



April 21, 2010

Watco Team:

A few weeks ago my weekly message to you focused on the many reasons for our success. It also focused on the challenge in continuing to be successful and not becoming complacent or unsafe. Today I must remind all of you that safety is the foundation for everything we do, and we must take action immediately.

There is no excuse for an accident or injury because all accidents and injuries can be prevented. We work in an unforgiving environment that requires we be focused on the job at hand at all times. One moment of inattentiveness or one bad decision can impact your life or the life of a fellow team member forever. It is each of our responsibility to not only look out for our self and ensure we are making safe decisions, but also to look out for our fellow team members as well. This means teaching safe practices, ensuring everyone follows them and reporting those who don't. Unsafe practices or conditions are to be reported to your supervisor or can be reported by phone to the Safety Hotline at 866-899-2826.

Safety **must** be the basis for everything we do and begins with our Customer First Foundation Principles of Improved Customer Satisfaction and Profitability Over the Long Term. If we do not work safely, we will not provide the best service, not be profitable and not survive the long term. We must always believe that the service we provided yesterday is not good enough for today and provide a better level of service so we improve every day and ensure our Customers receive the best service in the industry.

Safety should already be the first priority for the Watco Team, but I challenge everyone to be even more focused on achieving zero accidents and injuries because our lives depend on it. We all want to come to work each day, do our job safely and go home to our families in the same condition we left in.

Be safe and keep making great things happen.

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