

To: Romeoville

From: W&B Service Company

Date: November 21, 2025

Subject: 1385 Joliet Road, Romeoville, IL

W&B Service Company would like to present its comprehensive proposal for the utilization of the facility located at 1385 Joliet Road in Romeoville, Illinois.

Since 1952, W&B Service Company is proud to be a trusted leader in the transportation equipment and service industry. W&B has established a strong reputation built on operational excellence, deep industry expertise, and long-standing customer relationships. Headquartered in Dallas, TX, the company has grown to more than 21 locations across multiple Texas, Oklahoma, Arkansas, Louisiana, Ohio, and now, Illinois. Company-wide, W&B has more than 500 employees and a fleet of over 115 mobile service trucks, delivering a full suite of equipment sales, service/repair, and parts solutions.

W&B operates as a full-service provider offering everything a transportation fleet requires behind the cab of a truck. Its capabilities span equipment sales, aftermarket parts, comprehensive repair services, and financing solutions, creating a complete one-stop shop for customers. In 2018, W&B acquired Superior Trailer Sales Company, further strengthening W&B's market leadership as the nation's largest independent semi-trailer dealer, providing best-in-class access to leading brands such as Hyundai Translead, Fontaine, Dorsey, and Doonan.

The company's leadership team is comprised of seasoned industry professionals who bring decades of operational experience and proven success.

Tracey Maynor, former Owner and current Vice Chairman, joined W&B in 2011. With decades of industry experience, Tracey transformed the company by expanding W&B's footprint, establishing the trailer sales division by partnering with Hyundai Translead, completing several strategic acquisitions, and bringing in a financial partner, Stellex Capital, in 2023. Today, Tracey remains an active Vice Chairman on the board of the company, and his family office, 17SHOALS Inc., is purchasing the real estate as part of their large industrial real estate portfolio to lease to W&B.

In 2025, Justin Keppy, a West Point graduate with an MBA from Harvard Business School, joined W&B as President and CEO. He brings operational excellence and strategic insight from his leadership roles at Hertz Global Holdings and Carrier Corporation.

Gary Blackburn, Vice President of Business Development, brings over 44 years of industry experience, including deep relationships throughout the Midwest transportation market.

Prior to W&B, Gary spent over 20 years in leadership at Great Dane Trailer covering Illinois, Indiana, Ohio, and Kentucky.

W&B Service Company's product and service offering is comprehensive and specifically designed to meet the diverse needs of transportation, logistics, and distribution customers. The company offers an extensive inventory of both new and used specialized trailers—including refrigerated, dry van, flatbed, and heavy-haul trailers. The company is a top-tier retailer, consistently ranking among the top dealers for leading OEM brands. Just this week, W&B was awarded Dealer of the Year by Hyundai Translead for 2024, an award we've held since 2013.

In addition to equipment sales, W&B maintains a robust parts and service operation. W&B supports customers repair and parts needs both in-shop and on-site, delivering everything from minor trailer repairs to major rebuilds. Technicians are highly trained and equipped to handle repairs of all kinds. This includes trailer repair, welding, wreck work, refrigeration systems, truck bodies, liftgates, and all major trailer components. There will be a wash bay, but no paint work at the Romeoville location.

Regarding the Romeoville facility specifically, W&B intends to operate within the existing structure with no modifications to the current site plan or approved construction plans. The only planned exterior enhancement is updated building signage to reflect W&B's branding. Exact signage details are still to be determined; however, there is typically no issue working in accordance with local requirements on building and monument signage. The company prides itself on maintaining clean, organized, and community-friendly facilities across all its locations, and the Romeoville property will follow the same standards.

Financial projections for the Romeoville location reflect strong anticipated growth driven by demand for equipment, parts, and service in the Chicago metro region. W&B forecasts total sales revenues of \$22.7 million in 2026, growing to \$44.7 million in 2027 and \$66.7 million in 2028. These numbers include equipment sales, parts, and service. Substantial contributions to these totals are expected from equipment sales (trailers). Beyond revenue growth, the company anticipates generating 50+ local jobs at full scale, aligning with W&B's long history of cultivating long-tenured, highly skilled employees. The company's culture places a premium on employee training, retention, and customer service excellence, further reinforcing its position as an employer of choice and a reliable community partner.

In summary, W&B Service Company's proposal for the Romeoville facility outlines a strong operational fit, significant economic benefits, and a commitment to maintaining the integrity of the existing site. With no structural changes required and substantial projected contributions to local employment and industry support, W&B looks forward to becoming a long-term partner to the Village of Romeoville and its business community.