

110001-EI

REDACTED

EXHIBIT "B"

DOCUMENT NUMBER-DATE

03593 MAY 23 =

FPSC-COMMISSION CLERK

Staff's First Request for Production of Documents
Docket No. 110001-EI
GULF POWER COMPANY
May 20, 2011
Item No. 2
Page 1 of 1

REDACTED

2. Please provide a copy of the response(s) Gulf, or an affiliate on behalf of Gulf, received for each RFP it issued for coal in 2010.

ANSWER:

Gulf Power's response to this request is being provided pursuant to a Request for Confidential Classification pursuant to Rule 25-22.006(3)(a).

See documents bearing page numbers 48 through 240.

The documents submitted herewith in response to Request # 2, consisting of pages stamped 48-240, are confidential in their entirety.

Staff's First Request for Production of Documents
Docket No. 110001-EI
GULF POWER COMPANY
May 20, 2011
Item No. 3
Page 1 of 1

3. Please provide copies of all bid evaluation sheets or equivalent documents that Gulf, or an affiliate on Gulf's behalf, prepared in reviewing the response(s) to coal RFPs issued in 2010. If no evaluation sheets or equivalent documents were prepared, please explain why.

ANSWER:

See documents bearing page numbers 242 through 251.

DATE: January 6, 2011

RE: **GULF POWER COMPANY
LONG-TERM COAL SOLICITATION 2011-2012**

FROM: Sarah Myrick

TO: Rusty Ball

This letter is written to document the long-term coal purchases that were made on behalf of Gulf Power Company's Plants Crist and Smith. This solicitation was made to support a portion of the projected 2011 through 2012 coal burn and inventory requirements at these plants. In addition, these purchases were also made in order to support Gulf Power Company's Long-Term Coal Procurement Strategy and Tactical Plan.

A bid solicitation was issued on February 16, 2010, soliciting bids from approved suppliers listed on the Gulf Power Company Bid List. The solicitation requested bids for the purchase of coal for a term of up to two (2) years beginning January 1, 2011 and ending on December 31, 2012. The bid close date was March 4, 2010. In response to the solicitation, twenty-two (22) offers were received from fifteen (15) different coal suppliers. The offers received consisted of ten (10) Illinois Basin offers, three (3) Central Appalachia offers, six (6) Western bituminous offers and three (3) import offers from Colombia. The bids received included one and two year terms.

A review of Crist and Smith's inventory plans and burn projections for 2011 and 2012 indicated an uncommitted need of approximately 1.4 million tons in 2011 and 4 million tons in 2012. As mentioned above, the goal is to purchase volumes that will conform to the contracting philosophy contained in the Gulf Power Company Long-Term Coal Procurement Strategy and Tactical Plan. After discussions with you and upon your concurrence, the twenty-two (22) proposals received were evaluated to Plant Crist on a fully delivered, net present value (NPV) basis, including the value of sulfur. In support of the evaluation process transportation rates were provided by Alan Miller, Transportation Agent; SO₂ and NO_x allowance values were provided by Richard Taylor, Emissions Trader; and lease and maintenance costs were provided by Marcus Yancey, Railcar Specialist.

Illinois Basin Coal

In an effort to maintain the blend of 50% Illinois Basin coal and 50% low sulfur coal that Plant Crist desires to burn, Gulf sought to purchase volumes along those guidelines. The bids separated themselves based on price, grouping the Illinois Basin offers together as the most economical coal delivered into Plant Crist and leaving the remaining, low sulfur offers to fall into place behind them. The least cost Illinois Basin offer was submitted by Foresight Coal Sales, LLC. This was a two year

1. offer with a starting price of [REDACTED] mmBtu, including sulfur. With your approval, I purchased 400,000 tons for 2011 and 700,000 tons for 2012. The next lowest cost bid was a two year offer
2. submitted by The American Coal Co. for Illinois Basin coal with a starting price of [REDACTED] mmBtu, including sulfur. Due to the fact that Plant Crist had 500,000 tons of high sulfur Illinois Basin coal produced by American previously committed for 2011, I recommended and you approved purchasing only 300,000 tons of this coal for 2012. Based on then current burn projections, these purchased volumes conformed to the Gulf Power Company Long-Term Coal Procurement Strategy and Tactical Plan for the high sulfur supply.

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Low Sulfur Coal

A short list of the most competitive low sulfur suppliers was developed and both import and domestic suppliers who made the competitive tier were asked to revisit their offer and submit a modified bid by March 15, 2010. This was done in an effort to lower the total delivered cost of the blended product. The re-bid prices are included in the Supplier Evaluation Worksheets. Interocean Coal Sales, LDC submitted a modified bid with a lower price and while their bid was the most competitive low sulfur offer, they also reduced their Btu/lb from 11,500 to 11,200 rendering it unacceptable to Gulf. The next lowest cost, low sulfur bid was from Traxys North America, LLC for various traded coals to be loaded onto barge at the United Bulk Terminal. This was a two year offer with a starting price of 1 [REDACTED]/mmBtu. Traxys was unable to communicate exactly where the coal would originate and this is a risk that Gulf was unable to accept, therefore this coal was not purchased. Through a conversation with Bev Reynolds on March 15, 2010, Patriot Coal Sales LLC also submitted a modified offer in 2 which they lowered their price by [REDACTED]/ton. Their two year offer was the next most competitive low 3 sulfur bid with a starting price of [REDACTED]/mmBtu, including sulfur. With your approval, I purchased 400,000 tons for 2011 and 500,000 tons for 2012. This contract also has the flexibility to ship directly to Plant Scholz if a need for coal delivery materializes at that plant. These purchases completed Gulf's need for a blended product to be delivered to Plant Crist in conformance with Gulf Power Company's Long-Term Coal Procurement Strategy and Tactical Plan.

After review and concurrence of the above information with you, SCS Logistics and Contract Administration, contracts, new purchase orders and a change order were executed covering these purchases. These contracts and purchase orders were verified and entered into ComTrac. Documentation for these purchases can be found in the SCS Fuels file room located in the APC Corporate Headquarters under the correspondence file for GU11001-C, GU11002-C and GU06001-C.

Sincerely,

Sarah Myrick
Procurement Agent

Cc
R.R. Hardman
D.J. Rouse
J.R. Grubb
S. J. Clayton
H.T. Swindle

**Gulf Power Company
Long-Term Coal Purchase Summary
Plants Crist and Smith
2011-2012**

Date of Inquiry: February 16, 2010

Date Bids Received: March 4, 2010

Date Deliveries Begin: January 1, 2011*

Date Deliveries End: December 31, 2012

Total Tons Purchased: 2,300,000 tons

No. of Purchase Orders: 3

Suppliers: Patriot Coal Sales, LLC
Foresight Coal Sales, LLC
The American Coal Company

Destination Plants: Crist & Smith

Starting Prices:

1 Patriot
[REDACTED] mmBTU delv'd w/ sulfur & NO_x

2 Foresight
[REDACTED] mmBTU delv'd w/ sulfur & NO_x

3 American*
[REDACTED] mmBTU delv'd w/ sulfur & NO_x

Specifications:

<u>Patriot</u>	
BTU/lb (min)	12,000
Moisture (max)	7.0%
Ash (max)	13.5%
Sulfur (max)	1.6 lbs SO ₂ /mmBtu
AFT (h=w) (min)	2700°F
HGI (min)	42
Vol (min)	30.0%
 <u>Foresight</u>	
BTU/lb (min)	11,600
Moisture (max)	11.5%
Ash (max)	9.5%

February 2010 Gulf Bid Lineup (Delivered to Plant Crist)

Bid Number	Proposal	Supplier	A	2011		B	Mine	Leadout	Freight District	MMBtu	Tons	2011 Tons	2012 Tons	Notes
			2011 NPV (\$)	Heat Content (Btu/lb)	% Sulfur	2011 FOB Price (\$/Ton)								
7	a	Foresight Coal Sales, LLC		11,600	2.32		Sugar Camp	Sugar Camp #1	S. Illinois	23,200,000	1,000,000	1,000,000		
20	a	The American Coal Co.		11,800	2.68		Galatia	Galatia Tipple	Illinois	11,800,000	500,000	1,000,000		
17	a	Alliance Coal, LLC		12,350	3.20		Douki	OMFB	West KY	12,350,000	500,000	500,000	500,000	Additional IB
19	a	Alliance Coal, LLC		12,400	3.35		Cardinal	Cardinal	Nashville	12,400,000	500,000	500,000	500,000	Additional IB
14	a	Traxys North America, LLC		11,800	2.36		Various	United Bulk Terminal	-	14,160,000	600,000	600,000	600,000	Additional IB
1	a	Patriot Coal Sales LLC		12,500	2.50		Dodge Hill	Dekoven Dock	-	6,000,000	240,000	240,000	240,000	Additional IB
2	a	Patriot Coal Sales LLC		11,300	2.94		Highland	Camp Terminal	-	5,424,000	240,000	240,000	240,000	Additional IB
18	a	Alliance Coal, LLC		11,500	3.00		River View	River View Dock	-	11,500,000	500,000	500,000	500,000	Additional IB
11	a	Lafayette Coal Co.		12,000	2.50		A-1	Enterprise Dock	-	8,400,000	350,000	350,000	350,000	Additional IB
16	a	Alliance Coal, LLC		11,500	1.58		Gibson County	GIBCOAL	Indiana-Illinois	3,450,000	150,000	480,000	480,000	Additional IB
22	a	Interocean Coal Sales, LDC		11,200	0.70		Pribbanow	Puerto Drummond	-	8,960,000	400,000	1,000,000	1,000,000	Btu lower than spec
13	a	Traxys North America, LLC		12,000	1.20		Various	United Bulk Terminal	-	14,400,000	600,000	600,000	600,000	OTC coal
3	a	Patriot Coal Sales LLC		12,000	0.96		Fanco, Hobat, Big Mtn.	See notes	Kanawha	12,000,000	500,000	500,000		
8	a	Coal Marketing Company		11,300	0.60		Cetregon	Puerto Bolivar, Colombia	-	12,430,000	550,000	550,000		
4	a	Patriot Coal Sales LLC		12,000	0.96		Blue Creek, Kanawha Eagle	Marmet Pool	-	6,000,000	250,000	250,000		
15	a	Glencore Ltd.		11,600	0.64		La Jagua/Calenturitas	Puerto Prodeco, Colombia	-	6,960,000	300,000	300,000		
5	a	White Energy North America, Inc.		11,300	0.35		Various SPRB	MP 618.5 Ohio R.	-	5,424,000	240,000	240,000		
21	a	West Ridge Resources, Inc.		11,800	1.30		West Ridge	Savage/Wildcat	Utah	4,720,000	200,000	200,000		
12	a	Arch Coal, Inc.		11,400	0.50		West Elk	Somerset	Colorado	6,840,000	300,000	300,000		
6	a	EDF Trading		11,700	1.00		Various UT	Savage, UT	Utah	7,020,000	300,000	300,000		
9	a	Consol		12,000	1.17		Emery	Savage, UT	Utah	24,000,000	1,000,000	1,000,000		
10	a	Oxbox Carbon & Minerals, LLC		11,900	0.60		Elk Creek	Somerset	Colorado	23,800,000	1,000,000	2,000,000		

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B
February 2010 Gulf Solicitation Bid Evaluation (Delivered to Plant Crist)

A

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Bid Number	Supplier	Year	Commodity Price \$/Ton	Taxes (\$/ton)	Trans. Rate \$/Ton	Delivered Cost Rate \$/ton	\$/MMBtu without Sulfur	SO ₂ Cost \$/MMBtu	Hg Cost \$/MMBtu	NO _x Cost \$/MMBtu	Ash Adjustment \$/MMBtu	Total Cost \$/MMBtu	MMBtu	Tons	Total Cost	PV	NPV
1	Patriot Coal Sales LLC	2011				81.32	3.25	0.03	-	0.06	-	3.338	6,000,000	240,000	80,106,203	80,106,203	159,997,947
		2012				87.98	3.52	0.03	-	0.06	-	3.615	6,000,000	240,000	86,754,446	79,891,745	
2	Patriot Coal Sales LLC	2011				74.32	3.29	0.03	-	0.07	-	3.388	5,424,000	240,000	81,318,531	81,318,531	160,076,612
		2012				77.98	3.45	0.04	-	0.07	-	3.563	5,424,000	240,000	85,523,400	78,758,081	
3	Patriot Coal Sales LLC	2011				97.43	4.06	0.01	-	0.05	-	4.119	12,000,000	500,000	98,850,962	98,850,962	197,607,638
		2012				105.66	4.40	0.01	-	0.05	-	4.468	12,000,000	500,000	107,239,875	98,756,676	
4	Patriot Coal Sales LLC	2011				100.36	4.18	0.01	-	0.05	-	4.241	6,000,000	250,000	101,781,785	101,781,785	203,736,586
		2012				109.16	4.55	0.01	-	0.05	-	4.613	6,000,000	250,000	110,712,719	101,954,801	
5	White Energy North America, Inc.	2011															103,578,739
		2012				104.93	4.64	0.01	-	0.04	-	4.687	5,424,000	240,000	112,476,153	103,578,739	
6	EDF Trading	2011				115.78	4.95	0.01	-	0.05	-	5.010	7,020,000	300,000	120,232,152	120,232,152	236,202,343
		2012				121.20	5.18	0.01	-	0.05	-	5.247	7,020,000	300,000	125,932,031	115,970,192	
7	Foresight Coal Sales, LLC	2011				63.58	2.74	0.03	-	0.07	-	2.840	23,200,000	1,000,000	68,164,387	68,164,387	133,632,993
		2012				66.15	2.85	0.03	-	0.08	-	2.962	23,200,000	1,000,000	71,092,359	65,468,606	
8	Coal Marketing Company	2011				92.24	4.08	0.01	-	0.05	-	4.140	12,430,000	550,000	99,359,258	99,359,258	200,021,855
		2012				101.50	4.49	0.01	-	0.05	-	4.555	12,430,000	550,000	109,309,514	100,662,597	
9	Consol	2011				128.93	5.37	0.01	-	0.05	-	5.435	24,000,000	1,000,000	130,450,729	130,450,729	256,311,878
		2012				135.00	5.63	0.02	-	0.05	-	5.695	24,000,000	1,000,000	136,672,622	125,861,149	
10	Oxbow Carbon & Minerals, LLC	2011				133.60	5.61	0.01	-	0.06	-	5.676	23,800,000	1,000,000	136,226,878	136,226,878	267,247,541
		2012				139.48	5.86	0.01	-	0.06	-	5.928	47,600,000	2,000,000	142,275,338	131,020,663	
11	Lafayette Coal Co.	2011				84.21	3.51	0.03	-	0.06	-	3.594	8,400,000	350,000	86,266,903	86,266,903	167,348,140
		2012				85.72	3.5717	0.03	-	0.06	-	3.669	8,400,000	350,000	88,046,116	81,081,237	
12	Arch Coal, Inc.	2011				108.60	4.76	0.01	-	0.07	-	4.837	6,840,000	300,000	116,083,948	116,083,948	228,366,669
		2012				114.03	5.00	0.01	-	0.07	-	5.080	6,840,000	300,000	121,927,907	112,282,721	
13	Traxys North America, LLC	2011				97.73	4.07	0.01	-	0.05	-	4.135	14,400,000	600,000	99,245,906	99,245,906	193,802,142
		2012				101.00	4.21	0.02	-	0.05	-	4.278	14,400,000	600,000	102,678,616	94,556,236	
14	Traxys North America, LLC	2011				74.73	3.17	0.03	-	0.07	-	3.266	14,160,000	600,000	78,380,178	78,380,178	153,129,398
		2012				77.20	3.27	0.03	-	0.08	-	3.382	14,160,000	600,000	81,170,178	74,749,220	
15	Glencore Ltd.	2011				100.42	4.33	0.01	-	0.08	-	4.420	6,960,000	300,000	106,071,851	106,071,851	209,891,635
		2012				106.71	4.60	0.01	-	0.09	-	4.697	6,960,000	300,000	112,737,903	103,818,783	
16	Alliance Coal, LLC	2011				86.07	3.74	0.02	-	0.06	-	3.824	3,450,000	150,000	91,784,070	91,784,070	180,919,402
		2012				90.67	3.94	0.02	-	0.07	-	4.033	11,040,000	480,000	96,792,057	89,135,332	
17	Alliance Coal, LLC	2011				74.44	3.01	0.03	-	0.05	-	3.101	12,350,000	500,000	74,424,907	74,424,907	145,533,843
		2012				77.00	3.12	0.04	-	0.06	-	3.217	12,350,000	500,000	77,217,193	71,108,936	

B
February 2010 Gulf Solicitation Bid Evaluation (Delivered to Plant Crist)

Bid Number	Supplier	Year	A		Trans. Rate \$/Ton	B										PV	NPV
			Commodity Price \$/Ton	Taxes (\$/ton)		Delivered Cost Rate \$/ton	\$/MMBtu without Sulfur	SO ₂ Cost \$/MMBtu	Hg Cost \$/MMBtu	NO _x Cost \$/MMBtu	Ash Adjustment \$/MMBtu	Total Cost \$/MMBtu	MMBtu	Tons	Total Cost		
18	Alliance Coal, LLC	2011				76.61	3.33	0.03	-	0.06	-	3.420	11,500,000	500,000	82,080,702	82,080,702	161,473,816
		2012				80.27	3.49	0.04	-	0.06	-	3.582	11,500,000	500,000	86,212,983	79,393,115	
19	Alliance Coal, LLC	2011				75.44	3.04	0.03	-	0.05	-	3.129	12,400,000	500,000	75,099,287	75,099,287	146,827,557
		2012				78.00	3.15	0.05	-	0.05	-	3.245	12,400,000	500,000	77,889,729	71,728,271	
20	The American Coal Co.	2011				68.58	2.91	0.03	-	0.05	-	2.987	11,800,000	500,000	71,696,428	71,696,428	141,777,440
		2012				72.65	3.08	0.04	-	0.05	-	3.171	23,600,000	1,000,000	76,100,970	70,081,011	
21	West Ridge Resources, Inc.	2011				107.93	4.57	0.01	-	0.05	-	4.638	4,720,000	200,000	111,319,490	111,319,490	218,703,546
		2012				112.87	4.79	0.02	-	0.05	-	4.859	4,720,000	200,000	116,608,350	107,384,059	
22	Interocean Coal Sales, LDC	2011				88.31	3.94	0.01	-	0.06	-	4.008	8,960,000	400,000	96,193,103	96,193,103	192,203,899
		2012				95.71	4.27	0.01	-	0.06	-	4.344	22,400,000	1,000,000	104,258,123	96,010,796	

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Year: 2011
 Plant to Evaluate: Crist

February 2010 Gulf Re-Bid Summary (Delivered to Plant Crist)

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Bid Number	Proposal	Supplier	2011		2011 % Sulfur	A	B	2011 Tons	2012 Tons	Notes
			Initial Content (Btu/lb)	Heat Re-bid Content (Btu/lb)		Initial FOB Price (\$/ton)	Re-bid FOB Price (\$/Ton)			
1	7	a Foresight Coal Sales, LLC	11,600	N/A	2.32		N/A	1,000,000	1,000,000	IB - no re-bid requested
2	20	a The American Coal Co.	11,800	N/A	2.66		N/A	500,000	1,000,000	IB - no re-bid requested
3	17	a Alliance Coal, LLC	12,350	N/A	3.20		N/A	500,000	500,000	IB - no re-bid requested
4	19	a Alliance Coal, LLC	12,400	N/A	3.35		N/A	500,000	500,000	IB - no re-bid requested
5	14	a Traxys North America, LLC	11,800	N/A	2.38		N/A	600,000	600,000	IB - no re-bid requested
6	1	a Patriot Coal Sales LLC	12,500	N/A	2.50		N/A	240,000	240,000	IB - no re-bid requested
7	2	a Patriot Coal Sales LLC	11,300	N/A	2.94		N/A	240,000	240,000	IB - no re-bid requested
8	18	a Alliance Coal, LLC	11,500	N/A	3.00		N/A	500,000	500,000	IB - no re-bid requested
9	11	a Lafayette Coal Co.	12,000	N/A	2.50		N/A	350,000	350,000	IB - no re-bid requested
10	16	a Alliance Coal, LLC	11,500	N/A	1.58		N/A	150,000	480,000	IB - no re-bid requested
11	22	a Interocean Coal Sales, LDC	11,500	11,200	0.70			400,000	1,000,000	Re-bid received March 13, 2010. Btu lower than spec. Contact: Dennis Steul
12	13	a Traxys North America, LLC	12,000	N/A	1.20		N/A	600,000	600,000	OTC coal - no re-bid requested
13	3	a Patriot Coal Sales LLC	12,000	12,000	0.96			500,000	500,000	Re-bid received March 15, 2010. Contact: Bev Reynolds
14	8	a Coal Marketing Company	11,300	N/A	0.60		N/A	550,000	550,000	Btu lower than spec - no re-bid requested
15	4	a Patriot Coal Sales LLC	12,000	N/A	0.96		N/A	250,000	250,000	No re-bid received
16	15	a Glencore Ltd.	11,600	N/A	0.64		N/A	300,000	300,000	No re-bid received
17	5	a White Energy North America, Inc.	11,300	N/A	0.35		N/A	240,000	240,000	
18	21	a West Ridge Resources, Inc.	11,800	N/A	1.30		N/A	200,000	200,000	
19	12	a Arch Coal, Inc.	11,400	N/A	0.50		N/A	300,000	300,000	
20	6	a EDF Trading	11,700	N/A	1.00		N/A	300,000	300,000	
21	9	a Consol	12,000	N/A	1.17		N/A	1,000,000	1,000,000	
22	10	a Oxbow Carbon & Minerals, LLC	11,900	N/A	0.60		N/A	1,000,000	2,000,000	

**Gulf Power Company:
Summary of re-bid process for 2010 long-term solicitation**

This document summarizes the actions taken by Fuels during March 2010 regarding low sulfur re-bids associated with the Gulf Power Company (Gulf) long term bid solicitation issued on February 16, 2010. On behalf of Gulf, Coal Procurement contacted 3 different suppliers by phone on March 10, 2010 regarding 4 different low sulfur coal supply offers to request a re-bid on price. They were asked to submit their re-bid by March 15, 2010. The results of the re-bids are summarized below by supplier:

Glencore: Bid #15

Contact: John McConaghy
Date re-bid submitted: N/A
Supplier Response: Glencore communicated on March 15, 2010 that they had no changes to their existing bid.

Interocean Coal Sales, LDC: Bid #22

Contact: Dennis Steul
Date re-bid submitted: March 13, 2010 by email
Supplier Response: Interocean's re-bid modified their price and btu/lb as follows:

	<u>Initial</u>		<u>Re-bid</u>	
	2011	2012	2011	2012
Price:	█/ton	█/ton	█/ton	█/ton
Btu/lb:	11,500	11,500	11,200	11,200

Patriot Coal Sales LLC: Bids #3 & #4

Contact: Bev Reynolds
Bid #3
Date re-bid submitted: March 15, 2010 by phone
Supplier Response: Patriot's re-bid modified their price as follows:

	<u>Initial</u>		<u>Re-bid</u>	
	2011	2012	2011	2012
Price:	█/ton	█/ton	█/ton	█/ton

Bid #4

Date re-bid submitted: N/A
Supplier Response: Patriot communicated on March 15, 2010 that they had no changes to their existing bid.

Myrick, Sarah

From: Swindle, Tris
Sent: Saturday, March 13, 2010 11:54 AM
To: Ball, H. Rusty; Myrick, Sarah
Subject: Fw: Revised Gulf Power Offer

Note the Btu change to 11,200. We can discuss on Monday.

From: Steul, Dennis <djsteul@drummondco.com>
To: Swindle, Tris
Sent: Sat Mar 13 11:51:42 2010
Subject: Revised Gulf Power Offer

Tris,

Here is our revised offer:

Btu: 11,200 Btu

Volume: 2011 – 400,000 NT
2012 – 1,000,000 NT

1 Pricing: 2011 - [REDACTED] NT FOB Barge
2 2012 - [REDACTED] NT FOB Barge

All other terms and conditions to be mutually agreed upon.

This offer is valid through Thursday, March 17, 2010.

Best regards,

Dennis J. Steul

Vice President Sales Americas
Drummond Coal Sales, Inc.
1000 Urban Center Drive, Ste. 300
Vestavia Hills, AL 35242
Ph: 205-945-6411
Cell: 205-903-8705
djsteul@drummondco.com

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4. Please provide copies of each coal supply agreement or commodity contract, if any, Gulf, or an affiliate on Gulf's behalf, entered into pursuant to coal RFPs issued in 2010.

ANSWER:

Gulf Power's response to this request is being provided pursuant to a Request for Confidential Classification pursuant to Rule 25-22.006(3)(a).

See documents bearing page numbers 253 through 361.

The documents submitted herewith in response to Request # 4, consisting of pages stamped 253-361, are confidential in their entirety.

Staff's First Request for Production of Documents
Docket No. 110001-EI
GULF POWER COMPANY
May 20, 2011
Item No. 5
Page 1 of 1

5. Please provide copies of each transportation-related contract, if any, Gulf, or an affiliate on Gulf's behalf, entered into pursuant to coal RFPs issued in 2010.

ANSWER:

Gulf Power's response to this request is being provided pursuant to a Request for Confidential Classification pursuant to Rule 25-22.006(3)(a).

See documents bearing page numbers 363 through 403.

The documents submitted herewith in response to Request # 5, consisting of pages stamped 363-403, are confidential in their entirety.

9. Please provide copies of all bid evaluation sheets or equivalent documents that Gulf, or an affiliate on behalf of Gulf, prepared in reviewing the response(s) to natural gas RFPs issued in 2010. If no evaluation sheets or equivalent documents were prepared, please explain why.

ANSWER:

See documents bearing page numbers 411 through 412.

Destin

Gas Supply Bids - 2010

	Annual	Summer	Total Summer
2010 Supply	10,000	70,000	80,000
2011 Contracted	0	50,000	50,000
2011 Total	0	50,000	50,000
2011 Need	0	15,000	15,000

Average Basis - May through August of 2010

ANR		CGT Mainline	(\$0.030)
TZ4 Basis	\$0.025	Tennessee 500	(\$0.050)
FGT Zone 3 Basis	\$0.050	SNG LA Basis	\$0.025

Bidder	Term	Summer / Annual	Delivery Period	Quantity DTW/day	Pipe	Location	SEE COMMENTS	Bid Price	Demand Adder	Bid Adder	Sample Gas Price \$4.0000 Comm. Or Deliv. Fee	Adder to Henry Hub	to Henry Hub	Sell Back	Sell Back Price	Sell Back Premium Value
20 Chevron	1 year	Annual	Jun 11 - May 12	20,000	Destin	All Delivery Points		GD FGT Z3						7:30 AM		
21 Chevron	2 years	Annual	Jun 11 - May 13	20,000	Destin	All Delivery Points		GD FGT Z3						7:30 AM		
22 Chevron	3 years	Annual	Jun 11 - May 14	20,000	Destin	All Delivery Points		GD FGT Z3						7:30 AM		
12 BP	2 years	Annual	Jun 11 - May 13	20,000	Destin	All Delivery Points		GD FGT Z3						All delivery		
202 Shell	up to 4 years	Annual	Jun 11 - May 15	20,000	Destin	All Delivery Points		GD FGT Z3						8:00 AM		
122 Louis Dreyfus	1 year	Annual	Jun 11 - May 12	15,000	Destin	All Delivery Points		GD FGT Z3						8:15 AM		
124 Louis Dreyfus	4 year	Annual	Jun 11 - May 15	15,000	Destin	All Delivery Points		GD FGT Z3						8:15 AM		
117 JP Morgan	2 years	Annual	Jun 11 - May 13	10,000	Destin	All Delivery Points		GD FGT Z3						8:00 AM		
123 Louis Dreyfus	2 year	Annual	Jun 11 - May 13	15,000	Destin	All Delivery Points		GD FGT Z3						8:15 AM		
164 Macquarie	up to 4 years	Annual	Jun 11 - May 15	15,000	Destin	Into FGT		GD FGT Z3						8:00 AM		
89 BNPP ET (Fortis)	up to 3 years	Annual	Jun 11 - May 14	20,000	Destin	All Delivery Points	4th yr +.001	GD FGT Z3						??		
50 Chevron	up to 2 years	Summer	Jun - Aug	20,000	Destin	All Delivery Points		GD FGT Z3						7:30 AM		
51 Chevron	up to 3 years	Summer	Jun - Aug	20,000	Destin	All Delivery Points		GD FGT Z3						7:30 AM		
221 Tenaska	1 year	Summer	Jun - Aug	20,000	Destin	All Delivery Points	SB Retable	GD FGT Z3						8:00 AM		
126 Louis Dreyfus	2 year	Summer	Jun - Aug	20,000	Destin	All Delivery Points		GD FGT Z3						8:15 AM		
127 Louis Dreyfus	4 year	Summer	Jun - Aug	20,000	Destin	All Delivery Points		GD FGT Z3						8:15 AM		
208 Shell	up to 4 years	Summer	Jun 11 - May 15	20,000	Destin	All Delivery Points		GD FGT Z3						8:00 AM		
125 Louis Dreyfus	1 year	Summer	Jun - Aug	20,000	Destin	All Delivery Points		GD FGT Z3						8:15 AM		
95 BNPP ET (Fortis)	up to 3 years	Summer	Jun - Aug	20,000	Destin	All Delivery Points	4th yr +.005	GD FGT Z3						??		
172 Macquarie	up to 4 years	Summer	Jun - Aug	20,000	Destin	Into FGT		GD FGT Z3						8:00 AM		

Mobile Bay

Gas Supply Bids - 2010

	Annual	Summer	Total Summer
2010 Supply	75,000	40,000	115,000
2011 Contracted	40,000	30,000	70,000
2011 Total	75,000	45,000	120,000
2011 Need	35,000	10,000	45,000

Average Basis - May through August of 2010

ANR		CGT Mainline	(\$0.030)
TZ4 Basis	\$0.025	Tennessee 500	(\$0.050)
FGT Zone 3 Basis	\$0.050	SNG LA Basis	\$0.025

A B C D E

Sample Gas Price \$4.0000
Comm. Or

Bidder	Term	Summer / Annual	Delivery Period	Quantity DTH/day	Pipe	Location	SEE COMMENTS	Bid Price	Demand Adder	Bid Adder	Deliv. Fuel	Adder to Henry Hub	to Henry Hub	Sell Back	Sell Back Price
26 Chevron	1 year	Annual	Jun 11 - May 12	20,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						7:30 AM	
27 Chevron	2 years	Annual	Jun 11 - May 13	20,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						7:30 AM	
128 Louis Dreyfus	1 year	Annual	Jun 11 - May 12	40,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						8:15 AM	
130 Louis Dreyfus	4 year	Annual	Jun 11 - May 15	40,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						8:15 AM	
28 Chevron	3 years	Annual	Jun 11 - May 14	20,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						7:30 AM	
129 Louis Dreyfus	2 year	Annual	Jun 11 - May 13	40,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						8:15 AM	
186 Macquarie	up to 4 years	Annual	Jun 11 - May 15	40,000	Mobile Bay	Mobile Bay into FGT		GD FGT Z3						8:00 AM	
29 Chevron	1 year	Annual	Jun 11 - May 12	25,000	Traneco	Traneco 4A delivered		GD FGT Z3						7:30 AM	
30 Chevron	2 years	Annual	Jun 11 - May 13	25,000	Traneco	Traneco 4A delivered		GD FGT Z3						7:30 AM	
31 Chevron	3 years	Annual	Jun 11 - May 14	25,000	Traneco	Traneco 4A delivered		GD FGT Z3						7:30 AM	
47 Chevron	1 year	Annual	Nov 10 - Oct 11	10,000	FGT	Hattaraspond		IF FGT Z3							
48 Chevron	1 year	Annual	Nov 10 - Oct 11	7,000	MGS	Churchula		GD FGT Z3							
23 Chevron	1 year	Annual	Jun 11 - May 12	8,000	Mobile Bay	FGT : MGS : Traneco 4A		IF FGT Z3							
87 Exxon	1 year	Annual	Jun 11 - May 12	8,000	Mobile Bay	FGT at tailgate of the OTF		IF FGT Z3							
24 Chevron	2 years	Annual	Jun 11 - May 13	8,000	Mobile Bay	FGT : MGS : Traneco 4A		IF FGT Z3							
25 Chevron	3 years	Annual	Jun 11 - May 14	8,000	Mobile Bay	FGT : MGS : Traneco 4A		IF FGT Z3							
185 Noble	1 year	Annual	Jun 11 - May 12	4,000	Mobile Bay	FGT : MGS : Traneco 4A		IF FGT Z3							
185 Macquarie	up to 4 years	Annual	Jun 11 - May 15	8,000	Mobile Bay	Mobile Bay into FGT		IF FGT Z3						8:00 AM	
32 Chevron	up to 2 year	Summer	Jun - Aug	20,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						7:30 AM	
53 Chevron	up to 3 year	Summer	Jun - Aug	20,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						7:30 AM	
88 Exxon	1 year	Summer	Jun - Aug	15,000	Mobile Bay	FGT at tailgate of the OTF		GD FGT Z3						8:15 AM	
131 Louis Dreyfus	1 year	Summer	Jun - Aug	20,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						8:15 AM	
133 Louis Dreyfus	4 year	Summer	Jun - Aug	20,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						8:15 AM	
132 Louis Dreyfus	2 year	Summer	Jun - Aug	20,000	Mobile Bay	FGT : MGS : Traneco 4A		GD FGT Z3						8:15 AM	
173 Macquarie	up to 4 years	Summer	Jun - Aug	20,000	Mobile Bay	Mobile Bay into FGT		GD FGT Z3						8:00 AM	

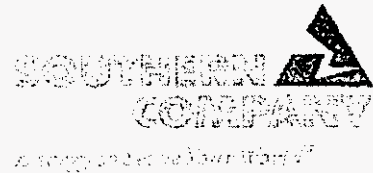
412

Staff's First Request for Production of Documents
Docket No. 110001-EI
GULF POWER COMPANY
May 20, 2011
Item No. 10
Page 1 of 1

10. Please provide copies of all contract(s), if any, Gulf, or an affiliate on Gulf's behalf, entered into pursuant to natural gas RFPs issued in 2010.

ANSWER:

See documents bearing page numbers 414 through 427.



INTERNAL DISTRIBUTION

Date: November 23, 2010

Subject: Confirmation Letter between ExxonMobil and Southern Company Services, Inc. dated November 23, 2010

From: Beth Santoro

To: Carl Haga
Roy Robertson
Rob Markham
Roy Hiller
Carol Thomasson
Alisa Warren
Vicki Gaston
John Benefield
Alan Kilpatrick

Southern Company Services and ExxonMobil have executed a new confirmation letter under the NAESB Base Contract dated March 11, 2010. Pursuant to the terms of that agreement, the parties have entered into the following supply transaction:

Mobile Bay

<u>Term</u>	<u>Quantity</u>	<u>Delivery Point</u>	<u>Price</u>
6/01/11-9/30/11	10,000 MMBtu/day	FGT at the tailgate of the OTF	GD FGT Z3 [REDACTED]

Special Conditions: Alternate delivery points by mutual agreement.

If you have any questions about the agreement, please contact me at 257-5112.

Deal # 58017

To: SOUTHERN COMPANY SERVICES, INC.

Attention: Alan Kilpatrick
 Facsimile: (205) 257-7795
 Phone: (205) 257-6143

Return To: EXXONMOBIL GAS & POWER
 MARKETING COMPANY, a division of
 EXXON MOBIL CORPORATION

Attention: Maria A Bellino
 Facsimile: (713) 656-2727
 Phone: (713) 656-6914

Natural Gas Transaction Confirmation

This Transaction Confirmation documents the agreement between EXXONMOBIL GAS & POWER MARKETING COMPANY, a division of EXXON MOBIL CORPORATION (Seller), and SOUTHERN COMPANY SERVICES, INC. (Buyer) by which Seller will sell and Buyer will purchase Natural Gas on a Firm basis pursuant to the terms of the Contract dated March 11, 2010 between Seller and Buyer (ExxonMobil Contract No. 1022287), and the following commercial terms:

Delivery Period: June 01, 2011 to October 01, 2011

Contract Price / MMBtu: Platts Gas Daily, Daily Price Survey under Louisiana-Onshore South
 (Dry): (applicable to the day of flow) for Florida Gas, zone 3 Midpoint plus [REDACTED]

Contract Quantity MMBtu / Day: 10,000

Delivery Point(s): Into Florida Gas Transmission Company at the tailgate of the Mobile Bay
 Onshore Treating Facility (FGT DRN # 157740)

Spot Price Publication (if applicable): Gas Daily Midpoint

Special Conditions: Alternate Delivery Points by mutual agreement

SOUTHERN COMPANY SERVICES, INC.

EXXONMOBIL GAS & POWER MARKETING
 COMPANY, a division of EXXON MOBIL
 CORPORATION

By: [Signature]

Title: Vice President

Date: 11/23/10

CHH
AMK

By: [Signature]

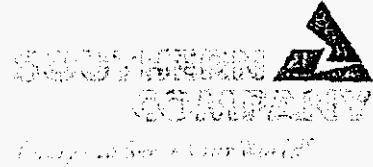
Title: Manager, Americas Gas Marketing

Date: 11/10/2010

This Transaction Confirmation is expressly limited to the terms and conditions stated herein, and is not intended to be, nor shall it be, an amendment to the Contract between ExxonMobil and the other party referenced herein. Any additional or variant terms and conditions proposed by such other party are specifically rejected.

***Where signature is required and not waived.

MSB



INTERNAL DISTRIBUTION

Date: November 23, 2010

Subject: Confirmation Letter between ExxonMobil and Southern Company Services, Inc. dated November 23, 2010

From: Beth Santoro

To: Carl Haga
 Roy Robertson
 Rob Markham
 Roy Hiller
 Carol Thomasson

Alisa Warren
 Vicki Gaston
 John Benefield
 Alan Kilpatrick

Southern Company Services and ExxonMobil have executed a new confirmation letter under the NAESB Base Contract dated March 11, 2010. Pursuant to the terms of that agreement, the parties have entered into the following supply transaction:

Mobile Bay

<u>Term</u>	<u>Quantity</u>	<u>Delivery Point</u>	<u>Price</u>	Deal #
6/01/11-5/31/12	8,000 MMBtu/day	FGT at the tailgate of the OTF	IF FGT Z3 [REDACTED]	5802

Special Conditions: Alternate delivery points by mutual agreement.

If you have any questions about the agreement, please contact me at 257-5112.

To: **SOUTHERN COMPANY SERVICES, INC.**

Attention: Alan Kilpatrick
 Facsimile: (205) 257-7785
 Phone: (205) 257-6143

Return To: **EXXONMOBIL GAS & POWER MARKETING COMPANY, a division of EXXON MOBIL CORPORATION**

Attention: Maria A Bellino
 Facsimile: (713) 656-2727
 Phone: (713) 656-5914

Natural Gas Transaction Confirmation

This Transaction Confirmation documents the agreement between EXXONMOBIL GAS & POWER MARKETING COMPANY, a division of EXXON MOBIL CORPORATION (Seller), and SOUTHERN COMPANY SERVICES, INC. (Buyer) by which Seller will sell and Buyer will purchase Natural Gas on a Firm basis pursuant to the terms of the Contract dated March 11, 2010 between Seller and Buyer (ExxonMobil Contract No. 1022267), and the following commercial terms:

Delivery Period: June 01, 2011 to June 01, 2012

Contract Price / NMMBtu (Dry): Inside FERC Gas Market Report, Prices of Spot Gas Delivered to Pipelines under Florida Gas Transmission Co. for Zone 3 Index plus [REDACTED]

Contract Quantity NMMBtu / Day: 8,000

Delivery Point(s): Into Florida Gas Transmission Company at the tailgate of the Mobile Bay Onshore Treating Facility (FGT DRN # 157740)

Spot Price Publication (If applicable): Gas Daily Midpoint

Special Conditions: Alternate Delivery Points by mutual agreement.

Spot Price reference is GD FGT zone 3

SOUTHERN COMPANY SERVICES, INC.

EXXONMOBIL GAS & POWER MARKETING COMPANY, a division of EXXON MOBIL CORPORATION

By: [Signature]
 Title: Vice President
 Date: 11/23/10

CHH
AMK

By: [Signature]
 Title: Manager, Americas Gas Marketing
 Date: 11/10/2010

This Transaction Confirmation is expressly limited to the terms and conditions stated herein, and is not intended to be, nor shall it be, an amendment to the Contract between ExxonMobil and the other party referenced herein. Any additional or variant terms and conditions proposed by such other party are specifically rejected.

**Where signature is required and not waived.

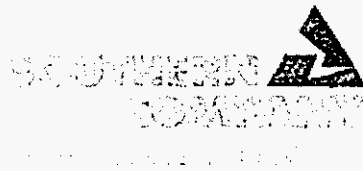
Page 1 of 1

Trade # (158659)

Creation Date: 11/10/2010

Version: 1

MSB



INTERNAL DISTRIBUTION

Date: November 19, 2010

Subject: Confirmation Letter between Louis Dreyfus Energy Services LP (LDH) and Southern Company Services, Inc. dated October 29, 2010

From: Beth Santoro

To: Carl Haga Alisa Warren
 Roy Robertson Vicki Gaston
 Rob Markham John Benefield
 Roy Hiller Alan Kilpatrick
 Carol Thomasson

Southern Company Services and LDH have executed a new confirmation letter under the NAESB Base Contract dated January 8, 2004. Pursuant to the terms of that agreement, the parties have entered into the following supply transaction:

Mobile Bay

	<u>Term</u>	<u>Quantity</u>	<u>Delivery Point</u>	<u>Price</u>	<u>Deal #</u>
1	6/01/11-5/31/15	10,000 MMBtu/day	Mobile Bay Processing Plants	GD FGT Z3 [REDACTED]	58033
2	Special Conditions: [REDACTED]				
3	[REDACTED]				
4	[REDACTED]				

If you have any questions about the agreement, please contact me at 257-5112.



.FAX 2052575858 DESC(@A668D NGP-02459679- 18052SOUTHN CO)

****10/29/10 AMENDED CONTRACT REVISED THE BUY BACK LOCATION****

TO: SOUTHERN CO SVCS INC AGNT FOR SOUTHERN COMPANY

Attention: Trade admin

FROM: Contract Compliance

SUBJ: NGP-NAESB -02459679 18052 SOUTHN CO

TRANSACTION CONFIRMATION

Date: October 29, 2010

Trade Date : October 20, 2010

Transaction Confirmation#: 02459679

This Transaction Confirmation is governed by the Base Contract between Seller and Buyer dated JANUARY 8, 2004. The terms of this Transaction Confirmation are binding unless disputed in writing within two (2) Business Days of receipt unless otherwise specified in the Base Contract. In the event of any inconsistency between this Transaction Confirmation and the Base Contract, this Transaction Confirmation will govern.

SELLER: LOUIS DREYFUS ENERGY SERVICES LP
20 Westport Road
Wilton CT 06897
Fax: 203-761-8182
Base Contract No.: 972
Trader: Scott Colberson

BUYER: SOUTHERN CO SVCS INC AGNT FOR SOUTHERN COMPANY
600 NORTH 15TH STREET
14N-9164
BIRMINGHAM, AL 35203
Trader: Trade admin

BROKER: Direct - No Broker Involved

Contract Price:

During the delivery period, the price for each such calendar day being the "Flow date(s): Midpoint as quoted in Platts Gas Daily in the section titled "Daily price survey (\$/MMBtu) under the heading Louisiana-Onshore South: Florida Gas, zone 3" PLUS USD [REDACTED] per MMBTU.



INTERNAL DISTRIBUTION

Date: November 18, 2010

Subject: Confirmation Letter between Chevron Natural Gas and Southern Company Services, Inc. dated October 26, 2010

From: Beth Santoro

To: SCS Gas Services
SCS Legal and Risk Management

Southern Company Services and Chevron Natural Gas have executed a new confirmation letter under the NAESB Base Contract dated January 1st, 2003. Pursuant to the terms of that agreement, the parties have entered into the following supply transaction:

Chunchula

<u>Deal #</u>	<u>Term</u>	<u>Quantity</u>	<u>Delivery Point</u>	<u>Price</u>
57119	11/01/10-11/30/10	6,400 MMBtu/day	Chunchula	GDA FGT Z3
57118	11/01/10-11/30/10	600 MMBtu/day	Mobile Bay / Transco	GDA FGT Z3
57120	12/01/10-10/31/11	7,000 MMBtu/day	Chunchula	GDA FGT Z3

4 **Special Conditions:** [REDACTED]

5 [REDACTED]

6 [REDACTED]

7 [REDACTED]

8 [REDACTED]

9 [REDACTED]

Williams Plant (DRN# 321465); Exxon Mobil (DRN# 302233); Duke MBPP Plant (DRN# 298451); Yellowhammer Plant (DRN# 302202); DIGS Plant (DRN#298450); Mary Ann Plant (DRN# 302232); MAGS Plant (DRN# 302231)

If you have any questions about the agreement, please contact me at 257-5112.



**PHYSICAL TRANSACTION CONFIRMATION
FOR IMMEDIATE DELIVERY**

Trade Date: 10/26/2010
Confirmation #: 1099507

This Transaction Confirmation is subject to the Base Contract between Seller and Buyer dated 01/01/2003. The terms of this Transaction Confirmation are binding unless disputed within 2 Business Days of receipt unless otherwise specified in the Base Contract.

SELLER:
Chevron Natural Gas, a division of Chevron USA Inc.
PO Box 4700
Houston, TX 77210
United States

Contact: Trina Shoemaker
Email: tsko@chevron.com
Phone: 832-854-5104
Fax: 832-854-3292

Broker:
Broker Ref #:
Base Contract #: 20490

BUYER:
Southern Company Services, Inc. as agent for
600 N. 18th Street
BIN # 14N-8162
Birmingham, AL 35203
United States

Contact: Risk Manager
Email:
Phone: 205-257-5773
Fax: 205-257-5418

PERFORMANCE OBLIGATION: Firm

Delivery Period	Delivery Point	Pipeline	Tier	Contract Quantity	Contract Price - USD		Idx %	Index Prem / (Disc)
					Fixed Price	Index Price		
11/01/10 - 11/30/10	Chunchula	Bay Gas		6,400 MMBTU / Day	GD (Mid) PGT Z3		100.00	
11/01/10 - 11/30/10	Mobile Bay / Transco	Mobile Bay		600 MMBTU / Day	GD (Mid) PGT Z3		100.00	
12/01/10 - 10/31/11	Chunchula	Bay Gas		7,000 MMBTU / Day	GD (Mid) PGT Z3		100.00	

DAILY VOLUME ELECTION DETAILS

Delivery Period	Delivery Point	Pipeline	Daily Volume Elections
11/01/10 - 11/30/10	Chunchula	Bay Gas	6,400 MMBTU
12/01/10 - 10/31/11	Chunchula	Bay Gas	7,000 MMBTU
11/01/10 - 11/30/10	Mobile Bay / Transco	Mobile Bay	600 MMBTU

COMMENTS

[REDACTED COMMENTS]

SELLER: Chevron Natural Gas, a division of Chevron USA Inc.
By: *David G. Yellowlees*

Title : David G. Yellowlees, Vice President
Date : 10/28/2010

BUYER: Southern Company Services, Inc. as agent for
By: *J. B. Wallock*

Title : Vice President
Date : 10/29/10

AMK
CHH



INTERNAL DISTRIBUTION

Date: November 18, 2010

Subject: Confirmation Letter between Chevron Natural Gas and Southern Company Services, Inc. dated October 26, 2010

From: Beth Santoro

To: SCS Gas Services
SCS Legal and Risk Management

Southern Company Services and Chevron Natural Gas have executed a new confirmation letter under the NAESB Base Contract dated January 1st, 2003. Pursuant to the terms of that agreement, the parties have entered into the following supply transaction:

Hatter's Pond

	<u>Term</u>	<u>Quantity</u>	<u>Delivery Point</u>	<u>Price</u>
5/121	11/01/10-11/30/10	4,134 MMBtu/Day	Mobile Bay/FGT	IFERC FGT Z3
	11/01/10-11/30/10	5,866 MMBtu/day	Koch - Mt. Vernon DRN #249828	IFERC FGT Z3
57122	12/01/10-10/31/11	10,000 MMBtu/day	Koch - Mt. Vernon DRN #249828	IFERC FGT Z3

4 Special Conditions: [REDACTED]

5 [REDACTED]

6 [REDACTED]

7 [REDACTED]

8 [REDACTED]

9 [REDACTED]

10 [REDACTED]

Alternative Delivery Point(s): Any of the following point(s) of delivery into Florida Gas Transmission: Williams Plant (DRN #321465); Exxon Mobil (DRN #302233); Duke MBPP (DRN #298451), Yellowhammer Plant (DRN #302202); DIGS Plant (DRN #298450)

If you have any questions about the agreement, please contact me at 257-5112.



PHYSICAL TRANSACTION CONFIRMATION
FOR IMMEDIATE DELIVERY

Trade Date: 10/26/2010
Confirmation #: 1099493

This Transaction Confirmation is subject to the Base Contract between Seller and Buyer dated 01/01/2003. The terms of this Transaction Confirmation are binding unless disputed within 2 Business Days of receipt unless otherwise specified in the Base Contract.

SELLER: Chevron Natural Gas, a division of Chevron USA Inc. PO Box 4700 Houston, TX 77210 United States Contact: Trina Shoemaker Email: tskc@chevron.com Phone: 832-854-5104 Fax: 832-854-3292 Broker: Broker Ref #: Base Contract #: 20490	BUYER: Southern Company Services, Inc. as agent for 600 N. 18th Street BIN # 14N-8162 Birmingham, AL 35203 United States Contact: Risk Manager Email: Phone: 205-257-5773 Fax: 205-257-5418
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PERFORMANCE OBLIGATION: Firm

Delivery Period	Delivery Point	Pipeline	Tier	Contract Quantity	Contract Price - USD		Idx %	Index Prem / (Disc)
					Fbied Price	Index Price		
1 11/01/10 - 11/30/10	Mt Vernon (to FGT) Hatters Pond	Gulf South PL		5,866 MMBTU / Day	IF FGT Z3		100.00	
2 11/01/10 - 11/30/10	Mobile Bay / FGT (Transco)	Mobile Bay		4,134 MMBTU / Day	IF FGT Z3		100.00	
3 12/01/10 - 10/31/11	Mt Vernon (to FGT) Hatters Pond	Gulf South PL		10,000 MMBTU / Day	IF FGT Z3		100.00	

DAILY VOLUME ELECTION DETAILS

Delivery Period	Delivery Point	Pipeline	Daily Volume Elections
11/01/10 - 11/30/10	Mt Vernon (to FGT) Hatters Pond	Gulf South PL	5,866 MMBTU
12/01/10 - 10/31/11	Mt Vernon (to FGT) Hatters Pond	Gulf South PL	10,000 MMBTU
11/01/10 - 11/30/10	Mobile Bay / FGT (Transco)	Mobile Bay	4,134 MMBTU

COMMENTS

SELLER: Chevron Natural Gas, a division of Chevron USA Inc. By: <i>D G Yellowiees</i> Title : David G. Yellowiees, Vice President Date : 10/28/2010	BUYER: Southern Company Services, Inc. as agent for By: <i>J G Wallace</i> Title : Vice President Date : 10/29/10
--	--

AMK
CHH



PHYSICAL TRANSACTION CONFIRMATION
FOR IMMEDIATE DELIVERY

Trade Date: 10/26/2010
Confirmation #: 1099568

This Transaction Confirmation is subject to the Base Contract between Seller and Buyer dated 01/01/2003. The terms of this Transaction Confirmation are binding unless disputed within 2 Business Days of receipt unless otherwise specified in the Base Contract.

SELLER:
Chevron Natural Gas, a division of Chevron USA Inc.
PO Box 4700
Houston, TX 77210
United States

Contact: Trina Shoemaker
Email: tskc@chevron.com
Phone: 832-854-5104
Fax: 832-854-3292

Broker:
Broker Ref #:
Base Contract #: 20490

BUYER:
Southern Company Services, Inc. as agent for
600 N. 18th Street
BON # 14N-8162
Birmingham, AL 35203
United States

Contact: Risk Manager
Email:
Phone: 205-257-5773
Fax: 205-257-5418

PERFORMANCE OBLIGATION: Firm

Delivery Period	Delivery Point	Pipeline	Tier	Contract Quantity	Contract Price - USD		Idx %	Index Prem / (Disc)
					Fixed Price	Index Price		
06/01/11 - 08/31/11	FGT/Destin	Destin		15,000 MMBTU / Day	GD (Mid) FGT 23		100.00	
06/01/12 - 08/31/12	FGT/Destin	Destin		15,000 MMBTU / Day	GD (Mid) FGT 23		100.00	

COMMENTS

[Redacted Comment Area]

SELLER: Chevron Natural Gas, a division of Chevron USA Inc.
By: *DJ Yellowlees*
Title: David G. Yellowlees, Vice President
Date: 10/28/2010

BUYER: Southern Company Services, Inc. as agent for
By: *J. B. Walker*
Title: Vice President
Date: 10/29/10

*ANK
CHH*

**Staff's First Request for Production of Documents
Docket No. 110001-EI
GULF POWER COMPANY
May 20, 2011
Item No. 17
Page 1 of 1**

17. Please provide a copy of the response(s) Gulf, or its affiliate, received for each RFP it issued for light oil in 2010.

ANSWER:

See documents bearing page numbers 460 through 481.

Southern Company Fuel Oil Sales Proposal Pricing and Payment Terms

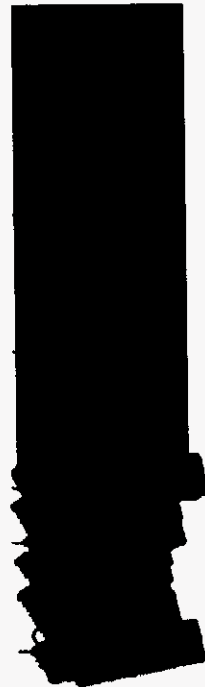
Unless your bid states otherwise, payment will be based upon the daily closing OPIS Dyed Ultra Low Sulfur Rack Average Index for distillate No. 2 fuel oil for the date of shipment (retrieved daily by Southern Company Services, Fuel Services Department from opisnet.com) and from the origin terminal specified below. *Note that if stated as an exception below, bids for Low Sulfur Dyed fuel oil(in place of Ultra Low Sulfur Dyed) will be entertained; however, you must be certain of your company's ability to provide Low Sulfur Dyed fuel oil for the entire term of this agreement.* The published current day OPIS Dyed Ultra Low Sulfur Rack Average posting will be added to your bid's fixed adder to determine the daily \$/gallon paid, rounded to four decimal places. Any applicable state sales tax will be paid directly to the taxing authority by the appropriate Southern Company operating company. Please indicate in the appropriate boxes below the per gallon adder to the OPIS Dyed Ultra Low Sulfur Rack Average. The adder is to consist of the following components: transportation, truck pump charges (if applicable) and any tax or fee (including but not limited to Federal LUST Tax, Federal Oil Spill, the Walker County Excise Tax for Plant Gorgas and the Florida Pollution Tax for Plants Smith, Crist, Scholz, Oleander and DeSoto) as required by law for the Seller to pay. If awarded a contract, your adder will be firm for the life of the contract.

Plant	Origin Terminal (must identify)	Adder to "Current Day OPIS Ultra Low Sulfur (Dyed)" AVG.
<u>APC</u> Gaston	BIRMINGHAM, AL	0.00
Gorgas	BIRMINGHAM, AL	0.00
Greene County	MONTGOMERY, AL	0.00
<u>GPC</u> Bowen	ATLANTA, GA	0.00
Branch	MACON, GA	0.00
Hammond	ATLANTA, GA	0.00
Kraft	SAVANNAH, GA	0.00
McDonough	ATLANTA, GA	0.00
McIntosh Steam	SAVANNAH, GA	0.00
McIntosh CT/C	SAVANNAH, GA	0.00
Monroe	ATLANTA, GA	0.00
Scherer	MACON, GA	0.00
Tenaska	ATLANTA, GA	0.00
Mitchell	ALBANY, GA	0.00
Wansley	ATLANTA, GA	0.00

Wilson AUGUSTA, GA
Yates ATLANTA, GA
Robins CT MACON, GA



- 1 GULF Baconton ALBANY, GA
- 2 Crist MOBILE, AL
- 3 Scholz BAWBRIDGE, GA
- 4 Smith PANAMA CITY, FL
- 5 Tenaska AL MONTGOMERY, AL
- 6 MPC Daniel MOBILE, AL
- 7 SPC Dahlberg ATLANTA, GA
Oleander ORLANDO, FL
DeSoto County TAMPA, FL
Rowan CHARLOTTE, NC
West GA MACON, GA



Payment Terms: NET 10
Unloading Free Time: 1ST HOUR
§ Demurrage Rate: \$ [REDACTED]

As a condition of sale, next day delivery will be provided on orders placed by noon. If delivery cannot be met under this condition, SCS Fuel Services or plant personnel will be notified as soon as possible.


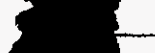
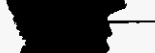
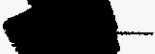
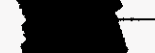
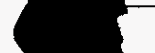
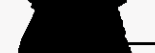
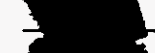
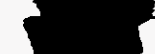


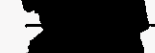



Any exceptions to the specific terms and conditions of sale are to be noted on a separate page.

Proposal Submitted By: SCOTT FEINER Date: 1-14-11 Company: AKA PETROLEUM

ssteiner@AKAPetroleum.COM

Southern Company Fuel Oil Sales Proposal Pricing and Payment Terms

Unless your bid states otherwise, payment will be based upon the daily closing OPIS Dyed Ultra Low Sulfur Rack Average Index for distillate No. 2 fuel oil for the date of shipment (retrieved daily by Southern Company Services, Fuel Services Department from opisnet.com) and from the origin terminal specified below. *Note that if stated as an exception below, bids for Low Sulfur Dyed fuel oil in place of Ultra Low Sulfur Dyed) will be entertained; however, you must be certain of your company's ability to provide Low Sulfur Dyed fuel oil for the entire term of this agreement.* The published current day OPIS Dyed Ultra Low Sulfur Rack Average posting will be added to your bid's fixed adder to determine the daily \$/gallon paid, rounded to four decimal places. Any applicable state sales tax will be paid directly to the taxing authority by the appropriate Southern Company operating company. Please indicate in the appropriate boxes below the per gallon adder to the OPIS Dyed Ultra Low Sulfur Rack Average. The adder is to consist of the following components: transportation, truck pump charges (if applicable) and any tax or fee (including but not limited to Federal LUST Tax, Federal Oil Spill, the Walker County Excise Tax for Plant Gorgas and the Florida Pollution Tax for Plants Smith, Crist, Scholz, Oleander and DeSoto) as required by law for the Seller to pay. If awarded a contract, your adder will be firm for the life of the contract.

Plant	Origin Terminal (must identify)	Adder to "Current Day OPIS Ultra Low Sulfur / Dyed"
<u>APC</u>		
Gaston	<u>Birmingham</u>	
Gorgas	<u>Birmingham</u>	
Greene County	<u>Mendian</u>	
<u>GPC</u>		
Bowen	<u>Rome</u>	
Branch	<u>Macon</u>	
Hammond	<u>Rome</u>	
Kraft	<u>Savannah</u>	
McDonough	<u>Doraville</u>	
McIntosh Steam	<u>Savannah</u>	
McIntosh CT/CC	<u>Savannah</u>	
Monroe	<u>Doraville</u>	
Scherer	<u>Macon</u>	
Tenaska	<u>Doraville</u>	
Mitchell	<u>Macon</u>	
Wansley	<u>Doraville</u>	

Wilson N. Augusta
Yates Doraville
Robins CT Macon



- 1 GULF
Baconton Albany
- 2 Crist Pensacola
- 3 Scholz Bainbridge
- 4 Smith Panama City
- 5 Tenaska AL Montgomery
- 6 MPC
Daniel Mobile
- 7 SPC
Dahlberg Athens
Oleander Orlando
DeSoto County Orlando
Rowan Charlotte
West GA Doraville



Payment Terms: NET 15

Unloading Free Time: ONE HOUR

8 Demurrage Rate:

As a condition of sale, next day delivery will be provided on orders placed by noon. If delivery cannot be met under this condition, SCS Fuel Services or plant personnel will be notified as soon as possible.



Any exceptions to the specific terms and conditions of sale are to be noted on a separate page.

Proposal Submitted By: Gayle Newton Date: 1/13/10 Company: PETROLEUM TRADERS CORPORATION
GAYLE NEWTON, CONTRACT SALES MANAGER

gayle newton @ petroleumtraders.com
1-800-348-3705 x 6347

**Southern Company
Fuel Oil Sales Proposal
Pricing and Payment Terms**

Unless your bid states otherwise, payment will be based upon the daily closing OPIS Dyed Ultra Low Sulfur Rack Average Index for distillate No. 2 fuel oil for the date of shipment (retrieved daily by Southern Company Services, Fuel Services Department from opisnet.com) and from the origin terminal specified below. *Note that if stated as an exception below, bids for Low Sulfur Dyed fuel oil (in place of Ultra Low Sulfur Dyed) will be entertained; however, you must be certain of your company's ability to provide Low Sulfur Dyed fuel oil for the entire term of this agreement.* The published current day OPIS Dyed Ultra Low Sulfur Rack Average posting will be added to your bid's fixed adder to determine the daily \$/gallon paid, rounded to four decimal places. Any applicable state sales tax will be paid directly to the taxing authority by the appropriate Southern Company operating company. Please indicate in the appropriate boxes below the per gallon adder to the OPIS Dyed Ultra Low Sulfur Rack Average. The adder is to consist of the following components: transportation, truck pump charges (if applicable) and any tax or fee (including but not limited to Federal LUST Tax, Federal Oil Spill, the Walker County Excise Tax for Plant Gorgas and the Florida Pollution Tax for Plants Smith, Crist, Scholz, Oleander and Desoto) as required by law for the Seller to pay. If awarded a contract, your adder will be firm for the life of the contract.

Plant	Origin Terminal	Adder to "Current Day OPIS Ultra Low Sulfur/Dyed"
<u>APC</u>		
Gaston	Birmingham, AL	
Gorgas	Birmingham, AL	
Greene County	Birmingham, AL	
<u>GPC</u>		
Bowen	Rome, GA	
Branch	Macon, GA	
Hammond	Rome, GA	
Kraft	Rome, GA	
McDonough	Doraville, GA	
McIntosh Steam	Savannah, GA	
McIntosh CT/CC	Savannah, GA	
Monroe	Athens, GA	
Scherer	Macon, GA	
Tenaska	Atlanta, GA	
Mitchell	Albany, GA	
Wansley	Atlanta, GA	
Wilson	Augusta, GA	
Yates	Atlanta, GA	
Robins CT	Macon, GA	

GULF

- 1 Baconton
- 2 Crist
- 3 Scholz
- 4 Smith
- 5 Tenaska AL

- Albany, GA
- Pensacola, FL
- Bainbridge, GA
- Niceville, FL
- Montgomery, AL

MPC

- 6 Daniel

Pascagoula, MS

SPC

- 7 Dahberg
- Oleander
- DeSoto County
- Rowan
- West GA

- Athens, GA
- Orlando, FL
- Tampa, FL
- Charlotte, NC
- Macon, GA



Payment Terms: 10 Days Net

Unloading Free Time: 1 Hour

8 Demurrage Rate:

As a condition of sale, next day delivery will be prohibited on orders placed by noon. If delivery cannot be met under this condition, SCS Fuel Services or plant personnel will be notified as soon as possible.

Any exceptions to the specific terms and conditions of sale are to be noted on a separate page.

*Prices are based on 7500 gallons minimum.

Proposal Submitted By: Allen Reed Date: 1-20-11 Company: PS Energy

Southern Company Fuel Oil Sales Proposal Pricing and Payment Terms

Unless your bid states otherwise, payment will be based upon the daily closing OPIS Dyed Ultra Low Sulfur Rack Average Index for distillate No. 2 fuel oil for the date of shipment (retrieved daily by Southern Company Services, Fuel Services Department from opisnet.com) and from the origin terminal specified below. *Note that if stated as an exception below, bids for Low Sulfur Dyed fuel oil (in place of Ultra Low Sulfur Dyed) will be entertained; however, you must be certain of your company's ability to provide Low Sulfur Dyed fuel oil for the entire term of this agreement.* The published current day OPIS Dyed Ultra Low Sulfur Rack Average posting will be added to your bid's fixed adder to determine the daily \$/gallon paid, rounded to four decimal places. Any applicable state sales tax will be paid directly to the taxing authority by the appropriate Southern Company operating company. Please indicate in the appropriate boxes below the per-gallon adder to the OPIS Dyed Ultra Low Sulfur Rack Average. The adder is to consist of the following components: transportation, truck pump charges (if applicable) and any tax or fee (including but not limited to Federal LUST Tax, Federal Oil Spill, the Walker County Excise Tax for Plant Gorgas and the Florida Pollution Tax for Plants Smith, Crist, Scholz, Oleander and DeSoto) as required by law for the Seller to pay. If awarded a contract, your adder will be firm for the life of the contract.

Plant	Origin Terminal (must identify)	Adder to "Current Day OPIS Ultra Low Sulfur / Dyed"
<u>APC</u> Gaston	_____	[REDACTED]
Gorgas	_____	[REDACTED]
Greene County	_____	[REDACTED]
<u>GPC</u> Bowen	<u>Doraville</u>	[REDACTED]
Branch	<u>Macon</u>	[REDACTED]
Hammond	<u>Doraville</u>	[REDACTED]
Kraft	<u>Savannah</u>	[REDACTED]
McDonough	<u>Doraville</u>	[REDACTED]
McIntosh Steam	<u>Savannah</u>	[REDACTED]
McIntosh CT/CC	<u>Savannah</u>	[REDACTED]
Monroe	<u>Athens</u>	[REDACTED]
Scherer	<u>Macon</u>	[REDACTED]
Tenaska	<u>Doraville</u>	[REDACTED]
Mitchell	<u>Albany</u>	[REDACTED]
Wansley	<u>Doraville</u>	[REDACTED]

Wilson N. Augusta
Yates Doraville
Robins CT Macon



1 GULF
Baconton Albany
Crist _____
Scholz _____
Smith _____
Tenaska AL _____



MPC
Daniel _____

2 SPC
Dahlberg Athens
Oleander _____
DeSoto County _____
Rowan _____
West GA Macon



Payment Terms: Net 10 EFT
Unloading Free Time: 1 hour
3 Demurrage Rate: \$ [Redacted]

As a condition of sale, next day delivery will be provided on orders placed by noon. If delivery cannot be met under this condition, SCS Fuel Services or plant personnel will be notified as soon as possible.

Any exceptions to the specific terms and conditions of sale are to be noted on a separate page.

Proposal Submitted By: [Signature] Date: 1/20/11 Company: Boswell Oil Co.
C. Wesley Bennett

wbennett@boswelloil.com
1-706-296-5707

**Southern Company
 Fuel Oil Sales Proposal
 Pricing and Payment Terms**

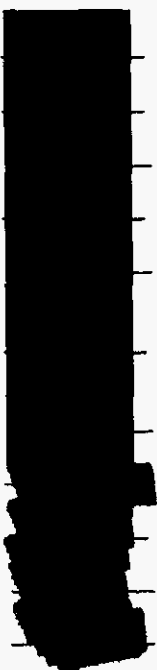
Unless your bid states otherwise, payment will be based upon the daily closing OPIS Dyed Ultra Low Sulfur Rack Average Index for distillate No. 2 fuel oil for the date of shipment (retrieved daily by Southern Company Services, Fuel Services Department from opisnet.com) and from the origin terminal specified below. *Note that if stated as an exception below, bids for Low Sulfur Dyed fuel oil(in place of Ultra Low Sulfur Dyed) will be entertained; however, you must be certain of your company's ability to provide Low Sulfur Dyed fuel oil for the entire term of this agreement.* The published current day OPIS Dyed Ultra Low Sulfur Rack Average posting will be added to your bid's fixed adder to determine the daily \$/gallon paid, rounded to four decimal places. Any applicable state sales tax will be paid directly to the taxing authority by the appropriate Southern Company operating company. Please indicate in the appropriate boxes below the per gallon adder to the OPIS Dyed Ultra Low Sulfur Rack Average. The adder is to consist of the following components: transportation, truck pump charges (if applicable) and any tax or fee (including but not limited to Federal LUST Tax, Federal Oil Spill, the Walker County Excise Tax for Plant Gorgas and the Florida Pollution Tax for Plants Smith, Crist, Scholz, Oleander and DeSoto) as required by law for the Seller to pay. If awarded a contract, your adder will be firm for the life of the contract.

Plant	<u>Origin Terminal</u> (must identify)	Adder to "Current Day OPIS Ultra Low Sulfur / Dyed"
APC		
Gaston	<u>Birmingham</u>	[REDACTED]
Gorgas	<u>Birmingham</u>	[REDACTED]
Greene County	<u>Meridian</u>	[REDACTED]
GPC		
Bowen	<u>Atlanta</u>	[REDACTED]
Branch	<u>Macon</u>	[REDACTED]
Hammond	<u>Rome</u>	[REDACTED]
Kraft	<u>Savannah</u>	[REDACTED]
McDonough	<u>Atlanta</u>	[REDACTED]
McIntosh Steam	<u>Savannah</u>	[REDACTED]
McIntosh CT/CC	<u>Savannah</u>	[REDACTED]
Monroe	<u>Athens</u>	[REDACTED]
Scherer	<u>Macon</u>	[REDACTED]
Tenaska	<u>Atlanta</u>	[REDACTED]
Mitchell	<u>Albany</u>	[REDACTED]
Wansley	<u>Atlanta</u>	[REDACTED]

Wilson N. Augusta
Yates Atlanta
Robins CT Macon



GULF
1 Baconton Albany
2 Crist Pensacola
3 Scholz Bainbridge
4 Smith Panama City
5 Tenaska AL Montgomery



MPC
6 Daniel Pascagoula

SPC
7 Dahlberg Athens
Oleander Cape Canaveral
DeSoto County Port Manatee
Rowan Charlotte
West GA Macon

Payment Terms: Net 10

Unloading Free Time: 60 minutes

Demurrage Rate: \$

As a condition of sale, next day delivery will be provided on orders placed by noon. If delivery cannot be met under this condition, SCS Fuel Services or plant personnel will be notified as soon as possible.

Any exceptions to the specific terms and conditions of sale are to be noted on a separate page.

Proposal Submitted By: Date: 1/19/11 Company: Mansfield Oil Company
David Zarfoss

Southern Company Fuel Oil Sales Proposal Pricing and Payment Terms

Unless your bid states otherwise, payment will be based upon the daily closing OPIS Dyed Ultra Low Sulfur Rack Average Index for distillate No. 2 fuel oil for the date of shipment (retrieved daily by Southern Company Services, Fuel Services Department from opisnet.com) and from the origin terminal specified below. *Note that if stated as an exception below, bids for Low Sulfur Dyed fuel oil (in place of Ultra Low Sulfur Dyed) will be entertained; however, you must be certain of your company's ability to provide Low Sulfur Dyed fuel oil for the entire term of this agreement.* The published current day OPIS Dyed Ultra Low Sulfur Rack Average posting will be added to your bid's fixed adder to determine the daily \$/gallon paid, rounded to four decimal places. Any applicable state sales tax will be paid directly to the taxing authority by the appropriate Southern Company operating company. Please indicate in the appropriate boxes below the per gallon adder to the OPIS Dyed Ultra Low Sulfur Rack Average. The adder is to consist of the following components: transportation, truck pump charges (if applicable) and any tax or fee (including but not limited to Federal LUST Tax, Federal Oil Spill, the Walker County Excise Tax for Plant Gorgas and the Florida Pollution Tax for Plants Smith, Crist, Scholz, Oleander and DeSoto) as required by law for the Seller to pay. If awarded a contract, your adder will be firm for the life of the contract.

Plant	Origin Terminal (must identify)	Adder to "Current Day OPIS Ultra Low Sulfur / Dyed"
<u>APC</u> Gaston	<u>Birmingham</u>	[REDACTED]
Gorgas	<u>Birmingham</u>	+
Greene County	<u>Meridian</u>	+
<u>GPC</u> Bowen	<u>Atlanta</u>	+
Branch	<u>Macon</u>	+
Hammond	<u>Chattanooga</u>	+
Kraft	<u>Savannah</u>	+
McDonough	<u>Atlanta</u>	+
McIntosh Steam	<u>Savannah</u>	+
McIntosh CT/CC	<u>Savannah</u>	+
Monroe	<u>Atlanta</u>	+
(Scherer	<u>Macon</u>	[REDACTED]
Tenaska	<u>Atlanta</u>	[REDACTED]
Mitchell	<u>Albany</u>	[REDACTED]
Wansley	<u>Atlanta</u>	[REDACTED]

* Note please see attachment for additional pricing.

Wilson Augusta
Yates Augusta
Robins CT Macon



GULF
1 Baconton Albany
2 Crist Pensacola
3 Scholz Bainbridge
4 Smith Panama City
5 Tenaska AL Montgomery



MPC
6 Daniel Pascagoula
SPC
7 Dahlberg Athens
Oleander Orlando/Taft
DeSoto County Tampa
Rowan Charlotte
West GA Macon



Payment Terms: Net 30 above - Net 10 offered on attached sheet.
Unloading Free Time: 1 hour
8 Demurrage Rate: \$ [REDACTED]

As a condition of sale, next day delivery will be provided on orders placed by noon. If delivery cannot be met under this condition, SCS Fuel Services or plant personnel will be notified as soon as possible.

Any exceptions to the specific terms and conditions of sale are to be noted on a separate page.

Proposal Submitted By Annie Johnson Date: _____ Company: Truman Arnold Companies

TACenergy

AMENDMENT #1

Georgia Power Bid January 13, 2011

Listed below is pricing on a NET 10 payment terms basis. If Net 10 payment terms are met, the .03 per gallon discount will be paid at the end of each month in a form of a rebate check.

Plant Gaston	
Plant Gorgas	
Plant Greene	
Plant Bowen	+
Plant Branch	+
Plant Hammond	+
Plant Kraft	+
Plant McDonough	+
Plant McIntosh Steam	+
Plant McIntosh CT/CC	+
Plant Monroe	+
1 Plant Scherer	
Plant Tenaska	
Plant Mitchell	
Plant Wansley	
Plant Wilson	+
Plant Yates	+
Plant Robbins CT	+
2 Plant Baconton	
3 Plant Crist	
4 Plant Scholz	
5 Plant Smith	

1 Plant Tenaska



2 Plant Daniel



3 Plant Dahlberg
Plant Oleander
Plant Desoto
Plant Rowan
Plant West GA



Thanks

Angie Johnson

Angie Johnson
Truman Arnold Companies

**Southern Company
 Fuel Oil Sales Proposal
 Pricing and Payment Terms**

Unless your bid states otherwise, payment will be based upon the daily closing OPIS Dyed Ultra Low Sulfur Rack Average Index for distillate No. 2 fuel oil for the date of shipment (retrieved daily by Southern Company Services, Fuel Services Department from opisnet.com) and from the origin terminal specified below. *Note that if stated as an exception below, bids for Low Sulfur Dyed fuel oil(in place of Ultra Low Sulfur Dyed) will be entertained; however, you must be certain of your company's ability to provide Low Sulfur Dyed fuel oil for the entire term of this agreement.* The published current day OPIS Dyed Ultra Low Sulfur Rack Average posting will be added to your bid's fixed adder to determine the daily \$/gallon paid, rounded to four decimal places. Any applicable state sales tax will be paid directly to the taxing authority by the appropriate Southern Company operating company. Please indicate in the appropriate boxes below the per gallon adder to the OPIS Dyed Ultra Low Sulfur Rack Average. The adder is to consist of the following components: transportation, truck pump charges (if applicable) and any tax or fee (including but not limited to Federal LUST Tax, Federal Oil Spill, the Walker County Excise Tax for Plant Gorgas and the Florida Pollution Tax for Plants Smith, Crist, Scholz, Oleander and DeSoto) as required by law for the Seller to pay. If awarded a contract, your adder will be firm for the life of the contract.

Plant	Origin Terminal (must identify)	Adder to "Current Day OPIS Ultra Low Sulfur / Dyed"
<u>APC</u> Gaston	<u>Birmingham</u>	[REDACTED]
Gorgas	<u>Birmingham</u>	[REDACTED]
Greene County	<u>Birmingham</u>	[REDACTED]
<u>GPC</u> Bowen	<u>Chattahoochee, GA</u>	[REDACTED]
Branch	<u>Macon, GA</u>	[REDACTED]
Hammond	<u>Chattahoochee, GA</u>	[REDACTED]
Kraft	<u>Savannah, GA</u>	[REDACTED]
McDonough	<u>Chattahoochee, GA</u>	[REDACTED]
McIntosh Steam	<u>Savannah, GA</u>	[REDACTED]
McIntosh CT/CC	<u>Savannah, GA</u>	[REDACTED]
Monroe	<u>Athens, GA</u>	[REDACTED]
Scherer	<u>Macon, GA</u>	[REDACTED]
Tenaska	<u>Chattahoochee, GA</u>	[REDACTED]
Mitchell	<u>Albany, GA</u>	[REDACTED]
Wansley	<u>Chattahoochee, GA</u>	[REDACTED]

Pricing Page 2 of 2

Wilson Savannah, GA
 Yates Chattahoochee, GA
 Robins CT Macon, GA



GULF
 1 Baconton Athens, GA
 2 Crist Bainbridge, GA
 3 Scholz Bainbridge, GA
 4 Smith Tampa, FL
 5 Tenaska AL Montgomery, AL

MPC
 6 Daniel Collins, MS

SPC
 7 Dahlberg Athens, GA
 Oleander Orlando, FL
 DeSoto County Tampa, FL
 Rowan Charlotte, NC
 West GA Macon, GA



The numbers to the left are the sum total. For a line item breakdown, please see the next page.

Payment Terms: Net 10 Days

Unloading Free Time: 45 minutes loading and 45 minutes unloading

Demurrage Rate: \$

As a condition of sale, next day delivery will be provided on orders placed by noon. If delivery cannot be met under this condition, SCS Fuel Services or plant personnel will be notified as soon as possible.

Any exceptions to the specific terms and conditions of sale are to be noted on a separate page.

Proposal Submitted By: Allen Nivens Date: 1/17/11 Company: Indigo Energy

ATTN: S.W. REARNA

#2 Oil Bid 2011

**Southern Company
Fuel Oil Sales Proposal
Pricing and Payment Terms**

Unless your bid states otherwise, payment will be based upon the daily closing OPIS Dyed Ultra Low Sulfur Rack Average Index for distillate No. 2 fuel oil for the date of shipment (retrieved daily by Southern Company Services, Fuel Services Department from opisnet.com) and from the origin terminal specified below. *Note that if stated as an exception below, bids for Low Sulfur Dyed fuel oil (in place of Ultra Low Sulfur Dyed) will be entertained; however, you must be certain of your company's ability to provide Low Sulfur Dyed fuel oil for the entire term of this agreement.* The published current day OPIS Dyed Ultra Low Sulfur Rack Average posting will be added to your bid's fixed adder to determine the daily \$/gallon paid, rounded to four decimal places. Any applicable state sales tax will be paid directly to the taxing authority by the appropriate Southern Company operating company. Please indicate in the appropriate boxes below the per gallon adder to the OPIS Dyed Ultra Low Sulfur Rack Average. The adder is to consist of the following components: transportation, truck pump charges (if applicable) and any tax or fee (including but not limited to Federal LUST Tax, Federal Oil Spill, the Walker County Excise Tax for Plant Gorgas and the Florida Pollution Tax for Plants Smith, Crist, Scholz, Oleander and DeSoto) as required by law for the Seller to pay. If awarded a contract, your adder will be firm for the life of the contract.

Plant	Origin Terminal (must identify)	Adder to "Current Day OPIS Ultra Low Sulfur / Dyed"
<u>APC</u> Gaston	_____	\$ _____
Gorgas	_____	_____
Greene County	_____	_____
<u>GPC</u> Bowen	_____	_____
Branch	<u>MACON</u>	
Hammond	_____	_____
Kraft	_____	_____
McDonough	_____	_____
McIntosh Steam	_____	_____
McIntosh CT/CC	_____	_____
Monroe	_____	_____
Scherer	<u>MACON</u>	
Tenaska	_____	_____
Mitchell	<u>ALBANY</u>	
Wansley	_____	_____

BRAD LANIER OIL CO., INC

Page 1 of 2

Wilson _____

Yates _____

Robins CT _____

GULF

Baconton ALBANY, GA [REDACTED]

Crist _____

Scholz _____

Smith _____

Tenaska AL _____

MPC

Daniel _____

SPC

Dahlberg _____

Oleander _____

DeSoto County _____

Rowan _____

West GA _____

Payment Terms: NID

Unloading Free Time: 15 MIN

2 Demurrage Rate: \$ [REDACTED]

As a condition of sale, next day delivery will be provided on orders placed by noon. If delivery cannot be met under this condition, SCS Fuel Services or plant personnel will be notified as soon as possible.

Any exceptions to the specific terms and conditions of sale are to be noted on a separate page.

Proposal Submitted By: [Signature] Date: 12/27/10 Company: BRAD LANIER OIL CO. INC.
HANS D. PANDOLFI
Phone 229 436 0131
Fax 229 436 0172
HANSBLD@BELLSTATE.NET

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Wilson _____
Yates _____
Robins CT _____

GULF
Baconton

No Bid
Pensacola, FL [REDACTED]

Scholz _____

2 Smith Freeport, FL [REDACTED]
3 Tenaska AL Montgomery, AL [REDACTED]

MPC
Daniel _____

SPC
Dahlberg _____

Oleander _____

DeSoto County _____

Rowan _____

West GA _____

Payment Terms: _____

Unloading Free Time: _____

Demurrage Rate: \$ _____

As a condition of sale, next day delivery will be provided on orders placed by noon. If delivery cannot be met under this condition, SCS Fuel Services or plant personnel will be notified as soon as possible.

Any exceptions to the specific terms and conditions of sale are to be noted on a separate page.

Proposal Submitted By: Chris Creech Date: 1/20/11 Company: The McPherson Companies, Inc

Wilson _____ No Bid
Yates _____ No Bid
Robins CT _____ No Bid

GULF
Baconton _____ No Bid
Crist _____ No Bid
Scholz _____ No Bid
Smith _____ No Bid
Tenaska AL _____ No Bid

1 MPC
Daniel Pascagoula, MS [REDACTED]

SPC
Dahlberg _____ No Bid
Oleander _____ No Bid
DeSoto County _____ No Bid
Rowan _____ No Bid
West GA _____ No Bid

Payment Terms: NET 30

Unloading Free Time: 1 HOUR

2 Demurrage Rate: \$ [REDACTED]

As a condition of sale, next day delivery will be provided on orders placed by noon. If delivery cannot be met under this condition, SCS Fuel Services or plant personnel will be notified as soon as possible.

Any exceptions to the specific terms and conditions of sale are to be noted on a separate page.

Proposal Submitted By: Kevin Cross Date: 1/14/11 Company: Midstream Fuel Service LLC
Kevin A Cross dba PEPCO

Staff's First Request for Production of Documents
Docket No. 110001-EI
GULF POWER COMPANY
May 20, 2011
Item No. 18
Page 1 of 1

18. Please provide a copy of all bid evaluation sheets or equivalent documents that Gulf, or its affiliate, prepared in reviewing the response(s) to light oil RFPs issued in 2010. If no evaluation sheets or equivalent documents were prepared, please explain why.

ANSWER:

Gulf Power's response to this request is being provided pursuant to a Request for Confidential Classification pursuant to Rule 25-22.006(3)(a).

See document bearing page number 483.

The document submitted herewith in response to Request # 18, consisting of page stamped 483, is confidential in its entirety.

Staff's First Request for Production of Documents
Docket No. 110001-EI
GULF POWER COMPANY
May 20, 2011
Item No. 19
Page 1 of 1

19. Please provide copies of each contract, if any, Gulf, or its affiliate on Gulf's behalf, entered into pursuant to light oil RFPs issued in 2010.

ANSWER:

Gulf Power's response to this request is being provided pursuant to a Request for Confidential Classification pursuant to Rule 25-22.006(3)(a).

See documents bearing page numbers 485 through 573.

The documents submitted herewith in response to Request # 19, consisting of pages stamped 485-502, 521, 548-549, and 567-573, are confidential in their entirety.
