



August 8, 2008

Watco Team:

Today I want to take the opportunity to say two words that often aren't said or heard enough. Those words are "Thank you."

Thank you for the work you do each and every day to ensure our Customers receive the best service possible and our Company and Team are profitable and successful. Our Watco Team is the best in the industry and it's because of your dedication to being safe, efficient and smart.

Thank you for making the right decisions in how to spend and save money and for always striving for improvement in our Customers' satisfaction and our financial performance. Your dedication to our foundation principles is the most valuable contribution you can make because dedication leads to doing the right thing and for that I commend each of you.

Thank you for being excited and active in our effort to improve EVA. I have heard many ideas from our Team for improving EVA and am proud that you have taken an active role in making our Company better. As I've said before, improving EVA isn't complex. It's as easy as saving \$10 a day by choosing a more affordable hotel while traveling. Although \$10 doesn't sound like much, it adds up over time. If the entire Watco Team saves \$10 today, that results in more than \$20,000 savings.

Remember that although it isn't always said, we appreciate the effort you make every day to make our Company better. Continue to make decisions and act in ways that support our foundation principles and continue finding and sharing ways to improve EVA.

Thanks for everything you do and keep making great things happen!

Rich