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Docket No.: 031033-E
Wells Exhibit No. _____ (HGW-4)
Letter from Ingram to TECC

INGRAM BARGE COMPANY

THOMAS R. VORHOLT
VICE PRESIDENT, UTILITY SALES
E-MAIL: vorholt@ingrambarge.com



ONE BELLE MEADE PLACE
2400 HAWKINS ROAD
NASHVILLE, TENNESSEE 37205-2290
TEL: 615-298-6214 FAX: 615-298-6213

July 30, 2003

Mr. Martin Duff
Fuel Strategist
Tampa Electric Company
P. O. Box 111
Tampa, FL 33601-0111

Dear Martin:

After serious consideration and deliberation, Ingram Barge Company has elected not to provide rates in response to your Request for Waterborne Transportation Services Proposals WB-2004.

I can assure you that if TECO had proceeded to divest itself of the barge line, our response would be different. However, our impression from bidding on this business in the past is that our response, along with others', does nothing more than establish the rate structure at which your in-house carrier will continue to move your tonnage.

We appreciate the opportunity to look at your RFP's for barging services, and it is our sincere hope that at some point in the future our respective companies will have the opportunity to conduct business together.

Sincerely,

Thomas R. Vorholt

Thomas R. Vorholt

TRV/tas:TECO Bid Response

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