The Sandhouse Gang presents....

“A New Shortline Model”

Thursday – Nov. 1, 2012
3:00 – 5:00 pm

Speakers:
- Allan Roach, Senior Vice President Business Development, Watco Corporation LLC
- Stefan Loeb, Vice President of Business Development, Watco Companies, LLC

How does a shortline holding company continue to grow in this highly competitive, expensive, and uncertain transportation environment? For Watco, listening to its customers and providing the services they request led to the creation of new lines of business and hundreds of new opportunities. As a result, Watco is poised for extraordinary growth as it capitalizes on the North American Energy market, shortline acquisitions, and global transportation opportunities. Allan Roach and Stefan Loeb will discuss the Watco business model and how it was adapted to position Watco as a leader in the transportation industry.

Speakers Bios:

Allan Roach is a Senior Vice President Business Development at Watco Corporation LLC, a short line railroad, rail switching, transload, intermodal, warehousing, and port services holding company. Mr. Roach is responsible for Business Development activities including merchandise freight, grain, coal, energy related commodities, chemicals, forest products, intermodal operations, port services, warehousing, transloading services, and automotive operations in the US, Canada, and Mexico. He also is experienced in developing strategies for Mergers and Acquisitions (M&A), business plans, forecasts, revenue and profitability goals for class 1, 2, 3, and shortline railroads.

Prior to joining Watco, Mr. Roach was Director of Network Development at Burlington Northern and Santa Fe Railway where he held positions in operations and marketing during his career with BNSF. He is President of North American Rail Shippers Association, a member of the AAR Passenger Rail Advisory Group and a member of the Missouri Department of Transportation Freight Forum.

Stefan Loeb serves as Vice President of Business Development for Watco Companies, L.L.C. of Pittsburg, KS. His responsibilities include growing and maintaining strategic client relationships for Watco with specific emphasis on Class 1 and shortline railroads, railcar repair, transloading opportunities, and public partnerships. He is also responsible for helping executive management evaluate and execute potential mergers, acquisitions, and other projects requiring Watco’s capital. Since joining Watco in July of 2010, Stefan has led or participated in several acquisitions/start-ups including the Wisconsin & Southern Railroad (where he serves on the Board of Managers), Birmingham Terminal Railway, and Autauga Northern Railroad.

Prior to joining Watco, Stefan spent nine years as a Commercial Banker at Bank of America and its predecessor LaSalle Bank focused on serving shortline, regional railroad, and rail supply clients.

Stefan serves on the Finance Committee of the Traffic Club of Chicago and is also an active member of the American Shortline & Regional Railroad Association and Northwestern University Transportation Center Sandhouse Gang. Stefan holds a B.S. in Business, Finance from Indiana University – Bloomington.