




DATE: February 1, 2006

TO: Watco Companies Managers and Employees

FROM: Julie Fortman 
Communications Coordinator

SUBJECT: Creation of Strategic Relationship Team; realignment of Marketing/Sales Team

Watco Companies announced today effective immediately its creation of a Strategic Relationship Team led by Chief Commercial Officer Ed McKechnie, and the appointment of Allan Roach as Senior Vice President, Marketing. With this realignment, Roach will assume responsibility for all of Watco Sales and Marketing and will report directly to Rick Webb, CEO.

“Allan’s skills and experience are well-suited to lead our marketing team into the future,” Webb said. “Under Allan’s guidance, we expect our marketing efforts will reach new level of success for our customers, our people and our company. “

“Strategic relationships are a key part of our business model, as those relationships have been the backbone of our company’s success over the past 23 years. Ed will be focusing on further expanding those relationships with all of our key partners,” Webb said.

McKechnie has been with Watco since 2000 and will be joined on the Strategic Relationship Team by Mark Blazer, who has been with Watco for 23 years.

Before joining Watco, Roach served as Senior Vice President and COO of American Railroads Corporation. In that position he was responsible for short line operations, customer relations, corporate strategy and legislative efforts. Additionally, he served as past President of the Southwest Association of Rail Shippers and is currently an officer with the North American Rail Shippers Association. Roach spent 22 years with the BNSF, where he held positions such as operations, marketing, network development and shortline development.

“I am eager for us to accomplish the success I know we are capable of,” Roach said. “In my short time with Watco I have witnessed first hand the quality people who are serving our customers each and every day. We have a strong foundation to build upon and I am confident and ready to lead the efforts to develop organic growth and continue to bring the highest value to our customers.”

Roach will work from the corporate office located in Pittsburg. He can be reached at 620-231-2230 or aroach@watcocompanies.com. He and his wife Rebecca live in Eureka, MO and have two daughters, Hallie and Courtney.

McKechnie will continue to work from the Pittsburg office. He can be reached at 620-231-2230 or emckechnie@watcocompanies.com. He and his wife Kristy live in Arcadia, KS and have two sons, Austin and Jackson.