CSX Prospective Customer Questionnaire

Location of the prospective site(s) in Latitude and Longitude?

What commodities will be shipped or received?

Do you have a STCC (Standard Transportation Commodity Code)?

Use <u>www.steelroads.com</u> to retrieve the code, it has to be provide by the responsible party for liability purposes.

What are the volume estimates?

What is the Origin (City/State/Shippers name)?

Is there a Shortline RR at origin?

What is the Destination (City/State/ Consignee name)?

Is there a Shortline RR at destination?

What is the customer name?

Is this a new customer or an existing customer?

When is the project proposed to start?

What frequency of service will be required?

Will the cars be moved by the customer on site?

How will the cars be unloaded/does the track need to pass through the building to be un-loaded?

Please submit these answers to your economic development professional and

Rashard D. Howard rashard howard@csx.com Industrial Development | CSX Transportation 500 Water Street | Jacksonville, FL 32202