



3905 Elliott Ave  
Springdale, AR 72762  
877.215.8782  
[www.watcosupplychain.com](http://www.watcosupplychain.com)

## MEDIA RELEASE

**Date:** April 30, 2018  
**Contact:** Lynda Patterson, Vice President of Growth Strategies  
Watco Supply Chain Services  
479-347-7206

### **Watco Supply Chain Services makes Strategic Investment in MID-SHIP Group, LLC**

**SPRINGDALE, ARKANSAS—April 30, 2018** - Watco Supply Chain Services, L.L.C. (WSCS), a wholly owned subsidiary of Watco Companies, L.L.C. (Watco) of Pittsburg, Kansas, today announced the strategic purchase of an interest in MID-SHIP Group L.L.C (MSG) of Port Washington, New York. MSG operates under the three main divisions: Marine, Logistics, and Kinder Morgan Logistics (KML).

Watco and MSG have had a long and successful business relationship, particularly among MSG's Logistics and KML business units and Watco's WSCS and Terminal and Port Services assets and operations. Today's announcement further deepens that relationship and extends the companies' cooperation into marine chartering and international market expansion. Watco joins the existing MSG ownership group, which includes an affiliate of Kinder Morgan, Inc., and the executives of MID-SHIP Marine, Inc., including its chairman, Jeff Armstrong.

Armstrong said, "We are pleased to integrate with our key partner, Watco, and believe this combination will lead to an expansive service offering for MSG and Watco Customers. The core principals of client first service and dedication to our Customers' business success are shared by both Watco and MSG. By leveraging MSG's ocean marine, barge and bulk trucking expertise with Watco's rail, highway logistics, and supply chain expertise, we will provide our Customers an expanded operations service and technology offering for all their logistics needs via our global network of U.S. domestic and international offices."

Under a veteran leadership team including Eric Wolfe, President of WSCS and newly appointed CEO of MSG, the Company will continue to place top-priority on delivering an industry leading Customer experience throughout all aspects of the supply chain.

"The talent of these two teams and the unparalleled service footprint of the expanded network provides a unique platform to target areas of the supply chain that have opportunities for optimization to improve flow and reduce costs," stated Wolfe.

The division leaders of WSCS, MSG's Marine, Logistics, and KML will endeavor to uniquely integrate the various components to offer international and domestic shippers unique turn-key logistics solutions, while ensuring simplification and ease of business for Customers.

Terms of the deal are undisclosed.



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### **About Watco Companies, LLC**

Watco Companies, LLC, is a Pittsburg, Kansas, based transportation company providing transportation, terminal and port, mechanical, and supply chain services for Customers throughout North America and Australia. Watco Companies, LLC is the owner of Watco Transportation Services, LLC, one of the largest short line railroad holding companies in the U.S. with 37 U.S. short line railroads and 32 industrial contract switching locations. Watco's Terminal and Port Services division operates 87 locations throughout the U.S. Watco Companies is a 50/50 joint venture partner with The Greenbrier Companies, Inc., in GBW Railcar Services, LLC. GBW repairs and refurbishes freight cars at 31 locations across North America. WSCS provides supply chain services in highway, intermodal, rail logistics and international logistics.

More information about Watco and its subsidiaries can be found at [www.watcocompanies.com](http://www.watcocompanies.com).

### **About MID-SHIP Group L.L.C**

MID-SHIP Group L.L.C was established over 40 years ago, and with its five domestic and nine international offices, MID-SHIP provides un-paralleled service in ocean freight cargo and vessel brokering, barge, rail, truck, supply chain management technology, bulk liquids brokering and project management for its over 400 clients while handling more than fifty million tons of cargo annually. The company also provides clients with end to end supply chain management using its proprietary technology.

### **About Kinder Morgan, Inc.**

Kinder Morgan, Inc. (NYSE: KMI) is one of the largest energy infrastructure companies in North America. It owns an interest in or operates approximately 85,000 miles of pipelines and 152 terminals. KMI's pipelines transport natural gas, refined petroleum products, crude oil, condensate, CO2 and other products, and its terminals transload and store petroleum products, ethanol and chemicals, and handle products such as steel, coal and petroleum coke. It is also a leading producer of CO2 that we and others use for enhanced oil recovery projects primarily in the Permian basin. For more information, please visit [www.kindermorgan.com](http://www.kindermorgan.com).