

Watco Transportation Services Announcement



Date: February 10, 2010
To: Watco Team
From: Ray Sargent, Assistant Chief Operating Officer West Region
Subject: James Mattsen, Market Manager, Mission Mountain & Yellowstone Valley Railroads

Please join me in welcoming James Mattsen to the Watco team. Ico gu has accepted the position of Marketing Manager for the Yellowstone Valley and Mission Mountain railroads.

James began his railroad career with Progressive Rail Inc., where he accumulated a diversity of knowledge in accounts payable, accounts receivable, tariff compilation and publication, customer service, car repair billing, operations, and administration. He worked his way through the ranks starting as a Customer Solutions Coordinator, was promoted to Manager of Equipment Accounting, and offered a General Manager position before accepting the job with Watco. He accepted the position with Watco because he was familiar with the success and growth of our company, and felt the position offered long-term growth through additional diversification.

“I have learned that flexibility is imperative in a short line environment and that knowledge acquired in one area will often be useful in another,” says James. His diversity in the short line industry has also helped shape his problem-solving ideology. “I have come to believe that recurring problems are really opportunities to improve safety, reduce expenses, and increase revenue if you take a long-term view and look for the root cause behind the crisis of the day.”

James has family distributed from Minnesota through Northern Wisconsin. In his spare time, he enjoys history, economics, literature and bicycling.

James will be based out of Sidney, Montana and can be reached directly at (406) 433-8561, or by e-mail at jmattsen@watcocompanies.com.