Watco Companies names two new Terminal & Port Services Senior Vice Presidents

PITTSBURG, KANSAS, January 22, 2015 – Watco Companies, LLC, is pleased to announce that Will Patterson and Derek Penner have accepted the positions of Senior Vice President, Marketing & Sales for Watco Terminal and Port Services (WTPS). Patterson will be leading the efforts to create continued organic revenue growth across a terminal network that will include the 31 facilities acquired as part of the upcoming Kinder Morgan transaction as well as the Greensport Industrial Park in Houston, Texas. Penner will be responsible for managing the WTPS organic marketing effort for the Energy By Rail Terminal Network and the existing Terminals, which include Phoenix, St. Louis, Rockford, Pittsburg, and Oklahoma City.

“Watco is fortunate to have Will leading the commercial side of the Kinder Morgan acquisitions,” Executive Vice President and Chief Marketing Officer Stefan Loeb said. “His vast experience in river, liquids, and bulk terminals and his understanding of the Kinder Morgan network will create tremendous value for our Customers and Watco.”

Patterson joined the Watco Team in 2012 as Vice President of Growth and Development for WTPS with his primary responsibility being the oversight of growth capital projects and review of new business at WTPS operations to insure continuity between proforma’s, capital spending and commercial agreements. This process included verifying and assisting in the profitability analysis of opportunities and confirming the execution of proper integration tasks.

He started his terminal and port career in January 1998 as an Analyst at River Consulting, a company that was eventually acquired by Kinder Morgan Terminals. Including his tenure at River Consulting, Patterson spent nearly 14 years with Kinder Morgan Terminals. Most of his time was spent in various commercial and business development capacities with the exception of his tenure as Terminal Manager for two Kinder Morgan Terminal facilities. When he left for WTPS, Will was Manager of Business Development in Kinder Morgan’s corporate office in downtown Houston. Patterson holds a bachelor’s degree in General Business Administration with a minor in Speech Communications and a Master’s of Business Administration from Louisiana State University.

Penner will lead a commercial team that includes Ryan Krull – Midwest Region, Laura Schmidt – Midwest Region, Steve Sheldon – West Region, Mike Yanish – North Region, and Duane Helms – East Region. Under Penner’s leadership, this team will be tasked with developing the potential of these terminal assets by improving and expanding our Customer relationships through industry knowledge and market position of their organization, and developing solutions to meet their requirements through the deployment of our Operating Department’s specific services. He and his team will also
be facilitating a defined cross-marketing plan that will promote new and additional transportation and material handling services for our Customers across Watco Transportation Services and WTPS.

Loeb said, “Derek has played a tremendous role in the incredible growth and development of Watco’s Terminal & Port Services group. We look forward to his leadership in developing and growing that important terminal network for our Customers. “

Penner most recently served as Director of Market Development for WTPS and joined the Watco Team in 2010 as a Business Development Manager. In Penner’s four years at Watco, he has made tremendous contributions to the Crude By Rail initiatives within WTPS. Prior to joining Watco, Derek attended Missouri State University where he received bachelor degrees in Supply Chain Management and Finance.

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Watco Companies, LLC, is a Pittsburg, Kansas, based transportation company providing mechanical, transportation, and terminal and port services solutions for Customers throughout North America and Australia. Watco is the owner of Watco Transportation Services, LLC, one of the largest short line railroad holding companies in the U.S. with 32 short line railroads operating on more than 4,400 miles of track, as well as 28 industrial contract switching locations. Watco Terminal and Port Services is a division of Watco Companies, L.L.C., consisting of terminal facilities located throughout the United States, 2 significant port operations, and multiple warehouses. 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 38 locations across North America, including 14 tank car repair and maintenance facilities certified by the Association of American Railroads. More information about Watco and its subsidiaries can be found at www.watcocompanies.com.