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EP 526 (Sub-No. 23)

August 7, 2025

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The Honorable Patrick J. Fuchs
Chairman
Surface Transportation Board
395 E Street SW
Washington, DC 20423

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Dear Chairman Fuchs:

Please accept this letter to formally nominate myself for the Surface Transportation Board's Railroad-Shipper Transportation Advisory Council (RSTAC) small railroad vacancy. I do this in full support of the Watco team. With over a decade of progressive leadership experience in multiple facets the rail industry, including operations, I have consistently demonstrated a commitment to strategic growth, operational excellence, and customer/shipper empowerment.

As the current Senior Vice President of Rail, Sales at Watco, I oversee the customer relationships and commercial efforts of 46 small railroads, driving over \$750 million in annual revenue. Under my tenure we expanded revenue including more than 10 percent growth in new carloads and fostered sustainable industrial partnerships across diverse markets. I bring a unique ability to integrate operational strategy with customer-centric innovation, having led successful initiatives in sales process design, market penetration, and cross-functional collaboration.

During my time at both Watco and Genesee & Wyoming, I have:

- Successfully negotiated multi-million-dollar contracts between shippers and Class I railroads.
- Managed high-performing teams and implemented strategic succession planning to ensure continued growth and customer satisfaction.
- Directed over \$775 million in new industrial development investment through customer-focused project execution, including the expansion of Bartlett Grain on the South Kansas & Oklahoma Railroad in Southeast Kansas, netting 5,000 new carloads a month.

These achievements are grounded in a disciplined approach to financial analysis, strategic planning, and stakeholder engagement, supported by a deep understanding of the rail and logistics industries. I have also been an active industry representative, speaking at major trade associations and contributing to regional economic development boards.

My days as a conductor and engineer helped grow my commitment to relationship between us and our customers driving my efforts to be a strong advocate for reliable service. I view challenges as opportunities for transformation, and I believe that thoughtful, data-driven decision-making can catalyze long-term value.

I welcome the opportunity to contribute my experience and insight to RSTAC, as well as learn along the way. I appreciate your consideration of this nomination. Please feel free to contact me directly at (217) 816-0277 or zachary.boehme@watco.com if you have any questions.

Thank you for your time and attention.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Zachary Boehme', with a stylized, cursive script.

Zachary G. Boehme
Senior Vice President, Sales