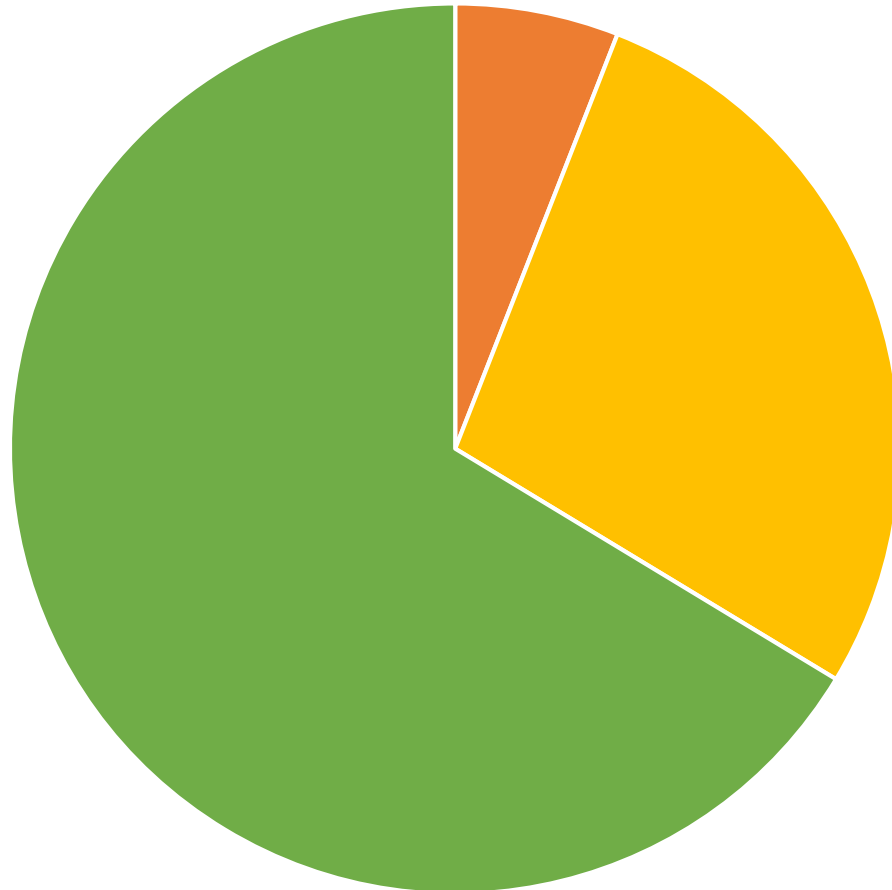


# ARE YOU CURRENTLY STORING RAILSETS?

■ Yes ■ No



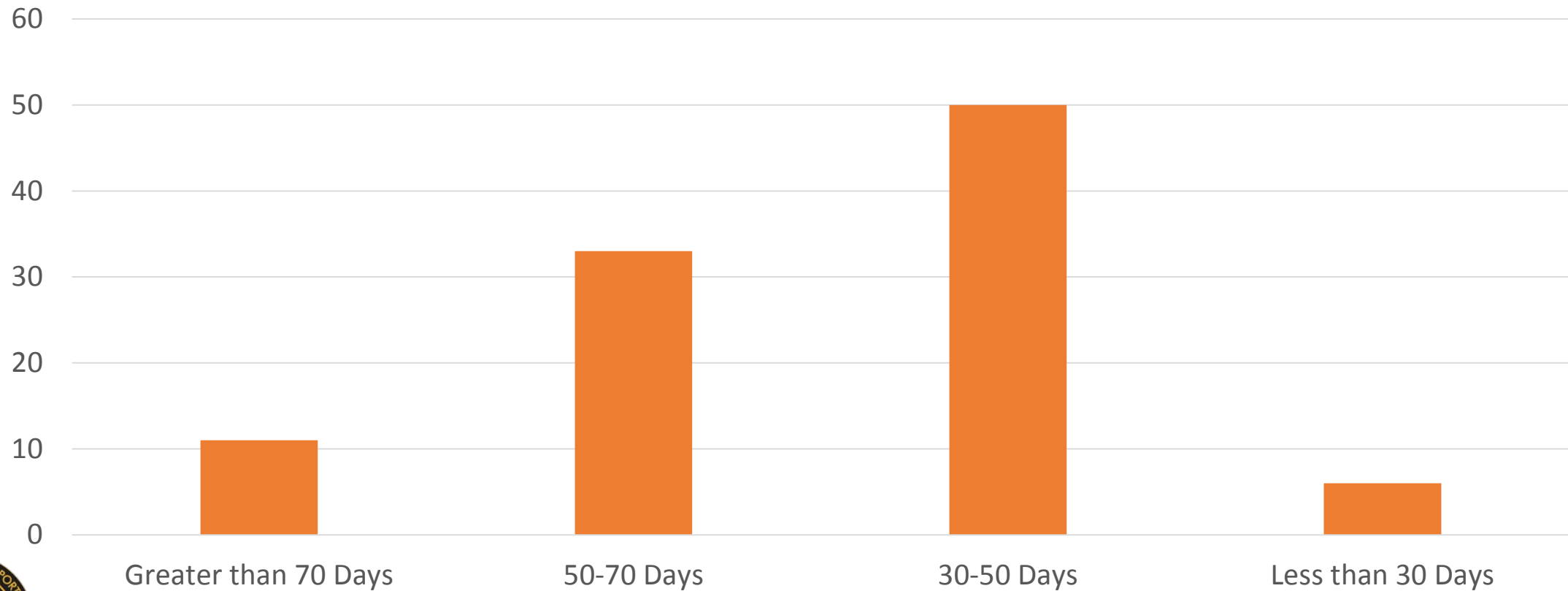
## Year Over Year Current Coal Inventory Is...



■ Above 2017    ■ Similar to 2017    ■ Below 2017

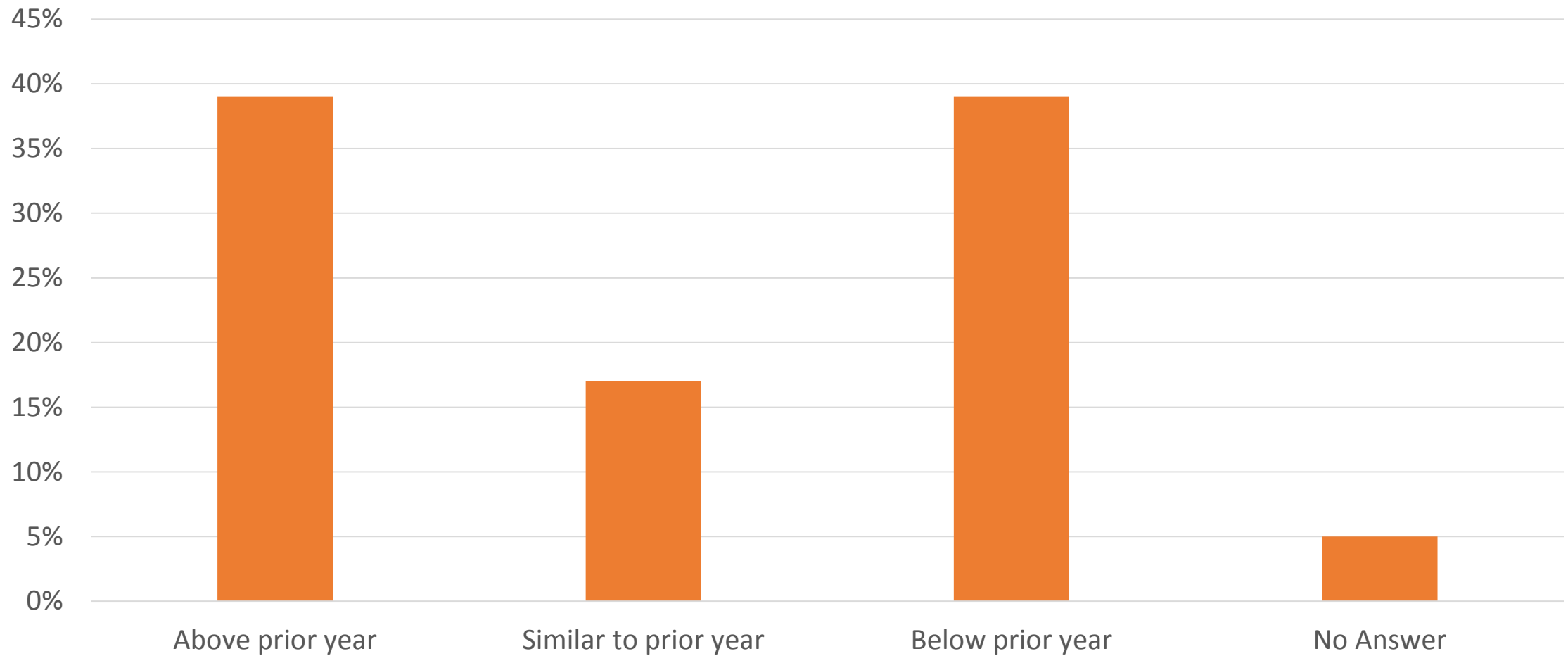


## Current coal inventory (average days of burn on hand for generators that run all year)

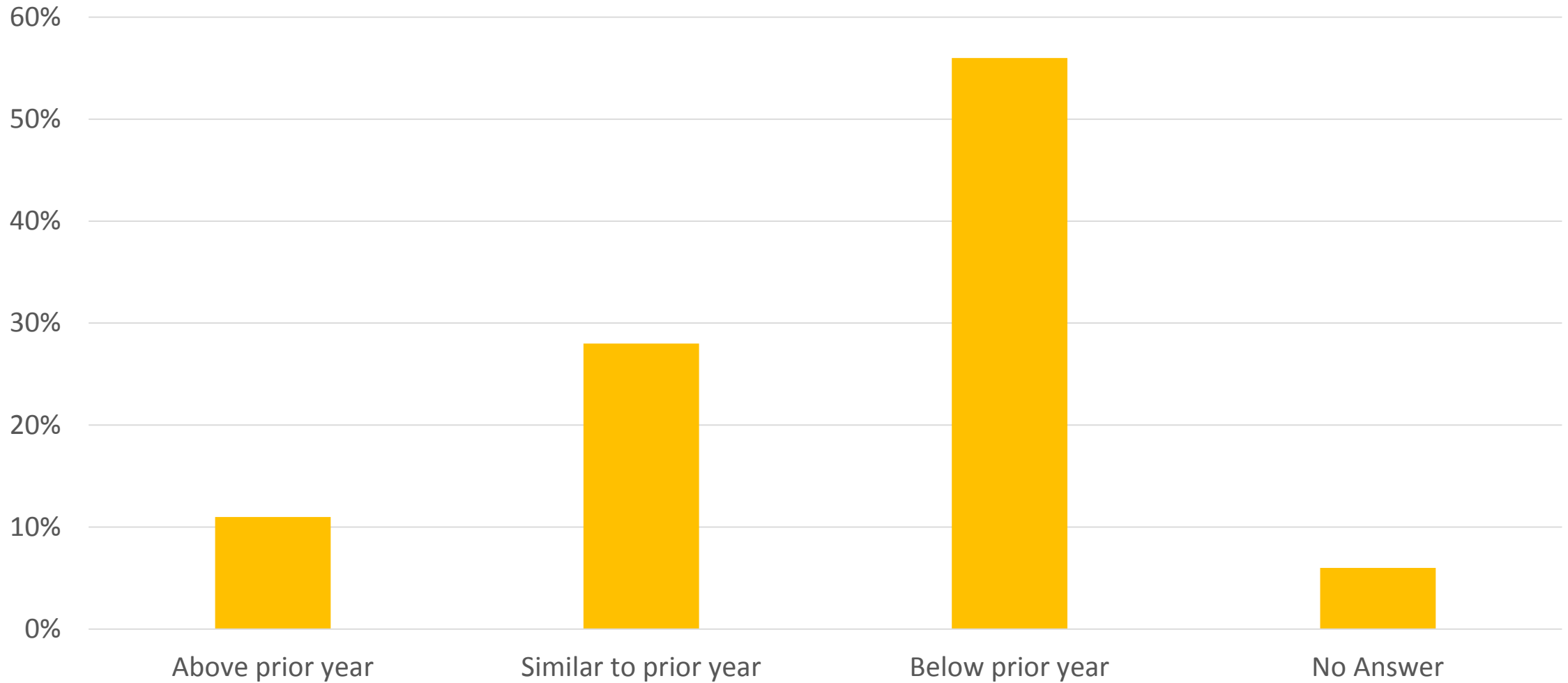




## Year over year actual coal-fired generation is...

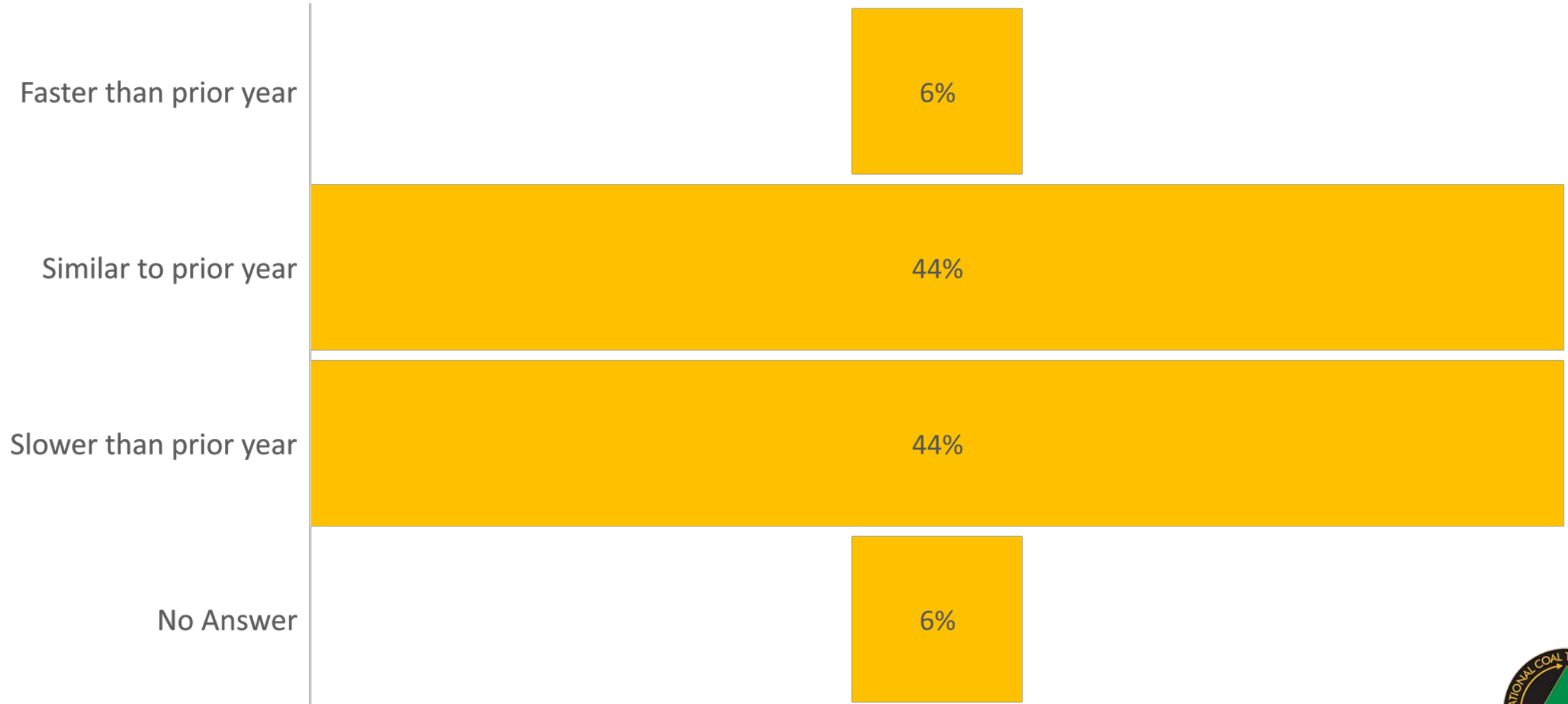


# Year over year actual rail deliveries are...

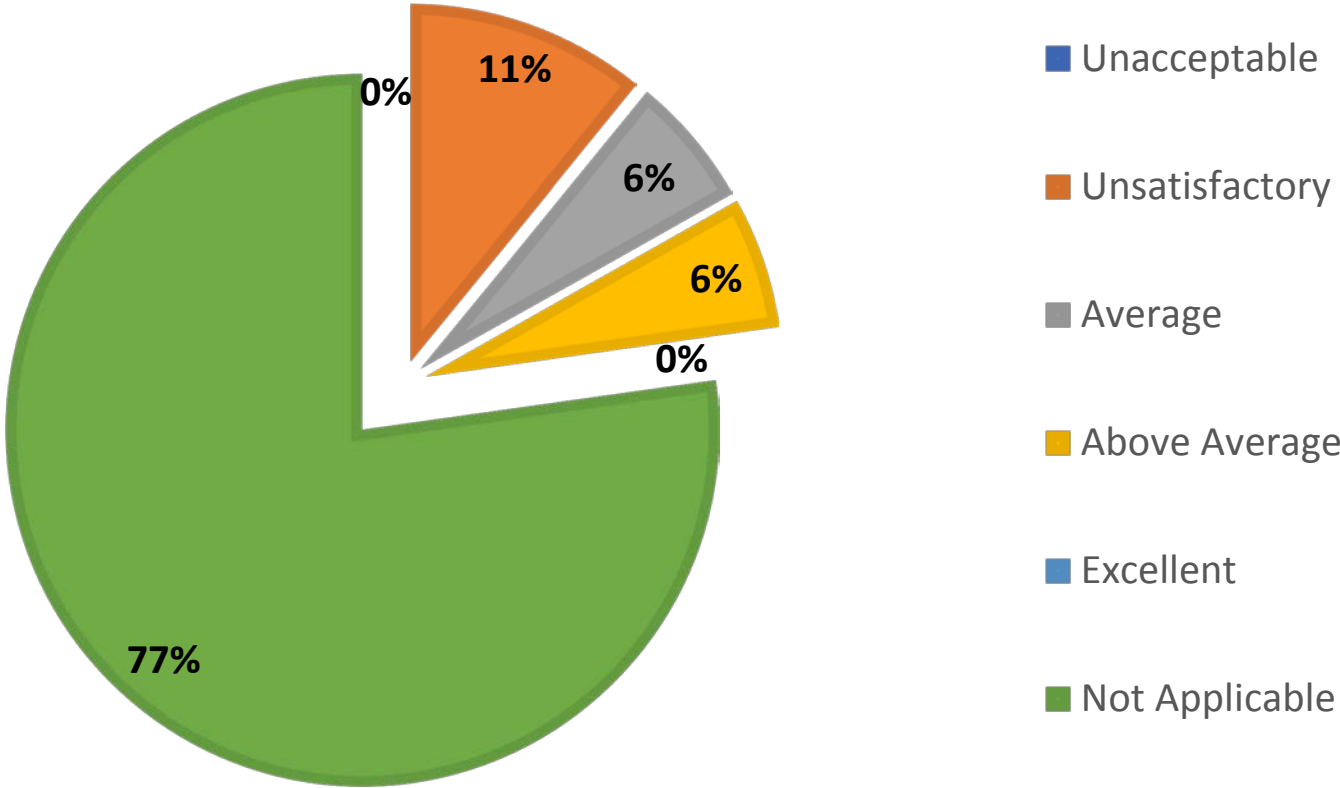




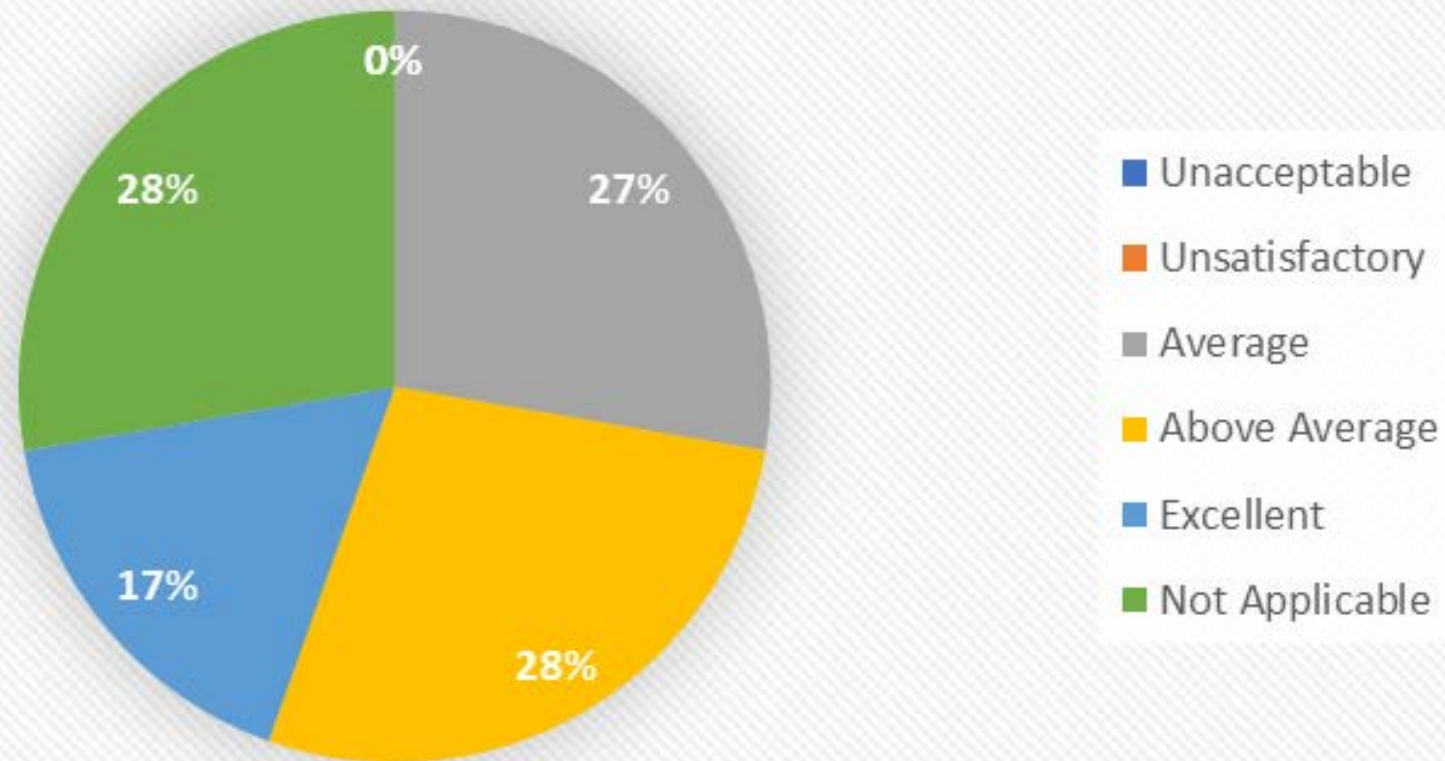
# Rail Cycles Times Are...



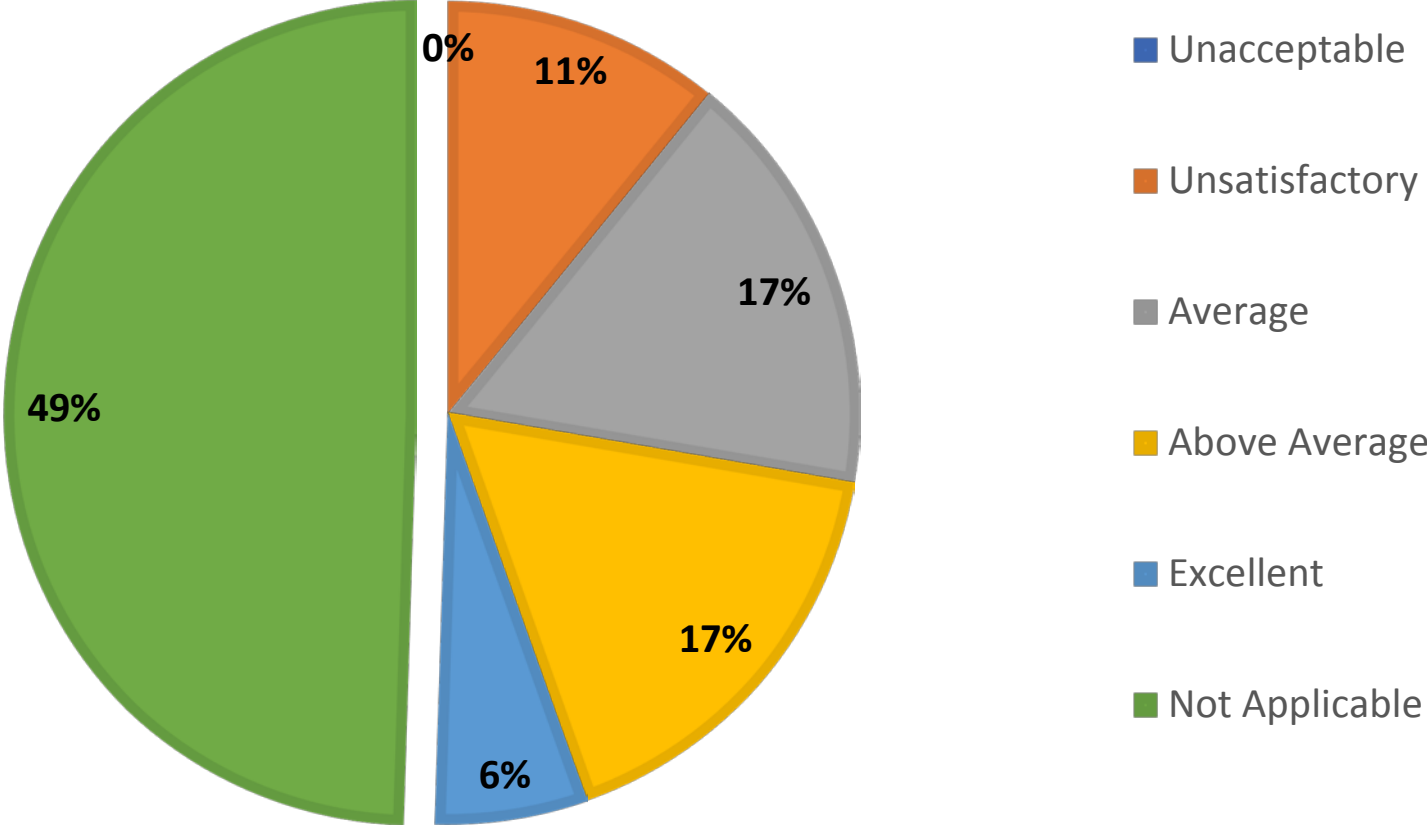
# RATE YOUR RECENT SERVICE EXPERIENCE ON THE NORFOLK SOUTHERN RAILROAD



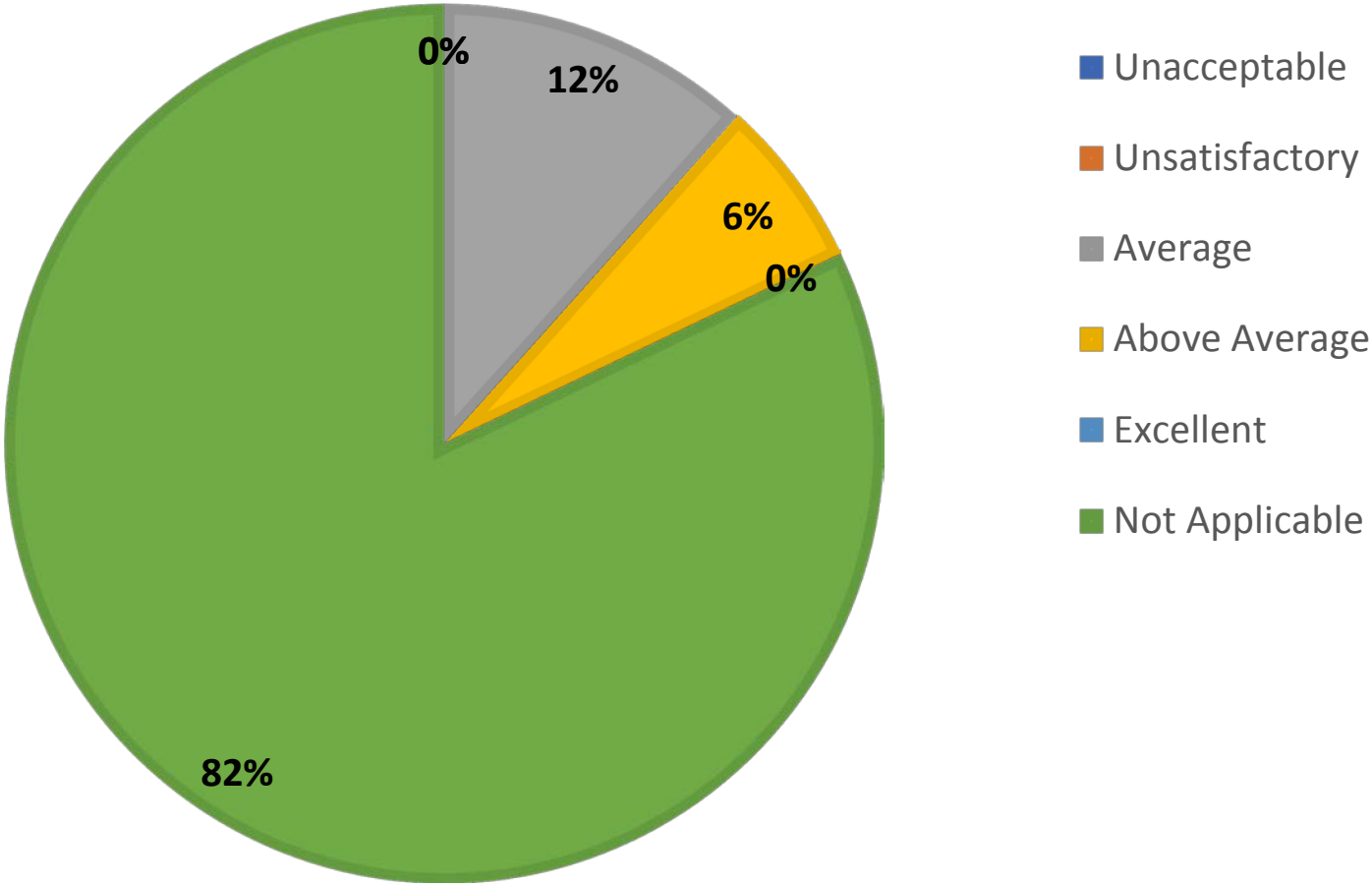
## Rate your recent service experience on the BNSF



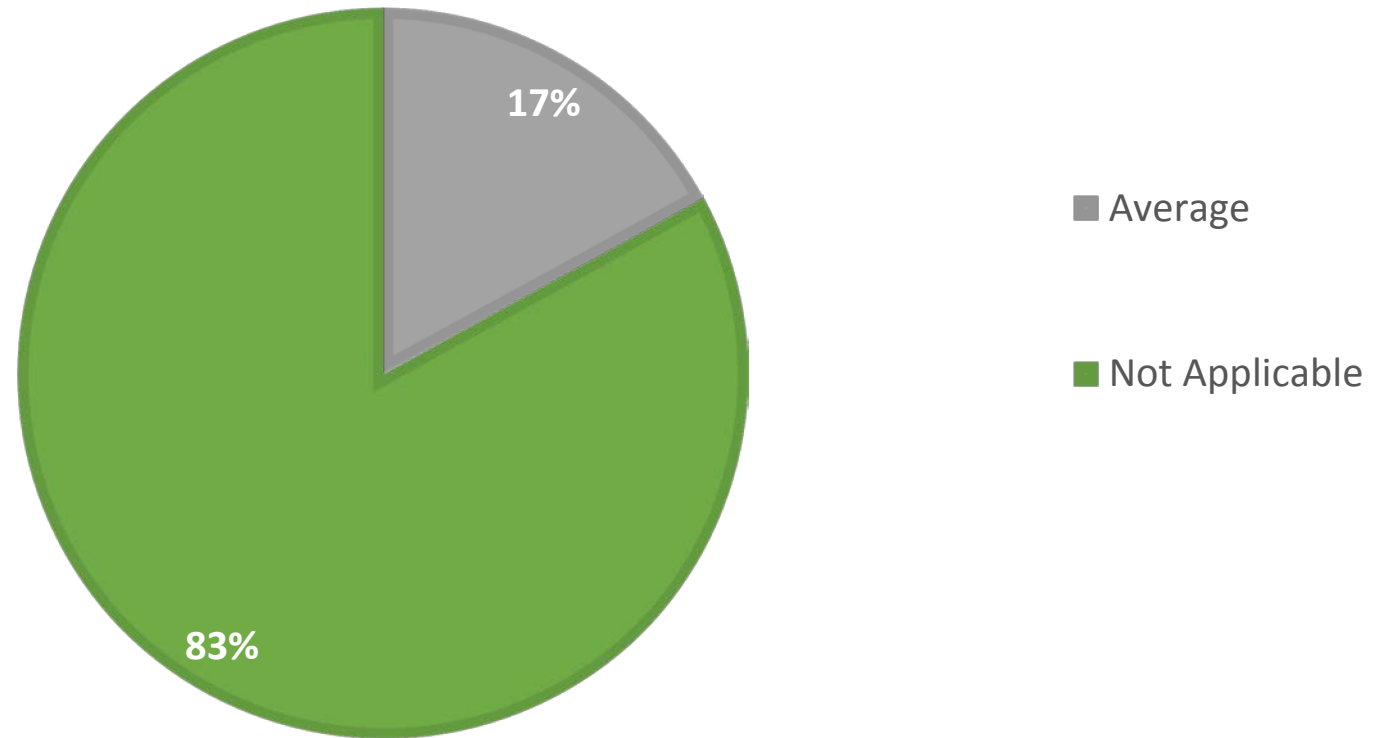
# RATE YOUR RECENT SERVICE EXPERIENCE ON THE UNION PACIFIC



# RATE YOUR RECENT SERVICE EXPERIENCE ON THE CN



# RATE YOUR RECENT SERVICE EXPERIENCE ON THE CSXT



No respondents were served  
by the Kansas City Southern

