



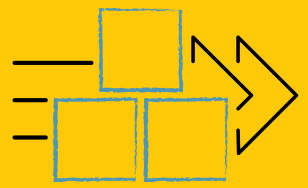
Central Kansas Manufacturing Network

May 20, 2021

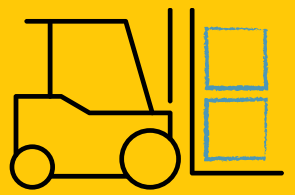


Watco is a single-source transportation and supply chain services company

Any Mode, Any Material, Any Market



Transportation



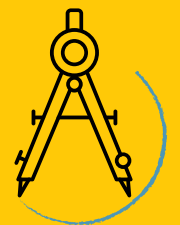
Material Handling
and Storage



Repair and
Maintenance

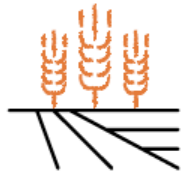


Logistics



Design
and Development

Serving Diverse Industries



Agriculture



Wind Energy



Aggregates



Chemical



Retail



Construction



Waste



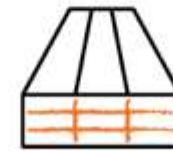
Oil/Gas



Automotive



Coal



Lumber



Steel

We've Got You Covered



LEGEND

- Watco Operations
- BNSF
- CN
- CP
- CSXT
- KCS
- NS
- UP
- Other Short Lines
- Terminals & Ports
- ▲ Switching
- Mechanical Railcar Shops (Dedicated)
- ▲ Mobile Mechanical Sites (Dedicated)
- Mobile Mechanical Sites (Open)
- Logistics Services
- Inland Waterways

January 2021

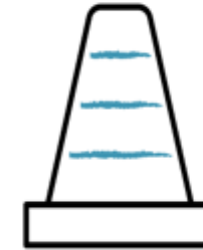
Our Foundation Principles



Value Our
Customers



Value Our
People



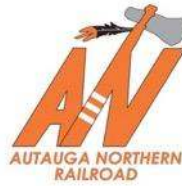
Safely Improve
Every Day

Rail

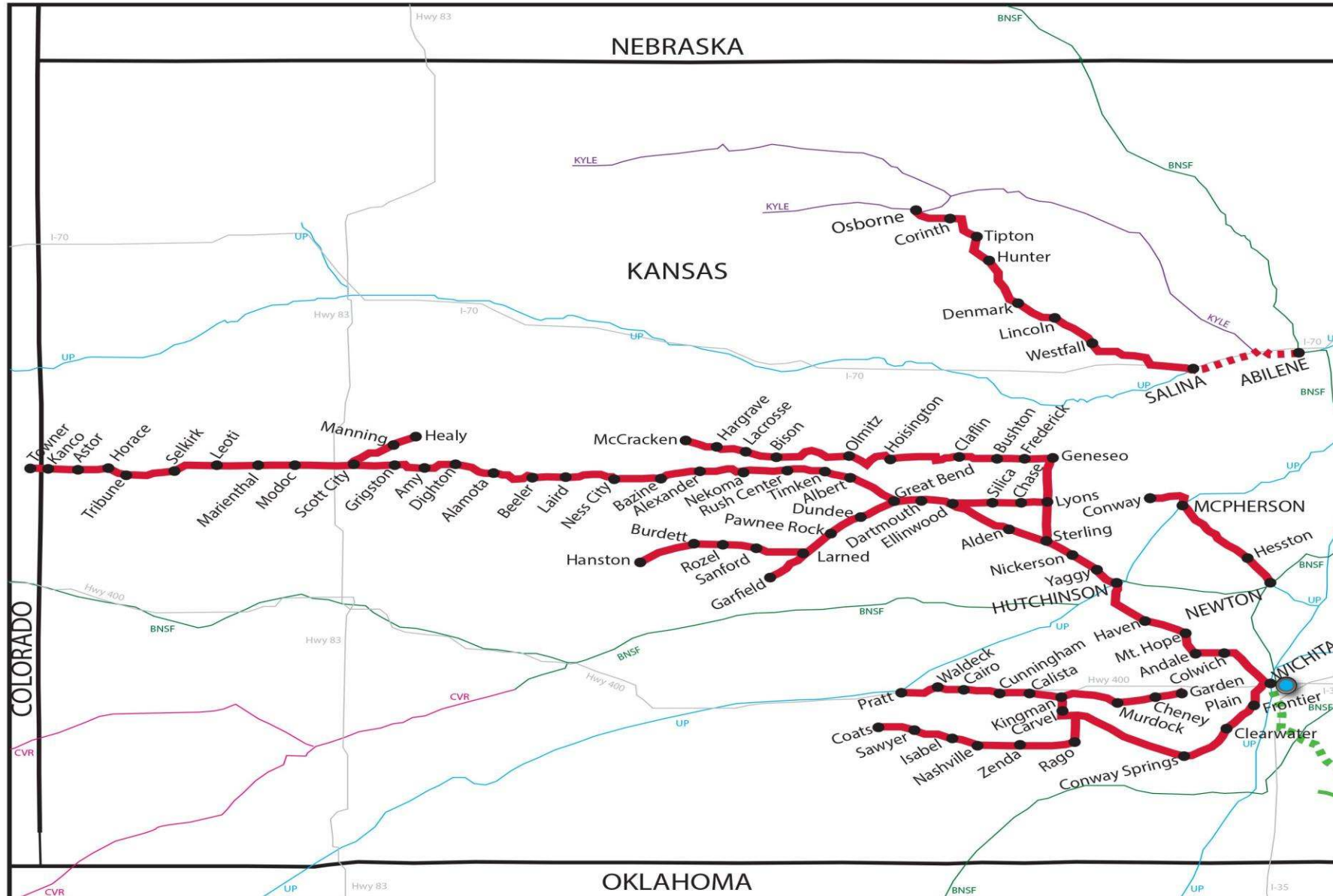
- Own and operate 44 short line railroads with connectivity to Class I railroads
- Decades of experience handling diverse commodities
- Bundled, multi-modal solutions
- Network and route optimization
- Railcar billing
- Real-time shipment monitoring and reporting
- Yard and dwell management



Our Diverse Family of Railroads



Kansas & Oklahoma Railroad



Rail Switching, Storage, and Fleet Management

- Railcar switching at your manufacturing facility using our locomotives or yours
- Railcar storage for empty or loaded railcars across our nationwide network of short line railroads and terminals
- Railcar fleet management provides in-transit tracking and real-time communication



Highway Logistics

- Access to more than 40,000 licensed motor carriers and equipment
- Full truckload or less-than-truckload
- Dry van, flatbed, tanker, hopper trailers
- Temperature-controlled vans
- Hazmat vehicles
- Over-dimensional, specialty



River Logistics

- Cargo handling/stevedoring
- Coastal and inland barging
- Inventory management
- Multi-modal solutions



Ocean and Air Logistics

- Licensed NVOCC/IAC
- Project cargo
- Hazmat
- Customs clearance
- Ocean chartering



Terminals and Ports

- Strategically located, barge-served terminals with access to major U.S. coastal and inland waterways
- Transloading
- Bulk, breakbulk, containers, liquids, and project cargo
- Cargo handling and stevedoring
- Material processing: bag, crush, blend, mix, bundle, or wrap
- Specialized equipment to handle a variety of commodities
- Inventory management
- Final-mile service

Storage

- Specialty and build-to-suit
- Bins and silos
- Warehouses, including climate-controlled
- Laydown and outdoor
- Free trade zone areas

Repair, Inspection and Cleaning

Watco has decades of experience in freight and tank car repair and maintenance. Services range from FRA maintenance programs, car conversions, and wreck repair to regulation tank car services and retrofits.

- AAR-certified team
- Railcar repair shops
- Mobile repair
- Dedicated repair

Unbiased, Comprehensive Third-Party Logistics

- Domestic transportation
- International transportation management
- Warehouse management, including indoor and outdoor storage
- Supply chain optimization
- Diverse freight from cartons to heavy-duty industrial components
- Oversized component and equipment movement

Design and Engineering

- Track and terminal design
- Civil, mechanical, electrical, structural, geotechnical, maritime, and industrial engineering
- Construction management
- Surveying, environmental studies, and permitting
- Estimating and scheduling
- Procurement assistance
- Federal, state, and local funding support
- Project management



Real Estate and Industrial Development

- Property sales, acquisition, and leasing
- Permits — utilities (pipelines, wire lines, fiber optics, cable crossings), grade crossings (public and private road crossings), and property access (digging, drilling, surveys, or environmental analysis)
- Land asset development
- Site location services

Discover the **DIFFERENCE**