



# Watco Companies, Inc. Announcement

**Date:** February 12, 2009  
**To:** Watco Team  
**From:** Kellie Sisler  
Vice President Car Accounting & Revenue Contract Services  
**Subject:** Revenue Accounting Consolidation

As guided by our foundation principles requiring Continuous Improvement; the Revenue Accounting Department for the Central and Gulf Regions, including the new Grand Elk Railroad, will be joined by the Data Entry Department to consolidate billing services.

The number one goal of this effort will be to identify and remedy rework activities while utilizing natural synergies to structure meaningful work flows within the revenue pipeline.

The revenue pipeline begins with data entry recording events of Customer activity, next is rating and invoicing, concluding with collections and disputes. The consolidation creates a “womb to tomb” effect by streamlining the events within revenue accounting.

Watco’s utilization of existing great people brings representatives from within our company to step up to new challenges and lead the Revenue Accounting teams.

The below individuals have committed to leading the teams within the Revenue Accounting Department:

- Rebekah Garner, Assistant Manager Revenue Accounting - Data Entry
- Jocelyn Gates, Assistant Manager Revenue Accounting - Collections & Disputes
- Lisa Brokob, Manager - Revenue Accounting

All of the teams report directly to Mike Cain, AVP Revenue Accounting. In addition to managing these teams, Mike reviews all new Customers for which all credit must be established prior to shipping/receiving with a Watco company.