



March 5, 2010

Watco Team:

As we celebrate Team Member Appreciation Day today, I want to thank you for everything you do for us. Each of you are the reason we are successful and have many opportunities to serve great Customers across the United States.

Last week I attended a retirement lunch for Billy Coy, a great man who was a member of the Watco Team for 25 years at our Coffeyville, KS shop. During Billy's time with us he gave his best every day and helped make us successful. Hearing stories from Billy's 25 years and sharing memories with the Watco Team in Coffeyville made me think about all the other great people who have been with us for many years.

Each month there is a section in The Dispatch recognizing Watco Team Anniversaries. I am both amazed and proud to see the many names of people who have chosen to dedicate their life to our great Company by being on our Team for 5, 10, 15 and even 20-plus years. Not many businesses can tout the fact that so many of its people are long-term team members. The Watco Team has many things to be proud of and that long-term dedication of our people is something that deserves recognition. The service you, our Watco Team, provide our Customers every day is invaluable and I appreciate each and every one of you for what you do. Always understand whether you have been with us one week or 25 years, you are important and we value you and appreciate your efforts that make us the greatest transportation service provider in the industry.

As you do your job every day, know you are important, be safe and do the best job you can. But also remember to enjoy your time on the Watco Team so when you retire you can look back with fond memories.

Thank you for all you do and keep making great things happen.

*Rich*