



**MEDIA RELEASE**

## **Watco Announces Additions to its Executive Leadership Team**

**PITTSBURG, KS – July 25, 2018** - Watco Companies, LLC, announces the appointment of four new members to its Executive Leadership Team. Nick Coomes is now chief operating officer and Stefan Loeb will be chief commercial officer. Also, Rachael Peterson takes the role of chief people officer while Ed McGuire will serve as chief investment officer.

Dan Smith, CEO, along with Rick Baden, president and CFO, and Craig Richey, chief general counsel, round out Watco's Executive Leadership Team in roles they already occupy.

"This group of leaders has demonstrated an exceptional ability to focus on the core values that have earned Watco the opportunity to grow for 35 years," said Watco CEO Dan Smith. "I'm very confident in this Leadership Team's ability to engage our Customers and Team Members every day. They know the value in staying hungry and humble, always looking for a better way to make it happen, while reminding everyone that the most important Watco leaders are our men and women serving Customers in the field each day."

As COO, Nick Coomes will be responsible for overseeing the day-to-day safe operations of the transportation, terminal and port, and mechanical divisions. Coomes joined the Watco Team in January of 2014 as vice president of operations support for Watco Terminal and Port Services. He has most recently served as senior vice president of operations for Watco. Under Coomes' leadership, Watco saw the successful integration of the Kinder Morgan terminal acquisitions and the start-up of a new Watco service offering in the Houston deep-water stevedoring operations. Prior to joining Watco, Coomes spent nine years at Dr Pepper Snapple where he held several positions, including director of engineering, where he led the scoping and execution of various marketing, packaging, and manufacturing related projects. Coomes received a bachelor's degree in Plastics Engineering and a master's in Business Administration from Pittsburg State University in Pittsburg, Kansas.

Stefan Loeb has been with the Watco Team since 2010 and held the positions of vice president of business development, senior vice president of marketing and strategic development, executive vice president and chief marketing officer, and executive vice president - network strategies. As CCO, Loeb will focus on building and growing strong Customer relationships and leading the development of new commercial opportunities for Watco. Loeb's focus on relationships played a key role in the acquisitions of the Wisconsin & Southern Railroad, Ann Arbor Railroad, Blue Ridge Southern Railroad, and the Birmingham Terminal Railway, which were the largest railroad purchases in Watco history. Prior to joining Watco, Loeb spent nine years in the banking industry, working mostly with a portfolio centered around serving Customers in the short line and regional railroad industry as well as the rail supply industry. Loeb attended Indiana University - Bloomington in Bloomington, Indiana, where he received a bachelor's degree in Business (Finance) from the Kelley School of Business.

As CPO, Rachael Peterson will continue to champion the Watco culture by leading various programs and functions that support Team Member engagement, development, safe-performance, health and wellness and communications. She joined the Watco Team in 2006 and has held several roles on the People Services Team, most recently serving as senior vice president of people services. Peterson was instrumental in the implementation of Watco University, which focuses on the development of Team Members both professionally and personally. She has also headed multiple initiatives that have led to significant improvements in Team Member retention. Prior to joining Watco, Peterson worked in healthcare recruiting at St. John's Hospital in Joplin, Missouri, and at JB Hunt Transport in Lowell, Arkansas, as a Manager of Professional and Organizational Development. Peterson received a bachelor's degree in psychology from Pittsburg State University, Pittsburg, Kansas, and a master's degree in Industrial/Organizational Psychology from Missouri State University in Springfield, Missouri.

In his role as CIO, Ed McGuire will manage Watco's capital raising activities and oversee the deployment of capital in Customer growth projects and mergers and acquisition transactions. McGuire joined the Watco Team in July of 2015 as executive vice president – strategic planning. Since joining Watco, McGuire has been deeply involved in numerous mergers and acquisitions and Customer growth capital transactions. He was instrumental in raising equity capital with SkyKnight – Crowley and several debt financings with Watco's banks. Prior to joining the Watco Team, McGuire worked for 30 years in investment and corporate banking. Most recently, he was with BMO Capital Markets, where he started BMO's Transportation and Logistics investment banking practice in 2003 and has worked closely with several railroad, trucking, barge, and logistics companies with M&A advisory, acquisition debt financing, and raising equity capital. McGuire has a bachelor's and master's degree in Business Administration from the University of Iowa, Iowa City, Iowa, and is a Chartered Financial Analyst (CFA).

### **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 38 U.S. short line railroads and 31 industrial contract switching locations. Watco's Terminal and Port Services division operates 87 locations throughout the U.S. and Mexico, and its mechanical division is one the largest railcar repair networks in the nation. Watco Supply Chain Services provides domestic and international supply chain services in rail, highway, intermodal, and marine logistics.

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

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