



November 25, 2009

Watco Team:

I want to share with you some of the things I am most thankful for during this Thanksgiving season.

First and foremost, I am thankful for the 2,000 strong Watco Team that work every day to deliver the Right Service, at the Right Time, in the Right Condition, Safely and at the Right Price. (Thanks Tim Holan for helping to improve how we state one of our Foundation Principles.) The Watco Team is made up of amazing individuals, supported by their families, who deliver our service to our Customers so that Watco may continue to grow and improve.

I am thankful for our thousands of Customers who give us a means to make a living and take care of our families. Our Customers provide for our every need by choosing us to serve them and paying us fairly and honestly for the service we provide. Always remember our Customers don't have to choose us, but do because of what we do to improve the value they receive from us every day.

I am thankful for my family, especially my father, Dick Webb, whose vision, grit, determination, leadership and integrity made Watco a reality 26 years ago. It was the foundation he built that we are still building on today and will continue to use for many years to come.

I am thankful for the many communities we operate in and how they embrace Watco and what we do. We are blessed to live and work in some of the best parts of this country with our operations today in 22 States across this great country of ours. We are always looking for opportunities to take our operations to other States in this great land.

I am thankful for being a part of the Watco Team and living in the best country ever created on this Earth. I don't know of any other place in the world where a car knocker from a small town could take his idea of serving the Customer the way they want to be served to the level of success we have

achieved. The United States of America has always been and will always be, the place where hard work and dedication to doing the right things and doing them right can make dreams come true.

I am thankful for the men and women of the US Armed Forces who put their lives on the line everyday so that we may continue to pursue our dreams in the land of the free. On this Thanksgiving let us all remember those who have given the greatest sacrifice so that we may continue to be free. I am also especially thankful for the Watco Warriors, who have and continue to represent us so well.

Lastly, I am always thankful for the way the Watco Team continues to make great things happen.

I hope you all have a safe and Happy Thanksgiving.

*Rick*