



November 24, 2010

Watco Team:

As the holidays approach and we prepare to celebrate Thanksgiving, it is the perfect time to reflect upon all our blessings.

I have many blessings I am thankful for and the most important of them is people. On the most basic level, what we do every day revolves around them. I am thankful for the 2,000 people who make up our great Watco Team, the families who love and support them, our 1,000+ great Customers who we serve and, of course, my own family.

Twenty-seven years ago we opened our doors to serve one Customer with a handful of people willing to commit to our vision. I am constantly amazed at our accomplishments and growth from serving one Customer back then to more than 1,000 today. You, our great Watco Team, are the source of our success and I am thankful for you every day.

I am also thankful for the thousands of family members who support our team—husbands, wives, sons, daughters and extended family. Our line of work is not 8-5. To provide our Customers the best service possible, we must work all hours, which takes us away from family time. For those families willing to share you with us, especially on holidays, I am thankful.

I am thankful every day that our Customers from across the United States choose us to serve them. They have other choices, but have the confidence in us to put their future in our hands by allowing us to serve their business. Our Customers are the reason we have food on our tables and I appreciate them not only on Thanksgiving, but every day.

Last but not least, I am thankful for my family, especially my father, Dick Webb. He built the foundation we continue to build upon every day and if not for him none of us would be members of the Watco Team today. His vision, determination and leadership paved the path that resulted in the great company we are today.

Thank you for being part of our great team and please remember to thank your fellow team members who will be working to secure our future by serving Customers this holiday.

Have a safe and happy Thanksgiving and keep making great things happen,

*Rick*